

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON SEPTEMBER 11, 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 September 11, 2018 at 7:30 A.M.

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

MEMBERS ABSENT: None

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

EX OFFICIO MEMBERS ABSENT: Dr. David Hicks

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

STAFF ABSENT: None

GUESTS PRESENT: Mr. Brandon Shelby, Mr. Terrence Steele

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

Mr. Sild called the meeting to order at 7:31 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 Mr. Douglass and seconded by Mrs. Bates to approve the Regular Scheduled Board Meeting minutes of August 14, 2018.

**CONSIDER FOR APPROVAL THE PROPOSED 2018-2019 PROGRAM OF WORK & BUDGET**

Mrs. Jones and Ms. Ghaemi presented the proposed 2018-2019 Program of Work and Budget which will be presented and considered for final approval at the Annual Joint Meeting with the Sherman City Council on September 27, 2018.

Mrs. Jones said the Program of Work is similar to last year's with minor changes to the wording of the goals and actions, and the target industries were added after the mission statement. She also said Goal F was removed and added as action items to Goals A & B.

Motion was made by Mr. Shields and seconded by Mr. Kirkpatrick to approve the 2018-2019 Program of Work.

Mrs. Jones said the decrease in salaries reflects the change from four full-time employees to three full-time employees and one part-time employee. She said the insurance has also decreased, but it does include benefits for John and Regina Plotnik for the remainder of the calendar year. The reduction in staff and organization memberships also reduced the conferences budget.

Ms. Ghaemi said the increase in the marketing budget includes the reconstruction of ShermanTXJobs.com which will provide better analytics and a more appealing design. The second jobs campaign will continue with digital, SEM, radio, and billboard advertising and possibly add advertisements through app games, movie theaters, and/or paid radio platforms.

Motion was made by Mrs. Bates and seconded by Mr. Douglass to approve the 2018-2019 Budget.

**2017-2018 PROGRAM OF WORK RESULTS**

Mrs. Jones and Ms. Ghaemi presented the 2017-2018 Program of Work Results and noted that the content matches what has been presented in the quarterly reports to the City Council.

Mrs. Bates asked how many employees are currently at Finisar. Mrs. Jones responded with approx. 270. Mr. Kirkpatrick asked for the status on Finisar. Mrs. Jones responded that Finisar is currently product testing.

### **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, Breeze, Rhea, Cannon, Final Course, Koala, Plan 4

**Section 551.072** – Real Property: Discussion concerning projects: FS4, Northgate Drive, PP2, PP6, PP7, Tackleberry, Extend, Rail

**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 7:43 a.m.

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

Mr. Sild reconvened the open meeting at 8:22 a.m. No executive session items were discussed.

### **ECONOMIC BAROMETER REPORT (August 2018)**

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

- City Building Permits are up 23.64% from August 2017, and the YTD is up 10.53%.
- Utility customers increased 1.96% from YTD 2017.
- Sales tax proceeds had an increase of 18.83% from August 2017. Mr. Hefton said this is due to the new Quik Trip, Finisar, and apartment complexes.
- Grayson County months supply of inventory is four months as of July 2018.
- Sherman's unemployment rate is 3.3% as of July 2018.

### **MONTHLY REPORT (August-September 2018)**

SEDCO is presently working seven active projects with an est. \$97 million in investments and approx. 318 new jobs. We hosted one site visit and one prospect meeting with companies interested in sites in Progress Park.

#### July:

The SEDCO Board approved an Economic Development Performance Agreement with GlobiTech Inc. The agreement states that GlobiTech will invest \$47,500,000 in capital improvements and create 32 new fulltime positions for a total of 247 full time positions at its 200 FM 1417 West facility, and SEDCO will provide a \$1,900,000 incentive upon proof that the conditions have been met.

The SEDCO Board, staff and industry representatives from Emerson, GlobiTech, Mueller Construction Company and Panda Sherman Power attended a Meet & Greet for two of Senator Ted Cruz' staff members – Christine Babcock and Michael Flusche – at the Grayson County Commissioners Courtroom.

#### August:

Director of Research & Marketing Ashton Ghaemi completed a Business Retention & Expansion course in Denver, CO through the International Economic Development Council's Certified Economic Developer Program. The SEDCO Board approved a Property Purchase Agreement with Monarch Dev. Corp. The agreement states SEDCO will purchase 57.3 acres located west of Progress Park VI for \$450,000. Upon closing, this land will be marketed as Progress Park VII.

SEDCO Board Chairman, John Sild presented an incentive check for \$46,256.15 to Synergy President Gary Taylor and Financial Officer Tu Huynh. This payment comes after the company completed the conditions in the Economic Development Performance Agreement by adding 47 full-time jobs and investing approx. \$2.5 million. This incentive check included a \$19,256.15 "Buy Local" grant. September:

Executive Vice President, Stacey Jones presented an incentive check for \$384,079.19 to MPS General Manager Simon Harkins. The company completed Performance Agreement conditions by retaining 50 employees and hiring 47 additional employees. MPS invested approx. \$943,000 in the expansion. This check included a \$9,079.19 "Buy Local" grant.

The City of Sherman and SEDCO Annual Joint Meeting has been scheduled for Thursday, Sept. 27th. SEDCO will present the 2017-2018 Program of Work Results and the proposed 2018-2019 Program of Work and Budget.

Business Retention & Expansion:

In the past month, we have visited with key leadership from the following Sherman companies: Eaton, GlobiTech, Modular Power Solutions, Mueller Construction and Synergy Windows & Doors.

On July 19th, we sponsored a Safety Leaders Forum at Fulbelli's. Sherman Fire Department Fire Inspector Kester Gilhome presented the services and capabilities of the department. The following key employers were in attendance: Ball DPF/Nature's Source, CertainTeed, Finisar, GlobiTech, Kaiser Aluminum, Mueller Construction, Panda Sherman Power, Presco Products, Texas Instruments, Denison Industries, Ruiz Foods and Spectrum Brands.

On July 26th and August 30th, we sponsored Human Resources Group meetings with the following key employers in attendance: CertainTeed, Douglass Distributing, GlobiTech, Emerson, Finisar and Sunny Delight.

On September 12th, we sponsored a Plant Managers Forum hosted by Eaton B-Line. The following key employers were in attendance: Emerson, Mueller Construction Company and Panda Sherman Power.

AMP Update:

The Advanced Manufacturing Consortium hosted an AMP Mentor Appreciation Luncheon in July where the mentors shared their experiences and suggestions for improvement to the mentor program.

There are currently 88 students enrolled in the AMP program. Sixty students are 1st year from Sherman, Denison, Pottsboro, Whitesboro and S&S High Schools.

IMT Update:

The five IMT scholarship recipients began attending classes on the Grayson College campus on August 20th. There are five community leaders committed to mentoring these students -- Edwin Clark, Ben Crouse, Clay Mahone, Clint Philpott and Rudy Reynoso. Each student has met their mentor and attended a breakfast with the company sponsors.

Swap-It-Up Update:

Swap-It-Up launches on September 12th. Since our last report, we met with the AMP students at Sherman, Pottsboro, and Whitesboro to select team leaders and review the rules. The teams also selected the non-profits they will be promoting: Denison Animal Welfare Group (Pottsboro), Your Neighbors House Food Pantry (Whitesboro) and Goodwill (Sherman). We've been attending networking events to spread the word about the competition to the business community and met with the radio stations to discuss the on-air interviews with the team leaders.

Below are events/meetings we attended this month:

Advanced Manufacturing Consortium Meeting, Careers in Texas Industries Week Planning Meeting, Coffee with the Mayor, Crisis Center Board Meeting, Downtown Sherman Now Monthly Luncheon, Grayson County Commissioners Court, Local & Live at Knight Furniture, New Teacher Luncheon, Planning & Zoning, Plug-In Texoma, Pottsboro Chamber Mixer, SISD Community Partners Reception, Sherman Chamber Lunch & Learn, Sherman Leadership Committee Meeting, Sherman Leadership Meet & Greet, Sherman Library Ribbon Cutting, Sherman Rotary, Sleep Number's Ribbon Cutting, and TXDOT US 75 Public Meeting.

**ADJOURNMENT**


No other business came before the SEDCO Board. The meeting was adjourned at 8:26 a.m.

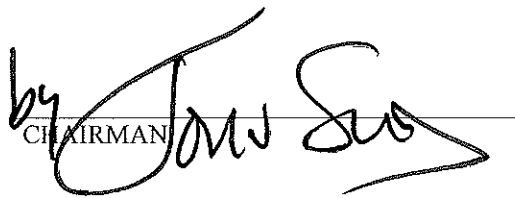
**CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY**

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:

ATTEST

  
BOARD SECRETARY

by   
CHAIRMAN