

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON DECEMBER 8, 2015
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 December 8, 2015, at 7:30 A.M.

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

MEMBERS ABSENT: None

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Mr. Robby Hefton, Mr. Lloyd Treadwell

EX OFFICIO MEMBERS ABSENT: Councilman Jason Sofey

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

STAFF ABSENT: None

GUESTS PRESENT: Mr. Brandon Shelby

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. Shields to approve the regular scheduled meeting minutes of October 13, 2015 and November 11, 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: Progress Park, Alpha, Land, Apron, Truck, MEMC, Midway Bldg.

Section 551.087 – Economic Development: Discussion concerning the following Projects: Elm, Small, Beta, Fin, Flag, Injection Molding, Liberty 100, Skid, Southwest 400, Sun, Tail Rotor, Wood, Summit, Voice

The open meeting recessed in executive session at 7:32 A.M.

RECONVENE OPEN MEETING AND CONSIDER ITEM DISCUSSED IN EXECUTIVE SESSION

Mr. Steele reconvened the open meeting at 8:11 A.M.

Mr. Plotnik recommended the approval of the Sherman Economic Development Corporation Small Business Grant Agreement with 903 Brewers. This agreement states that Sherman Economic Development Corporation will provide a one-time cash grant of up to \$43,000 upon proof of purchase of 903 Brewers' \$215,000 investment in new equipment.

Motion to approve the 903 Brewers Small Business Grant Agreement was made by Mr. Douglass and seconded by Mr. Shields. Motion was approved unanimously.

Mr. Plotnik recommended the approval of a policy update to the Sherman Economic Development Corporation Small Business Program.

Motion to approve the update was made by Mr. Sild and seconded by Mr. Kirkpatrick. Motion was approved unanimously.

ECONOMIC BAROMETER REPORT (November 2015)

Mr. Gadek referred to the EBR report in the Board packet and noted that new residential permit activity is up 50% compared to November 2014, the permit values overall are up approximately 15%, and Sherman's unemployment rate is 3.9%.

PRESIDENT'S REPORT (December 2015)

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

Project Information:

- Sherman Economic Development Corporation is presently working 18 active projects with an estimated \$370,000,000 in investments and 1,934 new jobs.

SEDCO Operations/Administration:

- SEDCO is moving toward continued marketing of existing industries, site selectors (consultants/brokers), and target industry visits. During November, SEDCO completed a marketing trip to Dallas to discuss opportunities and available sites in Sherman with target contacts.
- SEDCO staff visited and spoke with the following organizations within the past month: Luncheon with Congressman Ratcliffe sponsored by Landmark Bank, Texoma HR Management Association, Ameristate Bank's Customer Appreciation Day, Mayor Cary Wacker's Recognition Ceremony, Texoma Medical Center Luncheon and Tour, Texoma Council of Governments meeting with Susan Thomas, Meeting with Congressman Ratcliffe's staff, Tour of former Texas Department of Transportation Offices, Leadership Sherman, Sherman City Council, Manufacturing Consortium Check Presentation, Sherman Rotary, Child and Family Guidance Center Board, Sherman P&Z, and Sanders, O'Hanlon, Motley & Young, P.L.L.C. Holiday Party.

Business Recruitment:

- In January, SEDCO's first direct marketing piece will begin, which includes contacting key industries in Metal Fabrication Manufacturing, Machinery Manufacturing, Food Processing, and Electronics Manufacturing by mail with direct personal follow-ups to discuss opportunities within the Sherman community.
- A marketing plan will be completed for Progress Industrial Park.
- Plans will be finalized for a visit to Governor Abbott's office to visit with his Office of Economic Development and Tourism regarding projects entering North Texas.

Business Retention/Expansion Program:

- Mrs. Stacey Jones, Economic Development Coordinator, continued existing industry visits. This program builds strong relationships with corporate citizens and is a valuable resource for referrals within the respective industries. Within the last month, the SEDCO staff visited the following key employers: ActiTech, Alorica, Ball DPF, LLC/Nature's Source, CertainTeed, Clay Precision, Mueller Construction, North Texas Railroad, Starr Aircraft, Washington Iron Works

Incentives & Compliance:

- In November, Christmas Designers received their first incentive payment of \$35,000 towards their expansion program.

ADJOURNMENT

No other business came before the SEDCO Board. The meeting adjourned at 8:25 A.M.

CERTIFICATION OF CHAIRMAN AND SECRETARY

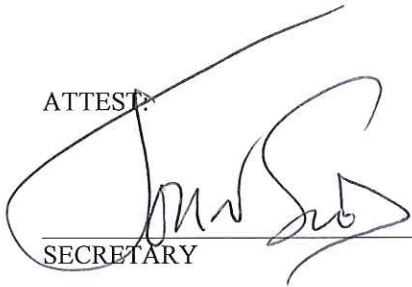
I, Willie Steele, Chairman, and I, John Sild, Board Secretary, do certify that these minutes of the Regular Meeting of the Sherman Economic Development Corporation of the City of Sherman, Texas are a true and correct record of the proceedings with Chapter 551, Govt. Code, V.T.C.S, Open Meetings Law.

ATTEST:



SEDCO CHAIRMAN

ATTEST:



SECRETARY