

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON JANUARY 12, 2016  
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 January 12, 2016 at 7:30 A.M.

MEMBERS PRESENT: Mr. Willie Steele, Mr. Greg Kirkpatrick, Mr. John Sild, Mr. Brad Douglass

MEMBERS ABSENT: Mr. Tom Shields

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Councilman Jason Sofey, Councilman Lawrence Davis, Dr. David Hicks

EX OFFICIO MEMBERS ABSENT: Mr. Robby Hefton

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

STAFF ABSENT: None

GUESTS PRESENT: Mr. Brandon Shelby, Mr. William Wadsack

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

Mr. Steele, Chairman of the Sherman Economic Development Corporation, called the meeting to order at 7:30 A.M., declared a quorum present, meeting declared open, recognition of guests and visitors.

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

Motion was made by Mr. Douglass and seconded by Mr. Sild to approve the regular scheduled meeting minutes of December 8, 2015 and the special called meeting minutes of December 21, 2015. 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 551.072** – Real Property: Discussion concerning projects: Land, Progress Park, Apron, Alpha, Truck, Midway Bldg., MEMC, SYC Property

**Section 551.087** – Economic Development: Discussion concerning the following Projects: Beta, Bread, Deacon, Fin, Injection Molding, Liberty 100, Skid, Southwest 400, Sun, Tail Rotor, Texas Ranger, Wood, Recruit, Local

The open meeting recessed in executive session at 7:33 A.M.

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

Mr. Steele reconvened the open meeting at 8:23 A.M.

Mr. Plotnik recommended the approval of the Sherman Economic Development Corporation Buy Local Grant, which will be located in section 2.1 B of each Performance Agreement and will state the following:

*In addition to the agreed grant in 2.1 A, SEDCO, in the interest of encouraging "buying local", will offer an additional grant as follows:*

*With the compliance of proof for the purchase of goods and services within the city of Sherman Texas regarding this performance agreement, SEDCO will give an additional 5%, but not to exceed \$20,000, of the total amount paid to local companies purchased for goods and services within the City of Sherman Texas.*

*This additional "Buy Local" grant will be computed at the end of this Performance Agreement.*

Motion to approve the Buy Local Grant was made by Mr. Douglass and seconded by Mr. Sild. Motion was approved unanimously.

#### **ECONOMIC BAROMETER REPORT (December 2015)**

Mr. Gadek referred to the EBR report in the Board packet and noted that the city building permit values overall are up approximately 10% from YTD 2014, Sherman's sales tax is at a 3.4% change since December 2014, and as of November 2015, Sherman's unemployment rate is 3.8%.

#### **PRESIDENT'S REPORT (January 2016)**

Mr. Plotnik referred to the report in the Board packet and discussed the following:

##### Project Information:

SEDCO is presently working 20 active projects with an estimated \$507,000,000 in investments and 2,010 new jobs.

##### SEDCO Operations/Administration:

Mr. Plotnik attended a marketing conference at the North Texas Chapter of the Society of Industrial and Office Realtors (SIOR) and the North Texas Commercial Association of Realtors (NTCAR), which included some 60 professionals, to discuss opportunities and available sites in Sherman.

SEDCO attended and spoke at the Denison Development Alliance (DDA) Summit in partnership with the DDA President, Tony Kaai.

SEDCO staff attended the following events/meetings:

- Holiday function with the President of Austin College and staff
- Meeting with Denison Development Alliance, board, and staff, along with the President of the Denison Chamber of Commerce, City Manager, and head of Development Services
- Greater Texoma Association of Realtors Regional Meeting
- Presented SEDCO's quarterly report to the Sherman City Council
- Society of Industrial and Office Realtors Holiday Function
- Leadership Sherman
- Sherman Rotary
- Meeting with Karen Tooley, Downtown Sherman Preservation and Revitalization
- Texoma Middle-Skill Workgroup Meeting
- Child and Family Guidance Center Board

##### Business Recruitment:

As part of the adopted strategic plan, SEDCO continued calls to developers, target industries, site selectors, and key consultants in the following industries: Metal Fabrication Manufacturing, Machinery Manufacturing, Food Processing, Electronics Manufacturing, Distribution and Logistics, and Destination Retail.

In the month of January, SEDCO's first major marketing project will commence with a marketing piece showcasing all of the economic benefits Sherman has to offer. This project will target CEO's in key industries and will continue with direct personal follow-ups.

Marketing plans for Progress Industrial Park will be finalized for regional, national, and international exposure, as well as a visit to Governor Abbott's office to meet with his "Office of Economic Development and Tourism" regarding projects entering North Texas.

Business Retention/Expansion Program:

In the past month, SEDCO visited Sunny Delight and Alpla.

SEDCO also hosted a Sherman Plant Manger's Forum with the following key employers in attendance: CertainTeed Corporation, EATON B-Line, Emerson Process Management / Fisher Controls, Plyler Fabrication, and Kaiser Aluminum.

Incentives & Compliance:

In December, SEDCO executed the following projects:

- Kaiser Aluminum received an incentive payment of \$232,000 towards an investment in new equipment and facilities.
- SEDCO and 903 Brewers signed a Small Business Grant Agreement that will provide a one-time cash grant of up to \$43,000 towards an investment in new equipment.

The January 2016 President's Report also included a company spotlight over 903 Brewers.

**ADJOURNMENT**

No other business came before the SEDCO Board. The meeting adjourned at 8:31 A.M.

**CERTIFICATION OF CHAIRMAN AND VICE-CHAIRMAN**

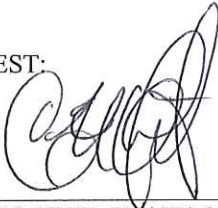
I, Willie Steele, Chairman, and I, Greg Kirkpatrick, Vice-Chairman, do certify that these minutes of the Regular Meeting of the Sherman Economic Development Corporation of the City of Sherman, Texas are a true and correct record of the proceedings with Chapter 551, Govt. Code, V.T.C.S, Open Meetings Law.

ATTEST:



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SEDCO CHAIRMAN

ATTEST:



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SEDCO VICE-CHAIRMAN