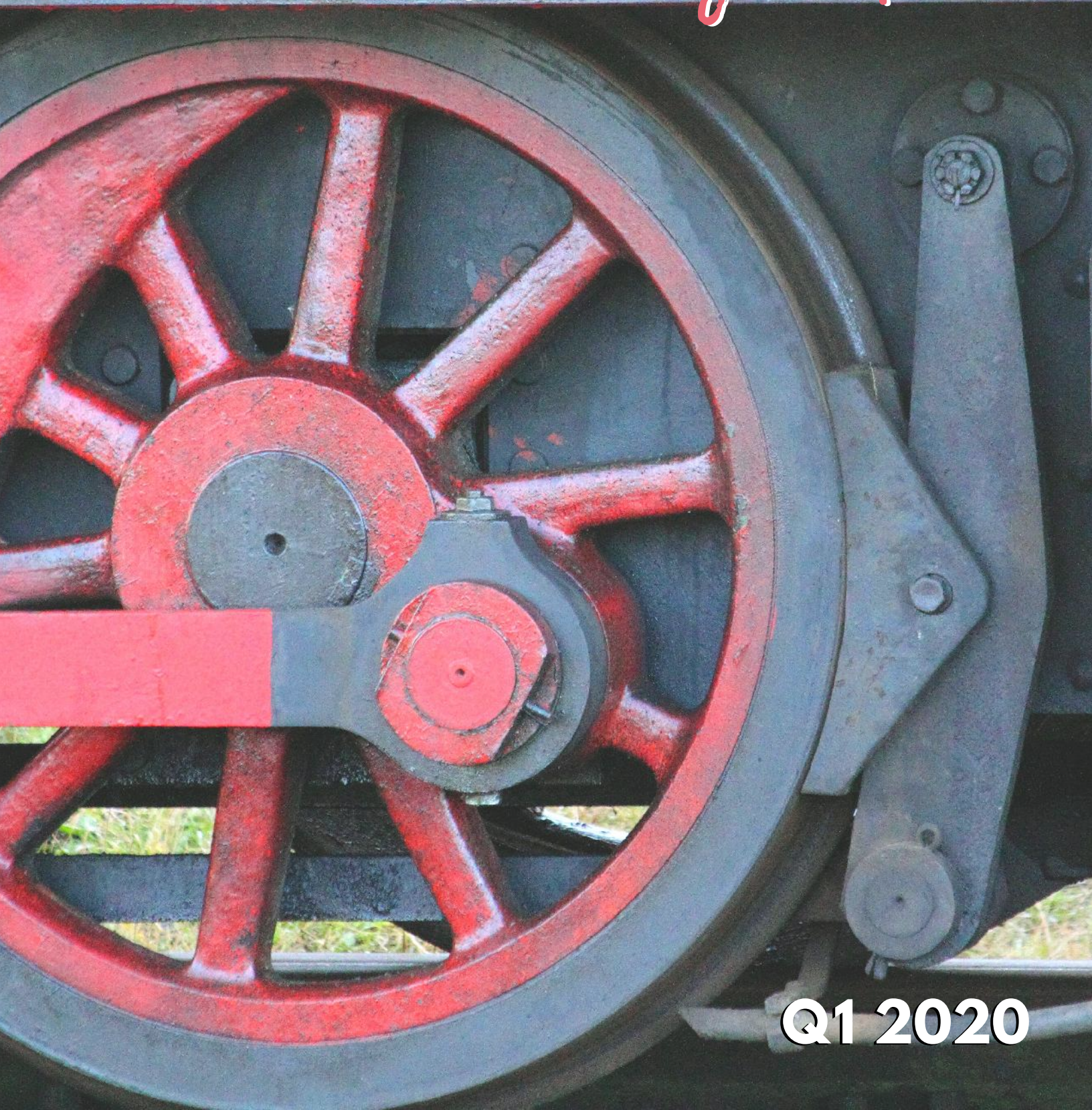


SEDCO

Quarterly Report



Q1 2020

Business Recruitment



3

site visits completed

9

new proposals submitted

11

projects worked

1,722

approx. new jobs

\$558 M

est. capital expenses



Jan. 14: The SEDCO Board of Directors approved Resolution No. SEDCO-2020.01 which authorizes an increase in the maximum amount of incentive award for the Buy Local Grant program from the current level of \$20,000.00 to the new level of \$50,000.00.

Feb. 20: SEDCO was one of 53 organizations to receive the Texas Economic Development Council's (TEDC) 2019 Economic Excellence Recognition.

March 17: The SEDCO Board of Directors approved Resolution No. SEDCO-2020.03 which authorizes SEDCO to contribute \$75,000 in matching funds towards Texas Workforce Commission's (TWC) High Demand Job Training Grant Program. These funds will be used to purchase tools and equipment needed to tie in classroom experience with the industry level experience, and SEDCO's participation is contingent on Workforce Solutions Texoma successfully being awarded the TWC grant.

The SEDCO team has served as a communications resource for Sherman's industries during the COVID-19 crisis. Communications include update emails to Plant Managers and SEDCO's contact network, a survey to the Plant Managers to get a temperature on their current and near future operating environments, a COVID-19 resource page on sedco.org, and posts on SEDCO's social media pages.



Jan. 13: SEDCO co-hosted the AMP Mid-Year Celebration which included AMP students from Sherman, Denison, Pottsboro & Whitesboro, the Industry Support Team, and members of the Texoma Manufacturing Consortium. During the event, Emerson and Eaton presented checks totaling \$45,000 to be used for tuition for the AMP students.

Jan. 30: SEDCO hosted an HR Network Group lunch at Fulbelli's. Representatives from GlobiTech, Presco, and Sunny Delight were in attendance.

Feb. 11: Kent and Stacey completed a Business Retention & Expansion visit with II-VI (Finisar) Vice President and General Manager Jeff Brown.

March 3: SEDCO hosted a Safety Leaders Forum at Fulbelli's. Justin Sloan from Emerson lead a presentation about how Emerson is handling COVID-19.

March 11: SEDCO hosted the Plant Managers Forum at the SEDCO office. Kent presented on the SEDCO activities during his first year. Representatives from Eternity Technologies, Mueller, Altium Packaging (formerly Consolidated Container Company), and J.P. Hart Lumber Company were in attendance.

Business Retention & Expansion

SEDCO Activities

- Kent attended ICSC in Fort Worth with the City of Sherman and the Dallas Regional Chamber's Annual Meeting.
- Stacey and Ashton met with Modular Power Solutions to discuss opportunities available in Sherman to get involved as a corporate citizen.
- Kent met with Anna ED Director Joey Grisham to discuss Anna's future development plans and the impact on Sherman.
- The staff attended Denison's 19th Annual ED Summit. Emerson Plant Manager Mark Anderson & Pottsboro AMP Instructor Casy Blanton spoke about AMP.
- Stacey served on the panel for Emerson Sherman's "Women in STEM: The Journey to Leadership."
- Ashton received the "Volunteer of the Year" award from the Sherman Chamber of Commerce.
- Kent participated in the DFW Marketing Team's California trip, visiting site selectors in Los Angeles and San Francisco.
- Kent met with Cary Wacker and architects at Austin College to discuss potential community use of the planned Morris Center for Business.
- Kent attended the TEDC Winter Conference in College Station.
- SEDCO placed a half page ad in the 2020 Dallas Economic Development Guide.
- SEDCO hosted the Winter Leadership Breakfast which drew 17 attendees.
- Kent met with Janie Bates and the new Gainesville EDC Executive Director Audrey Schroyer.
- SEDCO hosted a Farewell Party for Stacey Jones.
- Three interviews were completed for the new marketing videos that will feature a comprehensive look at what Sherman can offer potential companies and job seekers.
- Staff met with the Sherman Parks & Rec team to discuss a partnership for the Corporate Challenge.
- The SEDCO Board of Directors approved a motion to have SEDCO attorney Jeff Moore draw up a lease agreement for \$1,500 per month to include taxes and insurance on the property located at 224 E. FM 1417.





About SEDCO

Since 1996, the Sherman Economic Development Corporation (SEDCO) has focused on a mission to grow and diversify the economy of Sherman, Texas and the surrounding area through the addition of new jobs and investment of primary employers. SEDCO is supported by a local 3/8 cent sales tax. The funds provide the resources for SEDCO to market the community, provide incentives for new investments and jobs, and develop industrial sites. In addition to recruiting new business and assisting existing industries with their expansion projects, SEDCO is passionate about its partnerships with the local student workforce development programs and building a talent pipeline for its industries.

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