

## **MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**MARCH 20, 2018**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on March 20, 2018 at 8:00 a.m.

Board members Present: Chairman Jason Burress, Vice Chairman Paul Merritt, Secretary/Treasurer Robert Clark, Kenneth Sipiora, Joe Minissale, Michael Jones

Absent: Sharon Denny

Staff Present: Interim President Abby Liu, Director of BREP (Business Retention & Expansion and Emerging Technology) John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, Operations and Compliance Administrator Melissa Dixon, Administrative Assistant Deana Smithee, City Manager Paul Grimes, Chief Financial Officer Mark Holloway, MCVB Executive Director Dee-dee Guerra, City Secretary Sandy Hart, MEDC Attorney Mark Houser, Chamber of Commerce President Lisa Hermes, and Assistant to the City Manager Trevor Minyard.

There was one guest present.

Chairman Burress called the meeting to order at 8:02 a.m. after determining a quorum present.

**18-257** Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Meeting of February 20, 2018. Board

members unanimously approved the motion by Secretary/Treasurer Clark, seconded by Board member Sipiora, to approve the minutes.

**18-258** Chairman Burress called for Board and Liaison Updates. Chairman Burress reported it's been a busy month. We had a special board meeting, a lengthy meeting with Hunt Southwest and a number of other meetings that pertain to executive session items.

City of McKinney –City Manager Paul Grimes reported TxDOT and their engineer will brief City Council at a work session, probably on April 30<sup>th</sup>, on the update of their feasibility analysis of alignment options for US 380. Living Magazine published a nice article about the McKinney National Airport expansion. Annual development report; population of McKinney rose by 6.8 % in 2017. Estimated population is over 180,000. We had over 400 planning case submittals, over 2,500 single family building permits were issued which is the highest year we've had. 97 new commercial building permits were issued at \$239,000,000 in value. Our engineering department managed 55 active capital improvement projects valued at \$201,000,000.

McKinney Chamber of Commerce – Chamber President Lisa Hermes reported on the following: On April 10<sup>th</sup>, a luncheon will be held at the McKinney National Airport. The panel of speakers, including City Manager Grimes, will talk about the Airport's Master Plan. That same week we will be holding our Quarterly Membership Luncheon. The panel

will be on diversity and inclusion programs. Toyota and Raytheon are confirmed to be speaking on that panel. Lisa continued, I want to thank Abby and her team for helping secure the Director of the Texas Economic Development Corporation, Robert Allen, who works for Go Big in Texas. He will be coming to McKinney April 23<sup>rd</sup> and 24<sup>th</sup>. We will have two events, a VIP reception for Mr. Allen at Rick's Chophouse and the following morning we will host a breakfast. The breakfast is open to chamber members and the community. Mr. Allen will share updates as well as what their goals are and what their direction is. We've revamped our Competitive Edge Business Education Series which is primarily to support smaller businesses. The next event is this Thursday and the topic is tax reform and what that means for your business. We are very excited about starting to implement more technology. We understand people's time is limited and it's not always easy attending events. We are starting with Facebook Live and also looking at adding webinars. All the events and content will be stored on our website for easy access. The McKinney Chamber of Commerce has experienced tremendous growth. Last year at this time our membership count was 1,192 members. Today, we are at 1,292 members. One last note that Leadership McKinney Class of 31 will begin accepting applications on April 2<sup>nd</sup>.

MCVB – Executive Director Dee-dee Guerra reported 824 rooms nights compared to 114 room nights this time last year. Ms. Guerra also reported they're in the second grant cycle and the Board is granting funds to Yellow Wood Festival and the Community Food Pantry. There are two food tours coming into McKinney; We Ate Well and The Food Walk of Texas so we are excited about that. Ms. Guerra summed up her report by showing the board the advertisement they did in the magazine, Travel South.

**18-259** Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Reports. Interim President Abby Liu reported it has been a very busy month and extended her thanks and appreciation for all the help from MEDC Chairman, Board and staff.

**18-260** Chairman Burress called for the Consideration/Discussion/Action on February Financials. Chief Financial Officer Mark Holloway reported sales tax were down about 1.6% for this year over last year. By itself, it is concerning since that is the Christmas season and our largest usual annual collection. However, once you add in the November and January collections, both of were up 9.9 %. For the year we had budgeted to be about 5% above last year. Once we add in January, we are back around 4 ½% which is just under the 5.2%. As long as we continue the normal trend we will probably be ok on sales tax collections for the year.

Board members unanimously approved the motion by Chairman Burress, seconded by Board member Minissale, to approve February Financials.

**18-261** Chairman Burress called for the Consideration/Discussion of the Regional Innovative Strategies Program Update. Director of BREP John Valenica reported there is an updated report in your packet by Mr. Mark Cottam. The second tranche has been requested through Finance. Mr. Cottam and his group are working with Lance Black and the McKinney Technology Center to house the Maker space. We will continue with the Regional Innovation Strategies grant effort in cooperation with Collin County.

Chairman Burress called for citizen comments and there were none.

Chairman Burress called for Board or Commissioner comments and there were none.

Chairman Burress recessed the meeting into Executive Session at 8:22 a.m. per the Texas Government Code: A. 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 551.072. Deliberations about Real Property, Section 551.087. Deliberation Regarding Economic Development Matters and Section 551.074. Personnel Matters as listed on the posted agenda.

Chairman Burress reconvened the meeting to open session at 10:38 a.m.

Chairman Burress called for the Action on Project A189 Topflight. Board members unanimously approved the motion by Board member Minissale, seconded by Vice Chairman Merritt, to approve and authorize the closing of a commercial contract of sale on a parcel of land in the G. Fitzhugh Survey, Abst. No. 321 in the City of McKinney.

Chairman Burress called for the Action on Project Beacon. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Jones, to approve the changes of the incentive agreement for Project Beacon.

Chairman Burress called for the Action on Project A192 Project West. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Sipiora, to approve Project West as discussed in Executive Session.

Chairman Burress called for the Action on Project A191 Project Trafalgar. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve the incentive agreement as presented by staff on Project Trafalgar.

Board members unanimously approved the motion by Board member Minissale, seconded by Secretary/Treasurer Clark, to adjourn. Chairman Burress adjourned the meeting at 10:41 a.m.

---

JASON BURRESS  
Chairman