

**SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON JULY 12, 2016
AT 7:30 A.M.**

A meeting 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 July 12, 2016 at 7:30 A.M.

MEMBERS PRESENT: Mr. Willie Steele, Mr. Greg Kirkpatrick, Mr. John Sild, Mr. Tom Shields

MEMBERS ABSENT: Mr. Brad Douglass

EX OFFICIO MEMBERS PRESENT: Mayor David Plyler, Mr. Robby Hefton, Councilman Jason Sofey, Councilman Lawrence Davis, Dr. David Hicks

EX OFFICIO MEMBERS ABSENT: None

STAFF PRESENT: Mr. John Plotnik, Mr. Frank Gadek, Mrs. Stacey Jones, Ms. Ashton Ghaemi

STAFF ABSENT: None

GUESTS PRESENT: Mr. Brandon Shelby

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

Mr. Steele, Chairman of the Sherman Economic Development Corporation, called the meeting to order at 7:31 A.M., declared a quorum present, meeting declared open, recognition of guests and visitors.

CONSIDER FOR APPROVAL THE MINUTES FOR THE FOLLOWING MEETING

Motion was made by Mr. Sild and seconded by Mr. Shields to approve the regular scheduled meeting minutes of June 14, 2016. 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 Codes Annotated, in accordance with the authority contained in the following section:

Section 551.087 – Economic Development: Discussion concerning the following Projects: Wood, Eagle, Take Away, Skid, Brick/Martian, Sun, Baseball, Dalmatian, Pancake, Silver, Taste Bud, Uno Dos

Section 551.072 – Real Property: Discussion concerning projects: Alpha, Midway Building, Progress Park, Truck

The open meeting recessed in executive session at 7:33 A.M.

RECONVENE OPEN MEETING AND CONSIDER ITEM DISCUSSED IN EXECUTIVE SESSION

Mr. Steele reconvened the open meeting at 7:51 A.M. No executive session items were considered.

ECONOMIC BAROMETER REPORT (June 2016)

Mr. Gadek referred to the EBR report in the board packet and noted the 10.41% change in City Building Permits and 97.67% change in City Building Permits (Value) from year-to-date 2015; utility customers are up 2.45% since June 2015; sales tax proceeds are up 6.87% from year-to-date; and the unemployment rate is 3.4%.

PRESIDENT'S REPORT (July 2016)

Mr. Plotnik presented the FY 2015-2016 Completed Projects and Signed Agreements and referred to the President's Report in the Board packet and discussed the following:

Project Information:

SEDCO is presently working 11 active projects with an estimated \$1,112,500,000 in investments and 2,184 new jobs.

SEDCO Operations/Administration:

On June 15th, SEDCO's Economic Development Coordinator, Stacey Jones graduated from Leadership Sherman.

We are presently working with Burlington Northern Santa Fe (BNSF) Railway in show casing our Progress Industrial Park as a rail served, shovel ready site for new industry. BNSF met with our Executive Vice President, Frank Gadek to start the process.

SEDCO staff attended the following events/meetings:

- Business Education for Teachers Industry Wrap-Up
- Sherman Chamber of Commerce Events Committee
- Coffee with the Mayor
- Douglass Distributing 35th Anniversary Celebration
- Leadership Sherman Graduation
- Lights on the Lake
- Planning and Zoning Commission
- Sherman Rotary

Business Recruitment:

SEDCO personally contacted 24 key site selectors and consultants regarding the advantages the City of Sherman offers. SEDCO also hosted seven site visits to our community from target companies (projects) and consultants.

SEDCO contacted 128 members of the North Texas Chapter of Society of Industrial and Office Realtors (SIOR).

On June 21st, John Plotnik met with representatives from a leading print and electronic media platform in the DFW region. He also attended the SIOR Diamond Tour event to celebrate its 75th Anniversary.

Business Retention/Expansion Program:

In the past month, SEDCO visited with key leadership from the following Sherman companies:

- Eaton B-Line
- Progress Rail Services

SEDCO sponsored eight Sherman ISD educators for the Business Education for Teachers program, a one week externship providing area teachers hands-on experience at local companies. On June 16th, company representatives met at Workforce Solutions Texoma to discuss their experiences. The following Sherman companies participated in the program:

- CertainTeed
- City of Sherman
- Douglas Distributing
- Eaton B-Line
- Emerson Process Management/Fisher Controls
- Grayson County
- Heritage Park Surgical Hospital
- Presco
- Sunny Delight
- Tyson
- Wilson N. Jones Regional Medical Center
- Washington Iron Works

Incentives & Compliance:

On June 14th, J.P. Hart Lumber and SEDCO signed an Economic Development Performance Agreement that will provide a \$510,000 incentive towards a \$5.5 million capital investment to construct a lumber and building materials distribution center and the staffing of 37 employees.

On June 15th, SEDCO presented the final incentive payment of \$38,750 to Modular Power Solutions after the company met the requirements in the Economic Development Performance Agreement, which included a relocation and staffing of up to 43 full-time jobs.

On June 17th, Commissary Express received a \$31,000 incentive payment towards their relocation and the creation of 10 full-time jobs.

The July 2016 President's Report included a spotlight over Eaton B-Line.

ADJOURNMENT

No other business came before the SEDCO Board. The meeting adjourned at 8:03 A.M.

CERTIFICATION OF CHAIRMAN AND BOARD SECRETARY

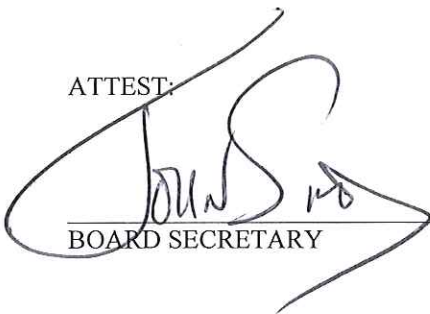
I, Willie Steele, Chairman, and I, John Sild, Board Secretary, do certify that these minutes of the Regular Meeting of the Sherman Economic Development Corporation of the City of Sherman, Texas are a true and correct record of the proceedings with Chapter 551, Govt. Code, V.T.C.S, Open Meetings Law.

ATTEST:



SEDCO CHAIRMAN

ATTEST:



BOARD SECRETARY