



DESOTO ECONOMIC DEVELOPMENT CORPORATION

BOARD MEETING MINUTES

July 21, 2015

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Tuesday, July 21, 2015**, 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
Belinda May, DEDC Board Vice-President
Perry Holloway, DEDC Secretary/Treasurer
Curtistene McCowan, DeSoto City Council Liaison
Bobby Waddle, DEDC Board Director
Curt Krohn, DEDC Board Director

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
Rachel Hill, DeSoto Chamber of Commerce Marketing Assistant
Edlyn Vathauer, City of DeSoto Planning & Zoning Manager
Daniel Harrison, Freese & Nichols
Edena Atmore, City of DeSoto Financial Services Manager
David Scott, DeSoto Rotary Club President
Warren Adams, DeSoto Rotary Club
Carl Williams, DeSoto Rotary Club

At 9:10 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 April 27, 2015 DEDC Board Meeting Minutes.
2. Approval of the DEDC Financials through April 30, 2015, May 31, 2015, and June 30, 2015.
Motion by B. May to approve Consent Agenda. Second by P. Holloway.
Motion approved by L. Williams, P. Holloway, B. Waddle and B. May (4-0)

C. REGULAR AGENDA – NEW BUSINESS

1. Conduct Oath of Office for newly appointed board member Curt Krohn to the DEDC Board of Directors
2. City Liaison Update – Council member C. McCowan’s update on City Council events, meetings etc.
 - a. City Council and Planning & Zoning approved a Special Use Permit (SUP) for a Daiquiri Shop at the southeast corner of Chowning Drive and Hampton Road
 - b. McCowan noted continued involvement in Best Southwest Compression Planning Session with Cedar Valley College and Mountain View College
 - c. The City Council had their Board Retreat
 - d. The City Council will conduct a two-day Budget Workshop in the Council Conference Room July 30-31, 2015
 - e. Mayor Carl Sherman was selected to be the new City Manager for the City of Ferris, TX
3. DeSoto Chamber of Commerce Update – Laura Terhune, President
 - a. Terhune noted upcoming Chamber events: BSW Legislative Series: every Friday morning in August at Methodist Charlton Medical Center
 - b. DeSoto Living! Event will be Thursday, September 24 at the Civic Center
 - c. Business Roundtable scheduled for September to connect smaller DeSoto companies with larger companies regarding new vendor opportunities
 - d. New Business Retention/Expansion Report sheet to complete during site visits
 - e. Continued Tourism Participation in Austin Monthly, Texas Highways, PULL Magazine, Texas Sports Facilities Guide, ReunionCapitalofTexas.com
 - f. DeSoto Living! Event will be Thursday, September 24 at the Civic Center
4. Discussion and action on Rotary Club of DeSoto Flag Program – L. Williams

Motion by P. Holloway to authorize the DEDC CEO to pay the total amount of \$4,200 for 2015 for the DeSoto Rotary Club Flag Program and to negotiate an agreement for an additional three years for \$4,200 per year for 14 colonies of 13 flags each.

Second by B. Waddle. Motion approved by L. Williams, B. May, P. Holloway, C. Krohn, and B. Waddle (5-0)

5. Update on the Series 2015 Bond Sale and Long Term Financial Planning Process – Edena Atmore, Finance Department

- a. Atmore reported a AA Bond Rating for the City of DeSoto
- b. Proposed General Obligation Bond Election Projects: Land Acquisition, Fire Station, Park Improvements, Parkerville Road Widening
- c. Certificates of Obligation Projects: Chatter Road Improvements, Alley Reconstruction, Westmoreland Road Street Improvements, Hampton Road Street Improvements
- d. Atmore provided board members with the following financial documents: Permits from FY '05-'06 – FY '14-'15; Valuation Report by Permits FY '05-'06 – FY '14-'15; DCAD Certified Estimated Assessed Values Report 1999-2014; DEDC Principal & Interest Payments to FY '31
- e. Stabilization Fund viewed as a very positive

6. Update on Final Review of Comprehensive Plan and review of Town Hall Meetings – Daniel Harrison, Freese & Nichols

- a. Vathauer noted the two-year process that started in March 2013 of the Comprehensive Plan and the final steps to complete the plan
- b. Harrison noted updates from the final Town Hall meetings and comments from City Council and Planning & Zoning Commission. Comments included: implementation of public transit
- c. Next steps to conclude the plan: final formal public hearings, finalization of the comprehensive plan, and adaptation by the city council

7. Committee Updates

- a. Discussion regarding DEDC Work Plan (Ad Hoc) – P. Holloway
 - a. Meeting scheduled for August 4, 2015 at 9 a.m. in the council conference room
- b. Setting up next Audit Committee Meeting
 - a. CEO requested the Audit Committee to meet prior to the next DEDC board meeting
 - b. President L. Williams reappointed board members to DEDC committees
 - i. Audit – Bobby Waddle, Curt Krohn
 - ii. Investment – Bobby Waddle, Lucious Williams
 - iii. Personnel – Perry Holloway, Belinda May and Lucious Williams

8. Discussion and potential action to approve FY 2015-2016 DEDC Budget

- a. Consistent budget compared to previous two years, one main difference reflected in FY 2015-2016 is difference in Grants/Commitments
- b. Increase in revenue mainly attributed to sales tax generated from Kohl's Fulfillment Center
- c. Staff salary increase attributed to TMRS Insurance
- d. Wildwood Development Grant contract was not executed by contract deadline and the \$400,000 amount will be absorbed into Potential Incentive Grants

9. Consider and take action to approve performance pay for Antoine Long and Alicia Villanueva and amend the DEDC budget as necessary

CEO recommended \$1,500 net performance pay bonus to Antoine Long and \$1,000 net performance pay bonus to Alicia Villanueva based on overall company performance

Motion by B. May to approve performance pay to Antoine Long in the net amount of \$1,500 and performance pay to Alicia Villanueva in the net amount of \$1,000 based on overall company performance. Second by B. Waddle. Motion approved by L. Williams, B. May, P. Holloway, C. Krohn, and B. Waddle (5-0)

D. EXECUTIVE SESSION

Board President Williams announced at **12:12 p.m.** that:

- 1. As authorized by Section 551.087 – Deliberations regarding Economic Development Negotiations – Discussion regarding potential Economic Development Incentive Agreement – Project Murray

E. ACTION RESULTING FROM EXECUTIVE SESSION

Board President Williams adjourned the Executive Session at **12:33 p.m.** and re-convened the meeting in Open Session. Following the executive session the following motion was made and approved:

No action taken.

F. BRIEFING BY JEREMIAH QUARLES, DEDC CHIEF EXECUTIVE OFFICER

- a. Scorecard update on current DEDC activities

- i) CEO noted Community Accomplishments/Successes: Uplift Charter School August Grand-Opening, Metrocare Services: Center for Children with Autism opening Q4 of 2015; Mt. Vernon Apartments \$12 million Renovation Project; Planning & Zoning approval of Pollo Tropical at northwest corner of I-35E & Pleasant Run Road.; three (3) new developments in front of Walmart Supercenter: Taco Bell, Chicken Express, potentially Dunkin Donuts/Starbucks/or BBQ establishment; Pollo Regio started their renovation project of the former Top Cat on Hampton Road; City Liason noted opening of Southern Crab
- ii) Attract Activity: DeSoto is competing with Lewisville, Coppell, and Indianapolis for Project Hornet: E-commerce retail center, 600 jobs, \$60 million capital investment; decision timeline 30-60 days

b. Update on local site visits and retention efforts – Antoine Long, Economic Development Specialist

- i) Long noted activity since April board meeting.
- ii) Submitted RFP for “Project Firebird 75” from the Office of the Governor: distribution and manufacturing facility of plastic products, \$25 million capital investment, BPP \$60 million, 100 employees.
- iii) Submitted RFP for “Project 88” from Dallas Regional Chamber; \$7 million capital investment, 30-35 employees, pharmaceutical company.
- iv) Met with Prologis representatives regarding acquisition of KTR industrial portfolio and strategy targeting 96 acre lot at Daniieldale Road & Polk Street.
- v) Attended International Council of Shopping Centers (ICSC) and highlighted seven (7) key sites in DeSoto for retail development/redevelopment.
- vi) Site visit to ZEP Manufacturing: 80 current employees; 10 acres available for westward 50,000 – 60,000 SF facility expansion; additional workforce would be needed to include an additional shift; 18 month – 24 month timeframe.
- vii) Submitted RFP for “Project Build” from Dallas Regional Chamber; \$150 million capital investment; 200,000 SF for corporate headquarters for a roofing and supply company; 350 employees by 2018; Phase II up to 250,000 SF distribution facility
- viii) Meeting with Avison Young regarding 80 acre tract at northwest corner of Bolton Boone Road and Daniieldale Road; future use for DeSoto Medical District to include healthcare facilities and operations; multi-family developments are encouraged as well
- ix) Meeting with HR representative from Walmart Distribution Center regarding August Job Fair; Date TBD

- x) Meeting with Cedar Valley College regarding Best Southwest workforce and DeSoto companies planning to expand or hire new employees: Job Training Programs, Skills Development Funding, Job Placement Funding


c. Additional Announcements

G. ADJOURNMENT

With no further business to discuss Vice President May adjourned the meeting at 1:05 p.m.



Lucious Williams, Board President



Perry Holloway, Secretary/Treasurer