

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON NOVEMBER 8, 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 November 8, 2016 at 7:30 A.M.

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

MEMBERS ABSENT: None

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Mr. Robby Hefton, Councilman Lawrence Davis

EX OFFICIO MEMBERS ABSENT: Councilman Jason Sofey, Dr. David Hicks

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

STAFF ABSENT: Ms. Ashton Ghaemi

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

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 7:30 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. Sild and seconded by Mr. Douglass to approve the meeting minutes of the September 15, 2016 Annual Joint Meeting of the Board of Directors and the Sherman City Council and the regular scheduled meeting minutes of October 11, 2016. Motion was approved unanimously.

SEDCO FINANCIALS AND INVESTMENT REPORT

Mrs. Lawrence presented an overview of the Sherman Economic Development Corporation Financials and presented the Investment Report for the quarter ended September 30, 2016. She also noted that the Incentive Schedule was tracking as expected. Motion to approve was made by Mr. Douglass and seconded by Mr. Shields. 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: Paper, Trail, White, Dalmation, Brick, Southern Comfort, Sun, 20/20, Baseball, Bert, Cast Iron, Columbus Balbo, Fortress Texas, Honey Wheat, Let, Mississippi, Pancake, Peanut Butter, Uno Dos, Elm

Section 551.072 – Real Property: Discussion concerning projects: Box, Cable, Midway Building, Northgate, Progress Park

The open meeting recessed in executive session at 7:35 A.M.

RECONVENE OPEN MEETING AND CONSIDER ITEMS DISCUSSED IN EXECUTIVE SESSION

Mr. Kirkpatrick reconvened the open meeting at 8:09 A.M.

Mr. Plotnik recommended that Sherman Economic Development Corporation assist with a Box Culvert on Progress Drive to support Project Box.

Motion to approve up to \$150,000 to make necessary improvements to the culvert on Progress Drive as presented was made by Mr. John Sild and seconded by Mr. Brad Douglass. Motion was approved unanimously.

Mr. Plotnik recommended an Addendum to the Sherman Economic Development Corporation Economic Development Performance Agreement with 903 Brewers to amend section 2.1 of the Agreement to extend the Schedule A Time of Performance from the original equipment installation ending date of December 8, 2016 to May 8, 2017.

Motion to approve the Addendum to Economic Development Performance Agreement with 903 Brewers was made by Mr. Douglass and seconded by Mr. Tom Shields. Motion to approve was unanimously.

Mr. Plotnik recommended approval of the easement contribution to the City of Sherman for Project Northgate. The final replat supports the City of Sherman work to extend to West Travis.

Motion to approve the recommendation as presented was made by Mr. John Sild and seconded by Mr. Tom Shields. Motion was approved unanimously.

ECONOMIC BAROMETER REPORT (October 2016)

Mr. Gadek referred to the EBR report in the board packet and noted that permitting for single family dwellings was lagging slightly. He also pointed out the slight increase in Sherman's Unemployment Rate (from 3.7% to 3.8%), and that Sherman's sales tax proceeds were up 12.43% for the calendar year.

NTRA MANAGEMENT UPDATE

Mr. Plotnik discussed the North Texas Regional Airport Management Update for October 2016. Sarah Hinton was named the Director in August.

PRESIDENT'S REPORT (November 2016)

Mr. Plotnik's report was in the Board packet:

Project Information

SEDCO is presently working 19 active projects with an estimated \$1,827,900,000 in investments and 3,287 new jobs.

SEDCO Operations/Administration

On October 11th, the SEDCO Board of Directors elected Mr. Greg Kirkpatrick as Chairman, Mr. John Sild as Vice-Chairman, and Mr. Brad Douglass as Board Secretary for the fiscal year 2016-2017. Mr. Willie Steele and Mr. Tom Shields will continue as Board Members.

Our new marketing campaign with the Dallas Business Journal launched on October 21st. SEDCO plans to strategically place advertisements that highlight Sherman's attributes within key issues throughout the next year. Some of these select issues will be themed for commercial real estate, office and industrial leases, and data centers, all of which fall in our targeted areas.

SEDCO's Fall Leadership Breakfast was held on October 25th with 18 of our private and public leaders in attendance. This exclusive event allows for a round table discussion on the wants, needs and desires of multiple industries within Sherman.

Community Activities

Below are the events and meetings the SEDCO staff attended since our last report:

- 22nd Annual Investment Seminar "Economic & Market Outlook"
- AMX Realty Ribbon Cutting
- Bella Fontana Ribbon Cutting
- Center for Workplace Learning Board
- Child and Family Guidance Board
- City Council Meeting
- Coffee with the Mayor
- Grayson College Veterans Ceremony
- Leadership Sherman – City Day

- Manufacturing Day Wrap-Up
- Regional Mobility Authority Meeting
- School Priority Day
- Sherman Chamber Ambassadors 2017 Planning Session
- Sherman Chamber Events Committee
- SISD's Citizens Advisory Committee
- Sherman Rotary
- U.S. Legislative Update Lunch

Business Recruitment

John Plotnik attended the Society of Industrial and Office Realtors (SIOR) Fall World Conference in New York and spoke to over 150 site selectors about the advantages of introducing their clients to site availability and incentives in the City of Sherman. As each site selector closes an average of 10 projects per year, John was potentially in front of 1,500 companies.

Frank Gadek attended the Industrial Asset Management Council's (IAMC) Professional Forum in Indiana. This event is held twice a year and provides several opportunities to share knowledge and network with other economic development professionals. At this forum, SEDCO participated as a host of the Texas Dinner, which was a special event that included about 20 site selectors.

This past month, we mailed a marketing piece to each of the 127 site selectors within the North Texas Chapter of the SIOR, we met with about 50 site selectors, and hosted two project site visits in Sherman.

Business Retention & Expansion

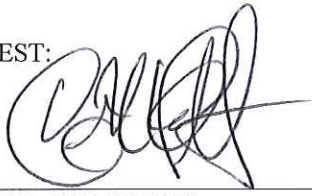
Since our last report, we visited with key leadership from Kaiser Aluminum and MBA Law/Capio Partners. We also held a Sherman Safety Leaders Forum hosted by Douglass Distributing and an HR Group Meeting hosted by Emerson Process Management-Fisher Controls.

ADJOURNMENT

No other business came before the SEDCO Board. The meeting adjourned at 8:18 A.M.

CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY

I, Greg Kirkpatrick, Chairman, and I, Brad Douglass, 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:


SEDCO CHAIRMAN

ATTEST:



BOARD SECRETARY