

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION  
MINUTES OF THE BOARD OF DIRECTORS  
ON NOVEMBER 12, 2024  
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 November 12, 2024, at 11:30 a.m.

MEMBERS PRESENT: Mr. Scott Bandemir (Vice Chair), Mr. Jason Brumm (Secretary), Ms. Gail Utter, Dr. Al Hambrick, Mrs. Robin Phillips, Mr. Willie Steele

*\*See Election of Officers below for updated board positions.*

MEMBERS ABSENT: Mr. Rob Wilson

EX OFFICIO Mayor David Plyler, Mayor-Elect Shawn Teamann, Assistant City  
MEMBERS PRESENT: Manager Terrence Steele, Councilman Juston Dobbs

STAFF PRESENT: Mr. Kent Sharp (President), Mrs. Ashton Bellows (Chief Financial Officer), Mrs. Shannon Blake (Vice President of Business Development), Ms. April Day (Executive Assistant)

STAFF ABSENT: None

GUESTS PRESENT: Mr. Jeff Moore, Mr. Michael Hutchins, Mrs. Mary Lawrence

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

Mr. Bandemir 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**

In his final board meeting as Mayor of the City of Sherman, David Plyler expressed gratitude to the SEDCO team for their efforts in hosting the Mayor's Roundtable and supporting small businesses in the city. He also thanked the board for their dedication and the high-quality projects brought to Sherman. Mayor Plyler encouraged the board to continue their work and support Mayor-Elect Shawn Teamann in the future.

**ELECTION OF OFFICERS**

Elections were held for new board members following the departure of the current chair and the addition of a new member to the board.

Motion was made by Mr. Bandemir and seconded by Mr. Brumm to nominate Ms. Utter for Chair.

Motion was approved unanimously.

Motion was made by Dr. Hambrick and seconded by Mrs. Phillips to nominate Mr. Bandemir for Vice-Chair. Motion was approved unanimously.

Motion was made by Mr. Bandemir and seconded by Mrs. Phillips to nominate Mr. Brumm for Secretary. Motion was approved unanimously.

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

Motion was made by Ms. Utter and seconded by Mr. Steele to approve the Regular Scheduled Meeting Minutes of October 8, 2024. 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 for the month September 30, 2024, and reported the following:

- Cash – SEDCO Checking: \$ 7,108,172.01
- Accounts Payable: \$ 143,873.07
- Fund Balance: \$ 21,598,675.27
- Revenues Over/Under Expenses: \$ 5,542,854.18
- Total Liabilities, Equity and Current Surplus (Deficit): \$ 27,380,265.98
- Revenue Total: \$ 709,348.14
- Expense Total: \$ 904,095.54

On the Anomalies Report, Mr. Sharp noted that Overtime increased to 151.49% used due to Ms. Day's overtime for the Mayor's Roundtable setup and WOMO Small Group; Tools & Supplies increased to 233.1% used due to the purchase of a garment rack for table cloth storage; Travel & Training increased to 116.19% used due to mileage reimbursement to Mrs. Blake and Mrs. Bellows; Professional Services increased to 102.38% used due to legal fees, engineering services for widening of Howe Drive, civil engineering design services related to the Howe & Dorset detention pond, and attorney and professional services related to the Dorchester cement kiln opposition; Luncheons & Meetings increased to 124.81% used due to catering costs for the SEDCO/City Council Annual Joint Meeting and staff lunch.

On the Commitments Report, Mr. Sharp noted that the total paid year-to-date was \$1,953,653. This total includes \$717,116 in incentives paid to 903 Brewers, Sunny Delight, Tyson, and Mueller Construction Company. Infrastructure and improvements making up the remaining \$1,236,537.

Motion was made by Dr. Hambrick and seconded by Mr. Brumm to approve the financial reports for the month ending September 30, 2024. Motion was approved unanimously.

Mrs. Lawrence presented the investment report for the quarter ending September 30, 2024, and reported the portfolio book value and market value were approximately \$20.2 million. Of this amount, \$11.2 million was held in a Local Government Investment Pool (LGIP) and \$9 million was held in Certificates of Deposit (CD). Activity during the quarter included interest earned on the investments as well as maturities of Certificates of Deposits of \$3 million and deposits of Certificates of Deposits of \$3 million. The weighted average yield on the portfolio was 5.03%, 30 basis points above the three-month Constant Maturity Treasury Index of 4.73%, and 19 basis points below the previous quarter. The weighted average maturity for the portfolio increased from 141 days at June 30, 2024, to 189 days at September 30, 2024.

Ms. Utter asked for a follow up to a question she had at the October 8, 2024 board meeting regarding the checking account currently held by Simmons Bank. It was noted at the October board meeting that banks distribute funds with other financial institutions for the purpose of insuring deposits and reducing risk and that Simmons Bank may place the funds with banks not on the list of approved financial institutions included in the SEDCO Investment Policy. Ms. Utter wanted to verify if the policy should be amended to include these banks. Mrs. Lawrence responded that Simmons Bank has a Letter of Credit that insures the funds. Mr. Bandemir inquired as to whether the Letter of Credit covered the entire SEDCO investment portfolio or just those funds held in the checking account. Ms. Utter also inquired as to whether we were paying a fee for the Letter of Credit. Mrs. Lawrence responded that the Letter of Credit is for approximately \$7 million in the Simmons checking account and that there is no fee associated with that. Ms. Utter inquired whether the Investment Policy was applicable to that account. Mrs. Lawrence replied that it does not apply because there is not a strategy for investing those funds, they are held in that account and not invested. Mr. Moore noted that the Investment Policy is for general compliance purposes under the Public Funds Investment Act and updated annually. Mr. Sharp noted that under Section 2 of the Investment Policy it states that the policy applies to “all funds of SEDCO.” Mrs. Lawrence explained that the sentence in question was a leftover from an older policy template used several years ago. She added that it will be removed when the policy is next updated.

Motion was made by Ms. Utter and seconded by Dr. Hambrick to approve the investment report for the month ending September 30, 2024. Motion was approved unanimously.

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

Mr. Sharp reported a 4.25% cumulative year-to-date sales tax for the month of November, noting that this was a 9.06% increase from the same month in the prior year.

Mrs. Lawrence noted that the increase in comparison to that of the same month in the previous year may be due to the return of a portion of sales tax to Texas Instruments at that time.

Mrs. Bellows presented the October 2024 Economic Barometer Report and reported the following:

1. New residential permits were up 69% compared to October 2023 and up 150% year-to-date. Commercial and industrial permits were down 6% from this time last year. The most notable commercial permit was for a new medical office building on Pecan Grove Road valued at \$2.4 million.
2. The city is up 132 utility customers compared to year-to-date 2023.
3. Sales tax decreased 6.49% compared to October 2023 but increased 22% year-to-date.
4. Grayson County’s months supply of housing inventory as of September was 6.6 months, down from 6.7 months in August.
5. Sherman’s unemployment was 3.7% in September, down from 4.1% in August.

## **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)
  1. Disposition and Acquisition
  2. Sherod Dunman Survey, Abstract 329, Southeast corner of Howe & Dorsett Dr,

- 5.23 ac
- 3. Sherod Dunman Survey, Abstract 329, Southeast corner of Howe & Dorsett Dr,  
5.08 ac
- 4. Project Cube
- c. 551.074 (Personnel Matters)
- d. 551.087 (Business Prospect/Economic Development)
  - 1. Wrap, EZ, Safari, Zion, Delta

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**

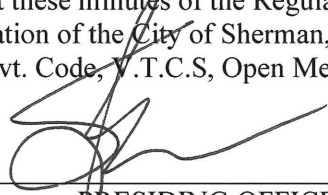
Mr. Bandemir reconvened the open meeting at 12:23 p.m.

**ADJOURNMENT**

The meeting was adjourned at 12:23 p.m.

**CERTIFICATION OF PRESIDING OFFICER**

I, Scott Bandemir, 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.

  
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PRESIDING OFFICER  
Scott Bandemir