

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON OCTOBER 13, 2020  
AT 11:30 A.M.**

A meeting of the Sherman Economic Development Corporation Board of Directors was convened in the Council Chambers of City Hall, 220 West Mulberry Street, Sherman, Texas on October 13, 2020 at 11:30 a.m.

MEMBERS PRESENT: Mrs. Janie Bates, Ms. Gail Utter, Mr. Scott Bandemir, Mr. Daniel Worrell,  
Mr. Jason Brumm

MEMBERS ABSENT: None

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Mr. Robby Hefton, Mr. Willie Steele, Mr. Shawn Teamann

EX OFFICIO MEMBERS ABSENT: Dr. David Hicks

STAFF PRESENT: Mr. Kent Sharp (via teleconference), Ms. Ashton Ghaemi, Ms. Dondra Kendall

STAFF ABSENT: Ms. Anna Long

GUESTS PRESENT: Mr. Terrence Steele, Mr. Jeff Moore, Ms. Mary Lawrence, Mr. Michael Hutchins

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

Mrs. Bates called the meeting to order at 11:34 a.m., declared a quorum present, meeting declared open. The invocation was given by Mr. Terrence Steele.

**PUBLIC COMMENTS**

There were no public comments.

**DISCUSS AND CONSIDER APPROVAL OF THE FOLLOWING MINUTES**

Motion was made by Ms. Utter and seconded by Mr. Bandemir to approve the Regular Scheduled Board Meeting minutes of August 11, 2020. Motion was approved unanimously.

Motion was made by Ms. Utter and seconded by Mr. Bandemir to approve the minutes of the September 11, 2020 Annual Joint Meeting of the SEDCO Board of Directors and the Sherman City Council. Motion was approved unanimously.

**DISCUSS AND CONSIDER APPROVAL OF THE FOLLOWING FINANCIAL REPORTS**

Mr. Sharp presented the Balance Sheet and Budget Report for the month ending July 31, 2020 and reported the following:

- Cash – SEDCO Checking: \$1,788,223.40
- Accounts Payable: \$13,471.10
- Fund Balance: \$11,429,155.22
- Revenues Over/Under Expenses: \$312,129.69
- Total Liabilities, Equity and Current Surplus (Deficit): \$11,754,756.01
- Revenue Total is 85.84% used.
- Expense total is 59.33% used.

Mr. Sharp also presented the Commitments Report for the month ending July 31, 2020 and noted the incentive payments made to Modular Power Solutions for \$513,291 and to Presco for \$50,000, as well as the \$845,000 paid towards the West Travis Street infrastructure project.

Motion was made by Mr. Bandemir and seconded by Ms. Utter to approve the financial reports for the month ending July 31, 2020. Motion was approved unanimously.

Mr. Sharp presented the Balance Sheet, Budget Report, and Commitments for month ending August 31, 2020 and reported the following:

- Cash – SEDCO Checking: \$2,169,913.06
- Accounts Payable: \$10,593.07.
- Fund Balance: \$11,429,155.22
- Revenues Over/Under Expenses: \$703,538.22
- Total Equity and Current Surplus (Deficit): \$12,132,693.44
- Revenue Total is 96.34% used.
- Expense total is 60.26% used. This reflected the incentives expected but not paid.
- August Commitments Report showed no changes since July.

Motion was made by Ms. Utter and seconded by Mr. Brumm to approve the financial reports for the month ending August 31, 2020. Motion was approved unanimously.

#### **DISCUSS AND CONSIDER APPROVAL OF THE SEDCO INVESTMENT POLICY**

Mrs. Lawrence presented the amended SEDCO Investment Policy noting the only change made to the policy that was approved at the September 11, 2020 Annual Joint Meeting was to include First State Bank on the “Approved List of Broker/Dealers and Financial Institutions.”

Motion was made by Mr. Worrell and seconded by Mr. Bandemir to approve the amended SEDCO Investment Policy. Motion was approved unanimously.

#### **SALES TAX AND ECONOMIC BAROMETER REPORTS**

Mr. Sharp presented the Historical Sales Tax Report for FY 2019-2020 and reported that it is up 2.92% over last year which is a pleasant surprise. The Historical Sales Tax Report for FY 2020-2021 only showed October over October with a 1.67% increase.

Mr. Teamann asked if those numbers reflect when the payment is made or when the tax is taken. Mr. Sharp replied that the numbers show when the cash is in the bank.

Ms. Ghaemi presented the September 2020 Economic Barometer Report and reported the following:

- New residential permits are up 122% from September 2019 and 65% from the YTD. Some of these permits were for new homes in Austin Landing and Country Ridge Estates. The 7 new multifamily permits are for new duplexes on N. Hickory Street near Fairview Park. Although the number of commercial and industrial permits saw an increase, the values of those permits decreased 33% from Sept. 2019 and 61% from the YTD.
- Compared to this time last year, the City is up 465 water customers.
- Sales tax was down 4% from September 2019 but was up 2.49% from the YTD. October is up 1.67%.
- August’s months supply of housing inventory for Grayson County dropped to 2.9 months. The last time it was below 3 months was in March 2018.
- Sherman’s unemployment rate in August was 5.3%. Down from 6.3% in July.

#### **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 Code Annotated, in accordance with the authority contained in the following sections:

- a) 551.071 (Consultation with Attorney)
  1. G-0329 Dunman Sherod A-G0329, Acres 10.33
  2. Five-0
- b) 551.072 (Deliberations about Real Property)
  1. G-0329 Dunman Sherod A-G0329, Acres 10.33
  2. Five-0
- c) 551.087 (Business Prospect/Economic Development)
  1. Curd Herd, Canvas, Roo, LIV-LAP, Neowise Arrow, Pasca Rise, Raptor 2020, Trager, Sundance, Augustus Gloop, Round 2, Pink, Free Flow, Ice Water, Radio

The open meeting recessed in executive session at 11:48 a.m.

**RECONVENE OPEN MEETING AND CONSIDER APPROVAL OF THE ITEMS DISCUSSED IN EXECUTIVE SESSION**

Mrs. Bates reconvened the open meeting at 12:08 p.m.

**CONSIDER APPROVAL OF RESOLUTION NO. SEDCO-2020.09 (G-0329 DUNMAN SHEROD A-G0329 ACRES 10.33)**

Mr. Sharp presented Resolution No. SEDCO-2020.09 authorizing the purchase of 10.33 acres of vacant land located at the southeast corner of Dorset Drive and Howe Drive from Gervasio Negrete and Border Del Bajio SA DE CV for \$150,000.00 plus all closing costs associated with the transaction (est. total: \$156,850.00).

Motion to approve Resolution No. SEDCO-2020.09 was made by Mr. Bandemir and seconded by Ms. Utter. Motion was approved unanimously.

**CONSIDER APPROVAL OF RESOLUTION NO. SEDCO-2020.10 (PROJECT FIVE-0)**

Mr. Sharp presented Resolution No. SEDCO-2020.10 authorizing the sale of an approx. 10-acre parcel of vacant land located at the southwest corner of West Travis Street and Northgate Drive in Progress Park I to the City of Sherman for use as a law enforcement center. SEDCO staff used the Grayson County Appraisal District valuations to determine fair market value of the 10-acre tract to be \$1.60 per sq. ft. or \$69,696.00 per acre.

Motion to approve Resolution No. SEDCO-2020.10 was made by Ms. Utter and seconded by Mr. Brumm. Motion was approved unanimously.

**ADJOURNMENT**

The meeting was adjourned at 12:10 p.m.

**CERTIFICATION OF PRESIDING OFFICER**

I, Janie Bates, Presiding Officer, 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.

  
PRESIDING OFFICER