

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON JANUARY 11, 2019
AT 9:00 AM**

A workshop 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 11, 2019 at 9:00 am.

MEMBERS PRESENT: Mr. Brad Douglass, Mrs. Janie Bates, Mr. Scott Bandemir, Ms. Gail Utter

MEMBERS ABSENT: Mr. Tom Shields

EX OFFICIO MEMBERS PRESENT: Mr. Willie Steele, Mr. Robby Hefton

EX OFFICIO MEMBERS ABSENT: Mayor David Plyler, Mr. Shawn Teamann, Dr. David Hicks

STAFF PRESENT: Mr. Kent Sharp, Mrs. Stacey Jones, Ms. Ashton Ghaemi

STAFF ABSENT: None

GUESTS PRESENT: Mr. Terrence Steele, Mr. William Wadsack, Mr. Rudy Reynoso, Mr. Carlton Schwab, Ms. Janie Havel

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

Mr. Douglass called the workshop to order at 9:10 a.m., declared a quorum present, meeting declared open.

PRACTICING ECONOMIC DEVELOPMENT: A WORKSHOP FOR COMMUNITY LEADERS

Mr. Carton Schwab, President and CEO of the Texas Economic Development Council (TEDC) introduced himself and gave some personal background and qualifications. Mr. Schwab presented: A Workshop for Community Leaders, "Understanding the Type A Tax" to SEDCO board members and guests.

Mr. Schwab recognized Kent Sharp as the new president for SEDCO and discussed the need for qualified leaders in the Economic Development area. He also discussed TEDC in general and its role in Texas policies.

Mr. Schwab discussed the following major points:

- Type A & B Sales Tax
- Permissible Projects
- His observation on what does and does not work based on his extensive travel and review of Economic Development (ED) in Texas cities.
- ED Sales Tax in legislature and how important it is to support ED sales tax and to contact your representative on this issue.
- Definition of a "primary job"
- Creating wealth in your local economy with primary employers and primary jobs
- Operating under the term of "project" and within the sales tax law
- 1989 – 2014 analysis of the impact of ED sales tax dollars
- The ability of the community to have the resources to determine their destiny

The presentation ended at 11:15, and lunch was served. There was a casual discussion regarding the presentation during the lunch.

Ms. Ghaemi introduced Ms. Janie Havel, Community Relations Representative for the North/Northeast Texas Region for the Governor's Office of Economic Development & Tourism. Ms. Havel talked about her role with the Governor's Office and the region she serves.

ADJOURNMENT

The workshop was adjourned at 12:46 p.m.

CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY

I, Brad Douglass, Chairman, and I, Janie Bates, Board Secretary, do certify that these minutes of the Regular Scheduled Board 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:



CHAIRMAN

ATTEST:



BOARD SECRETARY