

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

MAY 15, 2018

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on May 15, 2018 at 8:00 a.m.

Board members Present: Chairman Jason Burress, Secretary/Treasurer Robert Clark, Kenneth Sipiora, Joe Minissale, Michael Jones and Sharon Denny. Absent: Vice Chairman Paul Merritt

Staff Present: Interim President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, Operations and Compliance Administrator Melissa Dixon, Administrative Assistant Deana Smithee, Councilman Scott Elliott, Mayor George C. Fuller, City Manager Paul Grimes, Chief Financial Officer Mark Holloway, MCVB Executive Director Dee-dee Guerra, City Secretary Sandy Hart, MEDC Attorney Mark Houser, Chamber of Commerce President Lisa Hermes, and Assistant to the City Manager Trevor Minyard.

There were 3 guests present.

Chairman Burress called the meeting to order at 8:07 a.m. after determining a quorum present.

18-426 Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Meeting of April 17, 2018. Board members

unanimously approved the motion by Secretary/Treasurer Clark, seconded by Board member Minissale, to approve the minutes.

18-427 Chairman Burress called for Board and Liaison Updates. Chairman Burress stated it has been a very difficult 6-8 weeks for me personally and thanked all the MEDC Board Members and staff as well as Mr. Grimes, Mark Houser, Mayor Fuller and City staff.

City of McKinney – City Manager Paul Grimes reported the following: Last week Mayor Fuller, myself, and Trevor Minyard traveled to Washington D.C. On May 7th and 8th we visited with our Federal Delegation, as well as some Federal Officials. We met with Senator Cornyn, Senator Cruz, Congressman Johnson and his staff as well as staff of Congressman Ratcliffe. We also met with the governor's representative in Washington D.C. and then met with Department of Transportation staff to talk about transportation issues, federal trust fund issues but also the new BUILD program. The BUILD program is a reincarnation of the TIGER Grant program which has been rebranded and repurposed. It was a productive visit and we look forward to continued discussions on matters of interest. We talked at length about the airport and the Bois d'Arc Creek Reservoir. Which by the way, the Groundbreaking is on May 25th. Staff is in full budget preparation mode. We are on schedule to present the budget to City Council on August 10th. We have a new Interactive Development Snapshot portal from our

Development Services Department. It's very user friendly, a great website, with a significant upgrade. The address is mckinneytexas.org/snapshot. We will have a new zip code in McKinney, going from 3 to 4. If you live South of Virginia, North of Eldorado and West of US 75, effective July 1st, your new zip code will be 75072.

Chamber of Commerce – Chamber President Lisa Hermes reported the following: We are working on the legislative agenda for the next legislative session. Out of a survey that we did with our membership, the top 3 issues that were most important were education, workforce development, and transportation. We are going to have specialized focus groups for each of those areas so we can better understand the needs of our business community. County Judge Keith Self will present at our next Government And Legislative Issues committee meeting. I encourage you to attend. He will be talking about the County Bond Election that will take place in November. We are accepting applications for Leadership McKinney until June 1st. So if you'd like to apply or know of someone who'd be a great candidate, get your applications in. SERVE McKinney takes place June 7th. This is an event our Leadership Alumni puts on each year. We provide a free table to all of the City's Boards and Commissions. We encourage the community to come out to the Collin Higher Education Center and learn how they can serve and give back.

It's less about monetary donations and more about how you can give of your time.

MCVB - Executive Director Dee-dee Guerra reported that the Sheraton was awarded the Texas Folklore Society Conference which will be held April 25th-28th, 2019. This will bring approximately 150-200 attendees and about 70 room nights. We are excited to report that we are again partnering with McKinney Independent School District (MISD). The MISD submitted an RFP to the National Association of Intercollegiate Athletes so we are hoping to bring AA Football Championship to McKinney in December 2019. We continue to promote Memorial Day weekend as the time to come to McKinney. We have Bike the Bricks on May 25th, the Yellow Wood Festival on May 26th at our Myers Park, and the Smiles Charity concert on May 27th. We have a ribbon cutting on June 7th for the Hilton Home2 and are excited to welcome them to McKinney. We hired a new admin, Courtney Marsh has joined our team. We are now at full staff, so we are happy about that.

18-428 Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Reports.

18-429 Chairman Burress called for the Consideration/Discussion/Action on February Financials. Chief Financial Officer Mark Holloway reported the sales tax revenues for the month of April, which is February's collection, are up about 5.6% over last year which puts us at about 4.8% total

collected more than last year. We budgeted 5.2% so we are pretty much right on track. Expenditures were a little over \$2.6 million, the biggest portion of that being the land acquisition. Board members unanimously approved the motion by Board member Sipiora, seconded by Chairman Burress to approve April Financials.

18-430 Chairman Burress called for the Consideration/Discussion/Action on Amending the McKinney Economic Development Corporation FY2017-18 Budget for Land Acquisition. Board members unanimously approved the motion by Board member Minissale, seconded by Board member Jones, to Approve Amending the McKinney Economic Development Corporation FY2017-18 Budget for Land Acquisition.

18-431 Chairman Burress called for the Consideration/Discussion/Action on the McKinney Economic Development Corporation FY19 Budget. Chairman Burress stated that we have a subcommittee who includes Board member Jones, Board member Sipiora and Board member Clark. Chairman Burress asked the subcommittee members if they had anything to report from the meetings they had. Board member Clark reported there was a lot of discussion about employees and what we project in terms of staff for the next several years. We added in funds for employee bonuses should we decided to provide those. We want to retain and continue to hire the best employee's so we felt it was time to put some money in the budget to allot for that. Mr. Sipiora stated despite

increasing the salary compensation budget for staff, we were able to bring this budget in under a pretty good benchmark. Our operating expenses relative to our top line revenue continue to be very effective at less than 20%. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve the McKinney Economic Development Corporation FY19 Budget.

Chairman Burress called for Citizen Comments and there were none.

Chairman Burress called for Board member comments. Board member Sipiora wished Board Member Denny a happy birthday.

Chairman Burress recessed the meeting into Executive Session at 8:28 a.m. Per the Texas Government Code: A. Section 551.071 (2). Consultation with General Counsel on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any: Section 551.072. Deliberations about Real Property, Section 551.087. Deliberation Regarding Economic Development Matters, and Section 551.074. Personnel Matters as listed on the posted agenda. Chairman Burress recessed back into open session at 11:09 a.m.

Chairman Burress called for Action on Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Denny, to approve the Blount agreement as discussed in Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve Project Knowledge as discussed in Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve Project Dynacraft as discussed in Executive Session.

Board members unanimously approved the motion by Board member Minissale, seconded by Board member Denny, to adjourn. Chairman Burress adjourned the meeting at 11:12 a.m.

JASON BURRESS
Chairman