



DESOTO ECONOMIC DEVELOPMENT CORPORATION

BOARD MEETING MINUTES

July 21, 2014

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, July 21, 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
Absent: Bill Dendy, DEDC Board Director
Absent: Curtistene McCowan, DeSoto City Council Liaison

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

Also Present: Kevin Laughlin, Attorney
Laura Terhune, DeSoto Chamber of Commerce President
Kathy Jones, Community Relations Manager
Beth Owens, Brand Era Marketing
Marylynne Henry, Owner of Friends Place
Dave Simon, Solar Turbines
Jonathan Ferguson, Ryan
Sharon Welhouse, Ryan

At 9:03 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 June 23, 2014 DEDC Board Meeting Minutes.
Motion by M. Hurtt to approve Consent Agenda. Second by P. Holloway. Motion approved 4-0.
2. Approval of the DEDC Financials through June 30, 2014.
DEDC Financials through June 30, 2014 will be presented at the August DEDC Board Meeting.

C. REGULAR AGENDA – NEW BUSINESS

1. DEDC Audit Committee Report regarding July 11th Committee meeting – Bill Dendy
 - a. DEDC Board member Bill Dendy was not present to give Audit Committee Report.
 - b. Audit Committee Report will be given at August Board Meeting.
2. City Liaison Update – Council Member Curtistene McCowan updated DEDC Board on City Council events, meetings, projects etc.
 - a. Council Member Curtistene McCowan was not present to give a City Council update.
3. DeSoto Chamber of Commerce Update – Laura Terhune, President
 - a. President Terhune reported of certain requested changes to the Chamber of Commerce and DeSoto EDC contract. Renewed contract will include compensation for services provided by the Chamber of Commerce; compensation will be for newly hired staff member to complete the services.
 - b. The Chamber of Commerce Gala will be held on November 1, 2014. Location to be announced at a later date.
 - c. President Terhune also gave positive remarks about the Loan Committee and the effectiveness of their recent meeting where the committee reviewed two viable applicants.
4. Discussion and potential action to a Revolving Loan Fund Request: Friends Place – P. Holloway
 - a. P. Holloway reported on the Revolving Loan Fund meeting and the applicant Marylynne Henry with Friends Place.
 - b. Friends Place has been open for two years serving Alzheimer and dementia patients and has been current on all payments on initial loan from the Revolving

Loan Fund Program. They are requesting a \$30,000 loan to help pay for damage and loss of revenue from a March 2014 grease clog in the city sewer line.

- c. NeighborsGo, a weekly periodical of the Dallas Morning News will cover a news story for Friends Place to increase public awareness of their business.

Motion by B. May to approve the requested amount of \$30,000 for (5) five years with a personal guarantee to Friends Place Adult Day Center. Second by M. Hurtt. Motion approved 4-0.

5. Marketing and Logo Update from BrandEra Marketing – Beth Owens

- a. Beth Owens presented eight (8) logo designs derived from the internal and external data that was collected from the city's residents and stakeholders.
- b. Board members offered their comments about the need for additional designs to be made that will create the initial "wow factor" they envisioned in a new stand-alone logo.
- c. BrandEra and the board will meet again following creation of new designs and additional citizen input.

6. Discussion and possible approval regarding contract amendment with Brittle Brittle, Inc.

- a. Due to electrician and engineering issues with the building, applicant Brittle Brittle, Inc., which now owns the building, would like an amendment to its incentive contract to extend the completion of construction to December 31, 2014.
- b. Amended contract has been signed off by Brittle Brittle, Inc. and will be fully executed by the DEDC CEO.

Motion by M. Hurtt to approve contract amendment with Brittle Brittle, Inc. Second by B. May. Motion approved 3-0.

7. Discussion and potential action to approve FY 2014-2015 DEDC Budget

- a. CEO Quarles noted the main changes to the budget will lie in the DEDC grant line due to two large commitments that have been on the books for a couple of years but have yet to gain real traction. They total over \$700,000 and will more than likely come back to the board for future consideration.
- b. DEDC will ask for a budget amendment for capital outlay due to the purchase of new office furniture being \$3,900 more than projected budget for FY 2014.

Motion by M. Hurtt to approve FY 2014-2015 DEDC Budget with amendments to capital outlay. Second by B. May. Motion approved 3-0.

D. EXECUTIVE SESSION

Board President Williams announced at **9:14 a.m.** that:

As authorized by Section 551.087 of the Texas Government Code – Deliberation of Economic Development Negotiations the Board would convene in Executive Session to consider and discuss for potential action:

1. Discussion of an economic development agreement with Solar Turbines Inc. for infrastructure grant.

Board President Williams adjourned the Executive Session at **9:50 a.m.** and re-convened the meeting in Open Session stating the following action as a result:

No action taken.

E. BRIEFING BY JEREMIAH QUARLES, DEDC CHIEF EXECUTIVE OFFICER

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

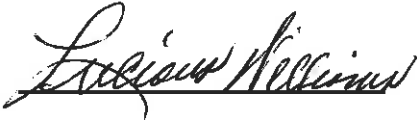
- a. A. Long noted the DEDC's activities for the month of July. Highlights include: BIO International Conference in San Diego; Site visit to ZEP Manufacturing with manager Lou Celone who discussed adding 20 employees within 12 months; meeting with Pat Davis of Cedar Valley College to discuss regional workforce development; meeting with Perry Molubhoy and Mayor Sherman regarding EB-5 Project; RFP from Office of the Governor entitled "Project Lake Wood" 200 jobs, \$1-3 million capital investment; Site visit to Elston Aire looking to start a HVAC training program within the next 1-3 years; Site visit to Caves Jewelry owner expressed desire to develop adjacent 3 acres lot to upscale retail.

2. Additional Announcements

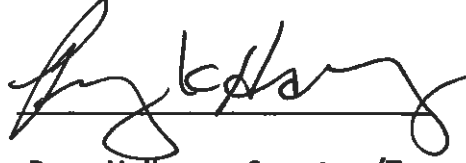
- a. DeSoto Heliport will officially have their grand opening in late August. Date and time to be determined.

F. ADJOURNMENT

With no further business to discuss President Williams adjourned the meeting at 10:55 a.m.



Lucious Williams, Board President



Perry Holloway, Secretary/Treasurer