

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON NOVEMBER 10, 2020
AT 11:30 A.M.**

A meeting of the Sherman Economic Development Corporation Board of Directors was convened in the Council Chambers of City Hall, 220 West Mulberry Street, Sherman, Texas on November 10, 2020 at 11:30 a.m.

MEMBERS PRESENT: Mrs. Janie Bates, Ms. Gail Utter, Mr. Scott Bandemir, Mr. Daniel Worrell,
Mr. Jason Brumm

MEMBERS ABSENT: None

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Mr. Robby Hefton, Mr. Willie Steele, Mr. Shawn Teamann

EX OFFICIO MEMBERS ABSENT: Dr. David Hicks

STAFF PRESENT: Mr. Kent Sharp, Ms. Ashton Ghaemi (via teleconference), Ms. Brandy Washington

STAFF ABSENT: Ms. Anna Long

GUESTS PRESENT: Mr. Terrence Steele, Mr. Jeff Moore, Ms. Mary Lawrence, Mr. Michael Hutchins, Mr. Clint Philpott, Mr. Nate Strauch

CALL TO ORDER, QUORUM DETERMINED, MEETING DECLARED OPEN, RECOGNITION OF GUESTS, INVOCATION

Mrs. Bates called the meeting to order at 11:33 a.m., declared a quorum present, meeting declared open. The invocation was given by Mr. Sharp.

PUBLIC COMMENTS

There were no public comments.

ELECTION OF SEDCO OFFICERS FOR FY 2020-2021

Mrs. Bates called for nominations for the SEDCO Officers for FY 2020-2021.

Mr. Brumm made a motion to have the FY 2019-2020 SEDCO Officers (Chair - Mrs. Bates; Vice Chair - Ms. Utter; Secretary - Mr. Bandemir) continue serving in their current roles for FY 2020-2021, and the motion was seconded by Mr. Worrell. Motion was approved unanimously.

Mr. Sharp introduced SEDCO's new Administrative Assistant, Ms. Brandy Washington. He said the former Administrative Assistant, Ms. Dondra Kendall, retired from SEDCO at the end of October.

DISCUSS AND CONSIDER APPROVAL OF THE FOLLOWING MINUTES

Motion was made by Mr. Bandemir and seconded by Mr. Brumm to approve the Regular Scheduled Board Meeting minutes of October 13, 2020. Motion was approved unanimously.

DISCUSS AND CONSIDER APPROVAL OF THE FOLLOWING FINANCIAL REPORTS

Mr. Sharp presented the Balance Sheet and Budget Report for the month ending September 30, 2020 and reported the following:

- Cash – SEDCO Checking: \$2,177,223.59
- Accounts Payable: \$61,562.97
- Fund Balance: \$11,429,155.22
- Revenues Over/Under Expenses: \$666,510.20
- Total Liabilities, Equity and Current Surplus (Deficit): \$12,157,228.39
- Revenue Total: 104.56%
- Expense Total: 67.15%

Mr. Sharp also presented the Commitments Report for the month ending September 30, 2020 and noted the incentives paid to Elevate Recoveries, Modular Power Solutions, and Presco totaled \$611,291, and the total amount paid to infrastructure projects was \$2,145,864 for a grand total of \$2,757,155.

Motion was made by Mr. Brumm and seconded by Mr. Worrell to approve the financial reports for the month ending September 30, 2020. Motion was approved unanimously.

Mrs. Lawrence presented the Investment Report for Quarter Ending September 30, 2020 and reported the portfolio book value and market value was approximately \$10 million. Of this amount, \$3 million was in held in a Local Government Investment Pool (LGIP), \$3.1 million was held in Certificates of Deposit (CD) and \$3.9 million was held in an FDIC insured investment account. During the quarter, \$500,000 was deposited into the FDIC insured investment account from the checking account. The weighted average yield on the portfolio was 0.83%, 73 basis points above the three-month Constant Maturity Treasury Index of 0.10%, and 8 basis points below the previous quarter. The weighted average maturity for the portfolio decreased from 44 days at June 30, 2020 to 13 days at September 30, 2020.

Motion was made by Mr. Worrell and seconded by Mr. Bandemir to approve the Investment Report for Quarter Ending September 30, 2020. Motion was approved unanimously.

DISCUSS AND CONSIDER APPROVAL OF AUTHORIZATION OF JANIE BATES, SEDCO BOARD CHAIR; GAIL UTTER, SEDCO BOARD VICE CHAIR; AND SCOTT BANDEMIR, SEDCO BOARD SECRETARY/TREASURER TO APPROVE AND EXECUTE ANY AND ALL DOCUMENTS CLOSING OUT CERTIFICATES OF DEPOSIT AND INITIATING WIRES TRANSFERS FROM ANY FINANCIAL INSTITUTION HOLDING PUBLIC FUNDS ON BEHALF OF SHERMAN ECONOMIC DEVELOPMENT CORPORATION TO ANY OTHER FINANCIAL INSTITUTION SEDCO WISHES TO TRANSACT BUSINESS WITH, SPECIFICALLY TO CLOSE ANY CD AND WIRE FUNDS FROM AMERISTATE BANK TO SIMMONS BANK.

Mr. Sharp said SEDCO's Certificate of Deposit at AmeriState Bank expired, and AmeriState Bank is requesting the completion of a Wire Transfer Agreement and Authorization Form to close the CD and wire the funds to Simmons Bank.

Motion was made by Mr. Worrell and seconded by Mr. Bandemir to approve the authorization of Mrs. Janie Bates, Chair; Ms. Gail Utter, Vice Chair; and Mr. Scott Bandemir, Secretary/Treasurer to approve and execute any and all documents closing out certificates of deposit and initiating wires transfers from any financial institution holding public funds on behalf of SEDCO to any other financial institution SEDCO wishes to transact business with, specifically to close any CD and wire funds from AmeriState Bank to Simmons Bank. Motion was approved unanimously.

SALES TAX AND ECONOMIC BAROMETER REPORTS

Mr. Sharp said the November sales tax figures were not available to report. He presented the October 2020 Economic Barometer Report and noted the following:

- New residential permits are down 66% compared to October 2019 but up 25% from the YTD. Although the number of commercial and industrial permits decreased, the values of the October permits saw an over 860% jump from October 2019. Notable permits that contributed to this increase include \$8.4 million to construct a Marriott hotel, \$5 million for the new Sherman Endoscopy Center, and approx. \$394,000 for a finish out project at Modular Power Solutions.
- The City is up 508 water customers.
- Sales tax saw an increase of 1.67% from October 2019 and a 2.41% increase from the YTD. The November figures were not available just yet.
- The months supply of housing inventory for Grayson County dropped again from 2.9 months in August to 2.6 months in September.
- Sherman's unemployment rate for September was 6.5%. Up from 5.3% in August.

DRONE VIDEO PRESENTATION BY COMMUNITY AND SUPPORT SERVICES MANAGER NATE STRAUCH & ASSISTANT CITY MANAGER CLINT PHILPOTT

Mr. Strauch and Mr. Philpott presented a drone video of various housing and commercial development and infrastructure projects across Sherman and provided project updates as they were shown in the footage. Mr. Philpott said most of the subdivision projects are almost finished, and we will start to see a lag in the permit

reports. Mr. Sharp said he viewed the drone video at a recent Sherman City Council Meeting and asked Mr. Strauch and Mr. Philpott to present it to the SEDCO Board.

EXECUTIVE SESSION

The Sherman Economic Development Corporation held an Executive Session pursuant to the provisions of the Open Meetings Law, Chapter 551, Government Code, Vernon's Texas Code Annotated, in accordance with the authority contained in the following sections:

- a) 551.071 (Consultation with Attorney)
- b) 551.072 (Deliberations about Real Property)
 - 1. Five-0
 - 2. Midway Park Spec Building
- c) 551.087 (Business Prospect/Economic Development)
 - 1. Shermanator, Salmon, Curd Herd, Canvas, Roo, LIV-LAP, Neowise Arrow, Pasca Rise, Raptor 2020, Trager, Sundance, Round 2, Pink, Ice Water, Radio

The open meeting recessed in executive session at 12:10 p.m.

RECONVENE OPEN MEETING AND CONSIDER APPROVAL OF THE ITEMS DISCUSSED IN EXECUTIVE SESSION

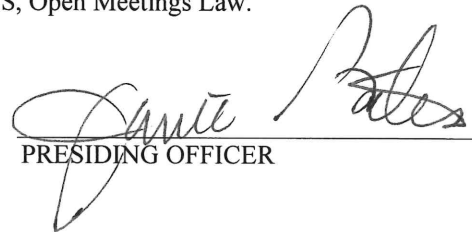
Mrs. Bates reconvened the open meeting at 12:35 p.m. No executive session items were discussed.

ADJOURNMENT

The meeting was adjourned at 12:36 p.m.

CERTIFICATION OF PRESIDING OFFICER

I, Janie Bates, Presiding Officer, do certify that these minutes of the Regular Scheduled Board Meeting of the Sherman Economic Development Corporation of the City of Sherman, Texas are a true and correct record of the proceedings with Chapter 551, Govt. Code, V.T.C.S, Open Meetings Law.



PRESIDING OFFICER