

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**MAY 17, 2016**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on May 17, 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: Board member Sheila Johnson.

City Council member Present: Randy Pogue

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Director of Business Development Chad Walker, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, Interim city Manager Tom Muehlenbeck, MEDC Attorney Mark Houser, MCVB Director Dee-dee Guerra, Director of Strategic Services Chandler Merritt, City Secretary Sandy Hart, McKinney Chamber President Lisa Hermes

There was one guest present.

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

**16-530** Minutes of the McKinney Economic Development Corporation Meeting of April 19, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve the April 19, 2016 minutes.

**16-531** Minutes of the McKinney City Council and McKinney Economic Development Corporation Joint Meeting of May 9, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve the May 9, 2016 minutes.

**16-532** Chairman Lindsay called for the Board and Liaison Updates.  
Board Chairman – Chairman Lindsay reported MEDC had a very active month. The Executive Committee did not meet since last board meeting. Additionally, the Joint meeting with City Council was productive.

City of McKinney – Interim City Manager Tom Muehlenbeck reported the 2017 Budget work is in full swing. For the most part, City Manager's Office is pleased with the budget submissions. The end year Capital Improvement Program is currently being updated. On the agenda for Council this evening is the final agreement with Costco. Costco will bring in over \$2 million to the MEDC in revenues over the next ten years. Mr. Muehlenbeck stated that he hopes to finalize the contract today with the new MEDC President.

McKinney Chamber – McKinney Chamber President Lisa Hermes reported the Chamber is working with The WERX on Innovate McKinney and have received over 17 applications. The live judging finale will be held at the Cotton Mill on June 28<sup>th</sup>. Leadership McKinney is still accepting new applications for 2016-2017 and the current class will be graduating on May 19 at Piazza on the Green. The Chamber is gearing up for Serve McKinney which is a program that Leadership alumni have sponsored for a number of years to encourage individuals, companies and non-profits to get involved with and serve the community. Serve McKinney will be held at the Collin College Higher Education Center on June 9<sup>th</sup>. The Chamber celebrated National Small Business Week the first week of May with honoring certain small businesses in the community and highlighting the week on social media. The Chamber would like to work closely with the MEDC in putting together this years' Legislative agenda.

MCVB – Executive Director Dee-dee Guerra reported the Collin County Descendants Event on April 15-16 was a great success with over 1,300 guests that walked through our old Post Office (Historical Museum) including local, county and state legislators. The third quarterly hotel and B&B meeting was held with Expedia and Premier Transportation as speakers. Additionally, the MCVB helped bring in 302 room nights for a revenue of \$38,357, which consisted of one corporate, seven weddings

and two social groups. MCVB submitted ads for Teen Texas, Louisiana Life, the Oxford American, Fort Hood Summer Vacation Guide and New Orleans Magazine. Good Morning Texas provided coverage for Midas Hill and Tour de Coop. Overall, MCVB helped with free publicity for print and broadcast value of \$35,402, online ad value of \$14,240, public relations value of \$106,000 and total impressions of 1,361,646.

**16-533** Chairman Lindsay called for the Director of Business Development Report. Director of Business Development Chad Walker reported he attended the Area Development Advanced Technology and Manufacturing Forum in Las Vegas. The event featured panels of site selectors and industry experts that specialize in advanced technology and modern manufacturing. It was geared toward economic development organizations wanting to see the future that exists today and how it will impact their communities tomorrow. Progress has continued on the MEDC-owned property in the University Business Park. Mr. Valencia and Mr. Walker served on a panel that interviewed the four finalists for the MEDC President position on May 4<sup>th</sup>. MEDC is looking forward to welcoming the new President. Mr. Walker stated that he will be attending the Dallas Regional Chamber Spring Local Brokers' Event on May 14<sup>th</sup>, the Bisnow DFW Mixed Use Forum on May 19<sup>th</sup>, the Area Development Consultant's Forum on June 6-7<sup>th</sup> and the TEDC Mid-year conference on June 8-10<sup>th</sup>.

**16-534** Chairman Lindsay called for the Director of BRE/Emerging Tech Report. Director of BRE/Emerging Technology John Valencia reported Encore continues their construction at the northwest corner of Industrial Boulevard and Airport Road. Encore anticipates having their Certificate of Occupancy by July 4<sup>th</sup>. After so many years of the Bray Central land being quiet, finally the activity level has really picked up and multiple projects are now competing for it. The Planning Department continues to share the McKinney at a Glance report that is attached to the agenda

packet for the Board's review. Emerging Tech has three active companies in the program right now which are PestRoutes, HealthQuest and Munzee. Finally, The WERX continues to grow and currently has 35 companies operating with 56 people.

**16-535** Chairman Lindsay called for the Interim President Report. Interim President Abby Liu stated she echoes the reports of Mr. Valencia and Mr. Walker involving the recent increased industrial project activity. Last week was an extremely busy week for MEDC with many prospective projects. One item to highlight is the MEDC contract with ROI, Research on Investment, ended on April 30<sup>th</sup>. As a reminder for upcoming events, the full day Sales Tax Training will be on June 8<sup>th</sup> in Las Colinas. Ms. Liu stated she will be at the SelectUSA Summit representing MEDC from June 16-19<sup>th</sup> and this Friday, May 20<sup>th</sup>, is the MEDC Strategic Planning Meeting. Ms. Liu provided a summary report of prospect activities, accomplishments, project compliances, marketing, administrative and management responsibilities as the Interim President from May of 2015 through May 2016.

**16-536** Chairman Lindsay called for the Consideration/Discussion/Action on April Financials. No oral report was given. Board members unanimously approved the motion by Board member Page, seconded by Secretary/Treasurer Burress to approve the April financials.

**16-537** Chairman Lindsay called for the Consideration/Discussion/Action on Possible Date Change for June 2016 Board Meeting. Board members agreed to conduct the June 2016 Board meeting on June 16, 2016, instead of the regularly scheduled third Tuesday of the month. No action was taken.

Chairman Lindsay called for Citizen comments and there were none.

Chairman Lindsay called for Board or Commissioner comments. Board member Sipiora announced his appreciation of being able to serve on the McKinney Economic

Development Corporation Board, however he will not seek reappointment after his term expires in September 2016.

Chairman Lindsay recessed the meeting into Executive Session at 8:30 a.m. per Texas Government Code: Section 551.071 (2). Consultation with MEDC 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 551.072. Deliberations about Real Property -24.0223 Acres of MEDC Land in University Business Park and Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Chairman Lindsay reconvened to open session at 9:39 a.m.

Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the amended contract for Project Playful as discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Board member Page, to approve Project Juice Box #1 with the stipulations discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Chairman Lindsay, to adjourn. Chairman Lindsay adjourned the meeting at 9:41 a.m.

---

LANCE LINDSAY  
Chairman