

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON JANUARY 10, 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 January 10, 2017 at 7:30 A.M.

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

MEMBERS ABSENT: Mr. Greg Kirkpatrick

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Deputy Mayor Jason Sofey, Mr. Robby Hefton, Councilman Terrence Steele, 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

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

Mr. Sild, Vice-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. Steele and seconded by Mr. Shields to approve the regular scheduled meeting minutes of December 13, 2016. 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: Cellarman's, Trail, White, Dalmatian, Let, Mississippi, 20/20, Artemis, Bert, Blue Phoenix, Cast Iron, City, Columbus Balbo, Honey Wheat, Peanut Butter, Smart, Watson

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

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

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

Mr. Sild reconvened the open meeting at 7:44 A.M. Mr. Steele requested an update on Project Cellarman's. Mr. Gadek provided a description of the project and the status of the incentive application.

**ECONOMIC BAROMETER REPORT (December 2016)**

Mr. Gadek presented the Economic Barometer Report in the board packet and noted the following: New Residential Building Permits are down -21.09% from YTD 2015, but the total City Building Permits Value is up 130.81% compared to December 2015; utility customers are up .85% from YTD 2015; and sales tax proceeds are up 4.88% compared to December 2015. He also mentioned that the current unemployment rate is 3.3%.

**PRESIDENT'S REPORT (January 2017)**

Mr. Plotnik presented the FY 2016-2017 Completed Projects and Signed Agreements and the North Texas Regional Airport's December 2016 Management Update/Marketing Report and referred to the January 2017 President's Report in the board packet and discussed the following:

#### Project Information

SEDCO is presently working 17 active projects with an estimated \$939,475,000 in investments and 2,968 new jobs.

#### SEDCO Operations/Administration

On January 12<sup>th</sup>, we hosted a Groundbreaking Ceremony of our newest industry in Progress Industrial Park III – J.P. Hart Lumber Company. This new company brings to Sherman a \$5.5 million capital investment and 37 new jobs.

On Tuesday the 17<sup>th</sup>, we will host our Winter Leadership Breakfast, an exclusive event that includes a round table discussion on the wants, needs and desires of multiple industries within Sherman.

The Texoma Career Fair will be held from 10:00 a.m. to 6:00 p.m. on January 19<sup>th</sup> in the Sherman Municipal Ballroom. This event is sponsored in partnership with the Denison Development Alliance, Workforce Solutions Texoma, and the City of Sherman.

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

2017 Governor's Small Business Initiatives  
Building Bearcat's 2030  
Coffee with the Mayor  
Leadership Sherman – Medical Day  
North Texas Regional Airport's 75th Anniversary  
Sherman Rotary  
SIOR North Texas Holiday Luncheon  
Texoma Career Fair Planning Meeting

#### Business Recruitment

John Plotnik attended the 2017 Broker (Site Selector) Forecast in Dallas, Texas and spoke to over 800 professionals about the benefits offered in Sherman, Texas.

#### Business Retention/Expansion Program

In the past month, we have visited with key leadership from the following Sherman companies: CertainTeed, Future Payment Technologies, GlobiTech, and Presco.

We also held a Sherman Plant Manager's Forum hosted by Chris Craze at CertainTeed with the following key employers in attendance: Emerson, Mueller Construction Company, Texas Instruments, and Washington Iron Works.

Texoma Career Fair Planning Meeting with the following key employers in attendance: AssetCare, Capio Partners, Critical Access Billing Services, LLC and West.

The Texoma Career Fair Commercial starring Sherman Mayor David Plyler and Denison Mayor Jared Johnson will begin airing on KXII & KTEN on January 15<sup>th</sup>. Stacey Jones and Tony Kaai will be interviewed on KXII at noon on Monday, January 16<sup>th</sup>. A digital billboard ad is currently located on HWY 82, west of the Travis exit on the south side and in Denison on HWY 75. Look for the full page color ad in the Sunday, January 15<sup>th</sup> Herald Democrat and share SEDCO's Facebook post.

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

Mrs. Jones referred to the Business Retention/Expansion Program section of the January 2017 President's Report and noted the December Plant Manager's Forum, which was held at CertainTeed Corporation with six plant managers in attendance. She also described the advertising efforts for the Texoma Career Fair which include interviews on KXII and KTEN, digital billboards, a full-page ad in the Herald Democrat, posting on Indeed.com and social media platforms, and a commercial starring the Sherman and Denison Mayors.

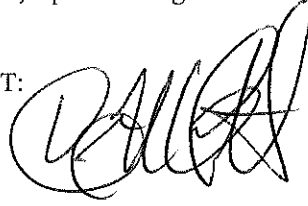
#### **ADJOURNMENT**

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

#### **CERTIFICATION OF CHAIRMAN AND VICE-CHAIRMAN**

I, Greg Kirkpatrick, Chairman, and I, John Sild, Vice-Chairman, 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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SEDCO VICE-CHAIRMAN