









#### **BOARD OF DIRECTORS**

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Ashton Bellows, Chief Financial Officer

Shannon Blake, Vice President of
Business Development

Michelle Adams, Executive Assistant

Camila Bocanegra, Intern

# PROGRAMOF WAS ARRESTED OF WORK RESULTS

2024/2025





Retain & Expand Existing Primary Employers

Recruit Targeted Primary Employers & Allies





Support Workforce Development & Employment Programs

Manage & Market SEDCO Real Estate to Attract Industrial Real Estate Investments





Transition the Entrepreneurial Program into an on Demand and Focused Effort

Educate & Promote Sherman Women-Owned and/or Minority-Owned (WOMO) Businesses



#### TARGET INDUSTRIES



Research & Development

**Corporate Headquarters** 

MISSION

Grow and diversify the economy of Sherman and the surrounding area through the addition of new jobs and investment of primary employers

## GOAL A RESULTS

Continue supporting our existing primary employers for continued growth of new jobs and investments through our Business Retention & Expansion Program.



## RETAIN & EXPAND EXISTING PRIMARY EMPLOYERS

- SEDCO staff attended the GlobalWafers Ribbon Cutting where Doris Hsu, Chairwoman and CEO, announced an additional \$4B investment at the Sherman facility.
- SEDCO Board Approved the following resolutions for the existing industries:
  - Res. No. SEDCO-2025.02: Authorizing a \$50,000 Small Business Development Grant for Dhruvus, LLC towards a 10,000 sq. ft. building expansion.
  - Res. No. SEDCO-2025.03: Extension of Agreement for Financial Assistance with Tyson Fresh Meats, LLC through December 31, 2026.
  - Res. No. SEDCO-2025.11: Authorizing up to \$650,000 for Tyson Fresh Meats, Inc. to install new equipment, estimated at \$20M CAPEX, and create 120 new jobs.
  - Res. No. SEDCO-2025.17: Authorizing assistance to Persys Engineering, Inc of up to \$140,000 for the proposed \$7M in capital expenditures.
- Check Presentations:
  - GlobalWafers: \$5.5M cash grant; \$2.54B investment; 190 new jobs
  - Eaton B-Line: \$60,109 cash grant; \$2M investment; 314 retained jobs
  - GlobiTech: \$364,500 cash grant; \$40.6M investment; 200 retained jobs
  - P.Q.D. International: \$50,000 Small Business Development Grant; \$641K investment; 16 retained jobs;
     \$500 Meals on Wheels donation
  - Harvest Hill/Sunny Delight: \$317,267 cash grant towards the \$30M investment; \$145,000 cash grant towards the additional \$8M investment; 180 retained jobs; \$2,900 donated to MasterKey Ministries.
- Conducted seven Business Retention and Expansion (BRE) Visits.
- Sponsored 1 HR Meeting, 2 Plant Manager and Safety Leader Forums and 2 Leaderships Lunches.
- Hosted the Sherman Industry Appreciation Event at the Sherman Shadowcats game for several
  hundred Sherman employees and their families, featuring an Industry Kickball Showdown between
  Harvest Hill and Emerson for the pregame show. Tyson generously donated and grilled hamburgers,
  with SEDCO Board Member Willie Steele lending at hand at the grill, while hotdogs provided by SEDCO
  were cooked on-site. Sherman Parks and Recreation provided and supervised the yard games, creating
  a fun and engaging experience for everyone.
- Attended and presented at numerous events, meetings, trainings, webinars, and conferences and served on local, regional, and state committees and boards.
- Provided sponsorships to the local, regional, and state organizations.

#### GOAL B RESULTS

Market Sherman's attributes to attract primary employers – companies with statewide, national and global markets. Continue to build relationships with key partners including site selectors, real estate professionals, other economic development agencies, and local leadership.



## RECRUIT TARGETED PRIMARY EMPLOYERS & ALLIES

- Recruited Sherman's first semiconductor supplier, Persys Engineering, LLC. Persys purchased 5.08 acres in Progress Park for a new parts cleaning and decontamination services facility, and the company plans to create 38 jobs (Res. No. SEDCO-2024.16).
- Hosted 17 site visits and prospect meetings.
- Met with site selectors and other allies to discuss Sherman's programs and assets.
- Marketed Sherman at FABTECH in Orlando, FL and Chicago, IL with Team Texas and Oncor, the International Asset Management Council (IAMC) Spring Forum in Sacramento, CA and IAMC Local in Fort Worth, Select USA in Washington, D.C., Team Texas' Consultant Summit in Waco, and the Taiwan EXPO USA in Dallas.
- SEDCO joined as a member of the Texas Economic Development Corporation
  (TxEDC) and the Southern Economic Development Council (SEDC). These
  memberships provide Sherman with enhanced visibility, expanded networks, and
  access to critical market intelligence. These affiliations align Sherman with the Texas'
  global marketing initiatives while also connecting SEDCO to a broader regional
  network of economic development professionals and corporate allies. Since joining,
  SEDCO has attended the TxEDC Investor Summit in Southlake, SEDC's Site Selection
  Summit in Atlanta, GA and the SEDC Annual Conference in Oklahoma City, OK.
- Worked with 2x2 Media on videos highlighting Sherman to recruit jobseekers and new companies.
- Distributed the quarterly reports to over 1,500 newsletter contacts.



#### GOAL C RESULTS

Continue to actively support the regional educational institutions, economic development organizations, workforce agencies, and industries on workforce development and training opportunities.



# SUPPORT WORKFORCE DEVELOPMENT & EMPLOYMENT PROGRAMS

- Matched grant dollars with Workforce Solutions Texoma and the Denison Development Alliance for the Career and Education Outreach Specialists positions to assist with the recruitment and retention of students for in-demand occupation training programs while educating the students, teachers, and counselors on targeted jobs in the region (Res. No. SEDCO-2025.14).
- Hosted the inaugural Women in STEM Networking Event with 40 participants, followed by the first on-site gathering at Emerson with 34 attendees, and later convened a Women in STEM Committee Meeting to recap the events and plan next steps for supporting women in local industries.
- Presented a \$54,193.06 check to Sherman High School's Career and Technology Education (CTE)
   Program to fund new equipment to train students for the Electrical Engineering Technology (EET) Program and Robotics (Res. No. SEDCO-2025.16).
- Partnered with the Advanced Manufacturing Consortium a regional effort to offer career pathways to area middle and high school students to develop a talent pipeline of upper skilled workers for advanced manufacturing that fit the needs of regional companies.
- Co-sponsored events for teachers, parents, counselors, mentors, industry representatives, and students that educated attendees on the student workforce programs or celebrated program milestones.
- Kent spoke at the press conference announcing the new Bachelor of Science in Engineering program at Austin College.
- Industry leaders, area economic developers, childcare providers, and workforce representatives
  held a childcare focus meeting to discuss the possibility of childcare providers offering extended
  hours to help support shift workers.
- Co-sponsored the Red, White, and You, the Career Connection, and the Re-employment Job Fairs.
- Promoted the Grayson College Job Fair and Austin College Fall Employer Recruitment Day to Sherman industries and job seekers.
- Continued to partner with the Center for Workplace Learning to assist with funding for training full-time employees of Sherman-based, Type A businesses.
- SEDCO joined the Texas Regional Pathways Network with local education and workforce partners.
- Maintained job listings on ShermanTXJobs.com and promoted the listings through social media ads.

#### GOAL D RESULTS

Maintain and market industrial land, as well as industrial buildings, to attract primary employers that result in the development of property.



## MANAGE & MARKET SEDCO REAL ESTATE TO ATTRACT INDUSTRIAL REAL ESTATE INVESTMENTS

- Sold 5.08 acres at the corner of Howe Drive and Dorsett Drive to Persys Engineering, Inc.
- Sold 22.399 acres in Park VI to DJL Properties (Molinos USA/Lawrence Equipment).
- Completed the construction of the Howe Drive aprons in Progress Park.
- The SEDCO Board approved:
  - Res. No. SEDCO-2025.01 and 2025.10: Extensions to the License Agreement with Garney Companies for .3443-Acre Temporary Laydown Yard in Progress Park II.
  - Res. No. SEDCO-2025.05: Authorizing three 45" wide wastewater easements being 3.2735 acres, 1.3124 acres, and 3.0153 acres.
  - Res. No. SEDCO-2025.06: Authorizing a right-of-way warranty deed and drainage easement to the City of Sherman for the Progress Drive extension.
  - Res. No. SEDCO-2025.07: Authorizing a performance agreement with the City of Sherman for the Progress Drive extension, Interurban Parkway extension (Flanary Road), and the northsouth road construction in Progress Park VI.
  - Res. No. SEDCO-2025.08 authorizing financial assistance to the City of Sherman through
    fiscal year 2029–2030 for key industrial infrastructure projects supporting multiple Progress
    Parks. The resolution includes funding for an 84-inch water line from Lake Texoma to the
    Sherman Water Treatment Plant, a 36-inch water line from the treatment plant to Shepherd
    Drive near the new Texas Instruments facility, and a 24- to 36-inch wastewater line extending
    south from FM 1417 to the existing line along Howe Drive.
  - Res. No. SEDCO-2025.09: Authorizing SEDCO to enter into a Subordination Agreement to the Lender for Persys Engineering, Inc.
  - Res. No. SEDCO-2025.12: Authorizing right-of-way warranty deed with the City of Sherman for Tortilla Way.
  - Res. No. SEDCO-2025.15: Authorizing a second amendment to the real estate sales contract of approx. 25.886 acres in Progress Park VI to Easy Foods, Inc.
- Worked with BNSF and Via Rail on rail served projects in Progress Park by hosting meetings with Sherman industries, both existing and new, to discuss rail progress and action items and continuing weekly meetings to advance these projects.
- Worked with service providers to prepare for infrastructure and utility needs in Progress Park.

#### GOAL E RESULTS

Incentivize young, Type A eligible, entrepreneurial companies that will be based in Sherman and have the potential to positively impact the local economy.



# TRANSITION THE ENTREPRENEURIAL PROGRAM INTO AN ON DEMAND AND FOCUSED EFFORT

- Transitioned those companies that would have qualified under the Raising Innovative Sherman Entrepreneurs (RISE) program to the SEDCO Small Business Development Grant Program.
- Continued to monitor the progress of past RISE winners.



#### GOAL F RESULTS

Create an environment of education and support to increase the number and size of Sherman womenowned and/or minority-owned businesses.



# EDUCATE & PROMOTE SHERMAN WOMEN-OWNED AND/OR MINORITY-OWNED (WOMO) BUSINESSES

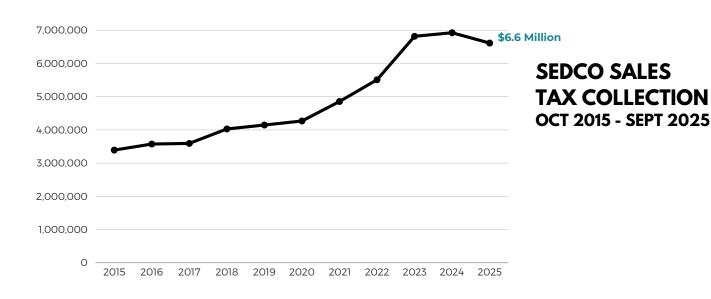
- Market the WOMO directory on social media and sedco.org.
- Educate WOMO business owners on resources available to grow and expand their operations.
- Encourage participation of WOMO business owners in events and other networking opportunities within the City of Sherman to market their businesses.
- Hosted a WOMO Committee Meeting to discuss the WOMO Expo and the future of the WOMO initiative.
- Held the 2025 Sherman WOMO Connect & Shop Expo which included 30+ Sherman-based WOMO businesses showcasing their products and services.



#### **SEDCO ACTIVITIES**

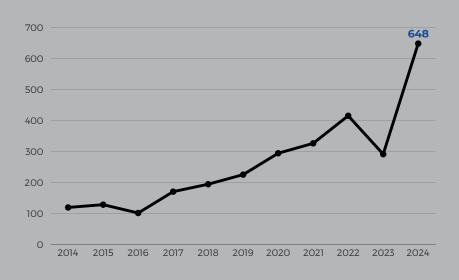


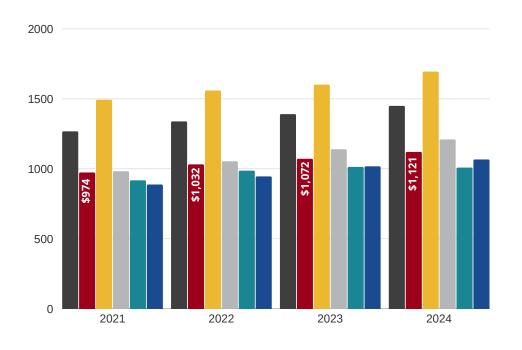
- SEDCO received the Texas Economic Development Council's (TEDC) 2024 Economic Excellence Recognition Award, for the sixth year in a row.
- The SEDCO Board approved the following resolutions and corporate policies:
  - SEDCO Investment Policy
  - Election of Officers for Fiscal Year 2024 2025: Gail Utter (Chair), Scott Bandemir (Vice-Chair), Jason Brumm (Secretary)
  - Resolution No. SEDCO-2025.13: Renewal of the existing Office Lease agreement between SEDCO and BOK Financial Corporation (BOKF).
- Welcomed Michelle Adams, Executive Assistant, and Camila Bocanegra, Austin College Intern.
- Kent participated as a panelist along with Tony Kaai, Denison Development Alliance, and Joey Grisham, Bonham Economic Development Corporation, at the Texoma Human Resource Management Association (THRMA) State of the Community Forum.
- Kent participated in the TxDOT Transportation & Local Economy Forum panel, "The Role of Transportation in the Future of Sherman".
- Kent participated in the panel session featuring government entities at the Austin College Public Administration Symposium: Higher Education, Industry, and Government in Cooperative Partnership: The Texoma Tech Hub.
- Hosted a Community Cares Fund Convening roundtable to discuss non-profit partners input and potential viable funding streams to assist those in need in the Texoma area.
- Michelle, Shannon, Ashton, and Camila attended the Women in Economic Development DFW Meet-up in Arlington, where Camila participated in a pop-up intern panel.
- Shannon led a Canva Workshop for the City of Sherman employees.
- Shannon presented in the panel discussion, "How to make a difference as a board member," for the Sherman and Denison Chamber Leadership Classes.
- Ashton participated in a panel for the North Texas Chapter of the Certified Commercial Investment Member (CCIM) luncheon with representatives from Allen, McKinney, Plano, Frisco, and Celina.
- Ashton graduated from the Future Leaders Training (FLT) program, completed two courses of the Certified Texas Economic Developer (CTED) Program and one course for the Economic Development Finance Professional (EDFP) Program.



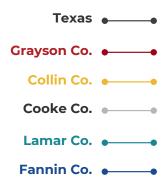
## SINGLE FAMILY PERMITS THROUGH YEAR END 2024

Represents the number of actual lots for which a construction permit has been pulled by the homebuilder.

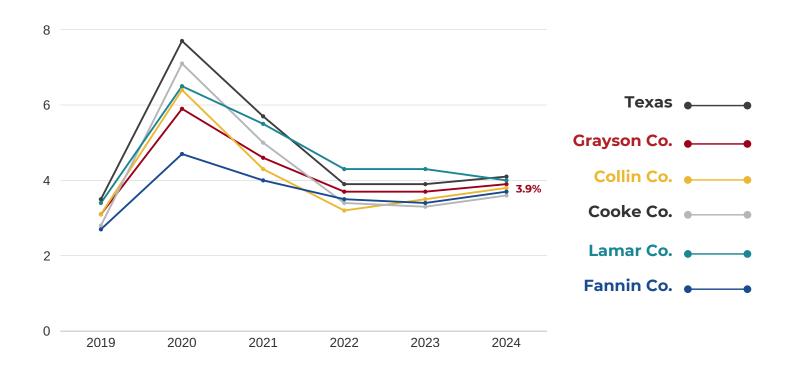




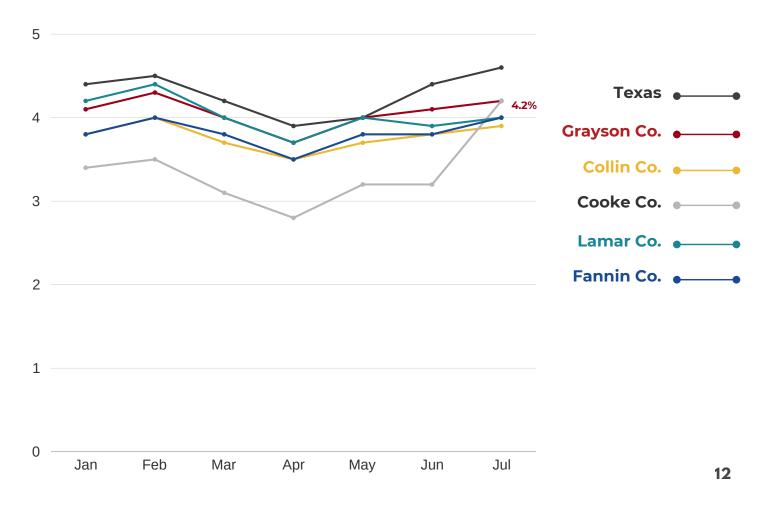
#### AVERAGE WEEKLY WAGE 2021 - 2024



#### **AVERAGE UNEMPLOYMENT RATE** 2019-2024

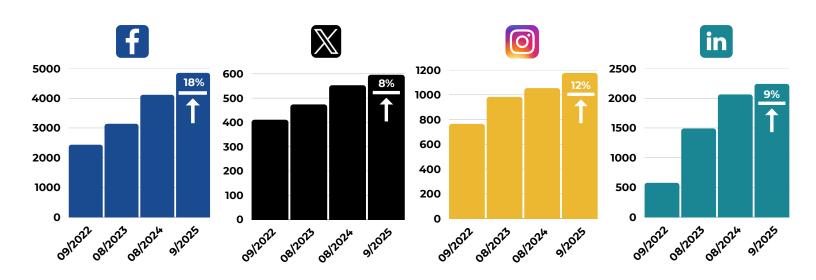


#### **UNEMPLOYMENT RATE** Jan-Jul 2025



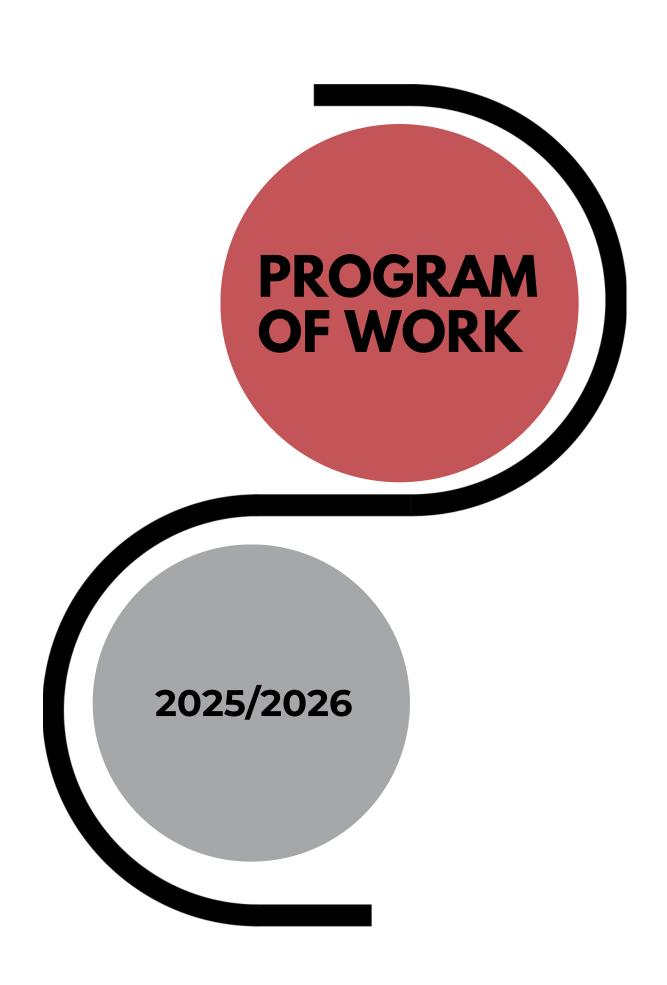
#### **SOCIAL MEDIA ANALYTICS**

#### **Follower Growth Rate**



#### **Ad Campaign Results**

Metric	<b>f</b> & <b>©</b>	in
# of Campaigns	<b>26</b> Oct 2024 - Sept 2025	<b>13</b> Oct 2024 - Sept 2025
Views	523,431	217,725
Engagement	67,542	8,359
Video Plays	58,304	32,299
Clicks	7,880	6,512



### **FY 25-26 GOALS**

Retain & Expand Existing
Primary Employers



Recruit Targeted Primary
Employers & Allies

Support Workforce Development & Employment Programs



Manage & Market SEDCO Real Estate to Attract Industrial Investments

Educate & Promote Sherman Minority-Owned and/or Women-Owned Businesses



#### TARGET INDUSTRIES



Advanced Manufacturing



Industrial Research & Development



Corporate Headquarters

MISSION

Grow and diversify the economy of Sherman and the surrounding area through the addition of new jobs and investment of primary employers.



Continue supporting our existing primary employers for continued growth of new jobs and investments through our Business Retention & Expansion Program.

- As related to the rapidly changing advanced manufacturing industry, both globally and domestically, SEDCO will position Sherman as a focal point for retaining large- and small-scale capital investment projects.
- Visit existing industries to learn about new updates and current needs and seek ways to help them strengthen their Sherman operations.
- Visit headquarters of local companies when feasible (elevated priority).
- Support existing industries with tailored incentive agreements to attract new investments and jobs and assist local companies to compete for corporate expansions.
- Sponsor Plant Manager and Safety Leader Forums which provide information, encourage dialogue among local industry, and discuss issues that affect the local business environment.
- Host Leadership Lunches with industry representatives and community leaders to discuss the local business environment.
- Work with the Sherman industries, the City of Sherman, and Grayson County to develop strategies to better prepare for disaster-related events.



Market Sherman's attributes to attract primary employers – companies with statewide, national and global markets. Continue to build relationships with key partners including site selectors, real estate professionals, other economic development agencies, and local leadership.

- As related to the rapidly changing advanced manufacturing industry, both globally and domestically, SEDCO will position Sherman as a focal point for attracting large- and small-scale capital investment projects.
- Attract primary employers with tailored incentive agreements for new investments and jobs.
- Showcase the availability of sites and existing buildings (when available), incentives, and city amenities and highlight Sherman's economic development successes.
- Distribute marketing materials and promotional items to site selectors, real estate professionals, and company administrators representing our target industries.
- Initiate prospecting trips with allies to target industries (i.e., SEMICON, Select USA, Oncor, Team Texas, IAMC, SEDC).
- Host real estate professionals in Sherman to promote Progress
   Park and other local resources and networking events for allies, site
   selectors, and industrial brokers.
- Actively participate with economic development allies to narrow the scope of our recruitment campaigns to attract primary employer investments and jobs.
- Support the marketing efforts of the North Texas Regional Airport.



Continue to actively support the regional educational institutions, economic development organizations, workforce agencies, and industries on workforce development and training opportunities.

- Partner with the Advanced Manufacturing Consortium a regional effort to offer career pathways to area middle and high school students to develop a talent pipeline of upper skilled workers for advanced manufacturing that fit the needs of regional companies. These efforts include:
  - Advanced Manufacturing Program (AMP), Industrial Maintenance Technician (IMT) Program, Programmable Logic Controllers (PLC), Business Education for Teachers & Counselors, Manufacturing Day, Electrical Engineering Technology (EET) Program
- In partnership with Workforce Solutions Texoma and the Denison
   Development Alliance, continue to support two Career and Education
   Outreach Specialists positions to assist with the recruitment and retention of
   students for AMP, IMT, EET, and other demand occupation training
   programs while educating the students, teachers, and counselors on
   targeted jobs in the region.
- Expand the Women in STEM initiative with industrial, workforce, and education partners.
- Work with Workforce Solutions Texoma and the Center for Workplace Learning to promote skills development training grants for new and existing industries.
- Continue to partner with the Center for Workplace Learning to assist with funding for training full-time employees of Sherman-based, Type A businesses.
- In response to industries' need for employees, continue to co-sponsor career fairs and update and promote ShermanTXJobs.com.

  2025-2026 POW L18



Maintain and market industrial land, as well as industrial buildings, to attract primary employers that result in the development of property.

- Work with allies to market SEDCO and privately-owned properties to target industries.
- Continue strategic investments in capital improvements and expansion for Progress Park.
- Partner with the City of Sherman on strategic infrastructure development to enhance usability.
- Complete a comprehensive engineering review on Progress Park.
- Maintain listings for SEDCO-owned properties on sedco.org.



Create an environment of education and support to increase the number and size of Sherman minority-owned and/or women-owned businesses.

- Work with the WOMO committee to continue a program that will educate and provide support to new and existing women-owned and/or minority-owned business owners.
- Continue the WOMO Expo featuring Sherman WOMO businesses.
- Market the WOMO directory on social media and sedco.org.
- Educate WOMO business owners on resources available to grow and expand their operations.
- Encourage participation of WOMO business owners in events and other networking opportunities within the City of Sherman to market their businesses.

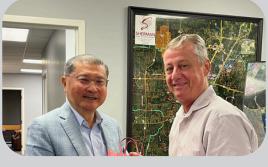














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