



## DESOTO ECONOMIC DEVELOPMENT CORPORATION

### BOARD MEETING MINUTES

January 30, 2017

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, January 30, 2017** in the Council Conference Room located in City Hall at the DeSoto Town Center, 211 East Pleasant Run Road, DeSoto Texas 75115.

**Present:** Lucious Williams, Board President  
Belinda May, Board Vice-President  
Stephanie Bowers, Board Treasurer  
Curt Krohn, Board Secretary  
Bobby Waddle, Board Director

**Staff Present:** Murphy Cheatham, Chief Executive Officer  
Steven Drake, Economic Development Specialist  
Alicia Villanueva, Administrative Assistant

**Also Present:** Kevin Laughlin – Attorney, Nichols, Jackson, Dillard Hager & Smith, LLP  
Laura Terhune – President, DeSoto Chamber of Commerce  
Perry Holloway – Personnel Committee  
Mayor Curtistene McCowan  
Mr. Glenn Fox, CPA

At 9:00 a.m. Board President Williams called the meeting to order and acknowledged the presence of a quorum.

#### **A. REGULAR SESSION – CALL TO ORDER**

1. Invocation was given by Bobby Waddle

**B. CONSENT AGENDA**

- a. Consider approval of the October 31, 2016 Board Meeting Minutes
- b. Consider approval of the November 15, 2016 Board Meeting Minutes
- c. Consider approval of the November 21, 2016 Board Meeting Minutes
- d. Consider approval of the DEDC Financials for December 31, 2016

**Motion by Board member B. May. Second by Board member B. Waddle. To approve Consent Agenda. Motion approved by Board members B. May, B. Waddle, S. Bowers, C. Krohn, L. Williams (Motion approved 5-0)**

**C. REGULAR AGENDA – NEW BUSINESS**

1. Discussion and action to elect 2017 Board Officers for DeSoto Economic Development Corporation

**Motion by Board member B. May. Second by Board member S. Bowers. To recommend that Board Director positions remain the same. Motion approved by Board members B. May, S. Bowers, B. Waddle, C. Krohn, L. Williams (Motion approved 5-0)**

2. City Council Liaison update regarding City events, meetings, etc. – D. Lockhart Jones (Council Lockhart Jones not present)

Mayor McCowan spoke on her behalf. Ms. McCowan mentioned the upcoming City Retreat on February 17<sup>th</sup> & 18<sup>th</sup> and that the PowerPoint for State of City will be placed on the website. She commended the EDC Board, Staff and Chamber on the work done by everyone for the citizens and to continue each other informed, since there is a lot of growth happening in the City.

3. DeSoto Chamber of Commerce Update - Laura Terhune, President

- a) "State of the City" Luncheon was well attended, with tremendous community and county support.
- b) The DeSoto Living Festival scheduled for Saturday, April 1<sup>st</sup> at DeSoto East Middle School looks very promising and they have sold 50 vendor spaces.
- c) TravelHost Magazine, the quarterly publication was distributed to hotels and CVB's.

- d) Two Revolving Loans were funded by EDC to new DeSoto businesses, Horcacas Tamale & Tortilla Factory and CTC Chiropractic.
  - e) The joint Job Fair is scheduled for April 19<sup>th</sup> from 10:00 am to 2:00 pm at DC3.
  - f) The Chamber is hosting the Small Business Workshop “Active Shooter” by DeSoto Police Department on February 21<sup>st</sup> at 11:30 a.m. to 1:00 p.m. at the Holiday Inn Express.
- 4. Mr. Cheatham and Ms. May updated Board on status for Global Prime and Brookhollow Shopping Center. They discussed on how the different departments (City Council, EDC and Planning and Zoning Commission) will be working together and move forward with future projects. The Brookhollow Shopping Center - DeSoto Business Incubator will lease to small businesses, and Options Realty will manage the property.
  - 5. Approval of Second Amended and Restated Economic Development Agreement between the DeSoto Economic Development Corporation and Global Prime Health, LLC, a Texas limited liability company

**Motion by Board member B. May. Second by Board member C.Krohn. To approve the Second Amendment Agreement. Motion approved by Board members B. May, C. Krohn, S. Bowers, B. Waddle, L. Williams (Motion approved 5-0)**

**D. OTHER BUSINESS**

Executive session was not conducted

**E. TAKE APPROPRIATE ACTION AS RESULT OF EXECUTIVE SESSION**

No action taken

**Reconvened into open session**

**F. BRIEFING – DEDC CEO**

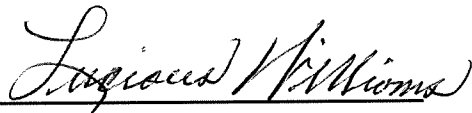
- 1. Update on local site visits and retention efforts – Steven Drake, Economic Development Specialist
  - a) Met with Mr. Gore from Small Business Administration regarding loan programs to help small businesses grow and prosper.

- b) Attended DRC Meeting and spoke to representative from Prologis regarding incentive application process for a potential project.
- c) Met with Labor Market Intelligence Director of the DCCCD to help build a better marketing strategy to attract new business and commercial investment to DeSoto.
- d) Completed the I-35 retail corridor analysis that will help EDC build a more consistent retail and shopping identity in an effort to attract retail investment along the interstate.

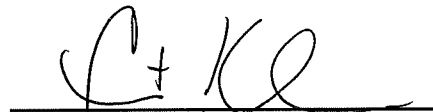
2. Mr. Cheatham added that there is great opportunity to be a gateway between Dallas Ft. Worth to the City on I-35 from different locations. In regards to developing the Corporation and personnel, he plans on adding two additional positions to staff, which includes a Market/Public Relations and Business Development positions, and has added a Real Estate Consultant as well. He is working on a strategy to market to site selector community and Real Estate leaders. CEO also mentioned he is the process of reviewing the Budget with CPA, to have a better understanding of how DEDC funds and expenses are used and allocated.

**G. ADJOURNMENT**

With no further business to discuss President Williams adjourned the meeting at 10:50 a.m.



**Lucious Williams, Board President**



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**Curt Krohn, Secretary**