SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON OCTOBER 27, 2026
AT 11:30 A.M.

A meeting of the Sherman Economic Development Corporation Board of Directors was convened in the SEDCO Board Room, 307 W. Washington St, Ste 102, Sherman, Texas on October 27, 2026, at 11:30 a.m.

MEMBERS PRESENT:	Ms. Gail Utter (Chair), Mr. Jason Brumm (Vice Chair), Mr. Willie Steele (Secretary), Mr. Scott Bandemir, Dr. Al Hambrick, Mr. Rob Wilson
MEMBERS ABSENT:	Mrs. Robin Phillips
EX OFFICIO MEMBERS PRESENT:	Mayor Shawn Teamann, Interim City Manager Clint Philpott, Assistant City Manager Terrence Steele, Councilman Juston Dobbs, SISD Superintendent Dr. Thomas O'Neal
STAFF PRESENT:	Mr. Kent Sharp, Mrs. Ashton Bellows, Mrs. Shannon Blake, Ms. Camila Bocanegra
STAFF ABSENT:	None
GUESTS PRESENT:	Mr. Jeff Moore, Mr. Michael Hutchins

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

Ms. Utter called the meeting to order at 11:30 a.m., declared a quorum present, meeting declared open.

The invocation was given by Mr. Sharp.

PUBLIC COMMENTS

There were no public comments.

DISCUSS AND CONSIDER APPROVAL OF THE FOLLOWING MINUTES

Motion was made by Dr. Hambrick and seconded by Mr. Wilson to approve the Regular Scheduled Meeting Minutes of August 20, 2026. Motion was approved unanimously.

Motion was made by Mr. Wilson and seconded by Mr. Steele to approve the SEDCO-City Council Joint Meeting Minutes of September 15, 2026. Motion was approved unanimously.

DISCUSS AND CONSIDER APPROVAL OF THE FOLLOWING FINANCIAL REPORTS

Mr. Sharp presented the Balance Sheet, Budget Report, Anomalies, Commitments, and ICS Sweep Reports through July 31, 2026, and reported the following:

- Cash – SEDCO Checking: $4,836,641.60
- Accounts Payable: $ 48,197.10
- Fund Balance: $ 26,808,611.45
- Revenues Over/Under Expenses: ($8,285,108.11)
- Total Liabilities, Equity and Current Surplus (Deficit): $ 18,721,700.44
- Revenue Total (Period Activity): $523,367.19
- Expense Total (Period Activity): $119,613.22 (72.50% used)

On the Anomalies Report, Other Supplies was at 184.49% due to paint for office walls, paper plates and paint supplies, and Other Services & Charges was at 97.01% due to Doodle subscription increase.

On the Commitments Report, Mr. Sharp noted the total outstanding incentives for FY 25-26 are $2,486,200. Mr. Sharp reported the total incentives and other commitments, including the infrastructure projects for FY 25-26 are $3,296,648.

Motion was made by Mr. Bandemir and seconded by Mr. Steele to approve the financial reports for the month ending July 31, 2026. Motion was approved unanimously.

Mr. Sharp then presented the Balance Sheet, Budget Report, Anomalies, Commitments, and ICS Sweep Reports through August 31, 2026, and reported the following:

- Cash – SEDCO Checking: $ 5,360,362.83
- Accounts Payable: $ 12,824.71
- Fund Balance: $ 26,808,611.45
- Revenues Over/Under Expenses: ($7,748,914.97)
- Total Liabilities, Equity and Current Surplus (Deficit): $ 19,260,394.19
- Revenue Total (Period Activity): $625,807.36
- Expense Total (Period Activity): $89,503.29 (72.97% used)

On the Anomalies Report, Other Services & Charges was at 104.05% due to Canva Pro and Buffer subscription.

On the Commitments Report, Mr. Sharp noted the total outstanding incentives for FY 25-26 are $2,486,200. Mr. Sharp reported the total incentives and other commitments, including the infrastructure projects for FY 25-26 are $3,296,648.

Motion was made by Mr. Wilson and seconded by Mr. Brumm to approve the financial reports for the month ending August 31, 2026. Motion was approved unanimously.

SALES TAX AND ECONOMIC BAROMETER REPORTS

Mr. Sharp presented the Historical Sales Tax Report and noted that August's sales tax increased by 4.36%, noting we are finally stabilizing, ending the year with a 5.9M sales tax revenue.

Mrs. Bellows presented the July 2026 Economic Barometer Report and reported the following:

- New residential permits were up approx. 18.24% compared to September 2025 and up 10.92% YTD. Commercial and industrial permits were down approx. 27.78%. The most notable of these were two permits for Coherent to renovate existing lab space valued at $12 million as well as $7.5 million for the interior remodel.

- The city was up 503 utility customers compared to YTD 2025 and up 23 customers from last month.
- Sales tax was up 7.22% compared to September 2025 and down 9.4% YTD.
- Grayson County's housing inventory remained unchanged at 7.8 months of supply in August, consistent with July's level.
- Sherman's unemployment rate was 4.3% in August, down from 4.4% 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)
b. 551.072 (Deliberations about Real Property)
    i. Disposition and Acquisition
    ii. Infrastructure in Progress Parks
    iii. Laydown Yard in Progress Park VII
b. 551.074 (Personnel Matters)
    i. Discussion of Staff including President/CEO Employment Agreement
c. 551.087 (Business Prospect/Economic Development)
    i. Wrap, EZ, Zion, Turtle, Mammoth, Boston, Baby Boston, Stop Sign, Open Aperture, Pentagon, Simmer, Barn Swallow, Frontier, Odysseus Son, Meadow, Neon, Norton, Iris, Ad Astra

The open meeting recessed in executive session at 11:40 a.m.

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

Ms. Utter reconvened the open meeting at 12:14 p.m.

CONSIDER APPROVAL OF PRESIDENT/CEO EMPLOYMENT AGREEMENT

Mrs. Utter presented President/CEO Employment Agreement for consideration.

Motion was made by Mr. Brumm and seconded by Mr. Bandemir to approve President/CEO Employment Agreement. Motion was approved unanimously.

CONSIDER APPROVAL OF RESOLUTION NO. SEDCO-2026.05 (SECOND AMENDED AND RESTATED LICENSE AGREEMENT FOR THE LAYDOWN YARD IN PROGRESS PARK VII)

Mr. Sharp presented Resolution No. SEDCO-2026.05 authorizing and approving an amended and restated license agreement with Rayburn, Inc for a laydown yard in Progress Park VII.

Motion was made by Mr. Steele and seconded by Mr. Wilson to approve Resolution No. SEDCO-2026.04. Motion was approved unanimously.

SEDCO UPDATES AND UPCOMING DATES

Mrs. Blake shared information on SEDCO's recent economic development activities and

accomplishments, including Mrs. Bellows earning her Certified Texas Economic Developer (CTED) designation, SEDCO and the City of Sherman receiving the 2026 TEDC Community Economic Development Award, and the team's travel to Taiwan Expo USA for business recruitment efforts, as well as SEMICON West.

For upcoming dates, the November Board Meeting has been moved to November 17th, and the December Board Meeting has been moved to December 15th.

ADJOURNMENT

Ms. Utter called for a motion to adjourn. The motion to adjourn was made by Mr. Brumm and seconded by Mr. Steele. The meeting was adjourned at 12:18 p.m.

CERTIFICATION OF PRESIDING OFFICER

I, Gail Utter, 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.

Gail Utter

PRESIDING OFFICER