

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

NOVEMBER 19, 2024

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, November 19, 2024, at 8:00 a.m.

Board members Present: Chairman Brian Loughmiller, Vice Chairman Kurt Kuehn, Secretary/Treasurer Thad Helsley, Julie Williams, Mark Denissen, Scott Woodruff, Robert Hamilton, and alternate Chantelle Kadala.

City Council Present: Mayor George Fuller, and Councilmen Justin Beller and Rick Franklin.

Staff Present: President Michael Kowski, Senior Vice President Michael Talley, Operations Manager Deana Smithee, MEDC Executive Assistant Melanie Molina, MEDC Marketing & Social Media Manager Luke Gajary, MEDC Marketing & Special Events Coordinator Shannon Roberts, Senior Development Liaison Dana Stillwell, City Manager Paul Grimes, Visit McKinney Executive Director Aaron Werner, MEDC Attorney Mark Houser, and Audio/Visual Technician Joshua Arias.

There were 8 guests present.

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

Chairman Loughmiller called for Public Comments for items on the agenda and there were none.

24-2176 Chairman Loughmiller called for a Presentation by Raytheon. Senior Development Liaison Dana Stillwell announced she has had the pleasure of working with MEDC over the years, but this is the first time she has given a presentation to the MEDC board. Ms. Stillwell announced she has worked with many Raytheon projects over the years and is so thankful for Raytheon being in McKinney, not only for the revenue and job growth, but for the challenging and interesting projects. Ms. Stillwell thanked Raytheon for being in McKinney. Today Raytheon would like to celebrate the City of McKinney and the MEDC Board. Across building, engineering and fire there were 48 total projects and just

under 600 inspections over the life of the project. Ms. Stillwell noted the project began in early 2021 and received a full certificate of occupancy (CO) in mid-September of this year. The overall construction value was \$328 million, and the total square footage of the new building is just under 500,000 square feet. White Avenue received an extra connection which allows emergency vehicle access and serves as a traffic alleviator for the Raytheon 380 and Community entrances. Ms. Stillwell announced KDC staff members Bill Guthrie, Senior Vice President of Land Development, Mike Rosamond, Executive Vice President of Design and Construction, Philip Sharp, Senior Vice President for Design and Construction and Tracie Frazier, Vice President of Marketing and Communication and Raytheon staff members Trey Schiavone, Senior Project Manager for Construction and Keith Pavlik, Director of Manufacturing and Engineering Operations (as well as the program manager for what we call "Project Black") all in attendance in the audience. Ms. Stillwell invited Mr. Sharp to say a few words about the coins. Mr. Sharp announced he appreciates everything the City of McKinney did, and he appreciates the partnership. Mr. Sharp announced KDC and Raytheon made a commemorative two-sided coin as a token of their appreciation and everything the City meant. Mr. Sharp noted his appreciation for Ms. Stillwell and her help with the project.

24-2177 Chairman Loughmiller called for the Minutes of the Joint Meeting of the McKinney City Council & McKinney Economic Development Corporation of August 20, 2024.

Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by Vice Chairman Kuehn, to approve the Minutes of the Joint Meeting of the McKinney City Council & McKinney Economic Development Corporation of August 20, 2024.

24-2178 Chairman Loughmiller called for the Minutes of the McKinney Economic Development Corporation Meeting of October 15, 2024.

Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by Vice Chairman Kuehn, to approve the Minutes of the McKinney Economic Development Corporation Meeting of October 15, 2024.

Chairman Loughmiller called for Board and Liaison Updates.

City of McKinney- City Manager Paul Grimes announced Assistant City Manager Kimberly Flom will be leaving the City of McKinney to become the City Manager of her hometown, De Pere, Wisconsin. There will be a national search to replace Ms. Flom's position. Mr. Grimes announced with civil projects these days, price is up, service is down, and quality is down and work time takes longer. Mr. Grimes noted the roundabouts at Lake Forest, Wilmeth and Hardin were delayed by ten months due to franchise utility delays. Mr. Grimes noted he appreciates the community's patience. Mr. Grimes announced the annual population estimate as of November 1 is 222,441. Mr. Grimes announced at tonight's City Council meeting, the amphitheater project known as "VENU" will share their site plan for approval.

Chamber of Commerce- McKinney Chamber of Commerce President Lisa Hermes announced December 3rd will be the next business development update and the topic is "the innovation advantage: startups, artificial intelligence and the future of McKinney's business community". Mr. Kowski will emcee and there will be a panel of speakers. The event is from 8:00 a.m. to 10:30 a.m. and the location is Encore Wire. Ms. Hermes announced the Chamber is starting a "Master Mind" group. There will be a facilitator for small to medium-sized businesses. The group will bring their challenges to the group and discuss possible solutions with other business owners. Ms. Hermes announced the Chamber will host a "holiday open house" on December 10th and there are already about 200 registrations. Ms. Hermes noted registration is not necessary, but it assists staff with the food count.

Visit McKinney- Visit McKinney Executive Director announced this past week Visit McKinney hosted the TACVB, which is a state association for tourism. Mr. Werner noted the dinner was at Harvest, which was recently recognized as a Michelin-recommended restaurant. Mr. Werner congratulated the owner, Rick Wells, and noted there is now a little star in north Texas and it is going to drive people here to come and eat. Mr. Werner announced that Mr. Kowski joined him for a roundtable which included an hour on the importance of EDCs and tourism partnering together. Mr. Werner noted there were around 30 people from around the state in attendance. Mr. Werner announced over the weekend the City of McKinney hosted the Billie Jean King Cup. Top tennis players from around the world were in attendance. Mr. Werner noted there was a lot of collaboration from different departments in the City. Mr. Werner announced the National Collegiate Athletic Association (NCAA) Division 2 (D2) football game is on December 21st. Mr. Werner announced Hotel Denizen is fully open.

MEDC Committee Updates

Innovation Fund Committee- Board member Denissen announced there was a great Plug and Play round two event at the Collin College Conference center with high-quality companies and venture capitalists.

Marketing Committee- Board member Williams announced the Marketing Committee did not meet but will meet next month. Board member Williams encouraged everyone to check out the latest McKinney Momentum podcast.

Real Estate Committee- Secretary/Treasurer Helsley announced the committee met and will have updates to share today in Executive Session.

Finance Committee- Vice Chairman Kuehn announced the Finance Committee met yesterday and will have updates to share today in Executive Session.

Governance Committee- Chairman Loughmiller announced he met with President Kowski to discuss two changes to the committees. Board member Hamilton will move to the Finance Committee and Board member Woodruff will move to the Innovation Fund Committee. Chairman Loughmiller noted all other committee rosters will remain the same. Mr. Kowski announced at the next Board meeting we will present the Key Performance Indicators (KPIs) for our organization and get formal approval.

Chairman Loughmiller called for the MEDC Monthly Reports.

KPI Report- President Kowski announced SVP Talley will be in Salt Lake City this week. Mr. Talley was recognized as one of the top 50 economic developers in the country and there will be a formal presentation in Salt Lake City. Mr. Talley announced there are a total of 24 in the active project pipeline, with 14 traditional and 10 Innovation Fund projects. Mr. Talley announced there will be a report on the Smart Cities conference in Barcelona, Spain. Mr. Talley noted it was a great event with three City staff members and three MEDC staff members in attendance. Mr. Talley announced we also attended the Web Summit conference in Lisbon, Portugal. There was a more formal announcement on the increase for the Innovation Fund incentive. This week Mr. Talley announced that Mr. Kowski and Project Manager Mike Wilkes will head to the Plug and Play Silicon Valley Summit and Mr. Talley, Marketing & Social Media Manager Luke Gajary, Director of Business Retention & Expansion Madison Clark will travel to Economix in Salt Lake City for a site consultant event.

Marketing Report- Mr. Gajary announced there will be forthcoming information on the recent marketing campaigns for Smart Cities and Web Summit. Mr. Gajary announced the city of McKinney is pioneering new

ground and making things happen. Mr. Gajary noted Michael Kowski and Michael Talley are some of the best leaders in the industry and being acknowledged on the world stage. Mr. Gajary announced our staff is doing an awesome job of building an awesome team. Mr. Gajary announced he would like to welcome our new Marketing & Special Events Coordinator, Shannon Roberts, to the team. Ms. Roberts will be helping with the Byron Nelson and the holiday party. Ms. Roberts comes from Fairview and currently lives in Richardson. Ms. Roberts has a passion for local government and brings a wealth of experience in event management and in marketing and print collateral.

Chairman Loughmiller called for Public Comments for items not on the agenda and there were none.

Chairman Loughmiller called for Board Comments and there were none.

Chairman Loughmiller recessed the meeting into Executive Session at 8:37 a.m.

Chairman Loughmiller reconvened the meeting into open session at 9:40 a.m.

Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by Board member Williams, to Amend the agreement with Independent Financial as discussed in Executive Session.

Board members unanimously approved the motion by Board member Denissen, seconded by Board member Hamilton, to Amend the agreement with Cirrus as discussed in Executive Session.

Board members unanimously approved the motion by Board member Denissen, seconded by Board member Hamilton, to Adjourn.

Chairman Loughmiller adjourned the meeting at 9:42 a.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: December 17, 2024.

SIGNED:

BRIAN S. LOUGHMILLER
Chairman

THAD HELSLEY
Secretary/Treasurer