

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON AUGUST 14, 2018
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 August 14, 2018 at 7:30 A.M.

MEMBERS PRESENT: Mr. John Sild, Mr. Brad Douglass, Mr. Tom Shields, Mrs. Janie Bates

MEMBERS ABSENT: Mr. Greg Kirkpatrick

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Mr. Robby Hefton, Councilman Willie Steele, Dr. David Hicks

EX OFFICIO MEMBERS ABSENT: Councilman Jason Sofey

STAFF PRESENT: Mrs. Stacey Jones, Ms. Ashton Ghaemi

STAFF ABSENT: None

GUESTS PRESENT: Mr. Brandon Shelby, Mrs. Mary Lawrence

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

Mr. Sild called the meeting to order at 7:32 a.m., declared a quorum present, meeting declared open, recognition of guests and visitors.

CONSIDER FOR APPROVAL THE MINUTES FOR THE FOLLOWING MEETING

Motion was made by Mrs. Bates and seconded by Mr. Shields to approve the Regular Scheduled Board Meeting minutes of July 10, 2018.

FINANCIALS

Mrs. Lawrence presented the Financials for the quarter ended June 30, 2018 and reported the Total Revenue as \$2,803,392, the Net Fund Balance as \$10,547,892, and the Commitments as \$11,985,707. She also presented the Investment Report for the quarter ended June 30, 2018 and reported the Weighted Average Maturity as 38 days and the Weighted Average Yield as 1.58%.

Motion to approve the Financials and the Investment Report both for the quarter ended June 30, 2018 was made by Mr. Shields and seconded by Mr. Sild.

SEDCO INVESTMENT POLICY

Mrs. Lawrence presented the new Sherman Economic Development Corporation Investment Policy for approval. The new policy included changes to Section 5.4: Federal Deposit Insurance Corporation (FDIC) Insured Investment Accounts and Section 7.4: Investment Pools. Mrs. Lawrence said this policy is updated annually.

Motion to approve the new SEDCO Investment Policy was made by Mrs. Bates and seconded by Mr. Shields.

Mr. Steele referred to the Commitments Outstanding, Paid and Expired report and asked when the \$2.5 million for Panda Sherman Power's second phase project would be removed from the report. Mrs. Jones replied when the performance agreement expires.

EXECUTIVE SESSION

The Sherman Economic Development Corporation will hold 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:

Section 551.087 -- Economic Development: Discussion concerning the following Projects: Snow Ball, Atlas, Breeze, Rhea, Cannon, Form, Kevin, Koala, Plan 4, Skid

Section 551.072 – Real Property: Discussion concerning projects: FS4, Northgate Drive, PP2, PP6, Future

Section 551.074 – Personnel Matters: To deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee.

The open meeting recessed in executive session at 7:38 a.m.

RECONVENE OPEN MEETING AND CONSIDER ITEMS DISCUSSED IN EXECUTIVE SESSION

Mr. Sild reconvened the open meeting at 8:04 a.m.

Mrs. Jones recommended approval of a Property Purchase Agreement made between Monarch Dev. Corp. and Sherman Economic Development Corporation. The agreement is for 57.3 acres located west of Progress Park VI and states SEDCO will purchase the property for \$450,000, and the purchase is inclusive of \$15,000 earnest money to be held in escrow during the 90-day due diligence period.

Motion to approve the Property Purchase Agreement was made by Mrs. Bates and seconded by Mr. Douglass.

Mrs. Jones recommended approval of the Right of First Refusal Agreement between Sherman Economic Development Corporation and Thea Development, LLC. The agreement is for Progress Park I and states that Thea Development, LLC will be notified and given a 30-day response period for the Right of First Refusal before the property becomes unavailable.

Motion to approve the Right of First Refusal Agreement was made by Mr. Shields and seconded by Mrs. Bates.

ECONOMIC BAROMETER REPORT (July 2018)

Ms. Ghaemi presented the Economic Barometer Report and noted the following:

- City Building Permits are down -1.22% from July 2017, but the YTD is up 9.01%.
- City Building Permits (Value) is down -77.66% from July 2017, but the YTD is up 43.96%.
- Sales tax proceeds had an increase of 110.44% from July 2017.
- Grayson County months supply of inventory is down -11.90% from June 2017.
- Sherman’s unemployment rate is 3.6% as of June 2018.

BUSINESS RETENTION & EXPANSION UPDATE

Ms. Ghaemi presented the new video for Swap It Up and provided the following updates:

- Sherman, Pottsboro, Whitesboro, and Denison Chambers have mailed flyers to their membership lists.
- Attending networking events to spread the word to chamber businesses.
- Met with the area non-profits and collected 19 non-profits’ needs lists.
- Launched a Facebook ad campaign with the video encouraging businesses to sign up pre-competition.
- Four businesses interested in participating. Ms. Ghaemi asked the board to share the video.
- Meeting with the AMP instructors over the next two weeks to refresh the details and discuss the launch.

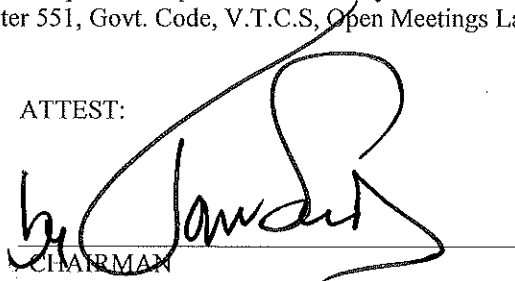
ADJOURNMENT

No other business came before the SEDCO Board. The meeting was adjourned at 8:12 a.m.

CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY

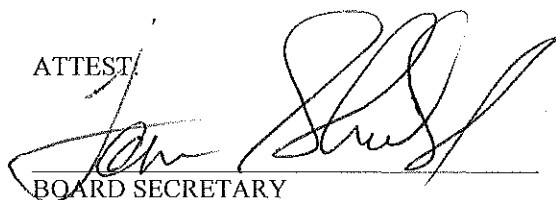
I, John Sild, Chairman, and I, Tom Shields, Board Secretary, do certify that these minutes of the Regular Scheduled Board Meeting of the Sherman Economic Development Corporation of the City of Sherman, Texas are a true and correct record of the proceedings with Chapter 551, Govt. Code, V.T.C.S, Open Meetings Law.

ATTEST:



CHAIRMAN

ATTEST:



BOARD SECRETARY