

1 **SULPHUR SPRINGS-HOPKINS COUNTY**  
2 **ECONOMIC DEVELOPMENT CORPORATION**  
3 **MONDAY, March 22, 2010**  
4 **12:00 P.M.**

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6 *A scheduled meeting and an executive session of the Sulphur Springs-Hopkins County Economic*  
7 *Development Corporation was held at 12:00 p.m. on Monday, March 22, 2010 at the EDC Office at 1200*  
8 *Enterprise Lane, Sulphur Springs, Texas.*

9  
10 *Present: Carl Bryan, President*  
11 *Tom Sellers, Vice President*  
12 *Bobby Gillis, Sec/Treasurer*  
13 *Gene Watson*  
14 *Clay Walker*

15  
16 *Absent: None*

17  
18 *Staff: Roger Feagley, Executive Director*  
19 *Carol Reid, Assistant*

20  
21 *Guests: None*

22  
23 *Media: (no media)*  
24

25 **CALL TO ORDER**

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27 *President Carl Bryan called the scheduled meeting to order at 12:00 p.m.*

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29 **APPROVAL OF MINUTES FROM THE MEETING HELD ON February 22, 2010.**

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31 *President Bryan requested a motion from the board to approve the minutes from the board meeting held*  
32 *on February 22, 2010. Gene Watson moved to approve the minutes and Bobby Gillis seconded the*  
33 *motion. The vote was unanimous and the minutes were approved.*

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35 **REPORT FROM BAWCUM & PREUSS COVERING EDC AMENDED FINANCIALS for January,**  
36 **2010 AND THE FINANCIALS FOR February 2010.**

37  
38 *President Bryan recognized the financial reports as the next item on the agenda. Mr. Bawcum was in*  
39 *attendance and gave an explanation of how the USDA Revolving Loan Funds were showing on the*  
40 *amended January financials. The February financials would reflect the same format. After some general*  
41 *discussion, the board members felt the revised January financials were showing the necessary change as*  
42 *well as the February financials. Tom Sellers motioned to approve both sets of financials. Gene Watson*  
43 *seconded the motion. The vote was unanimous and the financials were approved.*

44  
45 **DISCUSSION AND ACTION ON UPDATE OF TAX ABATEMENT POLICY.**

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47 *Director Feagley was recognized by President Bryan to address the tax abatement policy update.*  
48 *Director Feagley pointed out the new addition at the end of the policy. Several of the Board members*  
49 *felt one area of the wording should be revised as well as convey that the table referenced as "Exhibit A"*  
50 *did not apply to the section regarding equipment. Director Feagley said he would make the requested*  
51 *changes to the new addition. President Bryan then asked for a motion to adopt the tax abatement policy*

52 as amended. Gene Watson motioned to approve the tax abatement policy as amended. Bobby Gillis  
53 entered a second to the motion. The vote was unanimous and the amended tax abatement policy will be  
54 adopted.

55

56 **DISCUSSION AND ACTION ON REQUEST FOR BUDGET AMENDMENT PERTAINING TO**  
57 **MAINTENANCE ON BUSINESS PARKS.**

58

59 President Bryan addressed Director Feagley to explain the request. With reference to the clean up  
60 which began a few years ago, Director Feagley feels the brush and trees growing in the bar ditches at  
61 Heritage Business Park is detractive when showing the various properties. Director Feagley has  
62 received a quote of \$20,000 to be charged at \$125/hour from a local contractor for the cleanup of  
63 Heritage Business Park as well as possibly draining a pond at Pioneer Business Park. After some  
64 general questions and discussion, a motion was entered by Tom Sellers with Clay Walker entering a  
65 second to allow the budget amendment for the maintenance cleanup on the Business Parks. The vote was  
66 unanimous and the Budget Amendment was approved.

67

68 **DISCUSSION AND ACTION ON REQUEST FROM ARK-TEX COUNCIL OF GOVERNMENT**  
69 **FOR BROADBAND GRANT SUPPORT.**

70

71 Director Feagley addressed the request for Broadband Grant Support and went over the details of what  
72 the Ark-Tex and East Texas Council of Governments were requesting as well as just where Sulphur  
73 Springs stood in the scheme of things. The ATCOG is requesting a pledge of \$20,000 - \$50,000 from  
74 Economic Development Corporations, SWB, Verizon and others in order to make application for the  
75 Broadband Grant. Payment of the pledge is over a five year period. There is also an in kind match for  
76 which they are looking to the counties and cities to fund. Director Feagley feels it is important for  
77 everyone to understand even if this grant is approved, it will not improve anything in Sulphur Springs  
78 immediately. It will take time to install – up to three years and is referred to as a “middle mile” project.  
79 The middle mile projects bring the access to the communities. The final mile is the transmission lines to  
80 the homes and businesses. Without significant improvements at the Verizon Central Office and the lines  
81 to homes and businesses, this will not change anything. However, this is a project will eventually assist  
82 our companies and residents. It would be in our best interest to fund the \$50,000 match. Keep in mind;  
83 this will only be paid if the grant is approved. Some board members raised the concern of the COG  
84 becoming a “profit center” which, as it was pointed out, would not be a bad thing as long as it does not  
85 distract from the original intent of the entire project. Tom Sellers entered a motion to make the pledge  
86 with the pledge subject to additional information. Gene Watson entered a second. The motion was made  
87 and seconded that the EDC board members conditionally approve the pledge for \$50,000.00. The vote  
88 was unanimous and the pledge for Broadband Grant Support was approved.

89

90 **DISCUSSION AND ACTION ON WORKFORCE TRAINING POLICY GUIDELINES.**

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92 As per the board members request, Director Feagley researched other area 4A EDC’s to find out what  
93 type of workforce training policy they had in place. All 16 of the EDC’s said they had no written  
94 policies. The survey indicated there is support for training programs for new industry as well as existing.  
95 The board members were concerned that certain existing companies might abuse the workforce training  
96 grants from the EDC and felt some restrictions needed to be in place. Director Feagley suggested an  
97 informal policy with guidelines that the training needed to be from an outside source with some  
98 exceptions to the rule, the EDC will pay no more than 50%, and set a limit of one grant within a 12  
99 month period All board members were in agreement with the informal policy guidelines as described.

100

101 **REPORT OF EDC ACTIVITIES**

102

103 Director Feagley updated the board on the activities and the meetings attended by the staff over the  
 104 preceding month and the plans for the following month. Freeport Tax Exemption – After sending an  
 105 email to Mr. Casey inquiring of the status of the report, Mr. Casey responded it was in draft form and  
 106 had a few questions to ask the school district. Storm Damage – at White Oak property, is cleaned up  
 107 with the exception of the trees hanging over Mrs. Bonham’s fence. Mr. Mayberry has started removing  
 108 materials from the interior of the old barn. The contractor who cleaned up the storm damage is also  
 109 cleaning up around the area where the old metal building stood. Pictometry – Attended a meeting held by  
 110 Hopkins County Appraisal District regarding an aerial mapping system. They would create a data base  
 111 from the aerial mapping which has the ability to give tax information on the any particular site. It could  
 112 also do three dimensional tours of a building with a camera and software you would rent from the  
 113 company. This program would be available to all tax exempt agencies. With this information, it would be  
 114 possible to draw and label an available property site which could be printed or sent electronically to a  
 115 prospective company. Director Feagley feels this would be a great tool for the EDC to provide  
 116 prospective companies with property information. Downtown Renovations – A map of the proposed  
 117 renovations was included in the board packets. In a discussion with Mayor Spraggins, it was revealed  
 118 that they would like to take Oak Street through to Rosemont which would require the purchase of three  
 119 buildings – Tully Insurance and Joel Sheffield Law office and the Millennium Shopper. Mayor Spraggins  
 120 asked if the EDC could pay for the purchase of the buildings, construction of the road and water lines.  
 121 Director Feagley stated that would need to be a board decision not to mention there are other steps in  
 122 that process which would need to be addressed. Mayor Spraggins said that the road extension would be  
 123 required once the city reached 30,000 in population. USDA Grant – The EDC received its first payment  
 124 from Echo Publishing/Muddy Jake’s. Intermodal Rail Facility – Director Feagley is in the process of  
 125 coordinating a meeting with Blacklands, KCS and the EDC to discuss future possibilities of an  
 126 intermodal site. Paris Junior College – on March 4, 2010, we had eleven industries with twenty one  
 127 people in attendance. Felt it went really well with some of the attendees staying after the meeting for  
 128 approximately 30 minutes to talk among themselves or with PJC regarding training ideas and what was  
 129 needed in their industries. Other areas covered by Director Feagley consisted of a Commissioners Court  
 130 meeting regarding waste hauling and several marketing trips have also been scheduled.

131  
 132 President Bryan recognized the next item would be to proceed with the Executive Session. Tom Sellers  
 133 moved to go into Executive Session.

134  
 135 **ADJOURN TO EXECUTIVE SESSION TO BE HELD IN ACCORDANCE WITH TEXAS LOCAL**  
 136 **GOVERNMENT CODE 552.086 TO DELIBERATE REGARDING ECONOMIC DEVELOPMENT**  
 137 **NEGOTIATIONS TO DISCUSS COMMERCIAL AND FINANCIAL INFORMATION RECEIVED**  
 138 **FROM A BUSINESS WITH WHICH THE ECONOMIC DEVELOPMENT CORPORATION IS**  
 139 **CONDUCTING NEGOTIATIONS, AND DISCUSS FINANCIAL AND OTHER INCENTIVES**  
 140 **CONSIDERED FOR THE PROSPECT.**

- 141  
 142 a. **Project Intermodal** 146 e. **Project Food** 149 h. **Project Cardinal Wing**  
 143 b. **Project Bulldog** 147 f. **Project Grape** 150 i. **Land Purchase**  
 144 c. **Project Blossom** 148 g. **Project LARS-NKF** 151 j. **Land Sale**  
 145 d. **Project New Frontier**

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 153 **RECONVENE IN OPEN SESSION**

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 155 *Reconvene at 1:45 p.m.*

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 157 **ACTION AS A RESULT OF EXECUTIVE SESSION**

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 159 *No action needed or taken.*

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161 ***ADJOURN***

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163 *Meeting adjourned at approximately 1:45 p.m.*