

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON OCTOBER 11, 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 October 11, 2016 at 7:30 A.M.

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

MEMBERS ABSENT: None

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

EX OFFICIO MEMBERS ABSENT: Councilman Jason Sofey

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

STAFF ABSENT: Mr. Frank Gadek, Ms. Ashton Ghaemi

GUESTS PRESENT: Brandon Shelby, Mrs. Mary Lawrence

**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.

**ELECTION OF SEDCO OFFICERS FOR FISCAL YEAR 2016-17**

Motion was made by Mr. Steele and seconded by Mr. Shields to approve Greg Kirkpatrick as Chairman, John Sild as Vice-Chairman, and Brad Douglass as Secretary. Motion was approved unanimously.

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

Motion was made by Mr. Douglass and seconded by Mr. Sild to approve the regular scheduled meeting minutes of August 9, 2016, and the special called meeting minutes of September 7, 2016. Motion was approved unanimously.

**SEDCO INVESTMENT POLICY**

Mrs. Lawrence presented the Sherman Economic Development Corporation Investment Policy, highlighting the changes that included clarifying the handling of certificates of deposit. Motion to approve was made by Mr. Sild and seconded by Mr. Steele. 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: Elm, Finch, Skid, Paper, White, Dalmatian, Brick, Sun, 20/20, Baseball, Bert, Blue Steel, Cast Iron, Columbus Balbo, Fortress Texas, Let, Pancake, Penmountain, Southern Comfort, Uno Dos, Future

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

The open meeting recessed in executive session at 7:37 A.M.

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

Mr. Steele reconvened the open meeting at 7:40 A.M.

Mr. Plotnik recommended an Addendum to the Sherman Economic Development Corporation Economic Development Performance Agreement for Ball, DPF to amend section 7.1 of the Agreement (“Payments”) and section 10.14 of the Agreement (“Term”) to extend the Agreement from the original ending date of November 1, 2016 to May 1, 2017.

Motion to approve the Addendum to the Economic Development Performance Agreement with Ball, DPF was made by Mr. Douglass and seconded by Mr. Sild. Motion was approved unanimously.

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

Mr. Plotnik referred to the EBR report in the board packet and noted the number of new residential building permits was down 15% from year-to-date 2015, and three new multi-family building permits had been secured from year-to-date 2015.

Mr. Plotnik noted the Overall Commercial and Industrial Permits were up 8% and calls from retail site selectors were a great indicator that positive retail sales are making a difference.

### **NTRA MANAGEMENT UPDATE**

Members reviewed the North Texas Regional Airport Management Update for August and September 2016. Sarah Hinton was named the Director in August.

### **PRESIDENT’S REPORT (October 2016)**

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

#### Project Information

SEDCO is presently working 18 active projects with an estimated \$1,849,900,000 in investments and 2,282 new jobs.

#### SEDCO Operations/Administration

SEDCO’s FY 2016-2017 Program of Work and Budget were approved by the SEDCO Board of Directors on August 8<sup>th</sup> and Sherman’s City Council on September 15<sup>th</sup>.

#### Below are the community events and meetings we attended since our last report:

- Autumn & Arts Festival
- Child & Family Guidance Center Board Meeting
- Child & Family Guidance Center Starfish Benefit
- Coffee with the Mayor
- Downtown Sherman’s Stroll on the Square
- Flag Ceremony at Landmark Bank
- Goodwill Ribbon Cutting
- Home Instead Senior Care Career Fair
- Leadership Sherman Meet & Greet
- Leadership Sherman Orientation
- Legislative Luncheon
- Life Activated Forum
- Open House for Congressman John Ratcliffe
- Sherman Chamber of Commerce Events Committee
- Sherman ISD Citizens Advisory Committee
- Sherman ISD New Teacher Luncheon
- Sherman Rotary
- Texoma Council of Government Meeting
- Texoma HR Management Association Meeting
- TWC Manufacturing Committee
- Workforce Solutions Texoma’s 20<sup>th</sup> Anniversary Celebration

#### Business Recruitment

John Plotnik attended the North Texas Society of Industrial and Office Realtors (SIOR) quarterly meeting to discuss advantages of relocating to Sherman. These professionals typically only work industrial and office projects which are our key targets for Sherman.

In August, John Sild, John Plotnik, and Stacey Jones visited BNSF Corporate Headquarters in Fort Worth to tour the campus and discuss certified rail sites.

In October, Frank Gadek will attend the Industrial Asset Management Council's (IAMC) Professional Forum in Indiana, and John Plotnik will attend the SIOR Fall World Conference in New York.

#### Business Retention/Expansion Program

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

- Emerson/Fisher
- Kaiser Aluminum
- Mueller Construction Company
- Nature's Source/Ball DPF
- Sarah USA Cosmetics
- Sunny Delight

We hosted the first Sherman Manufacturing Career Fair in partnership with the City of Sherman and Workforce Solutions Texoma. Eleven companies participated including CertainTeed Corporation, Consolidated Container Company, Douglass Distributing, EATON B-Line, Emerson/Fisher Controls, GlobiTech, Mueller Construction Company, Presco Products, Royal Case Company, Tyson Fresh Meats, and Washington Iron Works. We had 485 jobseekers.

We also held a Plant Manager's Forum hosted by the team at Eaton B-Line with the following key employers in attendance: Clay Precision, Mueller Construction Company, Texas Instruments, and Washington Iron Works.

The October 2016 President's Report also featured a company spotlight over Nature's Source.

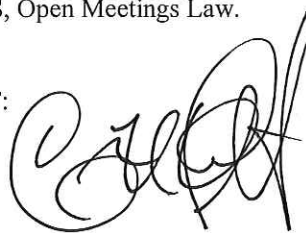
#### **ADJOURNMENT**

No other business came before the SEDCO Board. The meeting adjourned at 8:02 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:



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SEDCO CHAIRMAN

ATTEST:



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BOARD SECRETARY