



DESOTO ECONOMIC DEVELOPMENT CORPORATION

BOARD MEETING MINUTES

September 29, 2014

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, September 29, 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
Bill Dendy, DEDC Board Director
Curtistene McCowan, DeSoto City Council Liaison

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

Also Present: Pete Smith, DEDC Legal Counsel
Jonathan Stites, Seefried Industrial Properties, Inc.
Kenneth Greene, Top 5 BBQ
Mary Greene, Top 5 BBQ
Kendon Greene, Top 5 BBQ
Shmara Punch, Top 5 BBQ

At 9:05 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 Perry Holloway.

B. CONSENT AGENDA

1. Approval of the August 25, 2014 DEDC Board Meeting Minutes.

Motion by M. Hurtt to approve DEDC Board Meeting Minutes. Second by P. Holloway. Motion approved 5-0.

2. Approval of the DEDC Financials through August 31, 2014.

Motion by M. Hurtt to approve DEDC Financials. Second by B. May. Motion approved 5-0.

C. REGULAR AGENDA – NEW BUSINESS

1. City Liaison Update – Council Member Curtistene McCowan updated DEDC Board on City Council events, meetings, projects etc.

- a. On August 7th, City Council approved a Resolution authorizing the City of DeSoto to hold a Bond Election on Nov 4, 2014. The following 4 propositions will appear on the ballot:
- a. PROPOSITION NUMBER 1: The issuance of \$6,300,000 General Obligation Bonds for street improvements – predominantly Parkerville Road
 - b. PROPOSITION NUMBER 2: The issuance of \$5,250,000 General Obligation Bonds for fire-fighting facilities improvements.
 - c. PROPOSITION NUMBER 3: The issuance of \$1,575,000 General Obligation Bonds for park and recreation improvements.
 - d. PROPOSITION NUMBER 4: The issuance of \$6,300,000 General Obligation Bonds for economic development within the area described in the Hampton Road Corridor Redevelopment Plan.
 - e. Early voting is will take place at the DeSoto Public Library on October 10
 - f. Election Day is Tuesday, November 4th at the DeSoto Public Library.

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

- a. President Terhune was not present to give a DeSoto Chamber of Commerce update.

3. Discussion and potential action to a Revolving Loan Request: Top 5 BBQ – P. Holloway

- a. P. Holloway noted Top 5 currently operates from catering services and a food truck. Top 5 BBQ plans to move to brick and mortar concept at retail space adjacent to Wing Stop on Pleasant Run in DeSoto.
- b. Top 5 BBQ is asking for a \$50,000 Revolving Loan with an option to accept an additional \$10,000 Revolving Loan

Motion to approve loan request by B. Dendy. Second by M. Hurtt. Motion approved 5-0.

4. DEDC Investment Committee Report regarding Sept. 18th committee meeting – L. Williams

- a. President L. Williams met with City of DeSoto Finance Director Edena Atmore, DEDC CEO J. Quarles, and DEDC administrative assistant A. Villanueva.
- b. J. Quarles noted the discussion in regards to certificates of deposits (CDs) the DEDC currently has and the opportunity to pool in funds with the city's current CDs for a better return on investment.
- c. DEDC Legal Counsel P. Smith noted that the DEDC should not comingle its funds with the city since the money is from DeSoto sales tax.
- d. DEDC and the City must have a separate investment policy or approve the city's current investment policy.
- e. L. Williams appointed members to DEDC Investment Committee: M. Hurtt, B. May, J. Quarles, and A. Villanueva.

D. EXECUTIVE SESSION

Board President Williams announced at **9:55 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. Section 551.087 – Deliberations regarding Economic Development Negotiations – Update on Southfield 35
2. Section 551.087 – Deliberations regarding Economic Development Negotiations – Solar Turbines Inc.

Board President Williams adjourned the Executive Session at **11:00 a.m.** and re-convened the meeting in Open Session. Following the executive session the following motions were made and approved:

B. May motioned to authorize executive director to execute incentive agreement with Southfield Industrial Properties with revised incentive for an infrastructure grant not to exceed \$376,000 with up to ½ paid upon completion of sewer line ¼ paid upon completion of improvements ¼ paid upon execution of lease for the improvements. Second by M. Hurtt. Motion approved 5-0.

B. Dendy motioned to authorize executive director to execute an incentive grant for Solar Turbines for infrastructure in the total of \$300,000 to be paid in three (3) installments of \$100,000 each per year. Second by P. Holloway. Motion approved 5-0.

E. BRIEFING BY JEREMIAH QUARLES, DEDC CHIEF EXECUTIVE OFFICER

a. Scorecard update on current DEDC activities

- i) CEO noted 70 site visits YTD and 93 total net jobs committed YTD; Attraction activity: Southfield 35, KTR Capital Partners, H2 Suites by Hilton, and Project San Pedro currently on hold; New & Expanding Businesses: DW Distribution 13 jobs \$4.2mil capital investment, Solar Turbines Expansion 5 jobs \$42 mil capital investment, Questar CNG Fuel Farm 5 jobs, Luby's façade improvements \$500,000 capital investment; For every one (1) dollar DEDC invests into a project the city gets \$40 in return investment; total investment so far this year is \$75,830,500.

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

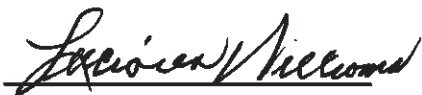
- i) Meeting with Hillwood, currently interested in moving forward with development of 3rd Crossroads Building; DeSoto Heliport nominated for Community Catalyst Award from Dallas Regional Chamber; Chevy dealership expansion, parking lot for 150 additional cars; "Project I-20" 2-4 acres, 9 truck drivers future growth to 25, working to acquire land and permits with Planning & Zoning; "Project Tiger" e-commerce center 670,000 SF, 500 jobs, \$40mil+ capital investment; "Project Ice" seafood distribution center, 180,000-200,000 SF, 10 acres, 100 jobs, substantial capital investment; First Care Emergency Center, \$2.6mil capital investment, 4 jobs, completion Q1 of 2015; DeSoto Chamber of Commerce Fall Business & Wellness Expo; contacted Shipley's, Torchy's Tacos, Smashburger, Pizza Patron, Rita's Italian Ice.

c. Additional Announcements

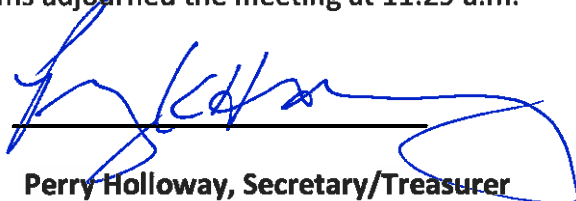
- i) IEDC Fall Conference – Ft. Worth, TX (Oct. 19-22, 2014)
- ii) ICSC Southwest Regional – Dallas, TX (Nov. 12-14, 2014)

F. ADJOURNMENT

With no further business to discuss President Williams adjourned the meeting at 11:29 a.m.



Lucious Williams, Board President



Perry Holloway, Secretary/Treasurer