

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

FEBRUARY 15, 2022

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, February 15, 2022, at 8:00 a.m.

Board members Present: Chairman Michael Jones, Vice Chairman Joe Minissale, Secretary/Treasurer Kurt Kuehn, Brian Loughmiller, Kenneth Sipiora, Julie Williams, Thad Helsley, and Alternate Mohamed Kacem.

Staff Present: President Peter Tokar, Senior Vice President Michael Talley, Executive Vice President of Operations Abby Liu, MEDC Operations Manager Deana Smithee, MCDC Admin and Marketing Coordinator Linda Jones, Financial Compliance Manager Chance Miller, City Manager Paul Grimes, MEDC Attorney Mark Houser, and Visit McKinney Interim Executive Director Marie Woodard.

There were 2 guests present.

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

Chairman Jones called for Public Comments for items on the agenda and there were none.

22-0130 Chairman Jones called for the Board and Liaison Updates. Chairman Jones reminded the audience early voting has started. Please vote and encourage a friend to vote.

City of McKinney - City Manager Paul Grimes announced the McKinney National Airport earned its “gateway airport designation” which means now we have charter and corporate aircraft that can fly directly to Ronald Reagan Washington national Airport from McKinney. Remaining on the airport, on January 27th, we issued an RFQ, request for qualifications, to build another 40,000 square foot hanger adjacent to the Corporate 9 hanger. We are in the process of reviewing the 5 proposals received and will take our recommendation to City Council soon. Mr. Grimes gave an update on the local alcohol election petition noting more than 18,000 signatures have been validated so far out of the required 21,000. The results are expected in a week or two. This afternoon during City Council work session, Council will have an ongoing discussion on redistricting the boundaries. They are currently reviewing four different plans and should make a final adoption this Spring.

Chamber of Commerce - President Lisa Hermes reported the business development update rescheduled from the ice storm is happening this Friday. MEDC President Peter Tokar and Development Services Director Michael Quint will be speaking. The Community Awards Event will be held on February 25. The Leadership McKinney Open House will take place March 31 kicking off the application process. We have returned to the regular calendar cycle with the retreat in August and graduation in 2023. Ms. Hermes reported they have partnered with the

Salesmanship Club and will be hosting a meeting to educate businesses on becoming a vendor at the Byron Nelson. The meeting will take place on May 2 at TPC Craig Ranch, reservations are required. Ms. Hermes reported the Chamber is excited to work with the City Marketing Department at the "19th Hole" during the Byron Nelson to increase participation. With our Diversity, Equity, and Inclusion initiative, we have hired a consultant to perform an organizational health assessment to ensure we are representative of the business community in McKinney. Ms. Hermes reported the Chamber is a five-star Chamber and will soon be going through the accreditation process that is done every five years.

MCDC - Chairwoman Kathryn McGill gave an update on the project grants noting additional information is available in the attached report. The board heard from seven applicants last month and board actions are scheduled for their next meeting on February 24. The MCDC is in the cycle for promotional and community event grants. Ms. McGill noted there were 13 applications considered for cycle one and the next application period will open in May for round two. The MCDC is one of the few community development corporations in the country that does funding for promotional grants. Ms. McGill reported the retail development infrastructure grants period that ran from January 1 to January 30, 2022, had no applications and would be promoted again.

The maximum award was \$25,000 and requires an equal match from the applicant. Ms. McGill gave an update on the Tupps Brewery expansion project and noted the groundbreaking was a success. An amended lease was executed on January 11, 2022, and total project funding equals \$16.8M. The site plan approval, permit and mobilization on site is intended for February 2022.

Visit McKinney - Interim Executive Director Marie Woodard reported the American Bus Association hosted 1,600 attendees in Grapevine and of those 447 were decision makers. Ms. Woodard noted Visit McKinney sponsored two of the buses and brought them over to McKinney. One group went to Chestnut Square and one group went to the Heard Museum and afterwards were brought downtown to shop and enjoy lunch. Ms. Woodard noted bus tours are not as robust as they once were but now a lot of millennials are taking these buses. Ms. Woodard gave an update on the Bridal Show held at MPAC where out of 224 registered attendees 55 stopped at the Visit McKinney booth and left their contact information. Visit McKinney will follow up with the 55 brides to see how they might help them find rooms or vendors in McKinney. Ms. Woodard reported Visit McKinney is looking at beefing up the Widget app to help visitors more easily find parking, dining, etc. while attending the Byron Nelson. Ms. Woodard gave an update on the Texas Rural Water Association hosting their board meeting of seven members for two days

and noted it was a success. Ms. Woodard gave a reminder the Historic Walking Tours take place the second Tuesday at 9:30 a.m. and the fourth Saturday at 11:00 a.m. starting from the Visit McKinney office on the Square.

22-0131 Chairman Jones called for the consideration/discussion of the MEDC Monthly Organizational Report. President Tokar reported today is a big day for the MEDC. The AEDO accreditation team is on site to do their evaluation. If we pass, we will be awarded the accreditation at the International Economic Development Council's annual conference in the Fall. There are only 65 organizations with this accreditation out of about 10,000 nationwide. Mr. Tokar gave an update on the February 1st workshop with City Council regarding the road maintenance fee proposal the City has put forward. City Council did make the decision to not move forward with the voter referendum to put the .25 cent sales tax to the vote. Mr. Tokar noted the City will still be looking at some sort of bonding capacity and support from the MEDC and MCDC towards the initiative.

22-0132 Chairman Jones called for the consideration/discussion of the MEDC Monthly Organizational Report. Mr. Tokar noted the MEDC is starting the year off strong with some large development projects in the pipeline, more announcements to come after execution. The MEDC is on target with Business Retention and Expansion visits and have started attending trade shows and events. MEDC is joining Neighborhood Services in the

upcoming neighborhood forum and noted website visitor traffic was on mark.

22-0133 Chairman Jones called for the consideration/discussion/action on the December 2021 Financials. Financial Compliance Manager Chance Miller gave an update on the month of December 2021. \$1.6 million in sales tax revenue and for expenditures \$453,000 mainly in normal operating expenses and a little over \$50,000 in project expenses. Mr. Miller said that sales tax in December was late October sales tax (the first month of this fiscal year) with a 21.6% increase over last year and an amount of audit collections and prior-period collections. Mr. Miller noted that true collections was slightly over 20%. Board members unanimously approved the motion by Board member Loughmiller, seconded by Board member Helsley, to approve the December 2021 Financials.

Chairman Jones recessed the meeting into Executive Session at 8:31 a.m.

Chairman Jones reconvened the meeting to open session at 8:45 a.m.

Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Secretary/Treasurer Kuehn, to amend the agreement for Project Bluesky, as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Board member Helsley, to adjourn.

Chairman Jones adjourned the meeting at 8:47 a.m.

A video recording of this meeting is available through the City of McKinney meeting archive.

These minutes approved by the MEDC members on April 19, 2022.

MICHAEL JONES
Chairman

KURT KUEHN
Secretary / Treasurer