

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON MARCH 18, 2025
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 March 18, 2025, at 11:30 a.m.

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

MEMBERS ABSENT: Dr. Al Hambrick

EX OFFICIO Mayor Shawn Teamann, City Manager Dr. Zachary Flores, Assistant
MEMBERS PRESENT: City Manager Terrence Steele, Councilman Juston Dobbs, SISD Superintendent Dr. Thomas O'Neil

STAFF PRESENT: Mr. Kent Sharp, Mrs. Ashton Bellows, Mrs. Shannon Blake, Ms. Michelle Adams

STAFF ABSENT: None

GUESTS PRESENT: Mr. Jeff Moore, Mr. Michael Hutchins, Ms. Kennedy Patterson

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

Ms. Utter called the meeting to order at 11:31 a.m., declared a quorum present, meeting declared open. Guests were introduced including media representatives Michael Hutchins with the Herald Democrat and Kennedy Patterson with KTEN News.

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 Mr. Bandemir and seconded by Mr. Brumm to approve the Regular Scheduled Meeting Minutes of February 11, 2025. Motion was approved unanimously.

Motion was made by Mrs. Phillips and seconded by Mr. Wilson to approve the Special Called Meeting Minutes of February 18, 2025. 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 January 31, 2025 and reported the following:

- Cash – SEDCO Checking: \$7,542,864.86
- Accounts Payable: \$7,260.18
- Fund Balance: \$27,139,532.19
- Revenues Over/Under Expenses: \$1,787,455.69
- Total Liabilities, Equity and Current Surplus (Deficit): \$29,058,415.02
- Revenue Total (Period Activity): \$773,618.49
- Expense Total (Period Activity): \$ 430,591.48 (6.4% used)

On the Anomalies Report, Mr. Sharp noted Dues & Licenses was reported at 102.37% used due to the IEDC annual membership renewal; and Other Services & Charges was reported at 49.59% due to the City of Sherman City services and SEDCO bank fees.

On the Commitments Report, Mr. Sharp noted the total outstanding incentives for FY 24-25 is \$8,717,507, with the first GlobiTech payment being processed since the last report. Mr. Sharp reported the total incentives and other commitments including the infrastructure projects for FY 24-25 is \$9,961,845.

Motion was made by Mr. Bandemir and seconded by Mrs. Phillips to approve the financial reports for the month ending January 31, 2025. Motion was approved unanimously.

SALES TAX AND ECONOMIC BAROMETER REPORTS

Mr. Sharp presented the Historical Sales Tax Report and noted that March's sales tax was down .23%, but overall still up 4.99% YTD.

Mrs. Bellows presented the February 2025 Economic Barometer Report and reported the following:

- New residential permits were up about 118% compared to February 2024 and up approx. 44% YTD. Commercial and industrial permits were down approx. 77% compared to February 2024 and down 74% YTD. The most notable permit was for a remodel of the fire damaged units at the Hilltop Village apartments on Timberview Drive valued at \$500,000.
- The city is up 387 utility customers compared to year-to-date 2024 and up 23 customers from last month.
- Sales tax was up 10.91% compared to February 2024 and up 11.64% YTD.
- Grayson County's months supply of housing inventory as of January was 6.1 months, up from 5.6 months December.
- Sherman's unemployment increased to 3.6% in January, up from 3.2% in December.

DISCUSS AND CONSIDER APPROVAL OF RESOLUTION NO. SEDCO-2025.07 [PROGRESS DRIVE EXTENSION, INTERURBAN PARKWAY EXTENSION (FLANARY ROAD), NORTH-SOUTH ROAD CONSTRUCTION]

Mr. Sharp presented Resolution No. SEDCO-2025.07 authorizing and approving a Performance Agreement with the City of Sherman, Texas, for the Progress Drive extension, Interurban Parkway extension (currently Flanary Road), and construction of the North-South Road in Progress Park VI, in an amount not to exceed Ten Million One Hundred Nineteen Thousand Eight Hundred Twenty-Six and 37/100 dollars (\$10,119,826.37); and providing for an immediate effective date.

Motion was made by Mr. Brumm and seconded by Mr. Bandemir to approve Resolution No. SEDCO-2025.07. Motion was approved unanimously.

**DISCUSS AND CONSIDER APPROVAL OF RESOLUTION NO. SEDCO-2025.08
(INFRASTRUCTURE GRANT FOR CITY OF SHERMAN)**

This resolution was tabled and will be revisited at a future meeting.

**DISCUSS AND CONSIDER APPROVAL OF RESOLUTION NO. SEDCO-2025.09
(SUBORDINATION AGREEMENT TO THE LENDER FOR PROJECT ZION)**

Mr. Sharp presented Resolution No. SEDCO-2025.09 authorizing and approving a Subordination Agreement with Persys Engineering, Inc., a Texas Corporation, and its lender First United Bank and Trust; by agreeing to subordinate its repurchase rights to the lender's lien; and providing for an immediate effective date.

Motion was made by Mrs. Phillips and seconded by Mr. Bandemir to approve Resolution No. SEDCO-2025.09. 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 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
- c. 551.074 (Personnel Matters)
- d. 551.087 (Business Prospect/Economic Development)
 - 1. Wrap, EZ, Zion, Whitetail, Megawatt Power, Charge Pack, Volt Verse, Greenstar/Snowstorm, Bloomslang, Rare Earth, Ryan, White, Fluoride, Eli Lilly

The open meeting recessed in executive session at 11:41 a.m.

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

Ms. Utter reconvened the open meeting at 12:05 p.m.

FURTHER COMMENTS

It was noted that SEDCO received the award for TEDC's Economic Excellence Recognition again for 2024. Also, the board was reminded of the upcoming WOMO Connect & Shop event on May 8 (rescheduled from February 20 due to inclement weather) and the Industry Appreciation Night at the Sherman Shadowcats game on June 3.

ADJOURNMENT

The meeting was adjourned at 12:08 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.



PRESIDING OFFICER