

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON APRIL 11, 2017  
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 April 11, 2017 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: Councilman Terrence Steele

EX OFFICIO MEMBERS ABSENT: Mayor David Plyler, Deputy Mayor Jason Sofey, Mr. Robby Hefton, Dr.  
David Hicks

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

STAFF ABSENT: Mr. Frank Gadek

GUESTS PRESENT: Mr. Brandon Shelby

**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. Douglass and seconded by Mr. Sild to approve the regular scheduled meeting minutes of March 21, 2017. 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: Parrot, Tackleberry, White, Let, Mississippi, Robin Hood, Blue Phoenix, 20/20, Artemis, Branch, Cast Iron, Geo One, More Time, Smoky Mountain, Watson, Web, Zion Park

**Section 551.072** – Real Property: Discussion concerning projects: Box, Cole, House, Midway Building, Northgate Drive

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

**RECONVENE OPEN MEETING AND CONSIDER ITEMS DISCUSSED IN EXECUTIVE SESSION**

Mr. Kirkpatrick reconvened the open meeting at 7:43 A.M.

Mr. Plotnik recommended the approval of a Sherman Economic Development Corporation Economic Development Performance Agreement with Cooper B-Line, Inc. (Eaton). The agreement states that Eaton will invest \$493,500 in facility improvements and new equipment at its facility at 4900 Marshall Street; and SEDCO will provide an incentive of \$24,675 upon proof that the conditions have been met.

Motion to approve the Economic Development Performance Agreement with Cooper B-Line, Inc. (Eaton) was made by Mr. Sild and seconded by Mr. Shields. Motion was approved unanimously.

## **ECONOMIC BAROMETER REPORT (March 2017)**

Mr. Plotnik presented the Economic Barometer Report and noted the following: New Residential building permits are up 150% in comparison to March 2016; total city building permit values are up 52.13% from YTD 2016; and Sherman's unemployment rate is 4.1%.

## **PRESIDENT'S REPORT (April 2017)**

Mr. Plotnik presented the following April 2017 President's Report:

### Project Information

SEDCO is presently working 17 active projects with an estimated \$961,893,500 in investments and 2,014 new jobs.

### SEDCO Operations/Administration

Well, Spring Break is over and Sherman is getting back to work after taking a big collective breath. SEDCO continues to market Sherman within the region and state-wide, and now we are expanding even further as we visit our target companies and attend national and international conferences. In addition, we started the plan for improvements to Progress Park, including the project to extend Northgate Drive to the new West Travis Street extension. 2017 has been busy for SEDCO, and it appears the trend will continue as we are responding to new projects each week and hosting site visits each month. Sure, we won't get all the projects, but we will work as though we own them all.

John Plotnik will serve as a panelist at the North TX-Sherman: Economic Development Secrets and Best Practices Summit from 11:00 a.m. - 1:00 p.m. on April 20<sup>th</sup> at Grayson College's Center for Workplace Learning in Seminar Room C. This event is presented by Impact DataSource, and other panelists include Denison Development Alliance President Tony Kaai and Gainesville Economic Development Corporation Executive Director Arleene Loyd.

Mark your calendars for Tuesday, May 9<sup>th</sup>, as SEDCO will host the 1<sup>st</sup> Economic Development Week Celebration from 4:00-6:00 p.m. at the Sherman Municipal Ballroom. SEDCO is joining the International Economic Development Council (IEDC) in celebrating National Economic Development Week, May 8<sup>th</sup>-13<sup>th</sup>. This week-long event was created to increase awareness for local programs that create jobs, advance career development opportunities, and increase quality of life. In addition, SEDCO plans to use this week and the May 9<sup>th</sup> celebration to show our appreciation to our local industries, community partners, and our Board of Directors.

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

- 2017 Austin College Posey Leadership Award Luncheon
- Advanced Manufacturing Marketing and Retention Meeting
- Career Connection Planning Committee
- Coffee with the Mayor
- Gents VII Barber Shop Ribbon Cutting
- High Demand Job Training Grant Check Presentation
- Leadership Sherman – Legislative Day
- Sherman Rotary

### Business Recruitment

Since our last report, we have hosted three site visits and spoke with 24 site selectors, consultants, and real estate professionals interested in Sherman.

On April 8<sup>th</sup>-12<sup>th</sup>, Frank Gaddek attended the Industrial Asset Management Council (IAMC) Spring Forum in Tampa, Florida. This year's forum focused on Industrial Real Estate in the 21<sup>st</sup> Century. SEDCO co-hosted of a private dinner for approximately 30 site selectors. This dinner provides a great opportunity for one-on-one conversations with those individuals looking at Sherman for their projects' next location.

### Business Retention/Expansion Program

Existing industry visits are critical. Our ongoing program will not only move toward increased relationships with our corporate citizens but is also a valuable resource for referrals within their respective industries. Since our last report, we have visited with key leadership from the following Sherman companies:

- Emerson Process Management – Fisher Controls
- Eaton
- Critical Access Billing
- Kaiser Aluminum

- Mueller Construction Company
- Royal Case
- Sherman Machine
- Progress Rail

An HR Group Meeting was held on March 30<sup>th</sup>, and representatives from the following companies were in attendance: CertainTeed, Emerson-Fisher, Presco and Sunny Delight.

Brian Aspell of Champion Coolers asked for, helped develop and has a passion for the Industrial Maintenance Technology (IMT) program. He presented the program to the Sherman High School juniors and inspired 25 students to learn more. On April 6<sup>th</sup>, those students toured the IMT Lab at Grayson College, and the instructor, Shawn Hendricks, described the program and showed the students the hands-on aspect of the classes.

On April 29<sup>th</sup>, SEDCO attended the High Demand Job Training Grant Check Presentation at Workforce Solutions Texoma. SEDCO and DDA each provided \$50,000 to match the Texas Workforce Commission's \$100,000 grant, which will go towards equipment for the Advanced Manufacturing Program at Grayson College. This program provides high school students the opportunity to earn a certification and college credit before graduation.

#### Closing Thoughts

*"[The Sherman Bearcat Football Team] had their nickname decided on September 25, 1923, by a committee representing the student body. Each student turned in a name they liked and O.C. Burgess suggested the Bearcats. The Sherman Bearcats and the Denison Yellow Jackets have the longest continuous football rivalry among all Texas high schools."*

*-Linda Ashby, "Images of America: Sherman," 2011*

We have all experienced high unemployment rates north of 10%, and it was not too many years ago that economic developers were asked how they were going to find jobs for our people. We knew those that lost their homes and some marriages. Some were forced to accept government assistance due to the lack of employment. Today, Texas' economic developers are now asked how they are going to find workers for our existing jobs. This is not a long term problem. Yes, employers are looking to fill vacant positions, but Texas is experiencing 1,500 folks a day moving into our state because of those available jobs. This void will be filled, and is it not better to have more available positions than those without work? We are partnering with several community partners to educate our middle and high school students on their career options and working with our returning veterans and oil field workers to fill available positions within our city.

We market to new projects. We work to expand our existing companies and create new investments and jobs. This therefore enriches us with new homes and infrastructure. We are and we will continue to grow. Our public and private leadership, with their pro-business attitude, is placing our community on the front of future expansion.

Sherman is growing. Enjoy the moment for it is our future.

#### **BUSINESS RETENTION & EXPANSION UPDATE**

Mrs. Jones discussed the upcoming Career Connections job fair scheduled for April 13<sup>th</sup> at the Hilton Garden Inn. The event is sponsored by the Sherman Economic Development Corporation, Denison Development Alliance, Workforce Solutions Texoma, Grayson College, Texas Veterans programs and Texas Workforce Solutions. Participation is expected from seven Sherman manufacturers and three call centers: Eaton B-Line, Progress Rail, Tyson Foods, Presco Products, Emerson, Royal Case, Mueller Construction, Capio, TALUS Payments and Alorica.

Mr. Plotnik shared the March 2017 North Texas Regional Airport Management Update report and noted the nine prospects interested in NTRA's existing buildings and available sites for building hangar and office spaces.

Councilman Steele noted that the job titles of the employees who were involved in the layoff at Zodiak in Gainesville have been forwarded to our local industries.

#### **ADJOURNMENT**

No other business came before the SEDCO Board. The meeting adjourned at 7:56 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