

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

OCTOBER 15, 2013

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, Suite 110, McKinney, Texas, on October 15, 2013 at 8:00 a.m.

The meeting was called to order at 8:08 a.m.

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

Staff present: President/CEO Jim Wehmeier, Executive Vice President Abby Liu, BREP & ET Director John Valencia, City Attorney Mark Houser, Director of Marketing & Research Cayti Huston, and Administrative Assistant Connie Gibson.

13-1096 Oath of Office. City Secretary Sandy Hart administered the oath of office to new board members Chuck Branch, Pablo Ruiz, and Robbie Clark, and reappointed board member Darrell Tate.

13-1100 Board and Liaison Updates

Chamber of Commerce

- The Chamber Women's Summit will be held October 24th.
- The State of the Community luncheon will be held November 7th at Christ Fellowship Church. The panel discussions will focus on economic development.
- The October issue of McKinney Magazine featured the list of "Best of..." categories winners.

City of McKinney

- The City has purchased the buildings at the airport and will begin managing the fixed base operation this month.
- The construction on the Sheraton hotel and conference center at the Gateway site has restarted.
- Development within the city has been increasing. Building permits are expected to exceed 2,000 by the end of the year.

Collin County Regional Airport

- The McKinney Airport Development Board recently appointed four new board members. They are: Keith Clifton, Ken Sipiora, Tom Ferraro, and Terry Johnson.

McKinney Convention & Visitor's Bureau

- MCVB has secured ad space in Texas Monthly magazine, D Magazine, and The Griffon, a military focus publication.
- MCVB will help promote the annual "Home for the Holidays" event that is held in downtown McKinney the weekend after Thanksgiving.
- A new reality show – "Extreme Cheapskates" filmed an episode in downtown McKinney recently.
- The MCVB office recently purchased new conference room furniture.
- 100 walk-ins to the MCVB office were recorded the month of September.
- MCVB staff prepared 418 welcome bags for visiting groups this

past month.

- Staff assisted with the booking of 53 hotel rooms this past month.

McKinney Community Development Corporation

- The MCDC board approved four grants during the September board meeting: North Collin County Habitat for Humanity for ReStore improvements and the renovation and repair of low-income homes; Heard Museum for the relocation of a Pioneer Village from Dallas Arboretum; Heritage Guild for the repair and renovation of Chestnut Square properties, and the conversion of The Dulaney House to a bed and breakfast; ManeGait for ramp and accessibility improvements.
- The board approved a loan to PSA for the construction of an indoor youth sport facility.

Board member Julie Fort entered the meeting at 8:19 a.m.

President Wehmeier announced the board would move to officer elections.

13-1097 Election of MEDC Board Officers for FY 2013-2014. Darrell Tate nominated Ernest Lynch for board chairman. Lance Lindsay seconded the nomination. There were no more nominations. The board voted unanimously to elect Ernest Lynch board chairman.

Julie Fort nominated Darrell Tate for Vice-Chairman, and Lance Lindsay for Secretary/Treasurer. Ernest Lynch seconded the nomination.

Robbie Clark nominated Lance Lindsay for Vice-Chairman and Darrell Tate for Secretary/Treasurer. Chuck Branch seconded the nomination.

The board voted on the nominations and Darrell Tate was elected Vice-Chairman, and Lance Lindsay was elected Secretary/Treasurer.

13-1098 Minutes of the McKinney Economic Development Corporation Board Meeting of September 17, 2013. Lance Lindsay made a motion to approve the September 17th minutes. Darrell Tate seconded the motion. The motion was voted on and passed unanimously.

13-1099 September 2013 Financial Report. Trudy Mathis presented the financial report. The sales tax numbers continue to come in above projected amounts. The sales tax receipts for September were \$762,774. The sales tax receipts for the year are up approximately 11.2%. Julie Fort made a motion to approve the financial report. Pablo Ruiz seconded the motion. The motion passed.

13-1101 Marketing & Research Report.

- 60 Requests for Proposal have been received in the MEDC office this year, 12 in the last month. McKinney qualified for 8 of them.
- Cayti Huston continues to work with the IT department with the City to develop a GIS map to show all available properties. An app is available for iPad to show the map.
- DCI has created a data base to search for site selectors.
- An inside cover ad with the Dallas Regional Chamber Economic Development Guide has been secured. This publication is only

put out once yearly.

- The E-newsletter will go out October 15th.
- A dinner reception with Raytheon to welcome their new executives to McKinney was held last week.
- Emerson Process Management will hold their grand opening November 8th.
- The MEDC 20th anniversary event will be held December 12th. The 20th anniversary report will be distributed at this event.

13-1102 Business Retention & Expansion (BREP) and Emerging Technology Report

- The Best Buy on 380 was rumored to be closing. After contacting them it was determined the Custer and 121 Best Buy is the store that is most likely closing.
- The StatLab expansion is progressing.
- The Collide Center currently has 22 companies in the program, with approximately 60 people involved.
- Curious Complex owner/founder Jason Adams and his wife will be featured on an episode of Shark Tank that will air October 25th.
- Construction around Interstate 75 and Eldorado continues to be monitored.
- A traffic survey was performed on the 380 area intersections. The survey showed there is an average of 51,000 vehicles a day at the intersection of 380 and 75; 42,000 at the Lake Forest and 380 intersection; and 32,000 at the Custer and 380 intersection.
- Baylor Hospital currently has 550 employees and 95 beds.
- Collin College has approximately 5,000 students at the McKinney campus, and 53,000 across all campuses.

13-1104 President's Report

- An MEDC organizational chart was shown to the board. Some changes that have been made include the title change to Executive Vice President for Abby Liu, and Director of Marketing & Research for Cayti Huston.
- Two new positions will be filled this next year. One position is that of an economic developer. The second position will be a comptroller type position.

Chairman Lynch called for a break at 8:40 a.m.

The meeting was called back into Session at 8:52 a.m.

The meeting was called into Executive Session at 8:52 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 10:30 a.m.

A break was called at 10:30 a.m.

The meeting was called into open session at 10:35 a.m.

- 13-1105** Consider/Discuss/Act on FY 2013-14 budget amendment for the purchase of the former Emerson facility. A motion was made by Lance Lindsay, seconded by Julie Fort to approve the budget amendment as discussed in Executive Session. The motion was voted on and passed.
- 13-1106** Consider/Discuss/Act on incentive offer to Project Butterfly. Darrell Tate made a motion to approve an incentive offer to Project Butterfly as discussed in Executive Session. Lance Lindsay seconded the motion. The motion was voted on and passed.
- 13-1107** Consider/Discuss/Act on incentive offer to Project Reshore. A motion was made by Julie Fort, seconded by Chuck Branch, to approve an incentive offer to Project Reshore as discussed in Executive Session. The motion was voted on and passed.
- Jim Wehmeier announced that MEDC will pay for any board member that would like to attend a workshop on state sales tax.
- Darrell Tate made a motion to adjourn the meeting. The motion was seconded by Pablo Ruiz and voted on. The motion passed.
- The meeting was adjourned at 10:30 a.m.

LANCE LINDSAY
Secretary/Treasurer