



**DESOTO ECONOMIC DEVELOPMENT CORPORATION  
BOARD MEETING MINUTES**

**APRIL 27, 2020**

The DeSoto Economic Development Corporation (DEDC) Board met at **9:00 a.m. on Monday, April 27, 2020** by videoconference at [www.gotomeeting.com](http://www.gotomeeting.com) and was live streamed on the City of DeSoto's website at [www.desototexas.gov](http://www.desototexas.gov).

**Present:** Curtis Krohn, Board President  
Dr. Delva King, Board Vice President  
Michelle Jordan, Board Secretary/Treasurer  
Bobby Waddle, Board Director  
Paul Griffin, Jr., Board Director

**Staff Present:** Joe Newman — Chief Executive Officer  
Vanessa Barrios — Research and Business Development Manager  
Cynthia Noble — Administrative Assistant

**Also Present:** Melissa Adams — Accounting Manager, City of DeSoto  
Brandon Wright — City Manager, City of DeSoto  
Andre' Byrd, Sr. — Councilmember, City Council Liaison, City of DeSoto  
Kenneth Govan — Board Chairman, DeSoto Chamber of Commerce  
Pete Smith — Attorney, Nichols, Jackson, Dillard, Hager & Smith, LLP  
Victoria Thomas — Attorney, Nichols, Jackson, Dillard, Hager & Smith, LLP  
Terry Toomey — Executive Director, The Industry HUB  
Monte Anderson — Owner, Options Real Estate  
Tracy Cormier — Director of Accounting, City of DeSoto  
Tom Figert — Director of Information Technology, City of DeSoto

**At 9:04 a.m., Board President Curtis Krohn called the meeting to order and acknowledged the presence of a quorum.**

**A. REGULAR SESSION – CALL TO ORDER**

1. Invocation was given by DEDC Board President Curtis Krohn.

**B. CONSENT AGENDA**

1. Minutes and income and expenses:
  - a. Consideration and approval of the March 30, 2020 DEDC Board Meeting Minutes.
  - b. Consideration and approval of the February 29, 2020 income and expenses.

Board Director Bobby Waddle motioned to approve the consent agenda items as presented Motion seconded by Board Secretary/Treasurer Michelle Jordan. Motion approved by Board members Curtis Krohn, Paul Griffin, Jr., Bobby Waddle, Michelle Jordan and Dr. Delva King.

**C. REGULAR AGENDA - NEW BUSINESS**

1. Grow DeSoto Market Place (GDMP) Incubator Financial Status Report. Presentation by Monte Anderson, Owner, Options Real Estate.
  - a. Mr. Anderson said he cannot tell you how important it is to continue to support the small microbusinesses of the GDMP incubator in DeSoto.
  - b. Mr. Anderson said in the month of April we collected \$8,400 of the \$30,000 in gross potential income on the rent roll. However he explained that we lost on a couple of points: two retail tenants and one office tenant have abandoned their spaces. He said Grow DeSoto Market Place looked like a carnival atmosphere on the outside in the parking lot last Saturday. He said there were very long lines going to the restaurants who were serving from their windows. Likewise, he said the trailers in the parking lot were also doing very well. He mentioned he returned \$55,000 to the DEDC this year, but unfortunately the month of May probably will be worse. However, he feels all of the restaurants that shut down at first are starting to perk back up.
  - c. Mr. Anderson reported we have a new tenant lease in suite 300, but the tenant's opening is contingent on when we reopen after COVID-19 restrictions are lifted. However, he mentioned we are still getting calls from people wanting to lease the retail spaces. In conjunction, Mr. Anderson reported Thai Binh Ho, Thai Binh Restaurant, and James McGee, Peace, Love & Eat, are up for renewal. He said Mr. McGee currently does not know if he wants to renew his lease. He mentioned that earlier he bought a trailer and now he is getting interest from other places throughout the metro-plex. Mr. Anderson asked of anyone who knows Mr. McGee to attempt to contact and remind him how much he is needed and appreciated in DeSoto. He emphasized the sentiment, "the grass is not always greener on the other side". Mr. Anderson reminds the Board that Peace, Love & Eat is appreciated in DeSoto; therefore, he is somewhat famous in this area.
  - d. Mr. Anderson feels some of the tenants are more enthusiastic now. He expounded that some of the tenants are working closely with Terry Toomey to sharpen their skills during this time to determine what they will need to do to recover from this pandemic.
  - e. Lastly, Mr. Anderson talked about the settlement arrangement with former GDMP tenant Adrian Paul Charles, Roofing with Hope, who moved to Bishop Arts prior to the COVID-19 pandemic; where he found a combined home and office space. He explained Mr. Charles will make an offer tomorrow so we can try to settle with him without going to court. In conclusion, Mr. Anderson asked the Board of Directors if they have any additional questions regarding the GDMP financials presented in the Board meeting packet.
2. Financial Status Report. Presentation by Melissa Adams, Accounting Manager, City of DeSoto.
  - a. Melissa Adams, Accounting Manager, City of DeSoto, explained the Financial Status Report which included: A General Fund Balance Sheet, Summary of Revenues and Expenditures, and Details of Revenues and Expenditures as of March 31, 2020.
  - b. Ms. Adams reviewed with the Board of Directors the Balance Sheet, Summary of Revenue and Expenditures, Summary of Sales Tax Revenue, Summary of Expenses Year to Date,

and Budgeted Expenses Year to Date and answered any questions they had regarding March 2020 financial report.

3. City Council Liaison's update regarding city events, meetings, etc. by Councilmember Andre' Byrd, Sr., City Council Liaison.
  - a. Councilmember Andre Byrd, Sr., City Council Liaison said the Public Improvement Development (PID) project is moving forward that we were all very excited about. He elaborated there are a group of ordinances that will pass that came up during the last DeSoto City Council meeting regarding the Daniieldale Road PID project.
  - b. Councilmember Byrd, Sr. said in May we will see some things come about on the Tax Increment Reinvestment Zone (TIRZ) side which hopefully will be in conjunction with our county commissioner and with the county's participation. Also, he reported the Daniieldale Road Grow Project is moving forward; it is still at the planning stage. However, he mentioned we had to spend a little bit more money on that project to bring it up to regularization with TXDOT so that we will be congruent with their requirements if the county should pick the project up.
  - c. Councilmember Byrd, Sr. said the Mayor has appointed a couple of ad hoc committees. He feels that one of the best ad hoc committees she appointed is the Minority Women Owned Businesses (MWOB) led by Councilmember Candice Quarrels in order for the City of DeSoto to do more with the minority women owned businesses. He continued Mr. Bandon Wright, DeSoto City Manager, and the current administration has done a wonderful job of gathering information for it. Likewise, he reported Mayor Curtistene McCowan has asked that the DeSoto City Council set up an Economic Recovery Task Force. He explained certain people will sit on the task force along with community involvement, so that we are prepared when we reopen for business.
  - d. Finally, Councilmember Byrd, Sr. said our governor is very eager to reopen, or at least have a path to reopening Texas. He said the DeSoto City Council understands that certain things will be opened, and thus far the Mayor has stayed very close to Governor Abbott's and Judge Jenkins' ordinances.
4. DeSoto Chamber of Commerce Update – Kenneth Govan, Board Chairman, DeSoto Chamber of Commerce.
  - a. MEMBER SERVICES:
    - i. Member Networking are as follows:
      1. The last "Good Morning DeSoto" was held on Tuesday, March 3, 2020 from 8:00 a.m. to 10:00 a.m. at Town Place Hotel by Marriott. We had a guest visitor Rosalind Booker, Vice President of Collin County Black Chamber of Commerce to establish a new Chamber Partnership.
      2. The "Good Morning DeSoto" scheduled for April 7, 2020 was cancelled due to "Shelter in Place".
      3. There will be a "Good Evening DeSoto" with a Cinco De Mayo theme sponsored by Thorntree Golf Club on Tuesday, May 5, 2020 on ZOOM.
  - b. The Ribbon-Cutting Ceremonies and Ground Breaking Ceremonies are as follows:
    - i. There were no ribbon cuttings and no ground breaking ceremonies due to "Shelter in Place".
  - c. New Members are as follows:

- i. The Pelican House Restaurant in Duncanville became a new member on March 19, 2020.
  - ii. AIMS Center for Health & Wellness became a new member on March 20, 2020.
  - iii. Excter Property Group became a member on April 1, 2020.
- d. Group Health Insurance is now available to the DeSoto Chamber of Commerce members only.
  - i. Liberty Mutual met with local businesses to offer this service to them as a member benefit.
- e. ECONOMIC/ BUSINESS DEVELOPMENT/BREP/SHOP LOCAL:
  - i. DeSoto Chamber of Commerce presented ZOOM meeting updates to local businesses on grant and loan programs presented by Ahmad Goree of the United States Small Business Administration.
  - ii. We created and implemented "Take-Out Tuesdays" to encourage and promote take-out/delivery services from local restaurants.
- f. COMMUNITY EVENTS (leading, assisting, or promoting):
  - i. The DeSoto Chamber of Commerce had a week long ZOOM business training event "Crisis Business University" Managing business during this COVID-19 era that was hosted at 12:00 p.m. on Monday, April 13, 2020 to Friday, April 17, 2020 online and on Facebook live.
  - ii. The DeSoto Chamber of Commerce had a DeSoto Chamber Town Hall meeting with the City of DeSoto, DeSoto Economic Development Corporation, and DeSoto ISD, Rep. Carl Sherman, Texas House District 109, and Sen. Royce, West District 23 hosted Wednesday, April 12, 2020 at 12:00 p.m. located on ZOOM.
- g. TOURISM ACTIVITIES:
  - i. There are no tourism events at his time.
- h. FUNDRAISING/ BUDGET:
  - i. We are continuing the current marketing campaign.
- i. PERSONNEL CHANGES:
  - i. No personnel changes at this time.
- j. The Site Visit Report by Kenneth Govan is as follows:
  - i. Mr. Govan submitted a monthly site visit report for discussion during the Board meeting with the Board of Directors.
  - ii. Mr. Govan pointed out that small businesses have many questions regarding paying their bills. Also, he said companies and hospitals are worried about what they will do about insurance for people who will not be covered due to layoffs from COVID-19.
  - iii. Mr. Govan said the DeSoto Chamber Commerce made a sign at the GDMP to advertise the restaurants that are members of the DeSoto Chamber of Commerce.
  - iv. Mr. Govan announced there will be an Economic Development Luncheon on Wednesday, May 13, 2020 at 12:00 p.m. where we will advertise the DeSoto restaurants available for delivery and we will have the Retail Coach discuss what services they will provide for the City of DeSoto going forward. He said he feels it will be a great audience for James McGee, Peace Love, & Eatz to attend.

**President Curtis Krohn skipped to item #6 due to technical difficulties with Terry Toomey.**

5. The Industry HUB's Activity Summary Report for March 2020 presented by Terry Toomey, Executive Director, The Industry HUB.

- a. Terry Toomey said she concentrated this month on working with the small businesses to get the application for the Cares Act loan program done. She said the challenge is that a lot of big publicly traded companies have hijacked the funds by working with big banks that they have prior relationships with. She exclaimed it is frustrating for the small businesses. She explained she knows of three small businesses she has worked with that received notification that they had been approved but there is not any more money. She said she has been keeping in touch; she sent her protest to the SBA. She expounded she sent in a Freedom of Information Act (FOIA) request in order to find out who received the money, which banks were involved, and how much money the banks that took money out of the system were actually paid. She reiterated that primarily she has been working with the small businesses getting them in line so that they will be ready with their loan applications as soon as the next round of funds are made available as early as today at 10:45 a.m.
- b. Ms. Toomey said she is working on opening up the businesses virtually. She expounded she is working very closely with the developers to set up the first retail virtual mall in the country. She said the developer has been cross advertising the GDMP Virtual Mall, since the developer is using Grow DeSoto Market Place Virtual Mall as the demo platform. She mentioned we are already getting requests from businesses in the community to open up an office in the Grow DeSoto Market Place Virtual Mall. She explained she would set up an office in the virtual mall as well, and she would continue training through On Board where she would continue to teach them how to use the application. She explained that it is more than just creating a Facebook advertisement because we are developing an entire community. She said, for example, if someone comes in to see one store they can browse around and visit other stores that are there as well. She continued if you are open then there will be an icon that says that you are in. She concluded then you can interact with them, answer questions, and do your whole sales process.
- c. Ms. Toomey said she has launched another organization called "Entrepreneur on the Move". She explained that this is an activist organization. She informed the Board that she has hired Lynn O'Neal, the lead instructor for the Goldman Sachs 10,000 program, and the instructor for the SBA Emerging Leaders Program to run this new organization. Since her primary focus is on the tenants and the Incubator, she decided to hire someone else to run it.
- d. Ms. Toomey explained that we have to be ready for the new normal, since she feels that we will not be able to go back to the pre COVID-19 era. She said she has to get the businesses to rethink their whole process for their current business plan. She expanded oftentimes many of these new micro businesses did not have a checking account when they first started; therefore, we really were starting out at step one with them. She said one of the things she realized from this whole process is how many of their books are not in order, so at least we need to have quarterly meetings to go over everything with them. She feels that now the businesses are more open to advice and suggestions. Lastly, she said unfortunately it took this type of situation to get them to realize that they need help.
- e. Kenneth Govan, Board Chairman, DeSoto Chamber of Commerce, said that Terry Toomey is good at being an advocate of the businesses. He said that sometimes the businesses are so busy running their businesses that they do not have time to take care of their businesses. He expounded that it is important to develop a relationship with each one of

the businesses in order for them to understand that you are there to help them with their business. Board Secretary/Treasurer Michelle Jordan said that sometimes the businesses may not be responsive unless someone else is reiterating the same message to them; perhaps with someone they can connect with easier. Ms. Toomey said that Monte Anderson, Owner, Options Real Estate, helps with being an advocate for the program, oftentimes reiterating that they need to work with her on everything. Lastly, Ms. Toomey said she would like to work with Mr. Govan to encourage and provide occupancy in the GDMP Virtual Mall to the DeSoto Chamber of Commerce members as well.

6. Consideration and action to approve the Façade Renovation grant for El Nuevo Sabor Restaurant in the amount up to \$3000.

**Board Director Paul Griffin, Jr. moved to approve the fifty percent Façade Renovation Grant for El Nuevo Sabor Restaurant in the amount of \$2677.38. Seconded by Board Secretary/Treasurer Michelle Jordan. Approved by Board members Curtis Krohn, Dr. Delva King, Michelle Jordan, Bobby Waddle, and Paul Griffin, Jr.**

**Board President Curt Krohn called for a break at 10:16 a.m. Board Present Krohn and Joe Newman, CEO, reminded everyone that the channel will remain open until the Board reconvenes after the Executive Session; while the Board logged into the videoconference meeting reserved at [www.gotomeetings.com](http://www.gotomeetings.com) to convene into Executive Session at 10:29 a.m. to discuss the following items:**

**D. EXECUTIVE SESSION**

**Texas Government Code, Section 551.087: Economic Development Deliberation:**

1. Deliberation and Discussion Regarding the Economic Development Incentives for Project Methodist.
2. Deliberation and Discussion Regarding the Economic Development Incentives for Project Germany.
3. Deliberation and Discussion Regarding the Façade Renovation Grant for Ryland Tax and Financial Services, L.L.C. the amount up to \$40,698.

**Texas Government Code, Section 551.071: Consultation with General Counsel:**

1. Consultation with General Counsel regarding the Forensic Auditor's Report.

**Board President Curtis Krohn reconvened into Open Session at 11:57 a.m.**

**E. RECONVENE INTO OPEN SESSION**

**F. ACTION AS A RESULT OF EXECUTIVE SESSION**

**Board Director Paul Griffin, Jr. motioned to authorize our legal counsel to pursue legal remedies against Jerimiah Quarles relating to his former employment with the organization. Motion seconded by Board Director Bobby Waddle. Motion approved by Board members Curtis Krohn, Dr. Delva King, Michelle Jordan, Bobby Waddle, and Paul Griffin, Jr.**

**Board Director Paul Griffin, Jr. motioned to authorize the DEDC CEO to execute a Façade Renovation Grant agreement with Ryland Tax & Financial Services, L.L.C. for fifty percent of the cost of façade improvement consisting of a sign and door not to exceed \$2491.10. Motion**



seconded by Board Secretary/Treasurer Michelle Jordan. Motion approved by Board members Curtis Krohn, Dr. Delva King, Michelle Jordan, Bobby Waddle, and Paul Griffin, Jr.

**G. BRIEFING BY THE CHIEF EXECUTIVE OFFICER REGARDING THE STATUS OF PENDING DEDC PROJECTS**

1. Mr. Joe Newman, CEO, gave a brief summary of what projects the DEDC orchestrated and what activities were performed over the past month in the emailed report to the Board of Directors.
2. Mr. Newman announced that Governor Abbott will make an announcement regarding COVID-19 at 2:30 p.m. on April 27, 2020.
3. Mr. Newman said that most Economic Development Corporations (EDC's) are asking if other EDC's are making grants or forgivable loans to the businesses needing assistance. Mr. Newman said he recommends that the DEDC have forgivable loans where the Board can make parameters for the loan instead of giving an upfront grant.
4. Mr. Newman discussed the storage facility that wants to move into the former Albertson's location. He responded to Board Vice President Dr. Delva King's question regarding the DEDC's role in possibly preventing that from happening. Mr. Newman responded that it is not up to us. He explained since it has to be re-zoned it will be up to the Planning and Zoning Department. Board President Curtis Krohn reminded them that the only way someone could control anything at the location is if they are the owner of the property and the building. He continued the only thing DEDC can do is incentivize that building. However, Mr. Newman also reminded them that if we owned the building it would still have the clause that no other grocery store could occupy it. Board Director Paul Griffin, Jr. suggested that we should place this on the agenda for discussion at the next Board meeting.
5. Mr. Newman discussed with the Board of Directors setting the date for the next Board Retreat for June 12, 2020 at the DeSoto Heliport location.

**Board Director Bobby Waddle left the meeting at 12:20 p.m.**

**H. BOARD ANNOUNCEMENTS**

Mr. Brandon Wright, DeSoto City Manager, said that he is looking forward to tonight's meeting with the Economic Recovery Advisory Task Force to deal with the COVID-19 in DeSoto. He said that it is good that there are no reported cases in our adult assisted living facilities. He said that we have a test site right here in our community which is beneficial and makes it easier for our community to get tested. He said testing probably means higher numbers, since so many people do not know that they are infected. However, he said testing is important so that we will have the ability to do more contact tracing. He elaborated that we are 5<sup>th</sup> in the county to get the tests, since we keep pushing for the county to provide more testing supplies. He concluded this is necessary, and we are at the top so that we are able to get the necessary supplies that we need.

**I. ADJOURNMENT**

**With no further business to discuss Board President Curtis Krohn adjourned the meeting at 12:26 p.m.**

  
Curtis Krohn, Board President  
Dr. Delva King, Board Vice President