

## **MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**MARCH 15, 2022**

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, March 15, 2022, at 8:00 a.m.

Board members Present: Chairman Michael Jones, Vice Chairman Joe Minissale, Secretary/Treasurer Kurt Kuehn, Brian Loughmiller, Kenneth Sipiora, Julie Williams, Thad Helsley, Mohamed Kacem.

Staff Present: President Peter Tokar, Senior Vice President Michael Talley, Executive Vice President of Operations Abby Liu, MEDC Operations Manager Deana Smithee, MEDC Executive Assistant Melanie Molina, MCDC Admin and Marketing Coordinator Linda Jones, Assistant City Manager Kim Flom, and Chief Financial Officer Mark Holloway.

There were three guests present.

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

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

**22-0246** Chairman Jones called for the Minutes of the McKinney Economic Development Corporation Meeting of January 18, 2022. Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Board member Loughmiller, to approve the minutes.

**22-0247** Chairman Jones called for Board and Liaison Updates. Chairman Jones congratulated MEDC staff on their Accredited Economic Development Organization award and Texas Economic Development Council award recognition. Chairman Jones congratulated the McKinney High School basketball team for their showing in San Antonio and McKinney Christian Academy for winning the State Championship.

City of McKinney - Assistant City Manager Kim Flom gave an update on the new budget season and that Council is finalizing strategic priorities

that will guide staff on budget priorities. Ms. Flom noted Council will vote on an ordinance tonight that will allow the “legal sale of all alcoholic beverages for off-premises consumption only” to be placed on the ballot for the November 2022 vote by residents. Ms. Flom gave an update on the 2021 Annual Development Report and noted it is available at [McKinneyTexas.org/reports](https://McKinneyTexas.org/reports). Some highlights include the March 1<sup>st</sup> population of 207,998, the 5-year compound growth rate of 4.2%, residential permits are ticking up but are still lower than 2018, and the largest permit by value is Kaizen at \$28M. Ms. Flom announced the US 380 Environmental Impact Statement meeting is set for March 22, 2022, and discussion will include updates on alternative routes. Ms. Flom gave an update Council will have an update during the Regular Work Session today on the East McKinney Initiative as well as design for the Municipal Complex and pavement management and funding.

Chamber of Commerce - Lisa Hermes announced the Chamber’s CEO Series will be taking place tomorrow, March 16 at SRS with Dan Tinker, President and CEO of SRS. It will be an opportunity to learn more about SRS and Mr. Tinker’s professional career. Ms. Hermes noted that Leadership McKinney’s 2023 Class will start in August. A Leadership Open House will take place on March 31<sup>st</sup> at Local Yocal. A few people will be speaking about the program. It is an opportunity for those interested in applying to learn more about the process. Applications will be available that evening and it will also be online for anyone unable to attend. Thursday, the Chamber is taking the Leadership 2020 and 2021 Classes to Austin after postponing. The quarterly luncheon topic on April 14 will be about energy and the oil and gas industry, as well as the electric grid and what has been happening since the winter storm of 2021. Ms. Hermes noted the Chamber heard from the business community and how they were affected when the electric grid was offline. The panel is being finalized and there is an “ask out” for the Interim CEO

of Electric Reliability Council of Texas (ERCOT) to be on that panel. Ms. Hermes announced she has been selected to join a group of business leaders and Chambers from across the country to participate in Business Leaders United on the Hill in Washington, D.C. It is a part of the National Skills Coalition. They are convening a select group to talk about skills development programs, and Federal policies around that for building our pipeline. In preparation, Ms. Hermes will be going on a listening tour this month to gain more knowledge that is more specifically directed to our workforce development for businesses in the McKinney community as well as businesses in our area.

MCDC - Chairwoman Kathryn McGill announced on February 24<sup>th</sup> MCDC's Board voted on seven project grant applications totaling \$753,346. Promotional and community event grants next application will open in May and run through the end of May. Upcoming events reported by the MCDC promotional grants: the Farmers Market at Chestnut Square, (the first and third Saturdays during March), the Prairie Camps at Chestnut Square (March 8<sup>th</sup>-10<sup>th</sup>), the St. Patrick's Day Beer Walk (this past weekend on the Square), the Bar Wars at Chestnut Square (March 21<sup>st</sup>) and the Ovation Academy's Production of 42<sup>nd</sup> Street (March 24<sup>th</sup>-26<sup>th</sup>). People are coming back into McKinney and MCDC is excited to be able to sponsor some of the promotions for those events. The January retail development infrastructure grants did not have any applications. The second application cycle will open July 1<sup>st</sup> and run through July 31<sup>st</sup>. Eligible expenses include horizontal infrastructure on the exterior to a building site, drainage, utilities, and fire suppression equipment. The maximum award for those grants is \$25,000 and requires an equal match from the applicants. Ms. McGill gave an update the Tupps Brewery expansion development permit has been issued, the site survey was completed February 28<sup>th</sup>, a demo of the building to be used as the construction trailer is underway. The proposal for a demo of the building

on the northwest corner, of which MCDL retains ownership, has been accepted. Ms. McGill announced next week the MCDL board will be meeting to discuss strategic priorities for the coming year with review of current priorities and project initiatives.

**22-0248** Chairman Jones called for the MEDC monthly organizational report. President Tokar gave an official welcome to Melanie Molina, the new Executive Assistant for MEDC. Mr. Tokar announced the neighborhood conference Ms. Flom spoke on will include MEDC as one of their first community forums. Mr. Tokar noted one of the things MEDC has been trying to accomplish as part of the KPI's is an in-person event where we engage the community about what the EDC does, the impact it has, and how it benefits the community. Madison Clark and Mr. Tokar will be there in addition to other city counterparts and have a panel to present.

**22-0249** Chairman Jones called for the Monthly Metrics Dashboard Report. Mr. Tokar gave an update on project activity over the past month. Mr. Tokar noted MEDC gave a FAM tour to a site selector last week on a project considering McKinney for location. Mr. Tokar noted for "won projects" there are outstanding agreements that have not been signed and MEDC is reaching out to those companies for recent approvals that have been made to double-check on those contract executions. As soon as those are executed, MEDC will be making announcements. For BRE visits, MEDC is on-par and meeting with as many people as they can. For community forums, next month there will be one, so there will not be a zero in that category anymore. First quarter newsletters have been launched with a 47.6% open rate, and the target is 40%.

**22-0250** Chairman Jones called for the President's report on Accredited Economic Development Organization (AEDO). Mr. Tokar announced right before last month's meeting, MEDC was about to host the AEDO selection committee here in McKinney, the final step of the accredited economic development organization process. This is an accreditation

given by the Economic Development Council. MEDC has been going through it for about two years now, and it starts with a document review of bylaws, policies, strategies, KPIs, and does a peer-review at the highest level through the IEDC on best practices and if an agency is a top-performing economic development agency. That is followed up with a site visit by two of the AEDO committee members through IEDC where they validate the findings. Mr. Tokar thanked the board members, community stakeholders, City Council, and City Leadership for being a part of the two-day process. Mr. Tokar noted there were many external stakeholders and thanked them for participating in those interviews. Mr. Tokar announced MEDC received word two weeks ago that they have officially been accredited and are number 72 nationwide that have received this accreditation. Mr. Tokar noted that MEDC received the official letter and credentials to add to email signatures, and badge for the MEDC website. Mr. Tokar noted when looking at how we set ourselves apart from our neighbors and economic development organizations nationwide, this adds credibility to what MEDC does and shows brokers and site selectors that when they do business with McKinney from an economic development standpoint, we are top of class. Mr. Tokar noted it is a badge of pride and he is proud of staff for their hard work. Mr. Tokar announced there will be an official plaque from IEDC at their annual meeting in the Fall and MEDC will present it to the Board and City Council.

**22-0251** Chairman Jones called for Receive President's Report on Texas Economic Development Council's 2021 Economic Excellence Award. Mr. Tokar announced while MEDC was going through AEDO, Texas Economic Development Council also has an annual award. Mr. Tokar noted there were the same type of submittals to show different qualifications. Points were given based on qualifications of staff, strategic policy, business retention, business recruitment, workforce

development, and working with a full toolbox of economic development programs and not just focusing on one area of business.

**22-0252** Chairman Jones called for the January 2022 Financials. Chief Financial Officer Mark Holloway announced January was a light month and February just closed yesterday and the report would be given next month. Mr. Holloway noted it was another strong month for sales tax. After adjusting for audit and previous period collections, the number was still up over 20% over November collections from last year. Total revenues were just under \$1.7 million with expenses just under \$500,000 for January.

Board members unanimously approved the motion by Board member Julie Williams, seconded by Secretary/Treasurer Kurt Kuehn, to approve the January 2022 Financials.

Chairman Jones recessed the meeting into Executive Session at 8:32 a.m.

Chairman Jones reconvened the meeting to open session at 9:37 a.m.

Board members unanimously approved the motion by Board member Brian Loughmiller, seconded by Board member Thad Helsley, to approve the action on Project Cyprus as discussed in Executive Session.

Board members approved the motion by Board member Thad Helsley, seconded by Secretary/Treasurer Kurt Kuehn, to adjourn with a vote of 6 - 1 - 0, Brian Loughmiller voting no.

Chairman Jones adjourned the meeting at 9:39 a.m.

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

These minutes approved by the MEDC members on May 24, 2022.

---

MICHAEL JONES  
Chairman

---

KURT KUEHN  
Secretary / Treasurer