

**JOINT MEETING OF THE MCKINNEY CITY COUNCIL AND MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**JANUARY 23, 2024**

The City Council of McKinney, Texas, met in joint session with the McKinney Economic Development Corporation in City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, January 23, 2024, at 4:00 p.m.

City Council Present: Mayor George Fuller, Mayor Pro Tem Charlie Philips, Justin Beller, Patrick Cloutier, Gere Feltus, Rick Franklin, and Michael Jones.

MEDC Board members Present: Chairman Brian Loughmiller, Secretary/Treasurer Thad Helsley, Julie Williams, Mark Denissen, Scott Woodruff, and Robert Hamilton.

Absent: Vice Chairman Kurt Kuehn, and alternate Chantelle Kadala.

Staff Present: City Manager Paul Grimes, Assistant City Manager Kim Flom, Assistant City Manager Barry Shelton, Assistant City Manager Steve Tilton, City Attorney Mark Houser, City Secretary Empress Drane, Deputy City Secretary Tenitrus Bethel, Executive Director of Development Services Michael Quint, Director of Engineering Gary Graham, Assistant Director of Engineering Shelley Lang, MEDC President Michael Kowski, MEDC Senior Vice President Michael Talley, MEDC Executive Assistant Melanie Molina, and MCDL President Cindy Schneible.

There were 10 guests present including MCDL Board Chair Angela Richardson-Woods, MCDL Vice Chairman David Kelly, MCDL Treasurer Deborah Bradford, and Capital Improvements Advisory Committee (CIAC) member Steve Wilson.

Mayor George Fuller on behalf of City Council and Chairman Brian Loughmiller on behalf of the McKinney Economic Development Corporation called the meeting to order at 4:05 p.m. after determining a quorum of their respective governing bodies present.

Mayor Fuller called for Public Comments and there were none.

MEDC President Michael Kowski gave a Projects & Initiatives Update. See *Appendix A*.

**24-1172** Mayor Fuller called for a presentation from Director of Engineering Gary Graham with no action taken. This item is planned for additional

discussion at the January 25, 2024, MCDC Board meeting, and will be presented at the City Council Regular Meeting on February 6, 2024.

Mayor Fuller on behalf of City Council and Chairman Loughmiller on behalf of MEDC recessed the meeting into Executive Session at 4:19 p.m.

Mayor fuller on behalf of City Council and Chairman Loughmiller on behalf of MEDC reconvened the meeting to open session at 5:24 p.m.

City Council unanimously approved the motion by Councilman Cloutier, seconded by Councilwoman Feltus, to Adjourn.

MEDC Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by Board member Woodruff, to Adjourn.

Mayor Fuller on behalf of City Council and Chairman Loughmiller on behalf of MEDC adjourned the meeting at 5:24 p.m.

A video recording of this meeting is available through the City of McKinney meeting archive.

These minutes were approved by the MEDC members on February 20, 2024.

SIGNED:

\_\_\_\_\_  
BRIAN S. LOUGHMILLER  
Chairman

\_\_\_\_\_  
THAD HELSLEY  
Secretary/Treasurer

Approved by City Council on \_\_\_\_\_

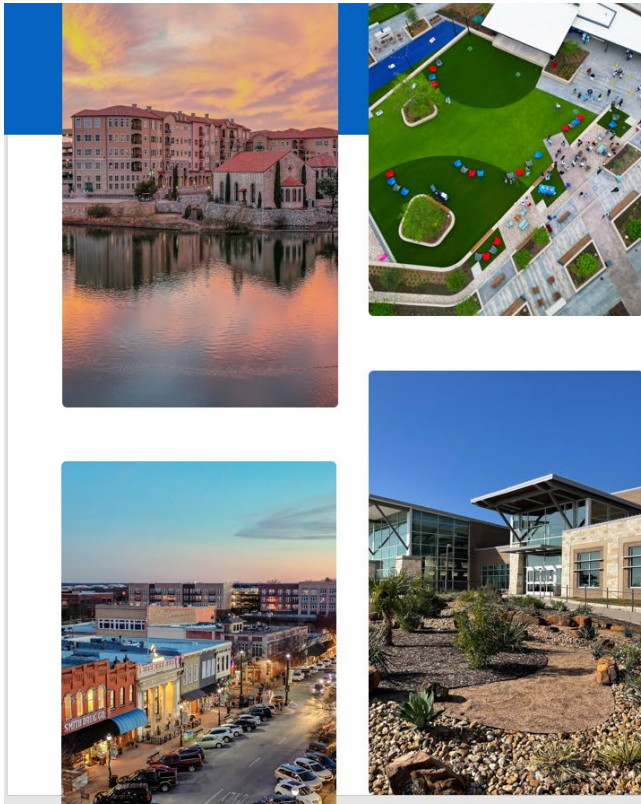
SIGNED:

\_\_\_\_\_  
GEORGE C. FULLER  
Mayor

ATTEST:

\_\_\_\_\_  
EMPRESS DRANE  
City Secretary

## *Appendix A – Projects & Initiatives Update*



# MCKINNEY + NORTH TEXAS

McKinney Economic Development Corporation



## U-Haul Migration Trends: Texas, Florida Top Growth States Again in 2023

Source: PR NEWSWIRE

Texas is the No. 1 growth state for the sixth time in eight years (2016-18 and 2021-23) and has ranked no lower than second on the U-Haul Growth Index throughout that stretch. DIY movers arriving in Texas accounted for 50.4% of all one-way U-Haul traffic in and out of Texas (49.6% departures) to keep it the leading growth state.

## U-Haul Migration Trends: Texas, Florida Top Growth States Again in 2023



NEWS PROVIDED BY  
U-Haul International →  
02 Jan, 2024, 06:05 ET



*California saw the largest net loss of one-way U-Haul equipment for the 4th consecutive year*

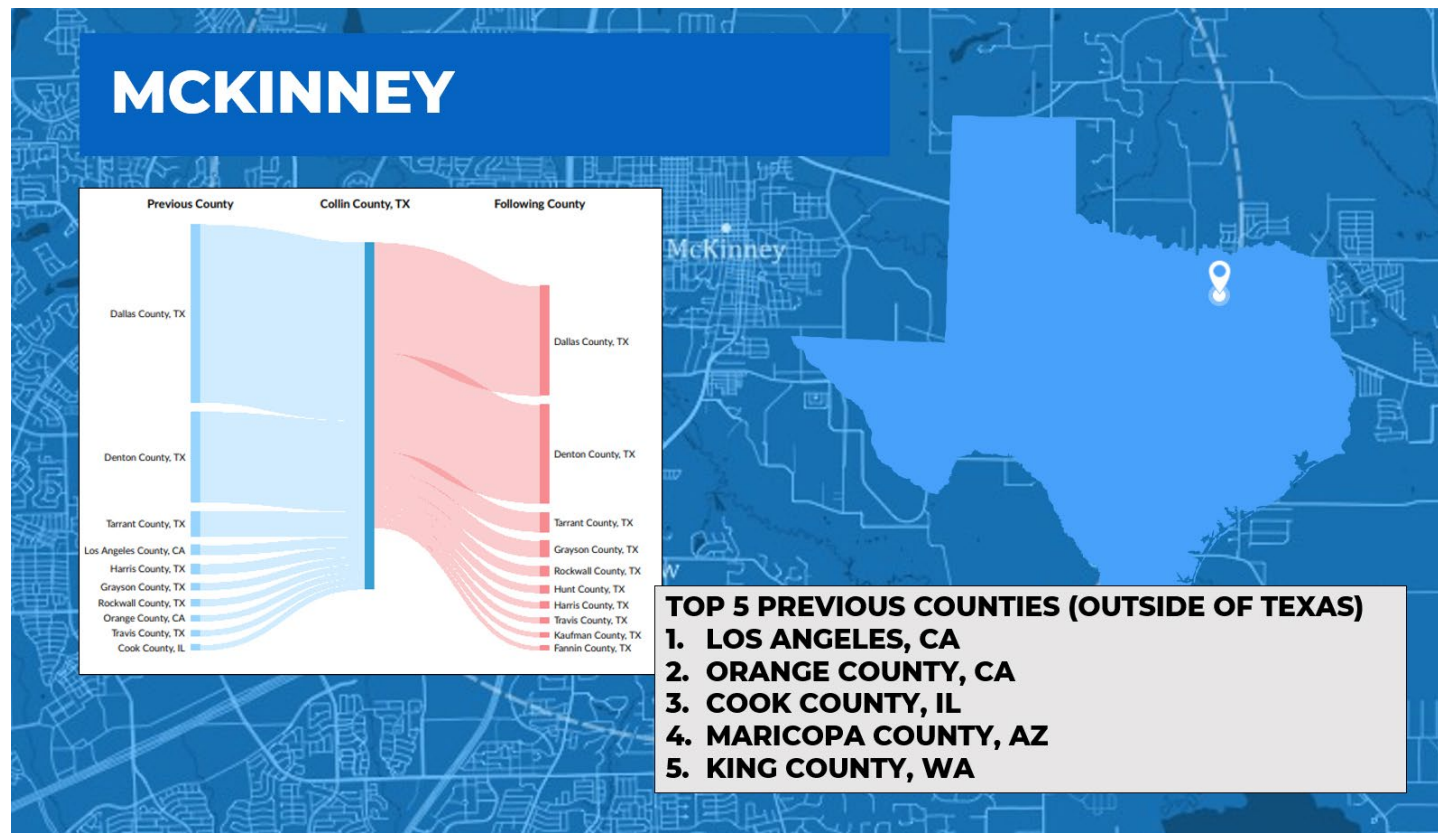
PHOENIX, Jan. 2, 2024 /PRNewswire/ -- Texas netted the largest number of movers in one-way U-Haul® equipment in 2023, marking the third consecutive year it has finished atop the U-Haul Growth Index.

Florida ranks right behind Texas among growth states for the third year in a row, followed by North Carolina, South Carolina and Tennessee.

Idaho, Washington, Arizona, Colorado and Virginia round out the top 10 states for growth.

For the fourth year in a row, California reflected the largest net loss of one-way movers. Other bottom-five states for growth





## Dallas-Fort Worth's big property deals in 2023 defy real estate slowdown

Source: [DallasNews.com](https://www.dallasnews.com)


Sections
The Dallas Morning News
Account

THIS IS MEMBER-EXCLUSIVE CONTENT

**BUSINESS > REAL ESTATE**

### Dallas-Fort Worth's big property deals in 2023 defy real estate slowdown

There are hopes of better times in 2024 as real estate professionals close out the year.



Wells Fargo's massive 850,000-square-foot, 22-acre campus underway in Irving is one of the largest construction starts of the year in Dallas-Fort Worth. (Tom Fox / Staff Photographer)

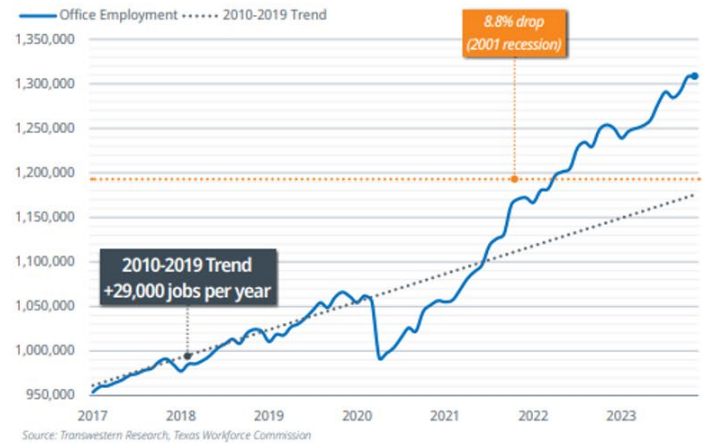
**MOST POPULAR**

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- 2 Dallas Mavericks, WFAA-TV partner to locally broadcast 10 additional games this season
- 3 Son of Netflix's 'Cheer' coach Monica Aldama charged with child pornography
- 4 Taylor Sheridan buys rights to Comanche leader Quanah Parker's story

# Texas Office Employment Trend

Source: Texas Workforce Commission

## OFFICE-USING EMPLOYMENT



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# Site Selection Factors: Quality of Life moves up the list

Source: [areadevelopment.com](http://areadevelopment.com)

## COMBINED RATINGS\* CORPORATE SURVEY

Site Selection Factors	2022	2021
<b>Ranking</b>		
1. Labor costs	89.1	96.4 (1)**
2. Quality-of-life	87.1	82.1 (11T)
3. Availability of skilled labor	85.8	94.9 (2)
4. Energy availability	82.3	94.7 (3)
5. Construction costs	81.2	82.1 (11T)
6. ICT/broadband	80.7	36.8 (26)
7. Corporate tax rate	79.7	87.7 (7)
8. Energy costs	79.4	N/A
9. Environmental regulations	79.0	82.5 (9)
10. Available land	78.1	62.5 (19)

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# DFW Industrial Market – 2023 Q3

Source: Transwestern

## DALLAS-FORT WORTH INDUSTRIAL MARKET | Q3 2023

### Market Indicators - Industrial

SUBMARKET	INVENTORY	VACANT SF	VACANCY %	AVAILABLE SF	AVAILABLE %	QUARTERLY NET ABSORPTION	12 MONTH NET ABSORPTION	UNDER CONSTRUCTION SF	NNN RENT THIS QUARTER	NNN RENT ONE YEAR AGO
DFW Airport	83,175,519	5,608,667	6.5%	10,396,475	12.0%	(264,837)	(15,346)	2,952,388	\$8.92	\$7.33
South Stemmons	93,155,140	4,930,900	5.3%	8,447,455	8.9%	(35,790)	(40,165)	1,533,259	\$9.14	\$7.79
Northwest Dallas	102,288,609	6,347,214	6.2%	11,144,443	10.5%	(1,253,583)	(860,914)	4,084,752	\$8.74	\$7.37
Northwest Dallas	83,377,147	2,719,950	3.3%	2,226,166	2.7%	40,242	2,824,899	3,386,923	\$9.80	\$7.47
East Dallas	52,506,727	6,392,542	12.2%	15,401,219	29.3%	1,050,045	3,883,269	9,747,123	\$6.79	\$6.43
South Dallas	127,464,349	17,961,493	14.1%	28,816,368	21.1%	3,743,092	11,660,510	8,912,912	\$5.74	\$5.23
Great Southwest	112,569,062	4,786,175	4.3%	10,335,126	8.9%	(359,146)	211,840	3,853,864	\$7.72	\$6.15
South Fort Worth	68,862,503	4,830,638	7.0%	9,721,788	13.2%	446,372	5,972,954	4,972,615	\$7.28	\$5.79
North Fort Worth	124,058,412	15,219,046	12.3%	18,990,418	14.5%	831,660	9,507,015	6,948,740	\$5.78	\$5.06
<b>INDUSTRIAL TOTAL</b>	<b>850,457,468</b>	<b>68,796,625</b>	<b>8.1%</b>	<b>120,789,958</b>	<b>13.5%</b>	<b>4,198,655</b>	<b>34,695,884</b>	<b>46,292,576</b>	<b>\$7.60</b>	<b>\$6.21</b>
Dallas Total	657,536,553	48,746,941	7.4%	92,077,752	13.3%	2,920,623	19,215,915	34,371,221	\$8.00	\$6.70
Fort Worth Total <sup>2</sup>	192,920,915	20,049,684	10.4%	28,712,206	14.0%	1,278,032	15,479,969	11,921,355	\$6.30	\$5.30

### Market Indicators - Flex

SUBMARKET	INVENTORY	VACANT SF	VACANCY %	AVAILABLE SF	AVAILABLE %	QUARTERLY NET ABSORPTION	12 MONTH NET ABSORPTION	UNDER CONSTRUCTION SF	NNN RENT THIS QUARTER	NNN RENT ONE YEAR AGO
DFW Airport	4,902,917	406,091	5.9%	609,588	8.8%	125,058	155,785	0	\$11.88	\$11.53
South Stemmons	18,659,007	993,481	5.3%	1,109,785	5.9%	(75,301)	(63,219)	0	\$15.88	\$15.22
Northwest Dallas	18,796,424	1,225,159	6.5%	1,470,824	7.8%	145,861	103,297	112,909	\$12.48	\$11.10
Northwest Dallas	28,051,992	1,285,907	4.6%	1,846,649	6.5%	(30,767)	115,061	293,789	\$12.01	\$11.68
East Dallas	3,386,094	180,877	5.3%	199,877	5.9%	25,262	37,127	0	\$12.79	\$13.93
South Dallas <sup>3</sup>	2,279,908	142,396	6.2%	164,828	7.2%	(43,587)	(74,531)	0	\$9.24	\$10.03
Great Southwest	7,234,933	350,573	4.8%	422,142	5.8%	83,167	158,850	0	\$10.93	\$9.38
South Fort Worth	8,278,332	290,286	3.5%	386,974	4.7%	(8,337)	(10,863)	41,390	\$10.86	\$8.68
North Fort Worth <sup>3</sup>	6,399,363	244,715	3.8%	491,859	7.7%	(34,518)	5,522	21,342	\$11.87	\$10.86
<b>FLEX TOTAL</b>	<b>99,978,970</b>	<b>5,120,085</b>	<b>5.1%</b>	<b>6,702,526</b>	<b>6.7%</b>	<b>186,838</b>	<b>427,030</b>	<b>469,430</b>	<b>\$12.52</b>	<b>\$11.87</b>
Dallas Total	85,301,275	4,585,084	5.4%	5,823,693	6.8%	229,693	421,689	406,698	\$12.69	\$11.87
Fort Worth Total <sup>3</sup>	14,677,695	535,001	3.6%	878,833	6.0%	(42,855)	(5,341)	62,732	\$11.23	\$9.58

Notes: <sup>1</sup> Availability includes space under construction. <sup>2</sup> Fort Worth includes North Fort Worth and South Fort Worth. <sup>3</sup> Rents in these submarkets are calculated from a small sample size and may display unusual growth or decline.

# DFW Retail Market

Construction activity is concentrated to the north in Denton and Collin Counties in communities such as Allen, McKinney, Frisco, and Prosper, where developers are chasing robust demographic growth and pushing the northern boundary of the market. About 65% of the space underway is located in Denton and Collin Counties, while Dallas County accounts for 15%.

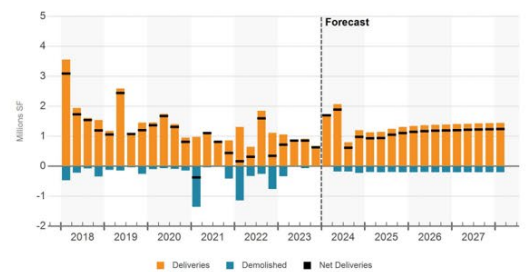
The McKinney submarket has the highest number of retail buildings under construction, equating to 32 buildings and 355,000 SF.

Source: Costar

## Construction

Dallas-Fort Worth Retail

### DELIVERIES & DEMOLITIONS

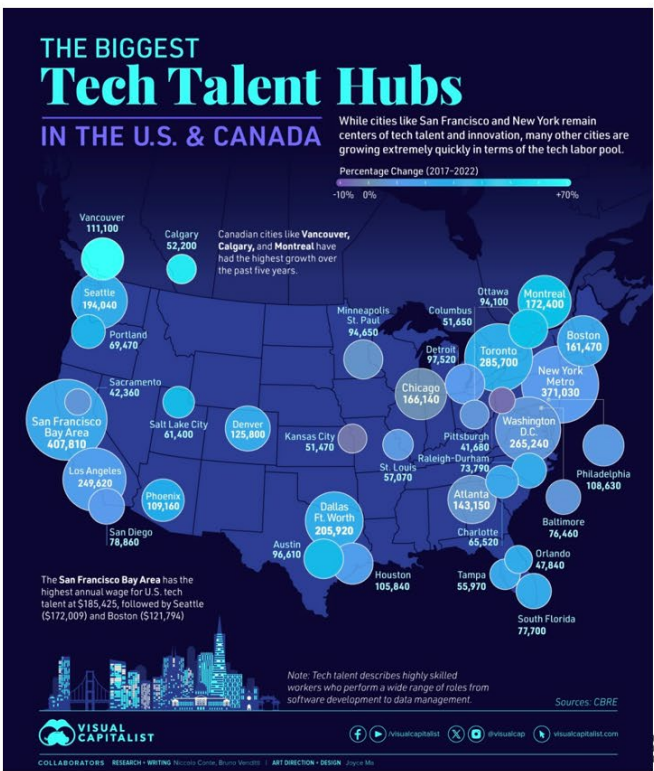


### SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory				Average Building Size			
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	All Existing	Under Constr.		
1	West Frisco	16	492	250	50.8%	9	15,788	30,777	4
2	Allen	12	445	396	89.1%	3	18,277	37,084	3
3	Northwest Fort Worth	22	364	240	66.9%	6	11,089	16,534	7
4	McKinney	32	355	198	55.7%	7	13,084	11,079	10
5	N Collin City Outlying	18	326	220	67.1%	5	10,775	18,243	6
6	Denton	4	318	170	53.5%	8	13,234	76,543	1
7	East Dallas Outlying	20	295	273	92.6%	2	8,877	14,728	8
8	Far North Dallas	4	253	253	100%	1	23,103	63,344	2
9	Frisco	18	241	59	24.5%	10	19,031	13,381	9
10	SE Outlying Tarrant	8	174	142	81.8%	4	11,928	21,712	5
	All Other	139	1,775	1,133	63.8%		12,922	12,772	
	<b>Totals</b>	<b>293</b>	<b>6,040</b>	<b>3,335</b>	<b>66.2%</b>		<b>13,065</b>	<b>17,202</b>	

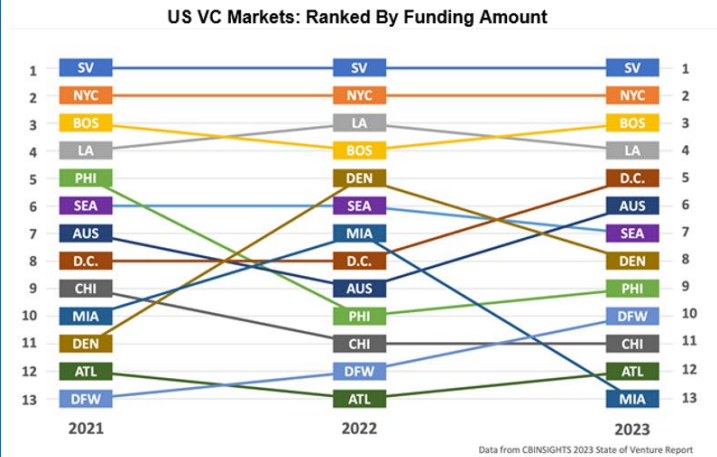
# CBRE - Scoring Tech Talent 2023

Source: CBRE



# DFW Ranked #10 Metroplex in VC Markets by Funding Amount

Source: CBINSIGHTS





# DFW leads nation in hotel development

Source: [therealdeal.com](https://therealdeal.com)

North Texas had 189 hotel projects in the development pipeline through the third quarter, amounting to nearly 22,000 keys, the Dallas Morning News reported, citing data from research firm Lodging Econometrics.

The Metroplex has led the nation in hotel construction for more than a year. There were 176 hotel projects in the works at the end of last year, and 165 were on the way after the first quarter of 2022.

## DFW leads nation in hotel development

80 hotels, totalling 9,000 rooms, are scheduled to start in next 12 months



Rendering of Four Seasons Hotel - Turtle Creek with Carpenter & Company's Richard L. Friedman (Carpenter & Company, Four Seasons Turtle Creek)

# SCOUT: Businesses Love McKinney

“

**Verified McKinney Reviewer**

“The city officials are cooperative and outside the box solution-based thinkers. Staffing the business is easy as you have the ability to pull talent from Dallas/North of McKinney/East and West of McKinney areas.”

**HIGHLY RATED BY LOCAL BUSINESSES** ★★★★★

CEO | Manufacturing Industry

**HIGHLY RATED BY LOCAL BUSINESSES**

**14 SCOUT REVIEWS**

**88% SATISFACTION RATING**

★★★★★

“

**Verified McKinney Reviewer**

“Rapidly growing Economy. Diverse and Vibrant community. No personal and corporate income tax. Quality and accessible education for a growing work force. Supportive agencies in the city for all regulatory requirements.”

- Plant Manager | Food & Beverage Manufacturing

**HIGHLY RATED BY LOCAL BUSINESSES**

**MEDC**  
McKinney Economic Development Corporation

**MCKINNEY**  
Unique by nature.