

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON FEBRUARY 13, 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 February 13, 2018 at 7:30 A.M.

MEMBERS PRESENT: Mr. John Sild, Mr. Greg Kirkpatrick, Mrs. Janie Bates

MEMBERS ABSENT: Mr. Brad Douglass (Present via Conference Call), Mr. Tom Shields

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

EX OFFICIO MEMBERS ABSENT: None

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

STAFF ABSENT: Ms. Ashton Ghaemi

GUESTS PRESENT: Mrs. Mary Lawrence, Mrs. Cathy Perkins, Mr. Brandon Shelby, Mr. Terrence Steele, Mrs. Jerrie Whiteley

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

Mr. Sild, Chairman of the Sherman Economic Development Corporation, 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 Mr. Kirkpatrick and seconded by Mrs. Bates to approve the regular scheduled meeting minutes of January 9, 2018. As Mr. Shields (Board Secretary) and Mr. Douglass (Vice-Chairman) were not present to sign the regular scheduled meeting minutes of January 9, 2018, they will be signed at the March meeting.

FINANCIALS

Mrs. Lawrence presented the Financials for the quarter ended December 31, 2017 and reported the Net Fund Balance as \$8,771,173 and the Commitments as \$11,235,389. She also presented the Investment Report for the quarter ended December 31, 2017 and reported the Market Value as \$7,602,022, the Weighted Average Maturity as 98 days, and the Weighted Average Yield as 1.26%.

Motion to approve the Financials for the quarter ended December 31, 2017 was made by Mrs. Bates and seconded by Mr. Kirkpatrick.

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: Tackleberry, Lynn, Orange Fire, Beach, Ice, Jenny, Dorothy, Heather, Wood

Section 551.072 – Real Property: Discussion concerning projects: FS4, Intersection, Northgate Drive, Space, Truck

Section 551.071. – Consultation with Attorney; Closed Meeting. A governmental body may not conduct a private consultation with its attorney except:

(1) when the governmental body seeks the advice of its attorney about:

- (A) pending or contemplated litigation; or
- (B) a settlement offer; or

(2) on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter.

Section 551.074 – Personnel Matters: Authorizes certain deliberations about officers and employees of the governmental body to be held in executive session:

- (a) This chapter does not require a governmental body to conduct an open meeting:
- (1) to deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or
 - (2) to hear a complaint or a charge against an officer or employee.
- (b) Subsection (a) does not apply if the officer or employee who is the subject of the deliberation or hearing requests a public hearing.

The open meeting recessed in executive session at 7:35 a.m.

RECONVENE OPEN MEETING AND CONSIDER ITEMS DISCUSSED IN EXECUTIVE SESSION

Mr. Sild reconvened the open meeting at 8:35 a.m. No executive session items were discussed.

ECONOMIC BAROMETER REPORT (January 2018)

Mr. Gadek presented the Economic Barometer Report and noted the following: New residential city building permits are up 76.92% from January 2017; SEDCO's sales tax proceeds increased 6.21% from January 2017; and Sherman's unemployment rate is 3.1% but Grayson County's rate is 3.0% as of December 2017.

PRESIDENT'S REPORT (February 2018)

Mr. Plotnik noted the FY 2017-2018 Completed Projects and Signed Agreements in the board packet and presented the following January 2018 President's Report:

Project Information: SEDCO is presently working 7 active projects with an estimated \$337,000,000 in investments and 1,345 new jobs.

Operations/Administration: SEDCO launched the National Human Resources Marketing Campaign on January 16th. The two-month campaign is marketing Sherman industry openings to jobseekers through digital, social media, radio, print, and billboard advertisements. Through these efforts, jobseekers are directed to SEDCO's new job database, ShermanTXJobs.com, where they will find a list of current job openings and contact information for sending applications and resumes.

Mr. Douglass said Douglass Distributing hired a driver from Iowa through the National Human Resources Marketing Campaign.

On January 16th, SEDCO hosted its Winter Leadership Breakfast with industry representatives and local and state leaders in attendance. This quarterly event includes a round table discussion on the wants, needs and desires of Sherman industries.

During the month of January, SEDCO had an Austin College intern, May Nguyen. May fulfilled her internship project by managing the content on ShermanTXJobs.com and creating print and billboard ads for the National Human Resources Marketing Campaign. She had the opportunity to attend a SEDCO board meeting, the Winter Leadership Breakfast, the Advanced Manufacturing Lab Ribbon Cutting, an Industrial Maintenance Technician Presentation, and the Safety Leaders Forum at Texas Instruments. We are thrilled to announce that May will be extending her internship through the spring semester, and the focus of her project will be SEDCO's annual event.

On January 25th, Stacey Jones spoke at the Texas A&M AgriLife Extension Service-Grayson County, Leadership Advisory Board Annual Volunteer Dinner about the Advanced Manufacturing Program.

On January 25th-26th, Frank Gadek attended the Business Retention and Expansion course in Las Vegas to earn professional development credits towards his Certified Economic Developer recertification.

On February 1st, the City of Sherman broke ground on Fire Station No. 4 in Progress Park I. In January, the SEDCO Board of Directors approved the General Warranty Deed to the City of Sherman for the 7.7109-acre tract, which is located on the east side of Northgate Drive.

Community Activities: Below are events/meetings we attended this month:

- Advanced Manufacturing Lab Ribbon Cutting
- Career Connection Planning Meeting
- Child and Family Guidance Board
- Coffee with the Mayor
- CWL Board
- Denison's 17th Annual Economic Development Summit

- Emergency Center of North Texas Pre-Grand Opening
- Sherman Chamber of Commerce Annual Awards Luncheon
- Sherman Rotary
- Trinity Realty Group Ribbon Cutting
- TWC Manufacturing Committee Meeting

Business Recruitment: Since our last report, the SEDCO staff hosted three prospect visits with companies interested in expanding to Sherman. In February, Frank Gadek will attend the Texas Economic Development Council's Winter Conference in San Antonio. The conference will feature general and breakout sessions, peer group roundtables, and networking receptions.

Business Retention/Expansion Program: In the past month, we have visited with key leadership from the following Sherman companies: Eaton, GlobiTech and Sunny Delight.

On January 10th, we sponsored a Sherman Plant Managers Forum hosted by Sherman City Manager, Robby Hefton at City Hall where he presented the "State of the City" focusing on the areas where their facilities are located and provided updates on planned projects throughout Sherman. The following key employers were in attendance: CertainTeed, Clay Precision, Commissary Express, Douglass Distributing, Eaton, J.P. Hart Lumber Co., Mueller Construction Company, Panda Sherman Power, Presco Products, and Plyler Construction.

On January 17th, Industrial Maintenance Technician (IMT) Instructor Shawn Hendricks, Director of Career Pathways for the Center for Workplace Learning Anna Hicks, Tyson's Jeff Bodovsky, Mueller Construction Company's Joey Hernandez, Emerson's Steve Handley, and SEDCO's Stacey Jones presented the IMT Program to approx. 70 Sherman High School students and distributed scholarship applications.

On January 19th, Grayson College hosted an Advanced Manufacturing Program (AMP) Contributor Lunch to show appreciation to the Texas Workforce Commission and the entities that contributed to the two matching grants which are furnishing the equipment for the new AMP Lab. The lunch was followed by a tour of the new facility and the AMP Lab Ribbon Cutting.

On January 24th, 34 students and 25 mentors attended the AMP Mid-Year Celebration. The event included a wonderful meal sponsored by SEDCO and Denison Development Alliance and catered by Feast On This. Emerson and Eaton gifted jackets, monogrammed with their name and the Made In Texoma logo, to the AMP students and instructors. Each school toured one of the following industries before the event: Eaton, Emerson, Presco and Denison Industries.

On January 25th, we sponsored a Safety Leaders Forum hosted by Texas Instruments with the following key employers in attendance: CertainTeed, Douglas Distributing, Eaton, Emerson, GlobiTech, Kaiser Aluminum, Mueller Construction Company, Panda Sherman Power, Ruiz Foods, and Spectrum Brands.

Since our last board meeting, 258 Piner Middle School eighth graders and 170 Scott Middle School eighth graders toured area industries to learn more about the Advanced Manufacturing Program and to see the many career opportunities in manufacturing. The following industries hosted students: Eaton, Emerson, Presco, Progress Rail, ACS Manufacturing, Champion Cooler, PTF Insulation Fabricators, Spectrum Brands, and Ruiz Foods.

BUSINESS RETENTION & EXPANSION UPDATE

Mrs. Jones referred to the Business Retention & Expansion section of the February 2018 President's Report and discussed the following: Plant Managers Forum at City Hall, IMT Program Presentation at Sherman High School, AMP Contributor Lunch and Lab Ribbon Cutting at Grayson College, AMP Mid-Year Celebration, Safety Leaders Forum at Texas Instruments, and the Spring Manufacturing Tours.

ADJOURNMENT

No other business came before the SEDCO Board. The meeting was adjourned at 8:47 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 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:



Handwritten signature in black ink, appearing to read "Jan S.", written over a horizontal line.

SEDCO CHAIRMAN

ATTEST:



Handwritten signature in blue ink, appearing to read "M. J. ...", written over a horizontal line.

BOARD SECRETARY