



## **DESOTO ECONOMIC DEVELOPMENT CORPORATION**

### **BOARD MEETING MINUTES**

**December 15, 2014**

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, December 15, 2014**, 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, DEDC Board President  
Michael Hurtt, DEDC Board Vice-President  
Perry Holloway, DEDC Secretary/Treasurer  
Belinda May, DEDC Board Director  
Bill Dendy, DEDC Board Director  
Curtistene McCowan, DeSoto City Council Liaison

**Staff Present:** Jeremiah Quarles, CEO  
Alicia Villanueva, Administrative Assistant  
Antoine Long, DEDC Economic Development Specialist

**Also Present:** Joe Gorfida, City Attorney  
Laura Terhune, DeSoto Chamber of Commerce President

At 9:05 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 Michael Hurtt.

#### **B. CONSENT AGENDA**

1. Approval of the November 17, 2014 DEDC Board Meeting Minutes.  
**Motion by B. Dendy to approve DEDC Board Meeting Minutes. Second by P. Holloway. Motion approved 5-0.**
2. Approval of the DEDC Financials through October 31, 2014.

**Motion by B. May to approve DEDC Financials. Second by B. Dendy. Motion approved 5-0.**

<b>C. REGULAR AGENDA – NEW BUSINESS</b>
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1. City Liaison Update – Council member C. McCowan’s update on City Council events, meetings, etc.

a. Council approved an ordinance designating a tax abatement reinvestment zone No. 7 for the property bound by the south side of Centre Park Blvd, the west side of Kestrel Ave. and the north side of Peregrine Way, located at 215 E. Centre Park, DeSoto

b. At the request of the DEDC CEO, City Council pulled the agenda item to consider a Tax Abatement Agreement on Business Personal Property (BPP) for up to Ten (10) years with Solar Turbines Inc. on Machinery and Equipment for the Solar Turbines Product Expansion Project

c. Both DeSoto and Dallas City Councils have adopted an Ordinance approving the Boundary Adjustment Agreement on the Northwest corner of Old Hickory Trail & Daniieldale Road and the Southeast corner of Polk Street & Daniieldale Road

2. Discussion regarding loan process of the DEDC Revolving Loan Fund Program

a. B. May noted on the current procedure of reviewing applicants in a short time frame. P. Holloway and B. Dendy noted the rigorous vetting process that takes place prior to an applicant being brought to the board. The board concluded that Special Meetings may take place in order to expedite the loan review process, regardless of the loan amount.

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

a. New Marketing Initiatives to include: Creation of Small Business Guide, New Member/Recruitment Collateral, Shop Local/DeSoto Campaign, Texas Highways Partnership Advertisement, Visit DeSoto Campaign highlighting the BMX Park and other attractions.

b. New Communication Initiatives include: Tour Texas Leads, Social Media Marketing on Facebook

4. Election of DEDC officers to serve for the calendar year 2015

a. **President Williams motioned to recommend the following officers;**

**L. Williams – DEDC President**

**B. May – DEDC Vice President**

**P. Holloway – Treasurer/Secretary**

**Second by B. May. Motion passed 3-2.**

(Yay – L. Williams, B. May and P. Holloway. Nay – M. Hurtt and B. Dendy)

5. Update on Southwest Fun Center and Solar Turbines Inc.

a. Negotiations with applicant Valerie Banks with Southwest Fun Center fell through due to lack of capital for the project; developer is still actively shopping around that parcel of land at the NW corner of Polk Street & Wintergreen Road

b. City Attorney is still working through the legal process with Solar Turbines, Inc. to complete a contract that contains the correct language.

<b>D. EXECUTIVE SESSION</b>
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Board President Williams announced at **10:19 a.m.** that:

1. As authorized by Section 551.074 – Personnel - Discussion of evaluation process for DEDC Chief Executive Officer

<b>E. ACTION RESULTING FROM EXECUTIVE SESSION</b>
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Board President Williams adjourned the Executive Session at **12:17 p.m.** and re-convened the meeting in Open Session. Following the executive session the following motion was made and approved:

M. Hurtt motioned to award CEO Quarles a \$6,000 one time performance pay merit check. Second by B. May. Motion approved 5-0.

**F. BRIEFING BY JEREMIAH QUARLES, DEDC CHIEF EXECUTIVE OFFICER**

a. Scorecard update on current DEDC activities

- i) CEO noted slow RFI leads during the holiday season, DEDC has written 4 proposals YTD; Project Ice (seafood distribution center) chose another city for the project; USAA is interested in buying a 30 acre parcel of land at the SE corner of Daniieldale Road & Jo Drive; \$20,000,000 in capital investment YTD from Solar Turbines' expansion

b. Update on retention and expansion efforts – Antoine Long, Economic Development Specialist

- i) Meeting with Corinth Properties to further discuss former daycare center at SW corner of Hampton & Pleasant Run; Meeting with representatives with Addison Treehouse to discuss small business/incubator development strategies; Dallas Regional Chamber Marketing Trip to southern California; RFI titled "Project Aussie" from Dallas Regional Chamber, Australian healthcare company interested in relocating their complete operation to the DFW 50-70 jobs, \$5-7mil capital investment, 10,000 SF existing building; RFI titled "Project Rad" from Dallas Regional Chamber, New Jersey electronics repair company, 500-750 jobs, \$25mil capital investment, 300,000 SF existing building; viable QSRs contacted: Cowboy Chicken, Dunkin Donuts, Chipotle, Jimmy Johns, Souper Salad

c. Additional Announcements

- i) Pre-Grand Opening for Neighborhood Walmart at 108 W. Parkerville Road (January 17, 2015)

**G. ADJOURNMENT**

With no further business to discuss President Williams adjourned the meeting at 12:20 p.m.



**Lucious Williams, Board President**



**Perry Holloway, Secretary/Treasurer**