SHERMAN ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF THE BOARD OF DIRECTORS
ON AUGUST 19, 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 August 19, 2025, at 11:30 a.m.

MEMBERS PRESENT:	Ms. Gail Utter (Chair), Mr. Scott Bandemir (Vice Chair), Mr. Jason Brumm (Secretary), Mr. Willie Steele, Mr. Rob Wilson
MEMBERS ABSENT:	Dr. Al Hambrick, Mrs. Robin Phillips
EX OFFICIO MEMBERS PRESENT:	Mayor Shawn Teamann, City Manager Dr. Zachary Flores, 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. Michelle Adams, Ms. Camila Bocanegra
STAFF ABSENT:	None
GUESTS PRESENT:	Mr. Jeff Moore, Mr. Michael Hutchins, Mrs. Jana Walker

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.

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. Steele to approve the Regular Scheduled Meeting Minutes of July 8, 2025. Motion was approved unanimously.

Motion was made by Mr. Wilson and seconded by Mr. Brumm to approve the Special Called Meeting Minutes of July 23, 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 June 30, 2025, and reported the following:

- Cash – SEDCO Checking: $5,602,963.08

- Accounts Payable: $43,038.67
- Fund Balance: $27,139,532.19
- Revenues Over/Under Expenses: ($1,456,369.80)
- Total Liabilities, Equity and Current Surplus (Deficit): $25,872,519.91
- Revenue Total (Period Activity): $ 604,490.68
- Expense Total (Period Activity): $ 417,366.91 (56.37% used)

On the Anomalies Report, Overtime was reported at 124.36% due to Ms. Adams' overtime pay at the Industry Appreciation Event, Dues & Licenses was at 183.67% after Ms. Adams' TEDC Annual Membership Renewal, and Land Maintenance was at 95.78% due to the TXU energy payment, WDW Mowing servicing sprinkler system and mowing services, and City of Sherman water.

On the Commitments Report, Mr. Sharp noted the total outstanding incentives for FY 24-25 are $2,328,270. Mr. Sharp reported the total incentives and other commitments, including the infrastructure projects for FY 24-25 are $2,639,355.

Motion was made by Mr. Brumm and seconded by Mr. Bandemir to approve the financial reports for the month ending June 30, 2025. Motion was approved unanimously.

INVESTMENT REPORT FOR QUARTER ENDING June 30, 2025

Mrs. Walker presented the investment report for the quarter ending June 30, 2025, and reported the portfolio book value and market value were approximately $20.2 million. Of this amount, $12.6 million was held in a Local Government Investment Pool (LGIP) and $7.6 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 $1.5 million and purchases of Certificates of Deposits of $1.5 million. The weighted average yield on the portfolio was 4.38%, 3 basis points above the three-month Constant Maturity Treasury Index of 4.41%, and 4 basis points below the previous quarter. The weighted average maturity of the portfolio decreased from 124 days at March 31, 2025, to 117 days at June 30, 2025.

Motion was made by Mr. Wilson and seconded by Mr. Bandemir to approve the investment report for the quarter ending June 30, 2025. 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 was 13.33%. He further explained that YTD was down 3.45%, though the decline was not particularly concerning given that the previous year's figures were unusually high.

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

- New residential permits were up 70% compared to July 2024 and down approx. 3% YTD. Commercial and industrial permits were down about 31% compared to July 2024 and down about 58% YTD. The most notable commercial permits were for a new 7,350 sq. ft. shell space on the southeast corner of Highway 75 and 691 valued at $490,000 and an interior remodel of an existing 1,642 sq. ft. at the northwest corner of W. Travis St. and Crossroads Blvd. valued at $235,000.

- The city is up 539 utility customers compared to YTD 2024 and up 60 customers from last month.
- Sales tax dropped roughly 15% compared to July 2024 and 3.78% YTD.
- Grayson County's months supply of housing inventory as of June was 8 months, up from 7.7 months in May.
- Sherman's unemployment remained steady at 3.6% in June, same as in May.

DISCUSS AND CONSIDER APPROVAL OF RESOLUTION No. SEDCO-2025.16 (Sherman High School EET & Robotics Program Grant)

Mr. Sharp presented Resolution No. SEDCO-2025.16 authorizing SEDCO to grant $54,193.06 dollars for new equipment to be used by the Career and Technical Education (CTE) Program at Sherman High School for Electronic Engineering Technology (EET) and Robotics training.

Motion was made by Mr. Wilson and seconded by Mr. Brumm to approve Resolution No. SEDCO-2025.16. Motion was approved unanimously.

Ms. Utter asked how many jobs we're up to at Texas Instruments (TI). Mayor Teamann said they'd told him a few hundred, but that it was difficult getting hard numbers on the matter from personnel. Dr. Flores added that our local fabs seem to be becoming more heavy on having workers who maintain the robots that work the fab equipment, rather than workers working the lines themselves, possibly reducing numbers. He also noted that TI is saying the Sherman location will be used for Research & Development. Mr. Moore guided the dialogue back onto agenda items.

DISCUSS AND CONSIDER APPROVAL OF RESOLUTION No. SEDCO-2025.17 (Project Zion 2.0)

Mr. Sharp presented Resolution No. SEDCO-2025.17 authorizing assistance for Persys Engineering, Inc., providing for an expiration date, and authorizing the president to negotiate and execute a final contract and all other related documents.

Motion was made by Mr. Bandemir and seconded by Mr. Steele to approve Resolution No. SEDCO-2025.17. Motion was approved unanimously.

DISCUSS AND CONSIDER APPROVAL OF PROPOSED FY 25-26 SEDCO PROGRAM OF WORK

Mr. Sharp presented the proposed FY 25-26 SEDCO Program of Work.

Motion was made by Mr. Bandemir and seconded by Mr. Brumm to approve Proposed FY 25-26 SEDCO Program of Work. Motion was approved unanimously

DISCUSS AND CONSIDER APPROVAL OF PROPOSED FY 25-26 SEDCO BUDGET

Mr. Sharp presented the proposed FY 25-26 SEDCO Budget.

Motion was made by Mr. Steele and seconded by Mr. Wilson to approve Proposed FY 25-26 SEDCO Budget. Motion was approved unanimously.

FUTURE BOARD MEETING DATES – FOURTH TUESDAY MEETING, BEGINNING

JANUARY 2026

Ms. Utter announced that future board meetings will be held on the fourth Tuesday of the month, effective January 2026. This is due to the change in Texas state law regarding earlier agenda posting requirements.

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. Sewer Line Relocation in Park VI
   iii. Tortilla Way Extension & Water Line
   iv. Infrastructure in Progress Parks
b. 551.074 (Personnel Matters)
c. 551.087 (Business Prospect/Economic Development)
   i. Wrap, EZ, Zion, Chocolate Cake, Lucky Prime, American Flag, Zion 2.0, Turtle, Cherry Blossom, Cape Cod

The open meeting recessed in executive session at 12:00 a.m.

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

Ms. Utter reconvened the open meeting at 12:11 p.m.

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 12:11 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 D. Utter

PRESIDING OFFICER