

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

NOVEMBER 19, 2013

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on November 19, 2013 at 8:00 a.m.

The meeting was called to order at 8:11 a.m.

Board members present: Ernest Lynch III, Darrell Tate, Lance Lindsay, Julie Fort, Pablo Ruiz, Robbie Clark, and Chuck Branch.

Staff present: President Jim Wehmeier, Executive Vice President Abby Liu, Business Retention and Expansion & Emerging Technology Director John Valencia, Director of Marketing & Research Cayti Stein, and Administrative Assistant Connie Gibson.

13-1201 Minutes of the McKinney Economic Development Corporation Board Meeting of October 15, 2013. Julie Fort made a motion, seconded by Robbie Clark, to approve the minutes of the October 15, 2013 board meeting. The motion passed.

13-1202 October 2013 Financial Report. Sales tax receipts for the month of October were up 8% over October 2012. Total sales tax receipts were \$780,694. Lance Lindsay made a motion to approve the financial report. Julie Fort seconded the motion. The motion was voted on and passed.

13-1203 Board and Liaison Updates

City of McKinney

- The upswing with development activity in the city continues. There has been a large number of zoning cases presented to City Council recently.
- Lot inventory for new homes is low throughout the City.
- The City took over the airport operation November 1st.

McKinney Convention & Visitor's Bureau

- MCVB staff recently hosted 22 travel counselors with TTIA.
- Travel and promotional materials were sent to support a Team Texas event, and the Albuquerque Balloon Festival.
- MCVB has taken out ads in D Magazine and The Griffon magazine.
- The MCVB office had 276 walk-ins this past month.
- There have been requests for information from five different states this past month.
- There were 869 bags assembled and given out this past month.
- MCVB staff assisted with the booking of 343 hotel rooms. Some of the groups that books rooms were CAF, Lions Club, and seven weddings.

McKinney Community Development Corporation

- MCDC officers were elected during the October board meeting. Officers are:
 - Chairman George Fuller
 - Vice-chairman Scott Elliott
 - Secretary/Treasurer Colleen Smith
- Requests for Qualification were issued for the Aquatic Center project. Eleven have been received and will be reviewed this next month.

- MCDC anticipates making an aquatic facility recommendation to City Council the first meeting in January.
- MCDC has partnered with MCVB and City of McKinney for the purchase of ad space in D Magazine.

McKinney National Airport

- Mark Jaraczewski was introduced to the board. He is the McKinney Air Center Fixed Base Operations General Manager and Assistant Airport Director.
- Fuel consumption at the airport has been up this past month.
- The terminal building will be one of the next improvement projects at the airport.

13-1204 Marketing & Research Report

- Cayti Stein has been working with the GIS department with the City of McKinney. The GIS map is now available on the MEDC website.
- The GIS map will show available properties in McKinney, and will be able to be accessed by staff from laptops or iPad. Details such as lot size and broker will be available.
- Encore Wire recently received the Blueprint Award by the Dallas Regional Chamber. The award will be presented during a luncheon November 19th.
- A marketing video is being developed by the City communications department.
- The MEDC 20th Anniversary event will be December 12th. The event will be held at McKinney National Airport.

13-1205 Business Retention & Expansion (BREP) and Emerging Technology Report

- The StatLab expansion is progressing.
- The previous Emerson building that has been purchased by MEDC has been shown to prospective buyers several times.
- There have not been any new entrants into the Emerging Technology program this month.
- Activity at the Collide Center has increased. There are currently 19 companies in the program. Of those, 11 are in the incubator stage, and five businesses are actively seeking funding sources.
- Another Tech Cocktail event has been scheduled for May 1st at The Cotton Mill. They anticipate having as many as 300 people at the event.
- There have not been any major issues with the businesses located around the construction zone at Central Expressway and Eldorado this month.
- John Valencia is working with the City and Rockfish restaurant to get banners up before Christmas.

13-1206 Executive Vice President's Report

- MEDC staff and several board members attended the State of the Community luncheon November 7th.
- The Emerson Process Management grand opening was held November 8th.
- Taiwan Director General Hsia visited McKinney November 14 and 15. While here he toured TYG and Wistron. A dinner hosted by Mayor Loughmiller was held at Rick's Chophouse November 14th.
- MEDC took ownership of the Emerson building on November 4th.

- Wistron is in the final stages of renovations. The executives at Wistron are planning a tour of the facility when renovations are completed.

Ernest Lynch asked if the Emerson property is listed with a broker. The answer was no. Robbie Clark asked what the percentage is that brokers are usually paid. The answer was that 2% is the average.

13-1207 President's Report

- Jim Wehmeier would like to hold a joint MEDC and City Council meeting to field presentations for the development of the Gateway site. There are at least two strong teams interested in the project.
- David Margulies will be invited to give an update on public relations and communication efforts made by Margulies Communication Group.
- President Wehmeier requested the board give feedback on the MEDC mission and vision statement. Mr. Wehmeier stated he would like to see a short, concise statement developed.

Chairman Lynch called for a break at 9:11 a.m.

The meeting was called back in session at 9:25 a.m.

The meeting was called into Executive Session at 9:25 a.m. per Texas Government Code: Section 551.071(2) Consultations with attorney on any work session, special session, or regular session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed). Section 551.087 Deliberation regarding economic development matters.

The meeting was called into open session at 10:45 a.m.

Lance Lindsay made a motion to allow a maximum of \$4,000 for seven months for expenses incurred at The Collide Center. The motion was seconded by Chuck Branch and voted on. The motion passed.

A motion was made by Lance Lindsay for staff to move forward with the land sale as discussed in Executive Session. Julie Fort seconded the motion. The motion was voted on and passed.

Julie Fort made a motion to allow staff to move forward with the search for industrial properties to purchase. Darrell Tate seconded the motion. The motion was voted on and passed.

Pablo Ruiz made a motion to adjourn the meeting. The motion was seconded by Robbie Clark and voted on. The motion passed.

The meeting was adjourned at 10:48 a.m.

Lance Lindsay
Secretary/Treasurer