



## **DESOTO ECONOMIC DEVELOPMENT CORPORATION**

### **BOARD MEETING MINUTES**

**March 28, 2016**

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, March 28, 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 (arrived at 9:45)  
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  
Laura Terhune – President/DeSoto Chamber of Commerce  
Tom Johnson – Director/Development Services  
Crystal Owens – City Engineer/Development Services  
Anita McBride – Global Prime  
Dr. Cecil Bailey, MD

At 9:07 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 Lucious Williams

**B. CONSENT AGENDA**

1. Approval of the February 22, 2016 Board Meeting Minutes
2. Approval of the DEDC Financials through February 29, 2016

**Motion by Board member May. Second by Board member Waddle to approve Consent Agenda. Motion approved by Board members May, Waddle, Williams, Krohn and 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. Council approved a construction contract with XIT Paving and Construction, Inc. in the amount of \$242, 582 (construction and contingency) and established a total project budget in the amount of \$257, 910 (construction, material testing, design and contingency) for the Drainage Improvements at Wintergreen Court and Silver Creek Drive. This drainage improvement project was included in the CIP Plan for the City.
  - b. The City welcomed new Building Official Manager Heath Daniels. Council approved a contract with MasterCode Inc. for plan review, inspection and staffing services. Permit fees charged by the City cover the expenses for these professional services.
  - c. Council approved Zoning Case Z-1321-16; an amendment to Section 31 “Fencing, Walls and Screening Requirements.” Screening must consist of a masonry wall (or alternative materials provided in Section 41.2D), that must be at least eight (8) feet is allowed if the trucks and trailers can still be completely screened from view, but cannot be less than six (6) feet in height. In addition, trees of the large tree variety must be planted on the street side of the masonry wall so that there is one (1) tree for each thirty (30) linear feet along the area used for storage.
  - d. Council approved a project consisting of the construction of a screening wall along the north side of Pleasant Run Road from Shadywood Lane to Westlake Drive.

- e. Mayor Pro Tem McCowan commended the EDC Board and staff on the report presented by CEO Jeremiah Quarles during the March 15 Council meeting, it included the financial position of the DEDC which is also a reflection of the financial position of the City because of the business and jobs that DEDC brings to the community. McCowan noted that she has seen a greater level of collaboration between DEDC and City Council, along with the Chamber working together to move the City forward. The report was well received by Council. McCowan mentioned that Mr. Quarles opened his presentation with the theme of “Forward Momentum” as a reflection of the activity happening now in DeSoto and the Council appeared to have been in full agreement with that and looks forward to continued progress.

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

- a. Ms. Terhune began by presenting a thank you letter to the Board of Directors for their immediate actions last month providing two years rent assistance to the Chamber.
- b. Announcements: Ground Breaking Ceremony and Reception for Home2 Suites by Hilton is scheduled for Monday March 28, 2016; A successful DeSoto Living! Expo took place on Thursday March 3<sup>rd</sup> 2016. Reader’s Choice Awards Ceremony & Banquet scheduled for Thursday, April 14 2016 to further encourage the Shop Local Campaign in DeSoto and throughout the Best Southwest; Chamber is planning a Lunch and Learn Workshop on “Frauds & Scams Affecting Business” for April or May.
- c. The Chamber awarded some Tourist Incentive Program Funds (TIP) to encourage groups to have events in DeSoto and promote more stays in hotels: DC Sports – Girls Basketball Tournaments and Great American Shoot-Out – Boys Basketball Tournaments were the recipients of the grants.
- d. Staff made several site visits to existing members and prospects. Chamber also had an inquiry for the Revolving Loan Program. They are looking to open a dental practice in the community and are gathering more information to possibly sit before the Loan Committee.
- e. Final negotiations underway with PlainsCapital Bank for two-year lease effective April 1<sup>st</sup> with rent assistance provided by DeSoto EDC.

**D. OTHER BUSINESS**

Board President Williams announced at 9:40 a.m. that:

EXECUTIVE SESSION UNDER TEXAS GOVERNMENT CODE Section 551.087 Deliberation regarding Economic Development Negotiations and Section 551.074 regarding personnel:

Discussion regarding potential Economic Development Incentive Agreement – Project Global Prime

Discussion regarding Personnel: Chief Executive Officer Evaluation and employment agreement

**E. ACTION RESULTING FROM EXECUTIVE SESSION**

Board President Williams adjourned the Executive Session at 1:23 p.m. and re-convened the meeting in Open Session. Following the executive session the following motions were made and approved:

**Motion by Board member May. Second by Board member Bowers: To authorize the DEDC Executive Director to negotiate and execute an amendment to the incentive agreement between DEDC and Global Prime Health, LLC to add additional incentive grant for infrastructure in the amount of 50% of the additional costs associated with flood plain reclamation with such 50% not to exceed \$125,000. And to allow reduction in the number of beds from 100 to 80 depending on the flood plain reclamation, and to amend the construction schedule to add additional time for project. Construction to commence four months after issuance of the conditional letter of map revision and completion of construction within 30 months after effective date of the amendment, and to reduce the number of employment positions. Motion approved by Board members May, Bowers, Williams, and Krohn. Board member Waddle (opposed). (Motion approved 4-1)**

**Motion by Board member Krohn. Second by Board member Bowers: To extend CEO Employment Agreement for two years beginning August 12, 2016. Motion approved by Board members Krohn, Bowers, Williams, Waddle and May. (Motion approved 5-0)**

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


a. Scorecard update and community accomplishments/successes:

- AT&T has taken the initiative to build-out their business fiber internet services throughout Desoto. It further allows companies to take advantage of dedicated fiber circuits with symmetrical speeds starting at 10M all the way to 10Gb.
- Groundbreaking ceremony: Home 2 Suites by Hilton Hotel and Conference Center. March 28 from 4pm-7pm.
- CEO will be attending the Economic Development Strategic Planning Course, April 28-29, 2016 in New Mexico.

**G. ADJOURNMENT**

With no further business to discuss President Williams adjourned the meeting at 1:33 p.m.

  
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Lucious Williams, Board President

  
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Curt Krohn, Secretary/Treasurer