

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

APRIL 18, 2023

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, April 18, 2023, at 8:00 a.m.

Board members Present: Chairman Brian Loughmiller, Vice Chairman Kurt Kuehn, Secretary/Treasurer Thad Helsley, Mohamed Kacem, Julie Williams, and alternate Board member Scott Woodruff.

Absent: Mark Denissen

City Council Present: Mayor Pro Tem Rainey Rogers, and Councilman Rick Franklin.

City staff Present: Director of Business Retention & Workforce Development Madison Clark, Operations Manager Deana Smithee, Executive Assistant Melanie Molina, Marketing and Social Media Manager Luke Gajary, Special Projects & Events Manager Emily Beck, City Manager Paul Grimes, MEDC Attorney Mark Houser, Accounting Manager Chance Miller, MCDC President Cindy Schneible, and Visit McKinney Executive Director Aaron Werner.

There was 1 guest present.

Chairman Loughmiller called the meeting to order at 8:01 a.m. after determining a quorum present.

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

Chairman Loughmiller announced he would like to present former Board member Joe Minissale with a gift for his retirement from the MEDC Board. Chairman Loughmiller noted Mr. Minissale stepped down from the MEDC Board to run for the Collin College Board of Trustees, thanked him for his service and wished him luck with his campaign. Mr. Minissale announced Chairman Loughmiller was the Mayor when he was appointed to the MEDC Board in 2017, and said it has been an honor to serve. Mr. Minissale noted he is very proud of what has been accomplished in the last five and a half years and is very sad to have had to step down from the MEDC Board as he loves serving the community but hopes to be able to represent McKinney on the Collin College Board. Mr.

Minissale announced there are currently no McKinney residents on the Collin College Board. Mr. Minissale thanked the City Council members in the room who appointed and reappointed him.

23-0288 Chairman Loughmiller called for Board and Liaison Updates.

City of McKinney- City Manager Paul Grimes announced the Joint Meeting with MEDC, City Council, and MCDC will be in the Council Chambers at 3:00 p.m. on April 25th. Mr. Grimes noted the Board has likely received a draft agenda to make sure we are covering the topics the respective Boards and City Council want. Mr. Grimes announced we will post that meeting officially by Thursday or Friday of this week. Mr. Grimes gave an update on package liquor store applicants. There are currently 13 applicants, with four approved by the City and nine more in the queue. There are three steps on the checklist, apply at the City, TABC approval, and final City approval. Mr. Grimes announced City Council has directed City staff to start preparing the groundwork for redevelopment of the current City Hall, Development Services building, and potentially the parking lot. Executive Director of Development Services, Michael Quint, is leading that process. The City is hosting a meeting on April 26th at 6:00 p.m. in the Council Chambers to get input from the public on the priorities of what they would like to see when the City vacates the buildings. Mr. Grimes announced this afternoon at the 3:30 p.m. City Council Work Session, there will be an update on the State Highway 5 McDonald Street pedestrian connection discussion. Mr. Grimes welcomed anyone interested to attend in person or watch online.

MCDC- MCDC President Cindy Schneible announced next week is the MCDC meeting, and there will be public hearings on four project grant applications that were submitted. Two of those applications are for affordable housing developments, one for a hotel at Craig Ranch, and one for the Heard Wildlife Museum. The presentations will be next Thursday and Board action will be scheduled for May. Ms. Schneible

announced last month the MCDC Board approved four retail infrastructure grant applications that have been received. It is a matching grant program, with maximum funds available up to \$50,000.00. It is for exterior infrastructure or fire suppression for new or expanding businesses primarily in the Cultural District. Ms. Schneible noted all four of the current approved grants are in the Cultural District. Ms. Schneible announced last week the MCDC Board met in a Joint Session with the Parks Advisory Board and received an update on projects that have been funded with the annual commitment from MCDC. Director of Parks and Recreation, Michael Kowski, and his team provided a great presentation and the Boards had the opportunity to discuss what will be recommended for funding for FY24, with that application coming this summer. Ms. Schneible gave an update on the Tupps Brewery project, noting one of the big components of the project, the tap room was slow for a while, with steel that was to be delivered last Friday. Ms. Schneible noted it has not been confirmed with Tupps if the steel was delivered, but the project is still aiming for a TCO this May so they can start brewing beer at the site, and full completion is expected in August.

Visit McKinney- Visit McKinney Executive Director Aaron Werner announced he was able to join an episode of McKinney Momentum last week and expressed his admiration for the work that the marketing team is doing at MEDC. Mr. Werner announced this is the last time he will stand before the MEDC Board before McKinney's largest tourism event of the year, the AT&T Byron Nelson. Mr. Werner noted Visit McKinney had an article featured in Texas Municipal League Magazine this month talking about how it is a joint effort to pull off the Byron Nelson event. Mr. Werner encouraged everyone as they interact with their friends and networks to continue to share the message that the Byron Nelson goes beyond the course, leveraging the opportunity to showcase McKinney as what is branded as the 19th Hole. Mr. Werner encouraged everyone to

share with their friends hoping to win Byron Nelson tickets to stop by the Visitor's Center. Visit McKinney has a "put to win" competition going on, where if you make the hole in your first or second try, you will be entered to win two tickets to the Byron Nelson.

MEDC Committee Updates:

Marketing Committee- Board member Williams announced she hopes everyone is tuning in to McKinney Momentum, noting Madison was just in an episode with Mayor Fuller. Board member Williams announced you should have received information from MEDC about signing up for Byron Nelson tickets.

Finance Committee- Vice Chairman Kuehn announced the Finance Committee had an abbreviated agenda, as they are waiting on the budget. Vice Chairman Kuehn noted there was an open discussion regarding a program President Tokar brought up, but it did not make sense to move forward at this point.

Real Estate Committee- Secretary/Treasurer Helsley announced the Real Estate Committee met and discussed the MEDC properties along 121 and they are looking forward to the Joint meeting for direction and discussion with City Council and City management on these properties.

Governance Committee- Chairman Loughmiller announced the MEDC Board handbook will be sent to the current Board members, and to send any questions, suggestions, or comments to Operations Manager Deana Smithee so it can be finalized. Chairman Loughmiller noted this handbook will be used for future Board members as well in terms of how the Board operates, the 4A 4B Statute, interaction with City Council, and committees. Mr. Loughmiller announced Deana will also be sending the Strategic Plan, and this plan is one of the items the Board wishes to discuss with City Council to make sure it is in line with the City's priorities on economic development. Chairman Loughmiller noted the joint meeting is a great opportunity to come together and make sure we take

advantage of the opportunities and land we have and creating economic incentives. Chairman Loughmiller thanked City Manager Grimes and City Council for setting up the joint meeting.

23-0289 Chairman Loughmiller called for MEDC Monthly Reports. Director of Business Retention & Workforce Development announced the marketing team redid the marketing report as a dashboard approach with easy to digest information. Ms. Clark announced she would like to formally introduce Emily Beck, our new Special Projects & Events Manager. We are very happy to have Emily on board and she has been instrumental in MEDC's preparation for the Byron Nelson. Chairman Loughmiller announced he forgot to mention in his comments at the next meeting we will have a formal vote on the committees to replace the vacancies left by Joe Minissale. Chairman Loughmiller noted he would like to suggest alternate Board member Woodruff for Real Estate, Board member Kacem for Finance, and asked if anyone is interested in serving on the Innovation Fund Committee. Board member Kacem announced he would be interested in serving on the Innovation Fund Committee. Chairman Loughmiller thanked Board member Kacem and reiterated we will have the vote on next month's agenda.

23-0290 Chairman Loughmiller called for the February 2023 Financials. Accounting Manager Chance Miller announced February was the fifth month of our fiscal year. Sales tax revenue for the month of February was \$2.2 million. There was \$50,000 in interest income and around \$2,000 in other income, total revenue for the month of February was \$2.25 million. For expenditures, there was around \$200,000 in operational expenses including personnel, supplies, and other professional services. For projects, there was around \$391,000 in expenditures. Non-departmental which is mainly the monthly transfer for debt service payments totaled \$237,000. Total expenditures for the month of February were \$828,000 with a net increase of \$1.4 million for

MEDC MINUTES

April 18, 2023

PAGE 6

the month of February. Sales tax collected in February applied to December. There was a 7.8% increase. Allen saw a 33.6% increase, Frisco saw a 14% increase, and Plano saw a 7.9% increase. Allen had a large audit collection, their true increase for period-to-period 5.5%. Our year-to-date brings us to a 9.4% increase, above the budgeted number for this fiscal year. By industry, retail trade is at 7% for the third consecutive month at the 5% to 7% range. Mr. Miller announced we are working on the budget and will hopefully present that to the Board in July, but to the MEDC Finance Committee before that.

Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by alternate Board member Woodruff, to approve the February 2023 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 8:24 a.m.

Chairman Loughmiller reconvened the meeting into open session at 8:48 a.m.

Board members unanimously approved the motion by Board member Williams, seconded by Secretary/Treasurer Helsley, to approve action on Project Terrigen as discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Helsley, seconded by Vice Chairman Kuehn, to Adjourn.

Chairman Loughmiller adjourned the meeting at 8:49 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 16, 2023

BRIAN S. LOUGHMILLER
Chairman

THAD HELSLEY
Secretary/Treasurer