



DESOTO ECONOMIC DEVELOPMENT CORPORATION

BOARD MEETING MINUTES

February 27, 2017

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, February 27, 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
Alicia Villanueva, Administrative Assistant

Also Present: Peter Smith – Attorney, Nichols, Jackson, Dillard Hager & Smith, LLP
Deshaundra Lockhart Jones – City Council Liaison
Laura Terhune – President, DeSoto Chamber of Commerce

At 9:11 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 Curt Krohn

Order of Meeting Changed

President of the EDC convened into Executive Session at 9:13 a.m.

D. OTHER BUSINESS

EXECUTIVE SESSION UNDER TEXAS GOVERNMENT: Texas Government Code, Section 551.071: Consultation with General Counsel regarding personnel matters and potential litigation Audit Investigation

No Action Taken as result of Executive Session

Back to Open Session at 9:40 a.m.

B. CONSENT AGENDA

- a. Consider approval of the December 12, 2016 Board Meeting Minutes
- b. Consider approval of the January 30, 2017 Board Meeting Minutes
- c. Consider approval of the February 6, 2017 Board Meeting Minutes

Need to make corrections to Mrs. Lockhart Jones position and also add full names of Revolving Loan borrowers.

Motion by Board member B. May. Second by Board member C. Krohn. To approve minutes with the changes. Motion approved by Board members B. May, C. Krohn, B. Waddle, S. Bowers and L. Williams (Motion approved 5-0)

- a. Consider approval of the DEDC Financials for January 31, 2017

Motion by Board member S. Bowers. Second by Board member B. Waddle. To postpone approval until Audit Committee reviews and is ready to make recommendation. Motion approved by Board members S. Bowers, B. Waddle, B. May, C. Krohn and L. Williams (Motion approved 5-0)

C. REGULAR AGENDA – NEW BUSINESS

- 1. City Council Liaison update regarding City events, meetings, etc. – D. Lockhart Jones

On February 17th & 18th the City Council participated in the Winter Retreat at the Manderley Event Center. Several items were discussed: The Fire Department has received smoke detectors through a new donation program and is also installing in some resident homes, doing this as a proactive effort.

Council also reviewed the parking and sign ordinance to make trash pick-up easier on street and alley ways. City is also in process of repairing some streets and sidewalks around the City. The DeSoto Job Fair was also discussed, and City will be hosting this event in partnership with DeSoto EDC, DeSoto Chamber and Texas Workforce Commission. They also addressed the transportation issues with Star Transport, this is a program to pick up and transport seniors with medical concerns.

The City of DeSoto will be having the Employee Health Fair on March 15th for all employees. City Council is hosting the Annual Boards & Commissions Banquet on Thursday, March 23, 2017 for all members in appreciation for their service. The City Council Places 2 and 4 are uncontested and therefore no need for an election. The annual recycle event is scheduled for April for DeSoto residents, and recommendation was made to have two times a year.

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

The Annual "State of the City" Luncheon had 165 attendees and has been the largest luncheon the Chamber President has attended. Second Quarter Luncheon "Economic Development Update" is scheduled for April 13th, featuring Murphy Cheatham on EDC projects. The Annual "First Responders Appreciation Luncheon is planned for Thursday, May 18th at Methodist Charlton Medical and they would like to expand invitation to other cities in the Southwest area. DeSoto Living! Festival scheduled for Saturday, April 1st at DeSoto East Middle School and has 88 vendors registered in 103 booths.

Chamber had Business Round Table Discussion with Senator Ted Cruz on Friday, February 24th at DBU with local business owners. Discussion on issues that Washington lawmakers could have some influence on regulations for import export issues and health care. Ms. Terhune participated at the "A Heart 2 Serve" and was a presenter at the event on Saturday, February 25th, her topic was Shop Local.

3. Update Board on following Projects

- a. Global Prime
- b. Brookhollow Shopping Center – DeSoto Business Incubator Project

Mr. Cheatham/CEO mentioned that the Global Prime project was presented to Planning and Zoning Commission for their review and future development plans. They will also be back to present to City Council. He is also introducing the Brookhollow Shopping Center to Planning and Zoning. It is an incubator project, planned for multiple tenants. He is partnering with BCL of Texas to help small business owners with the aspects of ownership and loan assistance. Tenant improvements have already begun.

Board took recess

President of the EDC convened into Executive Session at 10:53 a.m.

D. OTHER BUSINESS

EXECUTIVE SESSION UNDER TEXAS GOVERNMENT: Texas Government Code, Section 551.087: Deliberation Regarding Economic Development negotiations:

1. Hillwood - Crossroads
 - a. IH-35 at Daniieldale DeSoto, Texas 75115
 - b. Spec 948,392 square foot industrial building
2. Prologis – Polk & Daniieldale – Interchange Building 1
 - a. 94 acre site
 - b. 1.2M – 1.5M square feet industrial building

Back in Session at 11:35 a.m.

E. TAKE APPROPRIATE ACTION AS RESULT OF EXECUTIVE SESSION

Motion by Board member B. May. Second by Board member B. Waddle. To recommend to City Council that the City consider providing an economic development incentive for a spec industrial building to be located at I-35 at Daniieldale DeSoto Texas consisting of a tax abatement or tax abatement equivalent. Motion approved by Board members B. May, B. Waddle, S. Bowers, C. Krohn and L. Williams (Motion approved 5-0)

No action taken for Prologis matter.

F. BRIEFING – DEDC CEO

Mr. Cheatham, DeSoto CEO briefed Board on the latest developments with regards to the 2016 – 2017 DEDC updated budget, gave a summary and overview of the working budget. He is working on the reorganization of the corporation and plans to fill two

positions: Business Development Manager and Marketing Specialist. He is also in the process of developing the DEDC Personnel Policy.

He plans to obtain a full commercial Real Estate Market Study for Retail, Office and Light Industrial for DeSoto and the studies to be updated on an annual basis.

Mr. Cheatham will be participating at the Chamber Second Quarter Luncheon, speaking on "Economic Development Update".

G. ADJOURNMENT

With no further business to discuss President Williams adjourned the meeting at 12:35 p.m.



Lucious Williams, Board President



Curt Krohn, Secretary