



## **DESOTO ECONOMIC DEVELOPMENT CORPORATION**

### **BOARD MEETING MINUTES**

**February 22, 2016**

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, February 22, 2016** 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  
Bobby Waddle, Board Director  
Curt Krohn, Board Director  
Stephanie Bowers, Board Director

**Staff Present:** Jeremiah Quarles, Chief Executive Officer  
Alicia Villanueva, Administrative Assistant

**Also Present:** Curtistene McCowan, DeSoto City Council Liaison  
Pete Smith, Attorney - Nichols Jackson, Dillard, Hager & Smith  
Dr. Tarron Richardson - City Manager  
Laura Terhune – DeSoto Chamber of Commerce  
Patricia Coleman – Bank of DeSoto  
Jerry Frazier, CPA

At 9:02 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**

1. Approval of the January 25, 2016 Board Meeting Minutes
2. Approval of the DEDC Financials through January 31, 2016

**Motion by Belinda May to approve Consent Agenda. Second by Curt Krohn  
Motion approved by L. Williams, B. Waddle and Stephanie Bowers (motion  
approved 5-0)**

**C. REGULAR AGENDA – NEW BUSINESS**

1. City Liaison Update – Councilmember C. McCowan’s update on City Council events, meetings, etc.
  - a. City Council held winter retreat on February 5th and 6th at The Courtyard by Marriott in Midlothian, TX. City staff and school board officials have been in talks regarding an Aquatic Center complex. This topic is also outlined in the City’s Work Plan. Staff continues to do their due diligence into finding best practices from other cities that have natatoriums. Tentatively, this is a proposed project planned for the near future and will require funding from both the City and the school board. Plans are under way to schedule a joint meeting with Board of Trustees and City Council to discuss.
  - b. Council approved a resolution authorizing Dallas County to re-sell foreclosure properties at 30 Cedar Rapids, 1621 Corporate Drive, 1631 Corporate Drive in DeSoto.
  - c. Council approved the Election Day schedule set for May 7, 2016. Up for election are Places 1, 3, and 5 and a special election for Place 6. Early voting period is April 25 to May 3 at Disciple Central Community Church. The general and special election will be held at the Town Center.

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

Chamber President thanked everyone for participating in the Mayor’s luncheon on January 28. They had 131 people registered and served. And also thanked Jeremiah for attending the Best Southwest Insider on February 4<sup>th</sup> at Hampton Inn, 81 businesses were registered and 10 local governments represented.

DeSoto Living is scheduled for March 3, 2016 in Blue Bonnet Room with 31 members signed up and The Reader's Choice Awards Banquet scheduled for Thursday, April 14, 2016 at the Clarion.

The chamber is working on an official DeSoto Visitor's Guide for anyone planning on visiting or relocating here. It will include an overview of the community.

Terhune mentioned that the Chamber had \$10,000.00 in unspent funds in their budget for Tourism, and decided to reallocate funds to their operations line item in order to hire Brittany Washington to help out on Visitor's Guide.

Office lease with Plains Capital Bank has expired and the bank has opted not to renew based on the sweetheart deal of the original terms. The chamber currently pays well below Fair Market Value. Thus, the chamber is looking at other location options.

3. Discussion of providing funding to the DeSoto Chamber of Commerce for office lease space; and take appropriate action.

Boardmember May spoke on behalf of the Chamber and mentioned that she and Laura met to discuss the chamber's financial situation. May also made phone calls to DEDC Attorney Pete Smith and to City Manager, Dr. Richardson to speak to the Vice President of the Bank regarding the lease options. Ms. May proposed a financial assistance option for the Chamber, and believes that the office at its current location is what is best for the city. Several options were considered and the Board arrived at the conclusion below.

**Motion by B. May. Second by C. Krohn: For DEDC CEO to negotiate and execute an agreement on behalf of the DEDC with DeSoto Chamber of Commerce to provide funding in the amount of \$2,200.00 for 24 months to assist the Chamber in cost of office rent as part of the business and retentions services provided by the DeSoto Chamber for the DEDC. Motion approved by B. Waddle, and L. Williams (motion approved 4-1)**

4. Discussion and action to elect S. Bowers to DEDC Audit Committee

Ms. Bowers accepted the position to Audit Committee.

**Motion by C. Krohn. Second by B. May: To elect Stephanie Bowers to Audit Committee. Motion approved by B. Waddle and L. Williams (motion approved 4-0)**

#### **D. OTHER BUSINESS**

Board President Williams announced at 10:44 a.m. that:

EXECUTIVE SESSION UNDER TEXAS GOVERNMENT CODE Section 551.087  
Deliberation regarding Economic Development Negotiations:

- 1) Discussion regarding potential Economic Development Incentive Agreement  
- Project Piranha
- 2) Discussion regarding potential Economic Development Incentive Agreement  
- Project Bus

#### **E. ACTION RESULTING FROM EXECUTIVE SESSION**

Board President Williams adjourned the Executive Session at 12:23 a.m. and re-convened the meeting in Open Session. Following the executive session the following motions were made and approved:

**Motion by B. May. Second by B. Waddle:** To authorize the DEDC CEO to negotiate and execute an incentive agreement with Mulligan Foods 5, LLC to provide infrastructure grant in the amount of \$125,000.00 to be paid upon City issue of a certificate of occupancy for a Fuzzy's Taco restaurant at southwest corner of Hampton Road and Pleasant Run Road, conditioned on the company entering into a ten year lease for the site. Motion approved by L. Williams, C. Krohn and S. Bowers (motion approved 5-0)

**Motion by B. May. Second by S. Bowers:** To authorize the DEDC CEO to negotiate and execute an incentive agreement on behalf of DEDC with T&G Trybus to provide a grant of \$200,000.00. One half to be paid upon issuance of a certificate of occupancy and other half at first anniversary of C.O., on condition the company acquire approximately 9.6 acres of land at Hampton and Center Park and construct approximately 145,000 square feet of manufacturing, distribution and office space; capital investment and excluding the land of at least \$6 million dollars, maintain corporate headquarters and manufacturing operations at the site for ten years. Motion approved by L. Williams, C. Krohn and B. Waddle (motion approved 5-0)

**F. BRIEFING BY JEREMIAH QUARLES – DEDC CEO**

**a. Scorecard update and community accomplishments/successes:**

- El Pollo Regio successfully opened on Monday February 15, 2016
- Townsend Square: Triangle Properties has acquired this retail center plus the gas station excluding Disciple Central Community Church.
- Groundbreaking ceremony: Home 2 Suites by Hilton Hotel and Conference Center. March 28 from 4pm-7pm.

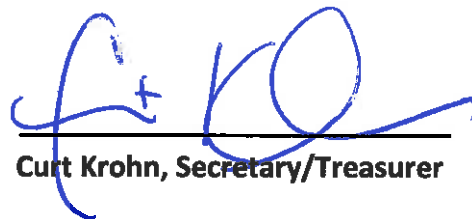
CEO also mentioned that the workforce data shows an unemployment rate of 4.7%, indicating the lowest rate that the city has witnessed in more than a decade. In addition, it is audit season and Whitley Penn LLP has been present throughout City Hall gathering information for the Financial Statements. He also thanked Boardmember May for assisting with the interviewing process for the Specialist position.

**G. ADJOURNMENT**

With no further business to discuss President Williams adjourned the meeting at 12:46 p.m.



**Lucious Williams, Board President**



**Curt Krohn, Secretary/Treasurer**