

Michael Talley

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EDUCATION:

University of Texas at Arlington, Arlington, TX – December 2007

Bachelor of Arts, Interdisciplinary Studies, Emphasis in Sports Management

University of Oklahoma, 2015 – 2018

Economic Development Institute

Council of Development Finance Agencies (CDFA) – 2020

Development Finance Certified Professional (DFCP) Program

AEDL – Advanced Economic Development Leadership – 2021 – 2022

Master Economic Development Practitioner

EXPERIENCE:

McKinney Economic Development Corporation, McKinney, TX January 2022 – Present

Senior Vice President

August – September 2023

Interim President & CEO

Manage the MEDC Projects Team and responsible for organizational project pipeline (Up to \$3.2 Billion), outbound business recruitment strategy and managing and building external relationships with the brokerage and development community. Utilize competitive intelligence and data platforms to generate recruitment leads and innovate new ways of promoting and directing business development. As the Projects Team Leader at MEDC, lead a team of 3 members in managing internal RFP assignments, overseeing the full project pipeline, and directing retention, expansion and workforce. Presented projects at executive board meetings, requiring proficiency in Salesforce for database management and regular reporting. Developed and implemented department goals, policies, and priorities, serving as the official representative to city departments, elected officials, and outside agencies. Responded to inquiries, collaborated with citizen groups for economic development objectives, and coordinated activities across city departments. Conducted economic assessments, formulated strategies for program development, and implemented initiatives to attract businesses to McKinney. Managed programs for business financing and incentives, negotiated contracts for high-profile development and redevelopment projects, and engaged in limited supervisory activities. Oversee Innovation Fund and strategy for startup and entrepreneurial ecosystem building. Represented MEDC at conferences, trade shows, and local events through attending and speaking engagements throughout the brokerage and development community locally, domestically, and abroad.

Denton County, Denton, TX February 2019 – January 2022

Economic Development Director

Worked with Commissioners Court on Economic Development functions of the county, which includes all business recruitment, expansion, retention, and marketing activities. Administered the development and implementation of the county's economic development efforts, which included policies, procedures, guidelines, consultant oversight, database development, prospect contact, incentives and coordination with local economic development directors, chambers of commerce, landowners, and developers. Created and oversaw federal and state grants relating to community and economic development; supervised Grant Manager. Introduced and established OPEN Grants program to support ailing businesses through shutdown and reopening during COVID-19 pandemic granting over \$39M in funds. Worked with over 40 communities identifying target areas in industrial and corporate development opportunities to fit their goals and objectives. Collaborate with local

leadership throughout projects processes to assure the best opportunity for a company's new facility to call Denton County home.

City of Keene, Keene, TX January 2015 – February 2019

Economic Development Director

Manage, oversee and coordinate the city's economic and community development efforts for both the KEDC & KBDC; Develop and assist in the implementation of city goals/objectives related to economic activities; Handle all business inquiries relating to business expansion and relocation including development, demographic and trade area information; Negotiate incentives including Tax Abatements, 380 Agreements, and grant opportunities to best position City against competitive communities and markets; Identify target areas and recruit for retail, industrial and residential development opportunities; Create and maintain relationships with all existing businesses and stakeholders within and surrounding the community; Attend meetings, events, conferences, trade shows, etc. when needed involving chamber, community programs, planning & zoning, budget, Council, workshops, County Judge/Commissioners, etc.; Update council, boards and others periodically regarding projects and goals; Head up steering committee on comprehensive plan covering master, infrastructure and economic growth plan; Develop marketing plan and materials for city, industrial park and commercial retail sites; Coordinate development meetings with directors and key players when needed; Maintain city website and social media.

Major League Access, Cleburne, TX August 2007 – Present

Owner & Operator

Buy and sell sports cards, memorabilia, and game-used equipment; Work directly with professional athletes and their agencies in marketing and distributing equipment and memorabilia; Work with non-profit organizations, schools, etc. in setting up silent auctions at events in and around the DFW area; Utilize excel in keeping inventory.

PROFESSIONAL AFFILIATIONS

Texas Economic Development Council
International Economic Development Council
Southern Economic Development Council
ICSC: International Council of Shopping Centers
Urban Land Institute

COLLEGE AFFILIATIONS

Texas Wesleyan University Men's Varsity Baseball – Spring 2004 – Spring 2006

Volunteering

North Central Texas Economic Development District Board (2017 – 2022, 2024 – Present)
United Way of Denton County – Workforce Success Leadership Team (2019 – 2022)
City of Denton – Downtown Economic Development Committee (2019 – 2022)
Denton Innovation Group (DIG) (2019 – 2022)