

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON MAY 10, 2017  
AT 12:00 P.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, 2017 at 12:00 P.M.

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

MEMBERS ABSENT: Mr. Tom Shields

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Deputy Mayor Jason Sofey, Councilman Terrence Steele, Dr. David Hicks

EX OFFICIO MEMBERS ABSENT: Mr. Robby Hefton

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

STAFF ABSENT: None

GUESTS PRESENT: Mrs. Mary Lawrence, Mr. Brandon Shelby, Mr. Michael Hutchins

**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 12:06 P.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. Willie Steele to approve the regular scheduled meeting minutes of April 11, 2017. Motion was approved unanimously.

**FINANCIALS**

Mrs. Lawrence presented the Financials for the quarter ended March 31, 2017 and reported the Ending Fund Balance as \$8,023,872. She also referred to the Incentive Schedule and noted the \$1,005,889 in outstanding commitments for 2017.

Mrs. Lawrence presented the Investment Report for the quarter ended March 31, 2017 and reported the Weighted Average Maturity as 74 days and the Weighted Average Yield as 0.75%.

Motion to approve the Financials and the Investment Report for the quarter ended March 31, 2017 was made Mr. Sild and seconded by Mr. Douglass. 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: Tackleberry, White, Let, Robin Hood, Bear, Blue Phoenix, Branch, Cake, Cast Iron, Geo One, Smoky Mountain, Zion Park

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

The open meeting recessed in executive session at 12:10 p.m.

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

Mr. Kirkpatrick reconvened the open meeting at 12:36 p.m. No executive session items were considered.

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

Mr. Gadek presented the Economic Barometer Report and noted the following: Utility customers are up .81% from YTD 2016; sales tax proceeds are down -3.18% from YTD 2017; Grayson County months supply of real estate inventory is 3.4 months; and Sherman's unemployment rate is 4.2%.

Mr. Douglass asked Mr. Terrence Steele if more people are looking for jobs. Mr. Steele mentioned a recent layoff in Cooke County, which included people commuting from Sherman. He said if people are not working, it's because they either have a barrier or they are not interested in finding a job.

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

Mr. Plotnik noted the FY 2016-2017 Completed Projects and Signed Agreements in the board packet and presented the following May 2017 President's Report:

#### **Project Information**

SEDCO is presently working 12 active projects with an estimated \$2,860,900,000 in investments and 1,189 new jobs.

#### **SEDCO Operations/Administration**

Economic development has evolved into a professional industry of highly specialized practitioners. The practitioners have two key roles; one is to provide leadership in policy-making, and the other is to administer policy, programs and projects. Economic development practitioners generally work on the state, regional and municipal level or in public-private partnerships that may be partially funded by local, regional, state, or federal tax money. These economic development organizations function as individual entities and, in some cases, as departments of local governments. Their role is to seek out new economic opportunities and retain their existing business wealth. The following is our monthly report on those policies and actions.

On April 18<sup>th</sup>, SEDCO hosted the Spring Leadership Breakfast, an exclusive event that includes a round table discussion on the wants, needs and desires of multiple industries within Sherman.

The SEDCO staff met with Dallas Business Journal Reporter Evan Hoopfer on April 25<sup>th</sup>. Hoopfer reports for the new manufacturing and logistics beat that focuses on North Texas manufacturing. We visited with Hoopfer about Sherman's existing and targeted industries, the local workforce development efforts, and the growth we are seeing within our city and region.

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

- Best of Texoma Gala
- Boots N Bands
- Cattleman's Ball
- Child and Family Guidance Board
- City Council Meeting
- Coffee with the Mayor
- County Commissioners Court
- Easy Life Realty Ribbon Cutting
- Farewell Reception for Dr. Majorie Hass, Austin College
- Grand Liquor Ribbon Cutting
- Leadership Sherman – Education Day
- Little Free Library Ribbon Cutting
- Sherman Chamber Ambassadors
- Sherman Rotary
- Welcome Reception for Brian Straughan, First United Bank

#### **Business Recruitment**

Since our last report, we have hosted site visits and spoken with 17 site selectors, consultants, and real estate professionals interested in Sherman.

On April 19<sup>th</sup>, John Plotnik attended the North Texas Commercial Association of Realtors and Real Estate Professionals (NTCAR) luncheon and an uptown tour of office and industrial sites with approximately 30 site selectors and consultants in attendance.

Another indicator of Sherman's growth comes from data we received from Sherman Chamber of Commerce President and CEO Eddie Brown. According to Mr. Brown, the Chamber has received 29 new members and hosted nine grand openings/ribbon cuttings just since January 1<sup>st</sup>. "We are off to a great start in 2017," said Brown. "We are growing because Sherman is growing."

#### **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:

- Alorica
- Eaton
- Ball DPF, Inc./Nature's Source
- Texas Instruments
- Washington Iron Works

We also sponsored a Sherman Safety Leaders Forum hosted by Ball DPF, Inc./Nature's Source with the following key employers in attendance: CertainTeed, Eaton, GlobiTech, Mueller Construction Company, Panda Sherman Power, Presco Products and Sunny Delight.

On April 27<sup>th</sup>, Eaton, Emerson-Fisher, Mueller Construction Company, Presco Products and Washington Iron Works hosted 160 Piner Middle School eighth graders, as well as 13 parents and teachers for Spring Manufacturing Tours to educate the students on career opportunities in manufacturing and the Advanced Manufacturing Program.

#### **Incentives & Compliance**

SEDCO grants and incentives are instrumental in assisting our existing companies with the ability to compete, not only with their competitors but also to lower their operating cost, therefore winning business projects within their own firm that has other national plants.

On April 11<sup>th</sup>, the SEDCO Board of Directors approved an 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 4900 Marshall Street facility; and SEDCO will provide an incentive of \$24,675 upon proof that the conditions have been met.

#### **Final Thoughts**

*"Originally founded in 1849 in Huntsville, Austin College moved to Sherman in 1876 and is the oldest college in Texas operating under its original charter. Today Austin College boasts a 60-acre campus in the heart of Sherman and remains a recognized leader in higher education."*

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

We are losing a jewel from Sherman's crown. Austin College President Dr. Majorie Hass will be leaving us for a new adventure. Dr. Hass has been a superb educator, administrator, and community leader, and Sherman will miss her leadership. SEDCO wishes her the best in her next endeavor.

God bless and warm wishes.

John J. Plotnik, SIOR, CEcD  
President, SEDCO

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

Mrs. Jones referred to the Business Retention/Expansion Program section of the May 2017 President's Report and reported five existing industry visits, the success of the second Spring Manufacturing Tours, and the Safety Leaders Forum held at Ball DPF/Nature's Source with eight employers in attendance.

#### **COMMENTS**

Mrs. Jones thanked the Board for their support in completing her last two classes and a preparation course for the Certified Economic Developer exam.

Mr. Plotnik presented an advertisement placed in the Dallas Business Journal on May 5<sup>th</sup> highlighting the new 60,000 SF speculative building in Midway Industrial Park.

Mr. Terrence Steele mentioned a Sherman High School senior who is categorized as a homeless youth. He discussed how the student is working through a two-year certification program, and the first year is paid for while in school. He noted that there was concern the student may not complete the program due to life circumstances, so Workforce Solutions Texoma has agreed to pay the additional training costs, and Emerson plans to hire the student.

Ms. Ghaemi presented the new sedco.org website and noted the updated branding and user-friendly navigation. She also mentioned that the primary goal to get company representatives, site selectors, and real estate professionals to the most requested information in three clicks or less was achieved.

Mr. Kirkpatrick spoke of the success of the Economic Development Week Celebration and the Industry Appreciation Presentations.

Dr. Hicks thanked the Board for their support during the recent Sherman Independent School District Bond Election and said they are going back to the drawing board.

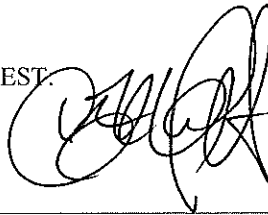
**ADJOURNMENT**

No other business came before the SEDCO Board. The meeting adjourned at 12:52 p.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