

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

MAY 21, 2019

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on May 21, 2019 at 8:00 am.

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

Absent: Vice Chairman Paul Merritt

Staff Present: Executive Vice President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, Office Supervisor Deana Smithee, Administrative Assistant Joanne Isom, Social Media Specialist Kristen Ridout, Councilman Scott Elliott, Mayor George C. Fuller, City Manager Paul Grimes, Chief Financial Officer Mark Holloway, MCVB Executive Director Dee-dee Guerra, MEDC Attorney Mark Houser, and Assistant to the City Manager Trevor Minyard.

Absent: MEDC President Peter Tokar

There was 1 guest present.

Chairman Sipiora called the meeting to order at 8:02 am after determining a quorum present.

Chairman Sipiora took an opportunity to thank Vice Chairman Merritt for his service on the board. Chairman Sipiora then called for a nomination for the Vice Chair position. Board members unanimously approved the motion by Secretary/Treasurer Loughmiller, seconded by Board member Cloutier, to approve Michael Jones for Vice Chairman.

Chairman Sipiora called for the Minutes of the McKinney Economic Development Corporation Work session of April 10, 2019. Board members unanimously approved the motion by Board member Cloutier, seconded by Board member Feltus, to approve the minutes.

Chairman Sipiora called for the Minutes of the McKinney Economic Development Corporation Meeting of April 16, 2019. Board members unanimously approved the motion by Board member Minissale, seconded by Vice Chairman Jones, to approve the minutes.

19-0424 Chairman Sipiora called for Board and Liaison Updates.

City of McKinney - City Manager Paul Grimes announced the Gold Star Families on Saturday, May 25th at 10:00 am will lay a wreath for those who have given their life in the line of duty at Veterans Park in Craig Ranch. City Manager Grimes reminded the board the City offices will be closed Monday, May 27th for Memorial Day. Information about city services schedule due to the closures can be found on the website. City Manager Grimes reported two new Council members will be sworn in on June 4th, however, they will begin orientation later this week with a series of three to four sessions covering all aspects of City operations and City government. City Manager Grimes continued, at the City Council work session tonight, a representative from The National Research Center will present the findings from the citizen survey. City Manager Grimes also announced Cirrus Aircraft will locate their service center to the McKinney National Airport.

Chamber of Commerce – President Lisa Hermes reported on the final days of the legislative session. The 312 Authorization Agreements have been approved. She also noted the bill that would not allow tax payer dollars to fund a lobbyist was declined during session. President Hermes announced the 31st Leadership McKinney class graduated and they are taking applications for the next class. President Hermes noted the Chamber Golf Tournament will be on June 3rd. Secretary/Treasurer Loughmiller took an opportunity to thank the Chamber for all the hard work they did during the recent bond elections.

Convention and Visitors Bureau - Executive Director Dee-dee Guerra announced they are losing board member, Julia Baublis. Her replacement will be announced at the June 4th City Council meeting. Vanesa Rhodes attended DFW AE visiting with account executives and meeting planners in order to drive business to McKinney. Director

Guerra noted they are already working on and meeting about NCAA Division II Football for December 2019. They have applied for funds from the Event Trust that is from the office of the Governor. Before they can receive those funds they have to do an Economic Impact Study. Director Guerra reported on the marketing and advertising efforts noting they are working with the City Communications Department to create the "Ask a Local" campaign. This campaign will feature three different families from McKinney. The campaign will launch June 1st. Director Guerra shared an article from the Community Impact Newspaper. Our team worked on trying to get the designation of wedding capital of North Texas. Unfortunately, that title is not available at the regional level but McKinney did receive great advertisement.

19-0425 Chairman Sipiora called for the Consideration/Discussion of the MEDC Monthly Organizational Report. Executive Vice President Abby Liu announced the new Senior Vice President, Danny Chavez, will start on Tuesday, May 28th.

19-0426 Chairman Sipiora called for the Consideration/Discussion/Action on

19-0427 March and April, 2019 Financials. Chief Financial Officer Mark Holloway presented the March and April Financials and gave a brief synopsis of the April financials. The monthly actuals for April were about 1 million with expenses a little over \$600,000 leaving the net gain for the month of April right at \$400,000. For the year we have a net gain of almost 2 million. Chief Financial Officer Holloway noted sales tax continues to be strong this year. 4.4% growth was forecasted and we are at 5%. Board members unanimously approved the motion by Board member Feltus, seconded by Secretary/Treasurer Loughmiller, to approve the following consent items: March 2019 Financials and April 2019 Financials.

Chairman Sipiora called for Citizen Comments and there were none.

Chairman Sipiora called for Board comments. Secretary/Treasurer Loughmiller congratulated Vice Chairman Jones on his newly elected position. Vice Chairman

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Jones congratulated Madison Clark on graduating the Leadership McKinney Program.

Chairman Sipiora recessed the meeting into Executive Session at 8:20 am.

Chairman Sipiora reconvened the meeting to open session at 10:40 am.

Board members unanimously approved the motion by Board member Cloutier, seconded by Board member Feltus, to approve Project Tahiti as discussed in Executive Session.

Board members unanimously approved the motion by Board member Minissale, seconded by Board member Cloutier, to approve Project Lotus as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Jones, seconded by Board member Feltus, to approve Project Foam IV as discussed in Executive Session.

Board members unanimously approved the motion by Board member Feltus, seconded by Board member Cloutier, to approve Project 3 Leaf as discussed in Executive Session.

Chairman Sipiora noted Project Handle is tabled until the next meeting.

Board members unanimously approved the motion by Secretary/Treasurer Loughmiller, seconded by Board member Feltus, to approve Project Rose Garden as discussed in Executive Session.

Board members unanimously approved the motion by Board member Minissale, seconded by Board member Cloutier, to adjourn. Chairman Sipiora adjourned the meeting at 10:44 am.

Kenneth T. Sipiora
Chairman