

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

JUNE 16, 2016

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on June 16, 2016 at 8:00 a.m.

Board members Present: Chairman Lance Lindsay, Vice Chairman Robert Clark, Kenneth Sipiora, Paul Merritt, and Walter Chen. Absent: Secretary/Treasurer Jason Burress and Randy Page.

City Council members Present: Council member Travis Ussery.

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Director of Business Development Chad Walker, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, Interim City Manager Tom Muehlenbeck, City Secretary Sandy Hart, Senior Financial Analyst Trevor Minyard, MEDC Attorney Mark Houser, MCVB Executive Director Dee-dee Guerra, Director of Strategic Services Chandler Merritt, Planning Manager Jennifer Arnold, Planner Steven Doss and Planner Aaron Bloxham.

There was one guest present.

Chairman Lindsay called the meeting to order at 8:00 a.m. after determining a quorum was present. Chairman Lindsay welcomed the newly appointed Board member Paul Merritt. Chairman Lindsay called for action on the minutes.

16-612 Minutes of the McKinney Economic Development Corporation Meeting of May 17, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Sipiora, to approve the May 17, 2016 minutes.

16-614 Chairman Lindsay called for the Board and Liaison Updates.
City of McKinney – Interim City Manager Tom Muehlenbeck reported the new MEDC President, Mr. Darrell Auterson will begin on July 1, 2016. In addition, City Council will have a Budget Retreat on July 27th to finalize the 2017 Budget. Mr. Muehlenbeck continued with thanking the MEDC Chairman and Board for selecting Abby Liu as Interim President for the

MEDC. Ms. Liu has done a tremendous job during the past 13 months as Interim President, and also wanted to publicly thank her for service.

MCVB - MCVB Executive Director Dee-dee Guerra reported that during the month of May was National Travel and Tourism Week and it was very successful. MCVB held a luncheon for Public Safety Appreciation day to honor all our First Responders and was well attended. Mayor Pro Tem Randy Pogue and Council member Chuck Branch, as well as Councilwoman Tracy Rath were in attendance at the luncheon and their support is greatly appreciated. In addition, helped secure 251 hotel room nights for total revenues of \$17,388, which included six weddings, one social group, one sports group and one corporate booking. MCVB hosted one Day Trip for the Northwood Ladies Group. Ms. Guerra continued that the MCVB received two RFP's, one for the Texas Association of Convention and Visitors Bureau with which we did not qualify, and one for the Texas Society of Infection Control & Prevention at the Sheraton for 50 attendees in July, which was a successful bid. MCVB hosted three site visits, two for hotels for wedding guests, and one for the Texas Municipal League. Ms. Guerra mentioned the Fiscal Year 2015-2016 Recap and the 2nd Quarter Recap reports provided to the Board for their review.

16-615 Chairman Lindsay called for the Director of Business Development Report. Director of Business Development Chad Walker reported a few of the marketing events he attended. First, the Dallas Regional Chamber's Spring Local Broker's Event on May 14th which was an excellent one-on-one time with local brokers. Second, the Area Development Consultant's Forum in St. Louis, Missouri which featured numerous presentations by site consultants and industry experts. And, finally, Mr. Walker attended the TEDC Mid-Year Conference in Irving last week.

16-616 Chairman Lindsay called for the Director of BRE/Emerging Tech Report.

Director of BRE/Emerging Tech John Valencia reported Encore continues their construction at the northwest corner of Industrial Boulevard and Airport Drive and still expect to have their Certificate of Occupancy by July 4th. Blount Fine Foods is currently working on their interior changes and still on schedule for completion by mid-July. Blount expects to get their Certificate of Occupancy for the addition by mid-November. The retention side of business is good, we have no one leaving McKinney that we have been made aware of. Mr. Valencia thanked Steven Doss, one of the Planners for the City, as well as his whole team for all the effort in creating the McKinney at a Glance reports. The current three companies in the Emerging Tech program are Munzee, Pest Routes and HealthQuest. McKinney WERX continues to grow with now 35 companies operating out of their offices which includes 68 people.

16-617 Chairman Lindsay called for the Interim President Report. Interim President Abby Liu reported the MEDC had their Annual Strategic Planning Meeting on May 20th with all seven Board members in attendance, and Allison Larsen as facilitator. Ms. Liu and Vice Chairman Clark attended the 4A/4B Sales Tax training in Dallas which included training on Open Meetings Act, Public Information Act, 2015 Legislation Updates as well as the 4A/4B information. Tomorrow, June 20th, Ms. Liu leaves for Select USA in Washington D.C. hosted by the United States Chamber of Commerce. Ms. Liu thanked Mr. Muehlenbeck, Trudy Mathis and the Finance department for all their hard work on project compliance for Hisun. Chairman Lindsay expressed his thanks to Ms. Liu for stepping in as Interim President.

16-618 Chairman Lindsay called for the Update on the ONE McKinney 2040 Comprehensive Plan Initiative. Long Range Planner Steven Doss initiated the presentation and general overview. Vice Chairman Clark shared that this is a great tool for the community and expressed his

appreciation to Planning Manager Jennifer Arnold and team for all their hard work putting the plan together with the feedback of the citizens.

16-624 Chairman Lindsay called for the Discussion and Direction Regarding Possible Amendment to MEDC Bylaws Relative to Board Member Training. Chairman Lindsay explained he would like incoming Board members to attend the 4A/4B Sales Tax training class during the first year of tenure and for the MEDC Bylaws to reflect this. Ms. Liu explained how the 4A/4B training is an important foundation of knowledge for Board members and what the training includes. Vice Chairman Clark expressed his agreement with how important and vital the education is for the Board. MEDC Attorney Mark Houser acknowledged the ability to adjust the Bylaws and have it ready for the next Board meeting.

16-625 Chairman Lindsay called for the Discussion of New President Welcome Event. Chairman Lindsay introduced the idea of hosting a welcome event for the new MEDC President Darrell W. Auterson. Ms. Liu expressed the date preference for the event to be late July or early August and asked for Board feedback on the scope of the invitation list, the venue location, and budget. Ms. Liu stated she will get some ideas together for the Board to review.

16-619 Chairman Lindsay called for the Consideration/Discussion/Action on May Financials. Senior Financial Analyst Trevor Minyard reported the May financials will be presented in its entirety next month, however Mr. Minyard explained the history of sales tax collection on behalf of the MEDC. Board members unanimously approved the motion by Board member Sipiora, seconded by Vice Chairman Clark, to table May Financials to the next MEDC meeting.

16-613 Chairman Lindsay called for the Corrected Minutes of the McKinney Economic Development Corporation Strategic Planning Work Session of May 20, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Sipiora, to approve

the corrected minutes of the Strategic Planning Work Session of May 20, 2016 as presented.

16-620 Chairman Lindsay called for the Consideration/Discussion/Action on a Non-Binding Letter of Intent with the WERX Foundation, Inc. to Provide Matching Grant Funding for Emerging Technology Initiatives. The WERX Development Director Cindy Johnson reported The WERX is in the process of submitting a federal grant application to the Regional Innovations Strategies Program under the United States Department of Commerce. One grant opportunity is the i6 Challenge, which the grant request is between \$400,000 to \$500,000, focuses on increasing employment in a region based on industry clusters. And, this opportunity is being submitted partnering with Collin College. The second grant opportunity is Seed Fund start-up for The WERX which provides funding to create the methodology, the measures and the processes around the Seed Fund and the collateral marketing fund. The Seed Fund grant application request is between \$200,000 to \$250,000 and is also in collaboration with Collin College. Having the support of the MEDC, and thusly the letter of intent is a required element of the grant matching funds process. The WERX is requesting \$200,000 letter of intent from the MEDC to fund over three years, and will be dispersed only if the i6 Challenge grant is awarded. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Merritt, to approve a non-binding letter of intent with the WERX Foundation, Inc. to provide matching grant funding for emerging technology initiatives.

Chairman Lindsay called for citizen comments and there were none. Chairman Lindsay called for Board or Commissioner comments and there were none.

Chairman Lindsay recessed the meeting into Executive Session at 9:03 a.m. per Texas Government Code: Section 551.071 (2). Consultation with City Attorney 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 -24.0223 Acres of MEDC Land in University Business Park and Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Board member Chen left the meeting at 10:45 a.m. Chairman Lindsay reconvened to open session at 11:00 a.m.

Board members unanimously approved the motion by Board member Merritt, seconded by Board member Sipiora, to approve Project Sticky Phase II as discussed in Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Vice Chairman Clark, to approve Project 3s as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Sipiora, to adjourn. Chairman Lindsay adjourned the meeting at 11:03 a.m.

LANCE LINDSAY
Chairman