

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**MARCH 15, 2016**

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on March 15, 2016 at 8:00 a.m.

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

City Council members Present: Mayor Pro Tem Travis Ussery

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, Interim City Manager Tom Muehlenbeck, Senior Financial Analyst Trevor Minyard, Director of Strategic Services Chandler Merritt, MEDC Attorney Mark Houser and MCVB Director Dee-dee Guerra.

There were four guests present.

Chairman Lindsay called for the action on the minutes.

- 16-293** Minutes of the McKinney Economic Development Corporation Meeting of February 16, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the minutes.
- 16-294** Minutes of the McKinney Economic Development Corporation Special Meeting of March 1, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the minutes.
- 16-295** Chairman Lindsay called for the Board and Liaison Updates.  
City of McKinney – Interim City Manager Tom Muehlenbeck reported the City Manager search is progressing with an application deadline of April 1, 2016, and the hope is to have all the details and decisions finalized in May. City Council finalized their Strategic Goals at last night's meeting and will be presented to the public soon.

MCVB - MCVB Director Dee-dee Guerra reported that staff had seven association visits and they all indicated great interest in McKinney for their next conventions. Collin County Realtors Association chose Piazza on the Green for their November 2016 Installation Ceremony, however, the hotel room nights will go to the Wingate in Frisco. McKinney is still getting a lot of interest from the Good Morning Texas coverage of the McKinney Segway Tours. Finally, referencing Texas Tourism Travel Facts, tourism direct spending in Texas was 70.6 billion dollars in 2014, and one in ten jobs is supported by travel spending.

Chamber of Commerce – Chamber President Lisa Hermes reported the Chamber has implemented their strategic plan and there will be more updates forthcoming. Ms. Hermes expressed her appreciation for all in support, participation and attendance at the annual Chamber Community Awards Celebration.

**16-297** Chairman Lindsay called for the Director of BRE/Emerging Tech Report. Director of BRE/Emerging Tech John Valencia reported Blount Fine Foods continue to press forward in getting their product lines into McKinney. A development meeting was held with multiple members of City Staff and the Blount team to discuss a plant expansion to bring in new food processes. Encore continues their expansion of their Plant 4 copper manufacturing at the northwest corner of Industrial Blvd. and Airport Road. In addition, both the four acres and the ten parcels of the MEDC owned 14 acres in the Bray Central area, continue to get very serious attention. At this time, the four active companies in the Emerging Tech Program are Sure Shot Media, Pest Routes, Health Quest, and Munzee.

**16-298** Chairman Lindsay called for the Interim President Report. Interim President Abby Liu reported the new projector and audio/visual equipment will be installed in late March. Staff has participated in quite a few marketing events, including the Chamber's Community Awards

Celebration with 26 guests from MEDC. The other notable event that staff and board members attended was the North Texas Regional Leadership luncheon on February 25, with Dr. Perryman as the keynote speaker. Ms. Liu called attention to the 2016 Dallas Economic Development Guide which has the new MEDC full-page ad on the inside front cover and showcases the new MEDC look.

**16-299** Chairman Lindsay called for the Consideration/Discussion/Action on the February Financials. Senior Financial Analyst Trevor Minyard stated the final approved financial report was not complete by the date of the Board meeting, so, while there will be no action taken today, it will be acted upon in the April 2016 Board meeting. However, Mr. Minyard provided an overview as follows: Revenue of the MEDC is above budget YTD by 13.09%. Sales tax figures came in 7.48% above last year's collection through February. Expenditures are significantly under budget due to savings in rebate expenditures paid out for various incentives. MEDC paid Accentcare, Inc. \$291,090 for meeting certain initial employment requirements of their incentive agreement. Personnel expenditures are continuing to be below budget due to vacant positions. Mr. Minyard referred the Board to some unique analysis links for sales tax of the MEDC and the City of McKinney at large on the City of McKinney website.

**16-300** Chairman Lindsay called for the Consideration/Discussion/Action on Content and Recommendations of the Management Audit. Interim President Liu explained the terms under which Mr. Eisenlohr's services had been retained which included staff titles, staff functions, and staff size. There were a few minor changes to the original report submitted in the February Board meeting, and the corrected one has been submitted to each Board member. Mr. Eisenlohr reviewed a few highlights of the presentation he gave last month, and offered the opportunity for Q&A. Board members unanimously approved the motion by Vice Chairman

Clark, seconded by Board member Page, to approve the adoption of the recommendations of the audit which included one new created staff member, in addition to filling the two currently vacant positions.

**16-301** Chairman Lindsay called for the Discussion of the Impact Data Source Presentation. Due to technical difficulties, Chairman Lindsay called for a short break at 8:41 a.m. Chairman Lindsay reconvened to open session at 8:46 a.m. Mr. Paul Scheuren, the Principal and Economist with Impact Data Source presented the tutorial and overview for the Board. Mr. Scheuren explained the usefulness of the software program for inputting data and utilizing the reports created to help analyze the benefits of incentivizing prospective businesses.

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 9:20 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 551.074. Personnel Matters as listed on the posted agenda. Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Chairman Lindsay reconvened to open session at 10:15 a.m.

Board members approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve PestRoutes II, as discussed in executive session, by a vote of 5-1-0, Secretary/Treasurer Burress voting against.

Board members approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve Project Bowl, as discussed in executive session with a vote of 5-1-0, Secretary/Treasurer Burress voting against.

Board members unanimously approved the motion by Board member Page, seconded by Board member Sipiora, to approve Project Open Fire, as discussed in executive session.

Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to adjourn. Chairman Lindsay adjourned the meeting at 10:20 a.m.

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LANCE LINDSAY  
Chairman