

## **MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**NOVEMBER 20, 2012**

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, Suite 110, McKinney, Texas, on November 20, 2012 at 8:00 a.m.

Chairman Keith Clifton called the meeting to order at 8:04 a.m.

Board members present: Keith Clifton, Ernest Lynch III, Doug Parker, Darrell Tate, Julie Fort, Lance Lindsay, and Steve Heussner.

Staff present: President/CEO Jim Wehmeier, Vice-President Abby Liu, BRE&ET Director John Valencia, Corporation Attorney Mark Houser, and Administrative Assistant Connie Gibson.

Guests present included: Mayor Brian Loughmiller, Mayor Pro tem Travis Ussery, MCDL Executive Director Cindy Schneible, MCDL Board Chairman George Fuller.

**12-1039** Minutes of the McKinney Economic Development Corporation Board Meeting of October 16, 2012

**12-1040** Minutes of the Joint City Council, McKinney Community Development Corporation, and McKinney Economic Development Corporation Meeting of October 22, 2012

One change was noted on the Joint meeting minutes. With the change the board unanimously approved the motion by Lance Lindsay, and seconded by Doug Parker, to approve the minutes.

**12-1041** October 2012 Financial Report - Rodney Rhoades, CFO with the City of McKinney gave the financial report. Sales tax continues to trend up. Receipts for October were \$716,718. This is an increase of 5.9% over October 2012.

**12-1042** Check Requests Issued October 2012. There were no questions on the check requests.

Darrell Tate made a motion to approve the financial report from the City, and the list of Check Requests. Julie Fort seconded. The board unanimously approved the motion.

**12-1043** Board and Liaison Updates

Mayor Loughmiller reported the tree lighting ceremony will be held November 23<sup>rd</sup> at Mitchell Park. The City will have a Town Center update on Monday, November 26<sup>th</sup>.

MCVB - McKinney Convention and Visitor's Bureau will be moving into their new office space at 200 W. Virginia in January. The MCVB staff assisted five groups that brought day trips to McKinney this past month. Staff participated in a bus tour to visit travel information centers and share brochures and information on McKinney. The *Dickens of a Christmas* event will be held November 23-25 in downtown McKinney.

MCDC - McKinney Community Development Corporation recently appointed two new board members: Colleen Smith and Scott Elliott. Michael Puhl and Dan Hall were reappointed. MCDC officers for this next year are: George Fuller, chairman, Jason Burrell, vice-chairman, Kevin Griffin, secretary. MCDC approved the Gateway Hotel project scope and plan, and approved the development agreement for the hotel and event center. The settlement agreement and release was approved during the November board meeting. Promotional and Community Events grant requests for cycle I of 2013 will be received in the MCDC office through December 20<sup>th</sup>.

**12-1044** President's Report - Organizational Focus Short Term, Sales Tax Training

Jim Wehmeier reported he has spent his first few weeks evaluating office and operational needs, meeting stakeholders and getting up to speed on current and past programs. An incentive application will be implemented in the next few months to streamline the funding proposal process. Notepads with the City of McKinney logo, and the City, MEDC, and MCDC website addresses listed have been printed for distribution. Mr. Wehmeier would like to revamp the MEDC mission statement to come up with a short, one sentence statement.

**12-1045** Vice President / Economic Development Report - Abby Liu attended the runway dedication, along with other staff. The MEDC Christmas party will be December 6<sup>th</sup> at Rick's Chophouse. The TexasOne December board meeting and holiday party will be December 11<sup>th</sup> in Austin. Wistron GreenTech Corp. recently made the announcement they will relocate to McKinney. A high profile grand opening will be scheduled early 2013. The current size of the building they will be moving into is 210,000 square feet, with Phase II expansion in May or June, 2013.

**12-1046** Business Retention and Expansion (BREP) and Emerging Technology Report - John Valencia reported that communication efforts continue with property and business owners along the 75 construction corridor. TXDOT has opened the Eldorado Parkway exit through the holidays. Meetings with business owners along the construction route will be scheduled as needed. Mr. Valencia is exploring some programs to help increase traffic to the businesses affected by the construction. Perfectly Green Corporation is preparing to deploy their first IEA unit at Franconia Brewery. The unit has the capability to convert waste oil such as french fry grease into energy.

**12-1047** Consider/Discuss Status and Future Plan for the Gateway Land and Hotel Conference Center Project - MEDC owns approximately fifty acres at the Gateway site with an investment of \$20 million. The property at the Gateway site is laid out with 1/3 dedicated to the hotel and conference center, 1/3 for retail, and 1/3 dedicated to business. The hotel that will be built on the site will be 4 stories. Mr. Wehmeier shared copies of the ballot language that was used when the citizens of McKinney voted to adopt a 4a sales tax incentive program. Copies of the MEDC bylaws, and articles of incorporation were reviewed.

**12-1049** Consider/Discuss/Act on a Proposal from DCI for Marketing and

Lead Generation Services - The board reviewed the DCI proposal. DCI provides a comprehensive database of site selection consultants, key real estate brokers and incentive advisors firms. Ernest Lynch made a motion to authorize MEDC staff to employ DCI services. Darrell Tate seconded the motion. The board unanimously approved the motion.

Chairman Clifton called for a break at 9:35 a.m.

The meeting was called into Executive Session at 9:46 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 - \* Project #12-01 \* Project #12-25 \* Project #12-26 \* Project #12-27 \* Project #12-28

The meeting was called into Open Session at 10:47 a.m.

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

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KEITH CLIFTON  
Chairman

