

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON MAY 10, 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 May 10, 2016 at 7:30 A.M.

MEMBERS PRESENT: Mr. Greg Kirkpatrick, Mr. John Sild, Mr. Tom Shields

MEMBERS ABSENT: Mr. Willie Steele, Mr. Brad Douglass

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

EX OFFICIO MEMBERS ABSENT: None

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

STAFF ABSENT: None

GUESTS PRESENT: Mr. Brandon Shelby, Mrs. Mary Lawrence, Mr. Brian Grisham, Mr. Tim Taraba

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

Mr. Kirkpatrick, Vice- Chairman of the Sherman Economic Development Corporation, called the meeting to order at 7:32 A.M., declared a quorum present, meeting declared open, and recognized the following guests and visitors: Mr. Brian Grisham and Mr. Tim Taraba of Adami, Lindsey & Company, L.L.P.

**CONSIDER FOR APPROVAL THE MINUTES FOR THE FOLLOWING MEETING**

Motion was made by Mr. Sild and seconded by Mr. Shields to approve the regular scheduled meeting minutes of April 12, 2016. Motion was approved unanimously.

**AUDITOR'S REPORT**

Mr. Grisham and Mr. Taraba presented the Independent Auditor's Report for year ended September 30, 2015. Mr. Grisham noted that the report found SEDCO in "good financial condition."

**FINANCIALS**

Mrs. Lawrence presented the financials for the quarter ended March 31, 2016 and noted that the net fund balance is \$6.8 million, with \$9.4 million in outstanding commitments.

Mrs. Lawrence presented the Investment Report for the quarter ended March 31, 2016 and noted that the book value is \$5.7 million, a \$255,496 change from the prior quarter. Mrs. Lawrence also mentioned that the weighted average yield is 0.46%.

Motion to approve the financials and the Investment Report for the quarter ended March 31, 2016 was made by Mr. Shields and seconded by Mr. Sild. Motion was approved unanimously.

**CONSIDER APPROVAL OF THE FOLLOWING RESOLUTIONS**

Mrs. Lawrence presented a resolution of the Sherman Economic Development Corporation, naming authorized representatives to invest SEDCO funds with AmeriState Bank.

Mrs. Lawrence also presented a resolution amending authorized representatives for the Texas Local Government Investment Pool (TexPool).

Motion was made by Mr. Sild and seconded by Mr. Shields to approve the resolution for authorized representatives concerning AmeriState Bank and the resolution amending authorized representatives for the Texas Local Government Investment Pool (TexPool). 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: Wood, Green, Eagle, Take Away, Skid, Sun, Sailfish, 3F Del, Controls, EY Eagle, Lake Texoma, Brick/Martian, Spec, Uno Dos

**Section 551.072** – Real Property: Discussion concerning projects: Alpha, Midway Building, Truck

The open meeting recessed in executive session at 7:43 A.M.

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

Mr. Kirkpatrick reconvened the open meeting at 7:52 A.M. No executive session items were considered.

### **ECONOMIC BAROMETER REPORT (April 2016)**

Mr. Gadek referred to the EBR report in the board packet and discussed the following: The overall City Building Permits Value is up 14.55% from April 2015, and the number of utility customers has risen 2.38% from year-to-date 2015. The Sherman Sales Tax Proceeds is up 22.28% from April 2015, and Sherman's unemployment rate is 3.8%.

Mr. Plotnik noted the Commercial and Industrial City Building Permits Value is up 250.17% from year-to-date 2015.

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

Mr. Plotnik presented the FY 2015-2016 Completed Projects and Signed Agreements and referred to the report in the Board packet and discussed the following:

#### Project Information:

SEDCO is presently working 14 active projects with an estimated \$758,000,000 in investments and 1,491 new jobs.

#### SEDCO Operations/Administration:

SEDCO staff attended the following events/meetings:

- Sherman Rotary
- TEDC Basic Economic Development Course
- Child and Family Guidance Board
- County Commissioners Meeting
- Leadership Breakfast
- Business Education for Teachers Planning Meeting
- CWL Advisory Board
- Leadership Sherman
- 9th Annual Denison Chamber Clay Shoot
- Texoma Valley District Friends of Scouting Luncheon
- SEDCO's 20th Anniversary
- Mentor Breakfast
- Board Leadership Symposium & 2016 Athena Awards Celebration
- Main Street Dedication Ceremony
- Texoma Middle Skills Manufacturing Committee
- Guild Mortgage Open House & Ribbon Cutting
- Coffee with the Mayor

#### Business Recruitment:

Over the past month, SEDCO has been marketing Sherman to site selectors, consultants, and target companies that have future projects for placement in North Texas. In just the past 30 days, SEDCO has completed seven key

tours with these professionals. Two of which were projects reviewing available sites within Progress Industrial Park.

May 1st was the start of an agreement with Texas Aviation Partners on the marketing of the North Texas Regional Airport in partnership with Grayson County, Denison Development Alliance, and SEDCO. Texas Aviation Partners will market to targets that specialize in aviation and have begun the process for the attraction of new jobs and investments within our region.

Business Retention/Expansion Program:

In the past month, SEDCO visited with key leadership from the following Sherman companies:

- Ball DPF/Nature's Source
- Commissary Express
- Emerson Process Management/Fisher
- Kaiser Aluminum
- Texas Instruments
- Washington Iron Works

SEDCO also hosted a Sherman Safety Leaders Forum hosted by Richard Maness at Presco with the following key employers in attendance:

- Ball DPF/Nature's Source
- CertainTeed
- Douglass Distributing
- GlobiTech
- Plyler Construction
- Texas Instruments
- Tyson

Incentives & Compliance:

On April 15<sup>th</sup>, SEDCO presented the first incentive payment of \$12,500 to Anutak Products, Inc. after the company met the initial requirements in the Economic Development Performance Agreement, which included the creation of six full-time jobs.

On April 29<sup>th</sup>, Kaiser Aluminum received a \$661,860 incentive towards their capital investment in new equipment and facilities.

SEDCO also presented a check to Ball, DPF on April 29<sup>th</sup> for \$3,200 towards the renovations of a newly purchased tank farm.

The May 2016 President's Report included a spotlight over SEDCO's 20<sup>th</sup> Anniversary Celebration.

**ADJOURNMENT**

No other business came before the SEDCO Board. The meeting adjourned at 7:58 A.M.

**CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY**

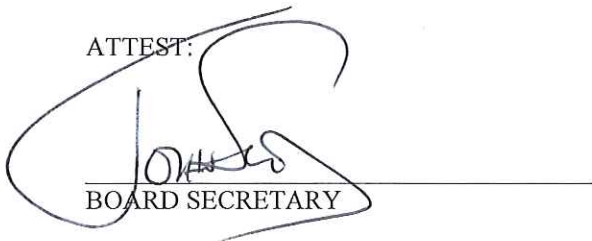
I, Willie Steele, Chairman, and I, John Sild, Board Secretary, do certify that these minutes of the Regular Meeting of the Sherman Economic Development Corporation of the City of Sherman, Texas are a true and correct record of the proceedings with Chapter 551, Govt. Code, V.T.C.S, Open Meetings Law.

ATTEST:



SEDCO CHAIRMAN

ATTEST:



BOARD SECRETARY