

FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION
MEETING MINUTES

September 21, 2017

The Farmersville EDC met in regular session on September 21st, 2017 at 6:30 p.m. in the City Hall Council Chambers with the following members present: Kevin Meguire, Robbie Tedford, George Crump, Jason Lane and Randy Smith. Staff members present were City Accountant Daphne Hamlin, City Manager Ben White. Special guest recognized, Councilman Mike Hurst, Donna Williams, and Samuel Satterwhite with Wylie EDC.

CALL TO ORDER

Chairman Meguire convened the meeting at 6:35 p.m. and announced a quorum was present.

RECOGNITION OF CITIZENS AND VISITORS

Special guest recognized, Councilman Mike Hurst, Donna Williams, and Samuel Satterwhite with Wylie EDC.

PUBLIC COMMENT

No public comment taken.

REVIEW KEY INITIATIVE ARE GOALS (KIA'S)

Board moved to Mr. White's office to review completed marketing video at 6:40 and reconvened at 6:50.

Mr. White on August 9th met with Kim Moore with Newmark Grubb Knight and Frank at their local office in Dallas, TX. Ms. Moore was very helpful, very knowledgeable, her suggestion to us was to know our workforce. Send out a survey in the utility bills get to know what is out there. Secondly, become a member of the Dallas Fort Worth marketing team and lastly grow your own businesses, cultivate what we have currently.

Ms. Moore had offered to attend one of our EDC meetings to provide input. Ms. Moore is a Managing Director with Newmark Grubb Knight and Frank. Ms. Moore said she may be able to assist us with a survey.

RECEIVE UPDATE ON COLLIN COLLEGE

Mr. White stated that the Mayor was unable to attend tonight's meeting, Mayor is at the Collin College Banquet receiving an award on behalf of Farmersville EDC 4A, for obtaining the President Circle status.

Mr. White stated Collin College will begin work on the engineer part of the Farmersville Campus. Mr. Smith asked if there are any grants issued for the Farmersville Parkway. Mr. White stated currently nothing is available.

CONSIDER, DISCUSS AND ACT UPON REGIONAL EDC COMMITTEE. MR. GREINER WITH WYLIE EDC WILL ATTEND MEETING

Mr. Greiner was unable to attend the EDC meeting, but in his place Mr. Satterwhite with Wylie EDC addressed the Farmersville EDC Board. Mr. Satterwhite has been with the Wylie EDC for 22 years, at that time the population was only 10k. Mr. Satterwhite said what has worked well for their growth in the beginning was obtaining foreclosure property in the Industrial Area. Mr. Satterwhite said if he could have done anything different was to expand the industrial space. Currently we are doing a lot of re-development on property acquired. Mr. Satterwhite gave the EDC examples of how they attracted growth, one is to use property, be aggressive, and give incentive packages. Convey property to businesses, identify performance measures.

Mr. Satterwhite said he reviewed some of the Farmersville data, currently we have 26% Industrial and 7 of the top 20 are manufacturing businesses, also looked at property in town at the East Industrial Park. Mr. Satterwhite said that Wylie was in our position 20 years ago. Chairman Meguire asked Mr. Satterwhite would it be in the best interest for Farmersville if the EDC Board acquired 50+ acres. Mr. Satterwhite said whatever you can obtain would be a good investment. Worked well for Wylie because we had local businesses needing to expand. Mr. Tedford asked how you enticed businesses to come to Wylie. Mr. Satterwhite said 60% for their business came from local business, word of mouth. Mr. Lane said with most of the existing Wylie Businesses how did you foster that relationship, how did you go about that? Mr. Satterwhite said mainly developing a relationship with business owners.

CONSIDER, DISCUSS AND ACT UPON RELOCATION OF NEW BUSINESS, BIG D CONCRETE NEEDING CITY WATER AND SEWER SERVICES

Mr. White updated the status of Big D Concrete, currently TIRZ Board funded the water line needed to supply Big D Concrete, and water line installation will begin October 2017.

Mr. White spoke about the potential of a Company Lafarge who has a relationship with Big D and are considering building a spur line and to build a silo to have a cement terminal like the one in Amarillo. Investment is approximately \$20m. Plan is to bring both facilities together at the same time. Setting up the Spur line and Batch Plant operation to make it successful. Mr. Lane asked how many jobs this plan will bring. Mr. White said the terminal part will be low.

RECEIVE UPDATE ON CAMDEN PARK PROJECT

Mr. White stated that the developer agreement is up to date and that the loan closed. Mr. Smith asked Mr. White if the City Engineer completed phase II. Mr. White said yes.

CONSIDER, DISCUSS AND ACT UPON PARKING ISSUE AT MURPHY CROSSING

Item Tabled.

CONSIDER, DISCUSS AND ACT UPON ITEMS FOR PAYMENT

On a motion made by Mr. Lane to approve items listed for payment with the change on payment to the City of Farmersville, second by Mr. Crump, motioned carried

CONSIDERATION AND POSSIBLE ACTION REGARDING FINANCIAL STATEMENTS FOR AUGUST 2017

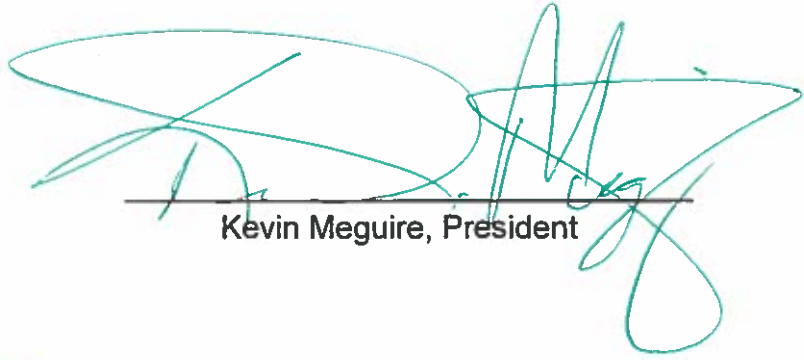
On a motion made by Mr. Tedford to approve financial statements as presented, second by Mr. Lane, motioned carried.

DISCUSSION IN CONTEMPLATION OF PLACING ITEMS ON FUTURE AGENDA

- Contact other EDC
- Frisco EDC meeting
- Greenville EDC
- Labor pool Farmersville Booklet

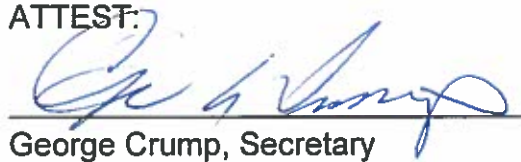
ADJOURNMENT:

Meeting adjourned at pm. 8:20



Kevin Meguire, President

ATTEST:



George Crump, Secretary