

STATE OF TEXAS

§

September 13, 2022

COUNTY OF GRAYSON

§

BE IT REMEMBERED THAT A Joint Meeting of the Sherman City Council and the Sherman Economic Development Corporation was begun and held in the City Council Chambers on September 13, 2022.

COUNCIL MEMBERS PRESENT: Mayor David Plyler; Deputy Mayor Pam Howeth.
Council Members Dobbs, Holland, Marroquin, Stevenson,
Teamann.

COUNCIL MEMBERS ABSENT: None.

SEDCO MEMBERS PRESENT: Gail Utter, Vice-Chairman; Scott Bandemir, Secretary; Jason Brumm; Dr. Al Hambrick; David Plyler (Ex-Officio); Shawn Teamann (Ex-Officio); Juston Dobbs (Ex-Officio); Robby Hefton (Ex-Officio); Dr. Tyson Bennett (Ex-Officio); Jeff Moore, Attorney.

SEDCO MEMBERS ABSENT: Janie Bates, Chairman.

CITY STAFF PRESENT: Robby Hefton, City Manager; Terrence Steele, Assistant City Manager; Clint Philpott, Assistant City Manager; Rob Rae, Director of Development Services; Bruce Dawsey, Assistant Police Chief; Mary Lawrence, Director of Finance; Wayne Lee, Director of Engineering; Nate Strauch, Community and Support Services Manager; Tom Pruitt, Utility Engineer; Jana Walker, Controller; Moises Duran, Emergency Management Coordinator; Junior Jaimes, Computer Support Technician; Teri Fine, Assistant to the City Manager; Linda Ashby, City Clerk.

CITY ATTORNEY: Ryan Pittman, Abernathy, Roeder, Boyd, Hullett

SEDCO STAFF PRESENT: Kent Sharp, President; Ashton Bellows, Chief Administrative Officer; Shannon Blake, Economic Development Specialist; Brandy Washington, Administrative Assistant.

PURPOSE: Call to Order, Quorum Determined, Meeting Declared Open,
Recognition of Guests and Visitors

Pledge of Allegiance and Invocation by Mayor David Plyler

CITIZEN'S COMMENTS

SEDCO WORK PROGRAM 2021-2022

SEDCO's Presentation of the 2021-2022 Work Program Results

SEDCO WORK PROGRAM 2022-2023

SEDCO's Presentation of the 2022-2023 Work Program

SEDCO WORK PROGRAM 2022-2023

City Council to Discuss and Consider Approval of the SEDCO Work Program 2022-2023

SEDCO BUDGET 2022-2023

SEDCO's Presentation of the SEDCO Budget 2022-2023

SEDCO BUDGET 2022-2023

SEDCO Board to Discuss and Consider 2022-2023 Budget

SEDCO BUDGET 2022-2023

City Council to Discuss and Consider Approval of the 2022-2023 SEDCO Budget

COUNCIL COMMENTS

EXECUTIVE SESSION

IN ACCORDANCE WITH CHAPTER 551, GOVT. CODE, V.T.C.S., (OPEN MEETINGS LAW)

The City Council will now hold an Executive Session pursuant to the provisions of the Open Meetings Law, Chapter 551, Government Code, Vernons Texas Codes Annotated, in accordance with the authority contained in the following sections.

TEX. GOV'T CODE § 551.071 --

Seeking the advice of its attorney about pending or contemplated litigation, settlement offers or any matter in which the duty of the attorney to the City Council under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with the Texas Open Meetings Act

TEX. GOV'T CODE § 551.072 --

Deliberating the purchase, exchange, lease or value of real property if deliberation in an Open Meeting would have a detrimental effect on the position of the City in negotiations with a third person

TEX. GOV'T CODE § 551.073 --

Deliberating A Negotiated Contract For A Prospective Gift Or Donation To The City If Deliberation In An Open Meeting Would Have A Detrimental Effect On The Position Of The City In Negotiations With A Third Person

TEX. GOV'T CODE § 551.074 --

Deliberating the appointment, employment, evaluation, reassignment, duties, discipline or dismissal of a public officer or employee; or to hear a complaint or charge against an officer or employee unless the officer or employee who is the subject of the deliberation or hearing requests a public hearing

TEX. GOV'T CODE § 551.076 --

Deliberating the deployment, or specific occasions for implementation, of security personnel or devices or a security audit

TEX. GOV'T CODE § 551.087 --

Discussing or deliberating commercial or financial information that the

COUNCIL MINUTES -- SEPTEMBER 13, 2022

City has received from a business prospect that the City seeks to have locate, stay or expand in or near the City and with which the City is conducting economic development negotiations; or deliberating the offer of a financial or other incentive to a business prospect

TEX. GOV'T CODE § 551.089 --

Deliberating security assessments or deployments relating to information resources technology, network security information, or the deployment or specific occasions for implementation of security personnel, critical infrastructure or security devices

OPEN MEETING

Reconvene into Open Meeting and Consider Action, if any, on items discussed in Executive Session

ADJOURNMENT

CALL TO ORDER, QUORUM DETERMINED, MEETING DECLARED OPEN, RECOGNITION OF GUESTS AND VISITORS

Mayor Plyler called the meeting to order at 12:01 p.m., declared a quorum present, and opened the City Council Meeting. Gail Utter, Sherman Economic Development Corporation Vice-Chairman, called their meeting to order and declared a quorum present.

PLEDGE OF ALLEGIANCE AND INVOCATION BY MAYOR DAVID PLYLER

Kent Sharp, President, Sherman Economic Development Corporation, gave the invocation.

CITIZEN COMMENTS

There were no citizen's comments.

SEDCO WORK PROGRAM 2021-2022

SEDCO'S PRESENTATION OF THE 2021-2022 WORK PROGRAM RESULTS

Mr. Sharp presented the results of the Program of Work for 2021-2022. Of their six goals, he said they spend 80% of their time working with existing industries. Because of COVID, they lost 1.5 years of visiting the larger industries. They are getting back now to visiting with the plant managers and understanding their needs, for the next 12 to 24 months.

He outlined their biggest projects, of which the largest is Texas Instruments. Phase 1 and 2 of their \$30 billion project will bring 3,200 jobs to Sherman. In November 2021, II-VI (Coherent) approved a \$53 million project, which will bring 119 new jobs. SEDCO approved a 5% incentive of \$2.7 million, which will be paid out over a five-year period. If they expend another \$10 million in the next couple of years, the incentive will be paid out over a three-year period. He said they are currently at about 570 employees, up from 400 when they started.

Mr. Sharp said a project with Tyson was approved a couple of months ago for \$32 million in capital expenditure, with 1,700 retained jobs. SEDCO approved a 3% incentive with Tyson, for \$960,000. Sunny Delight has a \$30 million capital expenditure project, with 74 new jobs. SEDCO's incentive for Sunny Delight was 3% for \$901,800. Starr Aircraft just installed a tornado shelter for their employees with a \$50,000 Small Business Grant from SEDCO. This project resulted in 100 retained jobs.

Mr. Sharp said, following the Texas Instruments, GlobalWafers, II-VI announcements, and after examination of future SEDCO cash flow, the Board reduced the capital expenditure grant from 5% to 3% for projects with a capital expenditure of \$1 million or more. Since Sherman is getting such large

COUNCIL MINUTES -- SEPTEMBER 13, 2022

capital expenditure projects, they needed to preserve the cash flow, at least for now, until they see how the sales tax revenue will perform.

Robby Hefton, City Manager, said the City's stance over the last 12 months has been similar, and they have modified their matrix percentages too. In addition, the City previously offered property tax abatements on the full tax rate, both the interest and sinking, and the M&O rates. Unless the project is very large, the City now looks at abating only on the M&O portion, which is now about 35% to 40% of the total tax rate.

Mr. Sharp listed the Performance Agreements that SEDCO has paid out. PDQ actually purchased an existing business, brought their business to Sherman, and combined the two. They earned a \$67,469 incentive for a \$1.3 million capital expenditure, and brought in 18 new jobs.

Quality Ingredients is a small company that moved out of the Metroplex. They spent \$182,000 in capital expenditures, and created six new jobs. SEDCO gave them a \$50,000 Small Business Grant.

Commissary Express has been in Sherman for "a number of years," and services jails in Texas, Oklahoma, and Arkansas. They added on to their building with a \$155,000 capital expenditure project, which was actually closer to \$200,000, and retained 23 jobs. They received a \$50,000 Small Business Grant, from SEDCO.

Mr. Sharp said Eternity Technologies came in, in 2019 for a Performance Agreement, and then COVID hit. Their equipment was coming from Germany, and was drastically affected by the pandemic. Their Performance Agreement was extended through 2022, which allowed them another 12 months to meet the terms of their agreement.

In addition, Mr. Sharp said SEDCO did 14 business retention and expansion visits, two plant manager and safety leader forums, and two leadership breakfasts.

Another goal was to recruit targeted primary employers and allies. He explained that GlobalWafters USA was counted under this goal because, even though GlobiTech was already located in Sherman, this project was not coming to the United States. Originally GlobiTech was talking about expanding in Sherman and they would mention how their project would relate to the wafer project in Korea. It was a longshot because of the expense of that type of manufacturing in the United States, but Sherman finally got to vie for the project.

Sherman actually secured the project, which is \$5 billion in capital expenditures, 1,500 new jobs, and a \$20 million incentive over 10 years. The 144 acre facility will be located in Progress Park I, at \$1 per acre.

Trinity Tape & Marketing was originally located in Melissa, Texas, and will relocate to Sherman. Their \$4.6 million capital expenditure project will bring 18 new jobs to Sherman for a \$234,000 incentive.

Mr. Sharp said SEDCO also has signed letters of intent for Projects Wrap and EZ on Progress Park VI. Project Wrap is a company out of California and Project EZ is a company in Florida. Both projects will be located in Progress Park VI. SEDCO has also worked 19 new projects and hosted 14 site visits/prospect meetings.

He also said SEDCO staff provided outreach by attending conferences and tradeshow with partners such as Team Texas and Oncor. They distributed quarterly reports and released the 25th Anniversary Mini-Documentary, and revamped their website and social media outlets.

COUNCIL MINUTES -- SEPTEMBER 13, 2022

Mr. Sharp said workforce is a big goal for SEDCO and is a priority as they work with the Sherman Independent School District, Grayson College, and Austin College, to prepare for jobs coming up in 2024 and 2025. They have instigated workforce development programs to encourage and prepare students to consider manufacturing and industrial jobs as a viable option for their future.

A fourth goal for SEDCO is the management and marketing of their real estate to attract industrial investments to the community. They have purchased property for several industrial parks and for a buffer around other industrial development. He updated the Council on the status of several of those real estate investments.

SEDCO also sponsors a RISE competition, Raising Innovative Sherman Entrepreneurs, and one of those applicants was Arctic Bracing. They were awarded \$100,000 in the competition, for the manufacturing of bracing that can be used after hip surgery and molded to the person. They are purchasing property from SEDCO for their plant.

SEDCO will be partnering with the City to extend Flanary Road from Progress Drive to Shepherd Road. They will make a \$225,000 reimbursement to the City for a contract between the City and Pacheco Koch Consulting Engineers for the project.

They have also worked with BNSF and Via Rail to provide rail-served sites in Progress Park. He said the three projects that are coming into Progress Park VI, will be rail-served. They are collaborating with the owners of the former CertainTeed building, which is a 500,000 square foot facility that will be available in October 2022. Currently, a project, with a \$130,000 capital expenditure and 260 new jobs, is looking at the space.

The final goal for SEDCO is to cultivate and fund the entrepreneurial program, RISE. He mentioned two of the three winners in the program. SEDCO presented a \$50,000 grant to The Charlotte Letter for their \$128,000 capital expenditure project, which includes 17 jobs. The company manufactures adaptive apparel for children with special medical needs. They are located in downtown Sherman.

The other winner was Arctic Bracing, which was presented with a \$100,000 grant for their \$1 million capital expenditure project, which includes 38 jobs. They manufacture orthopedic braces with a patented custom mold system.

Mr. Sharp said SEDCO welcomed a new partner for the 2023 Challenge. PQD Design and Manufacturing will select a winner to assist with product research and development. They are a Taiwanese company with a large manufacturing presence in Taiwan. The son and daughter wanted to move the manufacturing part to the United States. They purchased a manufacturing business on Fallon Drive, renovated the business, and brought in their technology. They have a huge engineering presence, both here and in Taiwan.

Participants in RISE have great ideas, but they don't know how to design a prototype or how to get it to work. PQD will help by donating time and money for some of these innovative ideas.

SEDCO is working to promote and encourage local minority and women-owned businesses. They have currently collected 242 contacts for these types of businesses in Grayson County. The database has been updated to SEDCO's website.

Mr. Sharp mentioned a few items of recognition that SEDCO has recently received, including being recognized by Governor Greg Abbott for receiving the 2021 Technology Award, being ranked #1 on the North Texas Economic Development Agencies list from the Dallas Business Journal, and being awarded the 2021 Economic Excellence Recognition by the Texas Economic Development Council.

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Ashton Bellows, Chief Administrative Officer, SEDCO, explained how they are using the various social media platforms and the increase they are seeing from the various followers. She also mentioned the 25th Anniversary video that SEDCO put together, which highlights the history of industry in Sherman and SEDCO's part in that history.

Shannon Blake, Economic Development Specialist, SEDCO, is the employee dedicated to the social media uses and she discussed some of the numbers that they have realized through the different platforms. Mr. Sharp said they have spent less than \$10,000 on social media to get the outstanding results they have had.

SEDCO WORK PROGRAM 2022-2023

SEDCO'S PRESENTATION OF THE 2022-2023 WORK PROGRAM

Mr. Sharp briefly discussed the proposed Program of Work for 2022-2023, adding that they are not changing much. He listed action items for the new Program of Work, saying they want to include a couple of headquarter visits for some of the existing industries that are in Sherman, including possibly Taiwan. Two companies in Sherman have headquarters in Taiwan, GlobalWafers and PQD.

They also plan to work with multiple partners to develop a talented workforce pipeline for all industries. Sherman is always competing with these other markets for a workforce. The expanded companies that are coming to Sherman will need a lot of employees, including Texas Instruments, GlobalWafers, Sunny Delight, Tyson, and II-VI.

Another action item is real estate, and Mr. Sharp said with Texas Instruments and GlobalWafers, things have definitely changed. The Council and SEDCO want to get the "highest and best use" out of the limited acreage that is left. He said they really don't know what will be coming 12 months from now, or 24 months from now, when Texas Instruments comes.

They also want to continue to promote the RISE program and "grow" the applicant pool, as well as pushing the women-owned, minority-owned database.

SEDCO WORK PROGRAM 2022-2023

CITY COUNCIL TO DISCUSS AND CONSIDER APPROVAL OF THE SEDCO WORK PROGRAM 2022-2023

Mayor Plyler asked for a vote on SEDCO's Work Program for 2022-2023.

ACTION TAKEN.

Motion by Deputy Mayor Howeth to approve the SEDCO Work Program for FY 2022-2023, as presented. Second by Council Member Holland.

VOTING AYE: Dobbs, Holland, Howeth, Marroquin, Stevenson, Teamann.

VOTING NAY: None.

MOTION CARRIED.

SEDCO BUDGET 2022-2023

SEDCO'S PRESENTATION OF THE SEDCO BUDGET 2022-2023

Mr. Sharp presented SEDCO's proposed Budget for 2022-2023. He said the SEDCO Board approved "a version" of this proposed Budget last month. However, it has been updated again. They have updated the sales tax revenue and the revenue from interest. He said interest rates are up, so they doubled the amount of interest they expect. As for sales tax, he said the September numbers came in 30% over last September. He said they really didn't know what would happen with the new industries, but this was a "wild guess" and he felt they would probably see more revenue than this.

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There was also a change on one expense item. They recently found out that Texas Instruments would be applying for some workforce funds, a \$300,000 grant. He added that EDCs match half of that grant and the State workforce board matches half. Because of that, they are adding another \$150,000 in the 8500 series line item.

He said they are asking the SEDCO Board to approve the updated Budget and then asking the City Council to approve it.

SEDCO BUDGET 2022-2023

SEDCO BOARD TO DISCUSS AND CONSIDER 2022-2023 BUDGET

Ms. Utter asked for a motion from the SEDCO Board on the updated 2022-2023 SEDCO Budget.

ACTION TAKEN.

Motion by Dr. Hambrick to approve SEDCO's Updated Budget for FY 2022-2023, as presented. Second by Mr. Bandemir.

VOTING AYE: Gail Utter, Scott Bandemir, Jason Brumm; Dr. Al Hambrick.

VOTING NAY: None.

MOTION CARRIED.

SEDCO BUDGET 2022-2023

CITY COUNCIL TO DISCUSS AND CONSIDER APPROVAL OF THE 2022-2023 SEDCO BUDGET

Mayor Plyler asked for a vote on SEDCO's Budget for 2022-2023.

ACTION TAKEN.

Motion by Council Member Teaman to approve the SEDCO Budget for FY 2022-2023, as presented. Second by Council Member Stevenson.

VOTING AYE: Dobbs, Holland, Howeth, Marroquin, Stevenson, Teamann.

VOTING NAY: None.

MOTION CARRIED.

COUNCIL COMMENTS

There were no Council comments.

EXECUTIVE SESSION

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Council Members determined there was no need for an Executive Session.

ADJOURNMENT

There being no further business to come before the City Council or the Sherman Economic Development Corporation, motion was duly made and approved to adjourn the Joint Meeting at 12:42 p.m.



MAYOR

ATTEST



CITY CLERK



1

Goals to Promote Capital Investment and Jobs:

- A. Retain and expand existing primary employers
- B. Recruit targeted primary employers and allies
- C. Support workforce development and employment programs
- D. Manage and market SEDCO real estate to attract industrial real estate investments
- E. Cultivate and fund an Entrepreneurial Program
- F. Encourage Sherman minority-owned and women-owned businesses

Program of Work Results 2021-2022

2

A. Retain & expand existing primary employers

- **Texas Instruments:** \$30B CAPEX, 3,200 jobs
- **II-VI (Coherent):** \$53M CAPEX, 119 new jobs. 5% incentive = \$2,701,500
- **Tyson:** \$32M CAPEX, 1,700 retained jobs. 3%* = \$960,000
- **Sunny Delight:** \$30M CAPEX, 74 new jobs. 3%* incentive = \$901,800
- **Starr Aircraft:** \$50K Small Business Grant, 100 retained jobs

**Following the TI/GlobalWafers/II-VI announcements and after examination of future SEDCO cash flow, the SEDCO Board reduced the CAPEX grant from 5% to 3% for projects with a CAPEX of \$1M+.*



II-VI

Tyson

Sunny
Delight
Beverages Co.

STARR
AIRCRAFT

3

Goal A Continued

- Performance Agreement Updates:
 - **PQD:** \$67,469.83 incentive, \$1.3M CAPEX, 18 new jobs
 - **Quality Ingredients:** \$50K Small Business Grant, \$182K CAPEX, 6 new jobs
 - **Commissary Express:** \$50K Small Business Grant, \$155K CAPEX, 23 retained jobs
 - **Eternity Technologies:** Extended AFFA term through 12/31/22
- 14 Business Retention and Expansion (BRE) visits
- 2 Plant Manager and Safety Leader Forums
- 2 Leadership Breakfasts
- Appreciation lunches at Commissary Express, Eternity Technologies, Mueller Construction Company, Panda Power, and PQD International



4

B. Recruit targeted primary employers & allies

- **GlobalWafers USA:** \$5B CAPEX, 1,500 new jobs, \$20M incentive over 10 years, 144 acres in Progress Park I at \$1/acre
- **Trinity Tape & Marking:** \$4.6M CAPEX, 18 new jobs, \$234,000 incentive
- Letters of Intent for **Projects Wrap and EZ** on Progress Park VI
- Worked 19 new projects
- Hosted 14 site visits/prospect meetings



5

Goal B Continued

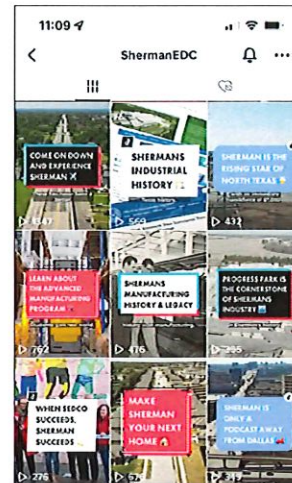
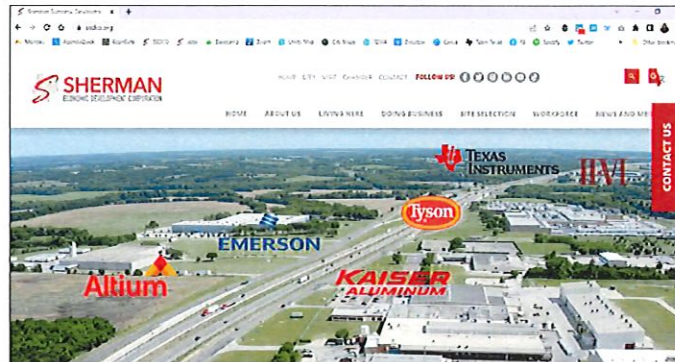
- California tradeshow with Team Texas & Oncor
- Distributed quarterly reports to 1,200+ contacts
- Released the 25th Anniversary Mini-Documentary



6

Goal B Continued

- Social media video series to recruit jobseekers & new companies.
- Launched the new sedco.org
- Created a SEDCO TikTok



7

C. Support workforce development & employment programs

- Matched grant funds with WST and DDA for 2 Career Education Specialists
- Co-sponsored AMP events
- 2021-2022 academic year:
 - 2 Advanced Manufacturing Certificates
 - 23 IMT Certificates
- Partnered with the CWL to offer free training to full-time employees of Sherman Type A businesses
- Co-sponsored 3 job fairs with WST
- Maintained ShermanTXJobs.com & promoted listings on social media
- Google/YouTube advertising to recruit jobseekers to Sherman
- Held meetings with education representatives to initiate a comprehensive plan to develop a talent pipeline for our high-tech industries



8

D. Manage & market SEDCO real estate to attract industrial real estate investments

1 & 2: Closed on the 71 acres south of Park VII (1) and the 49 acres south of Park VI (2)

3: Conveyed a 9.115-acre tract and a 0.84-acre tract off FM 1417 just east of Schulman's MBG to the City of Sherman for \$254,818

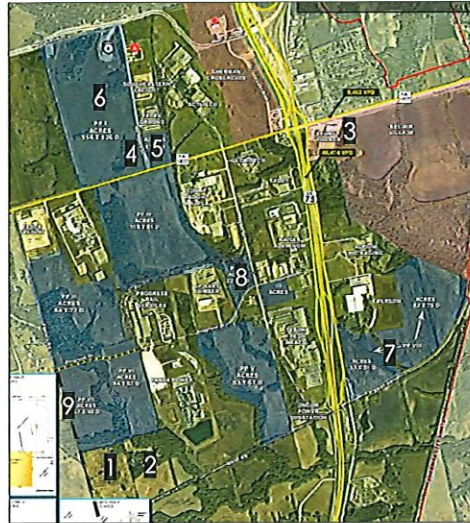
4 & 5: 903 Brewers conveyed the 5.282-acre tract (4) on west side of Northgate Dr. for the 11.11-acre tract (5) on the east side of Northgate Dr. SEDCO to reimburse \$55K in sunk costs

6: 144 acres in Park I at \$1/acre to GlobalWafers USA

7: Resolution authorizing \$70K for 3 acres of an old rail access corridor on Park VIII. Estimated closing in 2023

8: Resolution authorizing the transfer of 5 acres in Park III at \$65,340/acre to Arctic Bracing

9: \$255K reimbursement to City for a contract between the City & Pacheco Koch Consulting Engineers for the extension of Flanary Rd. from Progress Dr. to Shepherd Rd



9

Goal D Continued

- Worked with BNSF and Via Rail on projects seeking rail served sites in Progress Park
- Collaborating with the owners of the former CertainTeed building as 500K SF will be available in Oct. 2022. Currently working with a project looking at the space with a \$130M CAPEX and 260 new jobs
- Met with Rob Rae for the Blalock Industrial Park Zoning Update
- Promoted the available sites in Progress Park on social media
- Maintained property listings on sedco.org



10

E. Cultivate & fund an entrepreneurial program



- Worked with AC and the Grayson SBDC to execute the 2022 RISE Challenge to develop young, entrepreneurial companies by awarding up to \$250,000 to qualified applicants
 - Oct-Nov: Banker luncheon & marketing
 - Dec: 2 Public Interest Meetings
 - Jan: App portal opened
 - Feb: App portal closed with 5 apps, 4 advanced to the orientation, SBDC training & initial pitch.
 - Mar: 3 advanced to business plans & site visits with judges
 - Apr: Final presentation & Awards Celebration
- Presented a **\$50K grant to The Charlotte Letter** (\$128K CAPEX, 17 jobs). Manufactures adaptive apparel for children with special medical needs
- Presented a **\$100K grant to Arctic Bracing** (\$1M CAPEX, 38 jobs). Manufactures orthopedic braces with a patented custom mold system
- Welcomed a new partner for the 2023 Challenge – PQD Design and Manufacturing. PQD will select a winner(s) to assist with product research & development



11

E. Encourage Sherman minority- & women-owned businesses

- Hosted the second Sherman WOMO meeting to discuss branding, provide an update on the database, and brainstorm ideas for workshops/masterclasses moving forward.
- Finalized the logo and branding for the WOMO program.
- Collected **242 contacts** for the minority-owned and women-owned businesses in Grayson County and uploaded them to a database on the new sedco.org.



12

Recognition of Results

- Recognized by Gov. Abbott for receiving the **2021 Technology Award**.
- Ranked **#1 on the North Texas Economic Development Agencies list** from the Dallas Business Journal.
- Awarded the **2021 Economic Excellence Recognition** by TEDC.
- Kent and TI's Virginia Schaefer were invited to visit the Governor's Mansion to celebrate Texas winning its 10th consecutive Governor's Cup.
- Kent was asked to testify before the House Committee on the International Relations and Economic Development on the Interim Charges of Economic Development incentives and semiconductor investment.

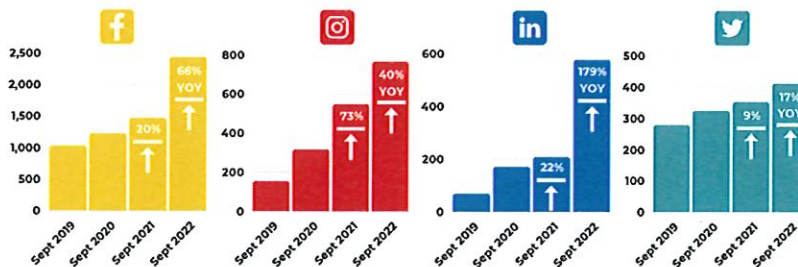


	AGENCY WEBSITE	CONTACT	VALUE OF DEALS 2021 +
1	SHERMAN ECONOMIC DEVELOPMENT CORPORATION sedco.org	327 W. Washington St. #132 Sherman, TX 75090 972-600-2566	\$30.07 billion
2	CITY OF FORT WORTH fortworthtexas.gov	250 Texas St. Fort Worth, TX 76102 817-332-1224	\$509 million
3	CITY OF MESQUITE ECONOMIC DEVELOPMENT mesquiteeconomy.com	1515 N. Oaklawn Dr. 2nd Fl. Mesquite, TX 75149 972-215-6349	\$451 million

13

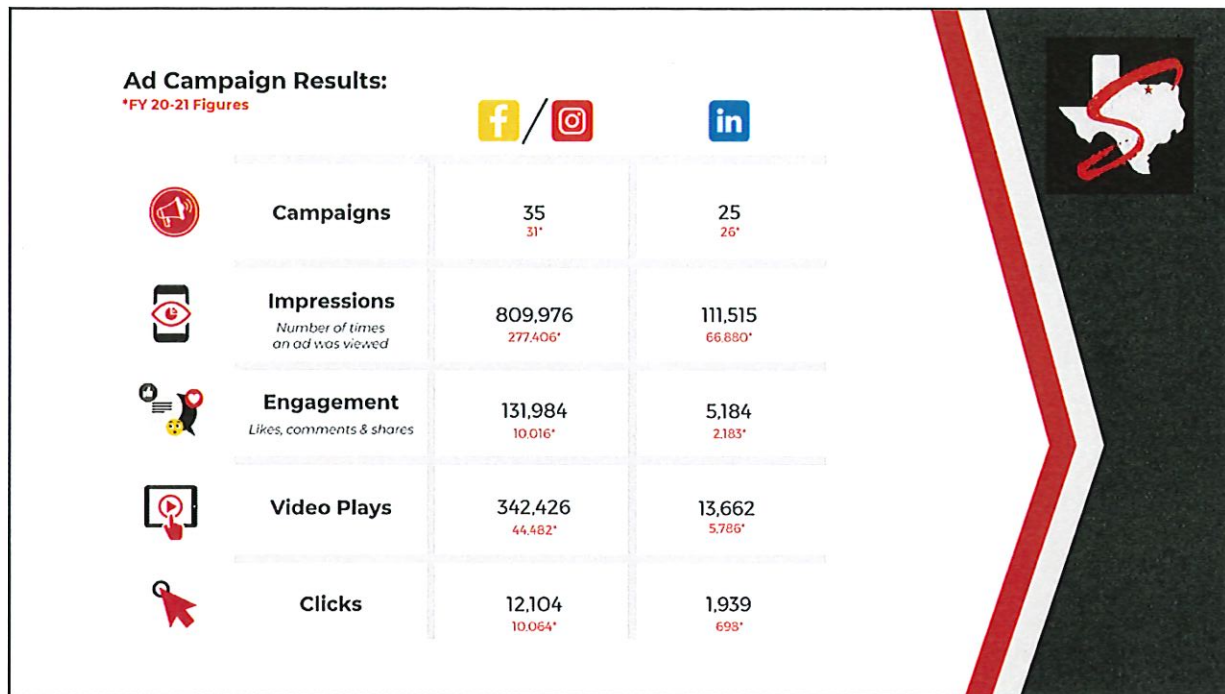
SOCIAL MEDIA ANALYTICS

Follower Growth Rate:



NEW! 42 Followers - Sept 2022

14



15

Goals to Promote Capital Investment and Jobs:

- A. Retain and expand existing primary employers
- B. Recruit targeted primary employers and allies
- C. Support workforce development and employment programs
- D. Manage and market SEDCO real estate to attract industrial real estate investments
- E. Continue the Raising Innovative Sherman Entrepreneurs (RISE) Program
- F. Educate and promote Sherman women-owned and minority-owned (WOMO) businesses



**Proposed
Program of Work
2022-2023**

16

New Actions for 2022-2023



- **Goal A (Retention)**
 - HQ visits for a couple existing industries (could include Taiwan)
- **Goal B (Attraction)**
 - Narrow our target industries to Advanced Manufacturing (specifically semiconductors), Industrial R&D, and HQs
- **Goal C (Workforce)**
 - Working with multiple partners, using social media, conventional ads to attract and train talent pipeline for all industries
 - Matching workforce grant for TI (\$150,000)
- **Goal D (Real Estate)**
 - Focusing on high-value deals for Progress Parks (highest and best use for SEDCO-owned land)
- **Goal E (RISE)**
 - Continue to promote to grow the applicant pool
- **Goal F (WOMO)**
 - Pushing WOMO database to our existing industries to encourage vendor relationships
 - Spotlight some of the WOMO businesses in a video series on social media and sedco.org

17

City Council to Discuss and Consider
Approval of SEDCO's FY 2022-2023
Program of Work



18

Proposed 2022-2023 Budget

	ACCOUNT	ACTUAL	APPROVED	CURRENT ACTUAL (thru June-July)	PROPOSED ACTUAL (thru fiscal year end)	VARIANCE PROPOSED TO	PROPOSED	FY21 VARIANCE TO
	850-9850-	FY 20-21	FY 21-22	FY 21-22	FY 21-22	APPROVED FY21	FY 22-23	APPROVED FY21
SUMMARY								
Revenues								
Sales Tax 4A - SEDCO	60204	\$ 4,854,860	\$ 4,500,000	\$ 5,509,654	\$ 5,509,654	\$ 1,009,654	\$ 5,509,654	\$ 1,009,654
Interest Earned	66001	\$ 42,752	\$ 58,500	\$ 33,491	\$ 44,654	\$ (13,846)	\$ 150,000	\$ 91,500
Miscellaneous Revenue	68010	\$ 695,810	\$ -	\$ -	\$ 851,700	\$ 851,700	\$ 954,818	\$ 954,818
TOTAL REVENUES		\$ 5,593,422	\$ 4,558,500	\$ 5,543,145	\$ 6,406,008	\$ 1,847,508	\$ 6,614,472	\$ 2,055,972
Expenses								
Personnel Expenses TOTAL	81000	\$ 385,952	\$ 460,738	\$ 350,712	\$ 516,408	\$ 55,670	\$ 578,800	\$ 118,062
Supplies TOTAL	82000	\$ 6,355	\$ 13,800	\$ 25,293	\$ 23,688	\$ 9,888	\$ 13,500	\$ (300)
Maintenance and Repairs TOTAL	83000	\$ 3,600	\$ 5,940	\$ 4,800	\$ 6,640	\$ (300)	\$ 8,580	\$ 2,640
Utilities and Communications TOTAL	84000	\$ 12,527	\$ 13,037	\$ 10,343	\$ 12,286	\$ (751)	\$ 10,400	\$ (2,637)
Contractual or Sundry Services TOTAL	85000	\$ 650,308	\$ 1,091,827	\$ 592,621	\$ 2,044,477	\$ 952,650	\$ 3,607,924	\$ 2,516,097
Debt Service TOTAL	86000	\$ 655,027	\$ 602,892	\$ 452,169	\$ 904,339	\$ 301,446	\$ 566,056	\$ (36,836)
Capital Expenses TOTAL	88000	\$ 2,175,171	\$ 7,000,000	\$ 1,113,238	\$ 1,183,238	\$ (5,816,762)	\$ 1,000,000	\$ (6,000,000)
TOTAL EXPENSES		\$ 3,888,939	\$ 9,188,234	\$ 2,549,176	\$ 4,690,076	\$ (4,498,159)	\$ 5,785,260	\$ (3,402,974)
NET INCOME (LOSS)		\$ 1,704,482	\$ (4,629,734)	\$ 2,993,969	\$ 1,715,932	\$ 6,345,666	\$ 829,212	Surplus or (Deficit) Amount
CASH & INVESTMENTS ENDING BALANCE		\$ 13,855,745	\$ 9,226,011	\$ 16,849,714	\$ 15,571,677		\$ 14,684,957	

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- SEDCO Board to Discuss and Consider Approval of the FY 2022-2023 SEDCO Budget
- City Council to Discuss and Consider Approval of the FY 2022-2023 SEDCO Budget



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