

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**MARCH 19, 2019**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on March 19, 2019 at 8:00 am.

Board members Present: Chairman Kenneth Sipiora, Vice Chairman Paul Merritt, Secretary/Treasurer Brian Loughmiller, Board member Patrick Cloutier, Board member Dr. Gere' Feltus, Board member Joe Minissale and Board member Michael Jones.

Absent: None

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, MEDC Office Supervisor Deana Smithee, MEDC Administrative Assistant Joanne Isom, Mayor George C. Fuller, Mayor Pro Tem Tracy Rath, City Manager Paul Grimes, Chief Financial Officer Mark Holloway, MCVB Executive Director Dee-dee Guerra, MEDC Attorney Mark Houser

Absent: Staff member Development Specialist Madison Clark

There were 4 guests present.

Chairman Sipiora called the meeting to order at 8:00 am after determining a quorum present.

Chairman Sipiora observed new Board Member Dr. Gere' Feltus needed to be sworn in. At this time the City Secretary was unavailable. Dr. Gere' Feltus will be unable to participate in the voting until she is sworn in.

Chairman Sipiora called for the Minutes of the McKinney Economic Development Corporation Meeting of February 19, 2019. Board members unanimously approved the motion by Board member Minissale, seconded by Secretary / Treasurer Loughmiller, to approve the minutes. Board member Michael Jones was absent from the vote.

**19-0226**     Board Chairman - Chairman Sipiora called for Board and Liaison Updates. Chairman Sipiora took a moment to welcome the newest Board member, Dr. Gere' Feltus. Chairman Sipiora also noted next meeting it would be appropriate to discuss process improvements to the

devising of the agendas.

Board member Michael Jones arrived at the meeting.

Chairman Sipiora presented former Chairman Jason Burress with an appreciation award his years of service to McKinney and the EDC Board.

City of McKinney – City Manager Paul Grimes reported TxDOT has announced two MAPOs (Meeting of Affected Property Owners), a procedural matter that TxDOT prepares for route alignments as they continue to study the potential alignments for US Highway 380. They announced two additional variants, one on the east side aligning with Airport Rd going north and the other on the western side. Mr. Grimes noted two meetings are scheduled, March 21, 2019 for the eastern side at Collin County Courthouse and March 28, 2019 for the western variant at Prosper Rogers Middle School. Both meetings will take place at 6:00 pm. Mr. Grimes also noted TxDOT is looking to make an announcement on a preferred alignment sometime in May. Mr. Grimes reported on the HB2 (House Bill Legislation) the Senate passed for property tax caps. The City has a number of concerns but the good news is our Mayor, George Fuller, has been extremely active in working with a small group of Mayors who are negotiating with the House. Mr. Grimes reported the concerns are the State is trying to cap the City's ability to have revenues associated with property taxes yet are not funding schools to the level they should be which is the biggest way to affect property tax change. Mr. Grimes noted there is a HB3, a funding mechanism for schools right now, but it is only for a year. Collin County Days in Austin are March 26<sup>th</sup> & 27<sup>th</sup>. He stated this is a Collin County Chamber of Commerce initiative that coordinates with the City to meet with our legislative delegates to press on various issues of our local interest. Lastly, Mr. Grimes announced a mosaic mural is being installed on front of the Chestnut Commons Parking Garage. It's pretty cool, a great backdrop, pretty unique. If you have a chance, go see it.

Chamber Of Commerce - President Lisa Hermes noted there are local elections coming up and there will be candidate forums, April 4<sup>th</sup>, at the Chamber Office for City candidates and April 9<sup>th</sup> for Education candidates. Both forums will be 7:30-9:00 pm and Community IMPACT will be moderating the forums. President Hermes extended the invitation to the Government and Legislative Issues Committee Meeting on April 5<sup>th</sup> to hear from Angela Hale, our legislative consultant. At this meeting Ms. Hale will go into detail about the bills that have been filed and how they affect our community. Mayor Fuller will also be at the meeting to explain the Charter Amendments on the May 4<sup>th</sup> ballot. President Hermes expressed the Chamber is continuing to educate people on the bond election as the Chamber is highly supportive of the propositions on the ballot. Lastly, President Hermes announced the Business Development Committee will meet for the first time on Wednesday. The group consists of people who represent businesses who have recently gone through the development process, as well as Chamber Board Members, City Council Liaisons, people from the Development, and Commercial Real Estate communities. The purpose of this committee is to offer great feedback to Executive Director of Development Services Michael Quint and his team.

Convention & Visitors Bureau – Executive Director Dee-dee Guerra reported last month McKinney received an accolade for the best downtown designation for over 50,000 population by County Line Magazine. Ms. Guerra noted the MCVB Board heard promotional grant requests from the following: the McKinney Art Studio Tour (MAST) is requesting \$8,000, Odysseus Chamber Orchestra requested \$1,500, Heard Craig Center requested additional funds in the amount of \$1,500 and the International Festival Imagine International Academy requested \$5,000. Ms. Guerra also noted McKinney received advertising in the following publications: Houston House and Home, Texas Town and City

Magazine, Oklahoma Living magazine, The Dallas Observer, The Courier Gazette, Community IMPACT, and North Texas News. McKinney ISD did win the bid for the NCAA D2 Championship football games for 3 years, 2019-2021. She noted a site visit from Drum Corp International and are hoping to bring the 3 year bid to McKinney. On a final note, Ms. Guerra noted Debbi Silver will be at the Leadership Alumni on Thursday. Tickets for alumni are \$25.00 and \$35.00 for non-alumni.

**19-0227** Chairman Sipiora called for the Consideration/Discussion of the MEDC Staff Monthly Report. President Tokar announced SRS Headquarters is staying in McKinney. Their newly constructed headquarter building will be 100,000 square feet and will be located in Hub 121. President Tokar also noted he will attend the Dallas Regional Chamber's New Executive Program this Thursday through Friday which is an indoctrination to the region.

**19-0228** - Chairman Sipiora called for the Consideration/Discussion/Action on January and February Financials. Chief Financial Officer Mark Holloway noted that it is budget season and his staff has met with President Tokar and is looking forward to adopting a fiscal year 2020 budget in September. Mr. Holloway reported on two sets of financials focusing on the February financials. For February, reported revenues of \$1.4 million, expenditures of \$585,000, increasing the net position by \$850,000 for the year. Mr. Holloway reported the most important thing to come out of the February financials were the sales tax collections at 8.2% above last year's collection. Through February, sales tax were at 4.6% above last fiscal year and we budgeted 4.4% so we are on track to make sales tax collections for the year.

Board members unanimously approved the motion by Secretary/Treasurer Loughmiller, seconded by Board member Cloutier,

to approve January 2019 Financials.

Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Jones, to approve February 2019 Financials.

**19-0230** Chairman Sipiora called for the Consideration/Discussion/Action on Subcommittees. Chairman Sipiora stated we currently have three subcommittees: Real Estate, Finance, and Marketing. Chairman Sipiora stated there is not a limit on the number of subcommittees and asked the Board if any additional subcommittees are needed. Secretary/Treasurer Loughmiller suggested an Ad Hoc committee to be established as needed for certain projects City Attorney Houser confirmed Chairman Sipiora can appoint an Ad Hoc committee to a project as long as the project is on the agenda. President Tokar recommended a BRE (Business Retention & Expansion) committee that will consist of all board members rotating to attend business visits with the MEDC staff. Board members agreed. Chairman Sipiora appointed the following board members: Finance Subcommittee: Board member Jones, Vice Chairman Merritt, and Chairman Sipiora. Marketing Subcommittee: Board member Feltus, Board member Jones, and Board member Minissale. Real Estate Subcommittee: Board member Cloutier, Board Member Feltus, and Secretary/Treasurer Loughmiller.

Board members unanimously approved the motion by Board member Cloutier, seconded by Board member Jones, to approve Subcommittee members.

Chairman Sipiora swore in Board member Feltus.

Secretary/Treasurer Loughmiller departed the meeting.

Chairman Sipiora called for Citizen Comments and there were none.

Chairman Sipiora called for Board comments and there were none.

Chairman Sipiora recessed the meeting into Executive Session at 8:36 am.

Chairman Sipiora reconvened the meeting to open session at 9:40 am.

Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Minissale, to amend the Stat Lab agreement as discussed in Executive Session.

Board members unanimously approved the motion by Board member Jones, seconded by Board member Feltus, to table Spark II as discussed in Executive Session.

**19-0231** Chairman Sipiora called for the Type A Economic Development Sales Tax Training. EDC Attorney Houser stated this training is required by the EDC bylaws before introducing Business partner, Jeff Moore. Mr. Moore presented the training.

Board members unanimously approved the motion by Board member Minissale, seconded by Board member Cloutier, to adjourn. Chairman Sipiora adjourned the meeting at 10:36 am.

---

Kenneth T. Sipiora  
Chairman