

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON OCTOBER 10, 2017  
AT 7:30 A.M.**

A meeting of the Sherman Economic Development Corporation Board of Directors was convened in the SEDCO Board Room at 307 W. Washington Street, Suite 102, Sherman, Texas on October 10, 2017 at 7:30 A.M.

MEMBERS PRESENT: Mr. John Sild, Mr. Brad Douglass, Mr. Greg Kirkpatrick, Mrs. Janie Bates

MEMBERS ABSENT: Mr. Tom Shields

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Deputy Mayor Jason Sofey, Mr. Robby Hefton, Councilman Terrence Steele, Dr. David Hicks

EX OFFICIO MEMBERS ABSENT: None

STAFF PRESENT: Mr. John Plotnik, Mrs. Stacey Jones, Ms. Ashton Ghaemi

STAFF ABSENT: Mr. Frank Gadek

GUESTS PRESENT: Mr. Brandon Shelby, Mrs. Jerrie Whiteley

**CALL TO ORDER, QUORUM DETERMINED, MEETING DECLARED OPEN, RECOGNITION OF GUESTS AND VISITORS**

Mr. Kirkpatrick, Chairman of the Sherman Economic Development Corporation, called the meeting to order at 7:32 A.M., declared a quorum present, meeting declared open, recognition of guests and visitors.

Mr. Kirkpatrick welcomed new SEDCO Board Member, Janie Bates.

**CONSIDER FOR APPROVAL THE MINUTES FOR THE FOLLOWING MEETINGS**

Motion was made by Mr. Sild and seconded by Mr. Douglass to approve the regular scheduled meeting minutes of August 8, 2017, the special called meeting minutes of September 12, 2017, and the annual joint meeting minutes of September 25, 2017. Motion was approved unanimously.

**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 Codes Annotated, in accordance with the authority contained in the following section:

**Section 551.087** – Economic Development: Discussion concerning the following Projects: Tackleberry, Homecoming, Aurora, Overland, Evergreen, Action, Daisy, Combi, Lynn, Red, Cold, Ninja, Post Oak, Round-Up

**Section 551.072** – Real Property: Discussion concerning projects: Northgate Drive, Topletz, Truck

The open meeting recessed in executive session at 7:34 a.m.

**RECONVENE OPEN MEETING AND CONSIDER ITEMS DISCUSSED IN EXECUTIVE SESSION**

Mr. Kirkpatrick reconvened the open meeting at 8:26 a.m.

Mr. Plotnik recommended the approval of a Purchase and Sale Agreement with 42 Real Estate, LLC. The agreement states that 42 Real Estate, LLC will purchase approximately 23.5 acres in Progress Park II for the purchase price of \$45,000 per usable acre.

Motion to approve the Purchase and Sale Agreement with 42 Real Estate, LLC was made by Mr. Douglass and seconded by Mr. Sild. Motion was approved unanimously.

**ECONOMIC BAROMETER REPORT (September 2017)**

Mr. Plotnik presented the Economic Barometer Report and noted the following: Total city building permits are up 13.15% from YTD 2016; total city building permits value is up 79.49% from YTD 2016; SEDCO's sales tax proceeds had a slight decrease of -0.59% from YTD 2016; and Sherman's unemployment rate is 3.6% as of August 2017.

#### **BUSINESS RETENTION & EXPANSION UPDATE**

Mrs. Jones reported that she met with the new plant managers at Consolidated Container Company and Sunny Delight and had existing industry visits with GlobiTech and Tyson.

She stated the recent activity with the Advanced Manufacturing Program (AMP) which included SEDCO co-sponsoring two AMP Mentor Orientations and a reception held on September 26<sup>th</sup> for approximately 70 students, parents, teachers, industry representatives, and regional leaders.

Mrs. Jones also noted the Texas Industry Partnership Matching Grant check presentation that took place on September 25<sup>th</sup>. Emerson, along with Denison Industries, Champion Cooler, and the Texas Workforce Commission (TWC) presented checks to Workforce Solutions Texoma for AMP equipment.

Mrs. Bates said TWC is encouraging Workforce Solutions Texoma to seek another TWC High Demand Job Training Grant for \$100,000, of which SEDCO and the Denison Development Alliance would match at \$50,000 each.

Mrs. Bates also mentioned the success of Manufacturing Day which saw 460 eight-grade students touring local industries.

#### **SHERMAN INDEPENDENT SCHOOL DISTRICT BOND 2017**

Sherman Independent School District (SISD) Superintendent, Dr. David Hicks presented an overview of the November 7, 2017 bond election. Voters are being asked to consider a \$176 million bond proposal to address the following projects: Upgrade Technology Infrastructure, build a new Sherman High School on the new site, convert the current high school and Piner Middle School to 6-8<sup>th</sup> grade middle schools, and reconfigure the elementaries to grades K-5. The tax impact after the bond passage would be +\$17.42 per month (+\$210 per year).

Dr. Hicks is encouraging citizens to vote and noted SISD's marketing efforts including the Bond Program Awareness Week, open houses at the schools, marketing videos, social media promotions, and more.

The open meeting recessed in a second executive session at 8:50 a.m.

#### **RECONVENE OPEN MEETING AND CONSIDER ITEMS DISCUSSED IN EXECUTIVE SESSION**

Mr. Kirkpatrick reconvened the open meeting at 9:03 a.m.

Mr. Plotnik recommended the approval of a Purchase and Sale Agreement with the City of Sherman for 8.9 acres on the southeast corner of FM 1417 and U.S. Highway 75 for \$2,500,000, subject to the approval of the amended legal documents.

Motion to approve the Purchase and Sale Agreement with the City of Sherman, subject to the approval of the amended legal documents, was made by Mr. Douglass and seconded by Mr. Sild. Motion was approved unanimously.

Mr. Plotnik recommended the approval of a Purchase and Sale Agreement with 58 Aggie Development, LLC for approximately 14 acres on the southeast corner of FM 1417 and U.S. Highway 75 for \$2,950,000, subject to the approval of the amended legal documents.

Motion to approve the Purchase and Sale Agreement with 58 Aggie Development, LLC, subject to the approval of the amended legal documents, was made by Mrs. Bates and seconded by Mr. Sild. Motion was approved unanimously.

#### **PRESIDENT'S REPORT (October 2017)**

##### Project Information

SEDCO is presently working 14 active projects with an estimated \$1,523,780,000 in investments and 4,083 new jobs.

##### SEDCO Operations/Administration

SEDCO is working 24/7 to prepare for the auction of the MEMC building that will take place on October 23rd. We are working with a key bidder, and we are hopeful this will bring new jobs and investments to our community. SEDCO is also in negotiations with the City of Sherman to purchase the 8.5 acres on the southeast corner of HWY 75 and FM 1417. We are hopeful to join the city soon with a project announcement on this great corner.

On September 25th, the SEDCO Board of Director and the Sherman City Council approved SEDCO's 2017-2018 Program of Work and Budget at the Annual Joint Meeting. The staff also presented the 2016-2017 Program of Work Results and the 2008-2017 Return on Investment Report.

MARK YOUR CALENDARS! On October 20th from 11:00 a.m. - 7:00 p.m., CBS Radio KRLD AM 1080 will host a "Your Hometown" event, live from the Old Iron Post. During the event, there will be live updates from Sherman twice an hour, a live interview with Mayor David Plyler and pre-recorded interviews with industry representatives and community leaders. In addition, KRLD reporters will cover a variety of stories around Sherman airing twice that day. Old Iron Post will be offering a special for those who stop in and mention the "Your Hometown" event. We want to welcome everyone to grab a bite while the KRLD anchors talk about all the great things happening in Sherman.

#### Community Activities

- Careers in Texas Industries Week
- Child and Family Guidance Board
- Child and Family Guidance Center's Starfish Benefit
- City Council Meeting
- Coffee with the Mayor
- Knight Furniture & Mattress Open House
- Leadership Sherman Alumni Reunion Committee
- Sherman Chamber Events Committee
- Sherman High School Mentor/Mentee Meeting
- Sherman Rotary
- Texas Legislative Luncheon

#### Business Recruitment

John Plotnik attended the Society of Industrial & Office Realtors (SIOR) quarterly meeting in Dallas to speak about opportunities in Sherman, Texas. These professionals represent the majority of key companies seeking new and expansion sites.

Frank Gadek attended the Industrial Asset Management Council's (IAMC) Professional Forum in Richmond, Virginia. John Plotnik will attend the SIOR Fall World Conference in Chicago, Illinois on October 26-28th.

#### Business Retention/Expansion Program

Existing industry visits are critical. Our ongoing program will not only move toward increased relationships with our corporate citizens but is also a valuable resource for referrals within their respective industries. In the past month, we have visited with key leadership from the following Sherman companies: Consolidated Container Company, GlobiTech, Sunny Delight, and Tyson.

On September 6th and 18th, SEDCO co-sponsored Advanced Manufacturing Program (AMP) Mentor Orientations for 42 mentors.

On September 13th, we sponsored a Sherman Plant Managers Forum hosted by Panda Sherman Power with representatives from Eaton B-Line and Presco in attendance.

On September 25th, Emerson, along with Denison Industries, Champion Cooler and the Texas Workforce Commission presented checks to Workforce Solutions Texoma for the Texas Industry Partnership Matching Grant. These funds will go towards the purchase of equipment for the Advanced Manufacturing Program. Thank you, Emerson and all the participating regional industries, for your partnership and support!

On September 26th, approximately 70 students, parents, teachers, industry representatives, and regional leaders met for the AMP Mentor-Parent-Student Reception in the Grayson College, Center for Workplace Learning. Parents were overwhelmed by the support of the industries and regional leaders for this program.

#### Final Thoughts

SEDCO believes in creative marketing ideas, and we encourage interruptions. In some offices, it is considered bad form to interrupt a meeting in progress. A person is expected to wait at the door or leave a message when you are free. SEDCO welcomes intruders into our conversations, and it happens often. At times, one of us may not be aware of the conversation subject but then offer a fresh solution that was not considered. This is how we approach fresh marketing ideas in presenting Sherman to expanding companies. So, we leave the doors open, and as a team, encourage walking into a conversation in progress. Try it. You might find a fresh approach and stronger team participation away from the usual suggestion box.

-John J. Plotnik, SIOR, CEcD, President

**ELECTION OF SEDCO OFFICERS FOR FY 2017-2018**

Motion was made by Mrs. Bates and seconded by Mr. Kirkpatrick to approve Mr. Sild as Chairman, Mr. Douglass as Vice-Chairman, and Mr. Shields as Secretary. Motion was approved unanimously.

Mr. Plotnik thanked Mr. Kirkpatrick for his leadership and presented a gift. Mr. Kirkpatrick said he enjoyed his time as the Chairman of the SEDCO Board of Directors.

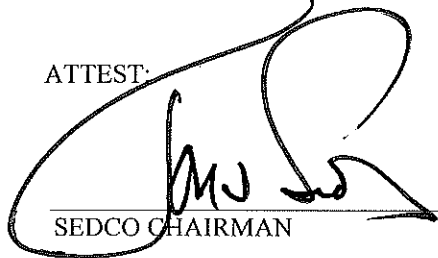
**ADJOURNMENT**

No other business came before the SEDCO Board. Mr. Sild, new SEDCO Board Chairman, adjourned the meeting at 9:10 a.m.

**CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY**

I, John Sild, Chairman, and I, Tom Shields, Board Secretary, do certify that these minutes of the Regular 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.

ATTEST:

  
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SEDCO CHAIRMAN

ATTEST:

  
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BOARD SECRETARY