

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

MARCH 18, 2025

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 401 E. Virginia Street, McKinney, Texas, on Tuesday, March 18, 2025 at 2:00 p.m.

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

Absent: Vice Chairman Kurt Kuehn and alternate Chantelle Kadala.

City Council Present: Councilmen Justin Beller and Rick Franklin.

Staff Present: MEDC President Michael Kowski, MEDC Senior Vice President Michael Talley, MEDC Operations Manager Deana Smithee, MEDC Executive Assistant Melanie Molina, MEDC Director of Business Retention & Workforce Development Madison Clark, MEDC Marketing & Social Media Manager Luke Gajary, MEDC Marketing & Special Events Coordinator Shannon Roberts, MEDC Economic Development Specialist Miranda Estrada, MEDC Business Intelligence Analyst Erick Rodriguez, City Manager Paul Grimes, Assistant City Manager Barry Shelton, MEDC Attorney Mark Houser, Deputy City Secretary Tenitrus Parchman, City Secretary Office Administrative Assistant Sheridan Burns, Accounting Manager Chance Miller, MCDC President Cindy Schneible, Director of Engineering Gary Graham, Director of Airport Kenneth Carley, International City/County Management Association (ICMA) Management Analyst Larenz Taylor, Facilities Construction Manager Patricia Jackson, and Audio/Visual Technician Joshua Arias.

There was 1 guest present.

Chairman Loughmiller called the meeting to order at 2:03 p.m. after determining a quorum present.

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

25-2547 Chairman Loughmiller called for the Minutes of the McKinney Economic Development Corporation Meeting of January 21, 2025.

Board members unanimously approved the motion by Board member Williams, seconded by Board member Denissen, to approve the Minutes of the McKinney Economic Development Corporation Meeting of January 21, 2025.

25-2548 Chairman Loughmiller called for the Minutes of the McKinney Economic Development Corporation Meeting of February 18, 2025.

Board members unanimously approved the motion by Board member Williams, seconded by Board member Denissen, to approve the Minutes of the McKinney Economic Development Corporation Meeting of February 18, 2025.

25-2549 Chairman Loughmiller called for Board and Liaison Updates.

MEDC Committee Updates:

Marketing Committee- Board member Williams announced the Marketing Committee met last Friday and reviewed upcoming events including the Byron Nelson.

Real Estate Committee- Secretary/Treasurer Helsley announced the Real Estate Committee met last week have several items to discuss today in Executive Session.

Finance Committee- Board member Denissen announced the Finance Committee met last week and have items to discuss today in Executive Session.

Innovation Fund Committee- Board member Denissen announced there were no items to report.

Governance Committee- Chairman Loughmiller announced he had no updates.

Board Chairman- Chairman Loughmiller had no items to report.

25-2550 Chairman Loughmiller called for the MEDC Monthly Reports.

Organizational Report- MEDC President Kowski gave a shout-out to MEDC Executive Assistant Melanie Molina for five years at the City of McKinney. President Kowski shouted to Chairman Loughmiller for a great job at the Chamber Awards, announcing AEYL, Maverick Power, and Raytheon as our MEDC award winners. President Kowski

congratulated Board member Williams on the Chamber's Leadership McKinney Alumni of the Year, and Board member Hamilton as the Chamber's Main Street Partner of the Year.

KPI Report- MEDC Senior Vice President Talley announced he will discuss our new economics incentives funnel. Mr. Talley noted our CapEx is \$4.8 billion, including active projects and leads. Active projects are about \$3.5 million, and leads are about \$1.3 million. Mr. Talley announced MEDC Operations Manager Deana Smithee has been working with MEDC Business Intelligence Analyst Erick Rodriguez on compliance reports for the funnel.

Marketing Report- MEDC Marketing & Social Media Manager Luke Gajary announced we are about six weeks away from the Byron Nelson, and it is by and large our biggest marketing effort. Mr. Gajary gave a shout-out to MEDC Marketing & Special Events Coordinator Shannon Roberts for her efforts in coordinating the Byron Nelson for MEDC. Mr. Gajary announced that Board member Williams did a great job this morning in interviewing Salesmanship Club of Dallas Tournament Director Jon Drago for the McKinney Chamber of Commerce's CEO Series.

25-2551 Chairman Loughmiller called for the January 2025 Financials. Accounting Manager Chance Miller announced there was almost \$2 million in sales tax, \$120,000 in interest income, and a little over \$200,000 in miscellaneous revenue for projects claw backs for compliance. \$2.2 million for the month of January. For expenditures, there were \$543,000 in operational expenses, \$2 million in project expenses, and \$245,000 in non-departmental expenses for a total of \$2.8 million dollars in expenditures. Sales tax for the month of January applies to November sales. McKinney had a 4.5% decrease, Allen had a 4.9% decrease, Frisco had a 5.5% decrease, Plano had a 3.4% increase but had audit collections.

MEDC MINUTES

March 18, 2025

PAGE 4

Board members unanimously approved the motion by Board member Denissen, seconded by Secretary/Treasurer Helsley, to approve the January 2025 Financials.

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 2:17 p.m.

Chairman Loughmiller reconvened the meeting into open session at 3:07 p.m.

Board members unanimously approved the motion by Chairman Loughmiller, seconded by Board member Williams, to Approve and authorize the purchase of 182.624 acres in the R.H. Locke Survey, Abstract No. 517, City of McKinney, Collin County, Texas as discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by Board member Denissen, to Approve terms for Project Bayou as discussed in Executive Session.

Board members unanimously approved the motion by Board member Woodruff, seconded by Secretary/Treasurer Helsley, to Approve Project Sparky as discussed in Executive Session.

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

Chairman Loughmiller adjourned the meeting at 3:12 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: May 20, 2025.

SIGNED:

BRIAN S. LOUGHMILLER
Chairman
KURT KUEHN
Vice Chairman

THAD HELSLEY
Secretary/Treasurer