



DESOTO ECONOMIC DEVELOPMENT CORPORATION

BOARD MEETING MINUTES

MARCH 27, 2017

The DeSoto Economic Development Corporation Board met at **9:00 a.m. on Monday, March 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 (left at 10:50 am)
Belinda May, Board Vice-President (arrived at 9:20 am)
Stephanie Bowers, Board Treasurer
Curt Krohn, Board Secretary (arrived at 9:13 am)
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 9:10 a.m. Board President Williams called the meeting to order and acknowledged the presence of a quorum.

A. REGULAR SESSION – CALL TO ORDER

Invocation was given by Bobby Waddle

B. CONSENT AGENDA

- a. Consider approval of the February 27, 2017 Board Meeting Minutes
- b. Consider approval of the DEDC Financials for February 28, 2017

Motion by Board member S. Bowers

Second by Board member B. Waddle to defer consent agenda approval until the April meeting Motion approved by Board members S. Bowers, B. Waddle, and L. Williams (Motion approved 3- 2 absent)

C. REGULAR AGENDA – NEW BUSINESS

- 1. City Council Liaison update regarding City events, meetings, etc. – D. Lockhart Jones
 - a) The City Council had a special business meeting on Thursday, March 16th, to speak about work plan and to determine their goals and mentioned that EDC also has good partnership with the City on the similar goals.
 - b) Had the Boards and Commission Banquet on Thursday March 23rd And members were awarded and recognized for their work ethic.
 - c) On Saturday March 25th they had their Home Owners Association involvement workshop. They got some creative ideas on member participation, HOA grants and residential water conservation from a landscape specialist.
 - d) The upcoming Annual Recycling Event is taking place April 8th for the City residents at 809 W. Spinner Road; from 9:00 a.m. to 12:00 p.m. will have document shredding and maximum of 5 boxes allowed.
 - e) The employee appreciation luncheon is June 22nd City Council will be serving meal for employees from 11:30 to 1:30 p.m. in Bluebonnet Room, to thank them for giving service to their citizens.
 - f) City Council will be having their Summer Retreat on July 21st and 22nd and mentioned if they had any ideas for consideration to bring them to her attention as the liaison.
- 2. DeSoto Chamber of Commerce Update - Laura Terhune, President
 - a) They are getting ready for DeSoto Living Festival on Saturday, April 1st the EDC is a participating sponsor and will have a booth.
 - b) The Economic Development Luncheon is Thursday, April 13th and featuring Murphy Cheatham as speaker, the title is "Projects & Projections".

- c) Working on Annual First Responders Appreciation Luncheon for Thursday, May 18th at Methodist Charlton Medical Center.
- d) Chamber will be participating on Candidate Forum, there are 12 candidates for three spots for DISD Board. Meet & Greet, then Forum.
- e) The Contracts with Texas Highways and Austin Monthly will be expiring this summer.
- f) President Terhune received an application for a Revolving Loan for business operating a food van and would like a drive thru and carry out business. She recommended that they speak to Mr. Cheatham regarding incubator.
- g) The Job Fair is Wednesday, April 19th 10:00 a.m. to 1:00 p.m. at DC3, organized by City of DeSoto, DeSoto EDC, Chamber with Workforce Solutions.
- h) The Business Advocacy Committee met with Brubeck Investments regarding large apartment complex on Beltline and Westmoreland and they support project.
- i) She spoke to Dr. Cornell of CTC Chiropractic regarding renovations; they had permit issues, but will be opening soon. MomPremier Eye Institute had the Ribbon Cutting on March 21st, with good community support.

3. Treasurer Report – Director Bowers

Ms. Bowers gave her first Treasury report on the status of the EDC January 31, 2017 Monthly Financial Statements, and spoke about the corporation's operating expenses, assets, liabilities and fund balance.

4. Adoption of DeSoto Economic Development Corporation Human Resources Policy Manual

Policy Manual is still under review and not ready for discussion or action.

5. Update Board on following Projects

- a. Global Prime
- b. Brookhollow Shopping Center – DeSoto Business Incubator Project
- c. NFI Industries
- d. Home 2 Suites
- e. Solar Turbines Expansion

Global Prime project has been approved by City Council. Both Mr. Cheatham and Mrs. May attended the Council meeting.

The Brookhollow Shopping Center is in progress and the DEDC CEO is working with owner on the project. They discussed rendering, site renovations, zoning, tenants, and retail name. Project will be designed for small business incubator and co-working spaces. It is projected to have grand opening on July 1, 2017.

NFI is open for business and Mr. Cheatham toured location at same time that upper management was in town. Company is currently at 150 employees, will be hiring 30% PT, have three shifts, and is anticipating full occupancy by August 1, 2017.

Home2 Suites - Mr. Cheatham met with the owner and discussed the addition of meeting space, and the completion of the Hotel expected by end of July 2017.

Solar Turbines has completed expansion, DEDC CEO also toured this location. He mentioned that they are a great Corporate Partner and had discussion about the equipment, market and clients.

President of the EDC convened into Executive Session at 10:10 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

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

1. Project Rain Water

Back in Open Session at 10:37 a.m.

E. TAKE APPROPRIATE ACTION AS RESULT OF EXECUTIVE SESSION

No action taken.

F. BRIEFING – DEDC CEO

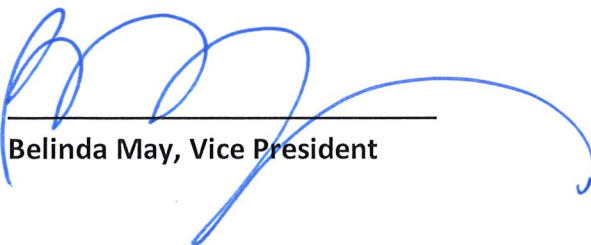
- a. Research and Development Activities – Market Studies call for an initial investment and to be updated on an annual basis.
 - i. Workforce Study (DCCCD)
 - ii. Retail market Study – Retail Coach
- b. Scorecard update on current DEDC activities and follow up assignments
- c. Board announcements regarding local civic and charitable events, meetings, fundraisers, and awards
 - i. April 13th State of the DEDC
- d. Retention Efforts

Mr. Cheatham discussed the workforce status and the retail market study that Retail Coach will be performing. He is in the process of working on scorecard and updating the information and mentioned a new company opening in DeSoto – Eurofins, an International firm specializing in food safety testing, with around 31 high degree jobs, with an expected opening date of June 2017.


On April 13th he will be the guest presenter at the Chamber Luncheon, speaking on the State of the DEDC. Will also be presenting the first quarter report to City Council, welcomes any ideas that he should highlight to Council or public. Planning on having work sessions in conjunction with the Chamber to discuss small business retention efforts.

G. ADJOURNMENT

With no further business to discuss Vice President May adjourned the meeting at 10:52 a.m.



Belinda May, Vice President



Curt Krohn, Secretary