

1 **SULPHUR SPRINGS-HOPKINS COUNTY**  
2 **ECONOMIC DEVELOPMENT CORPORATION**  
3 **MONDAY, April 26, 2011**  
4 **12:00 P.M.**  
5

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, April 26, 2011 at the EDC Office at*  
8 *1200 Enterprise Lane, Sulphur Springs, Texas.*  
9

10 *Present: Tom Sellers, President*  
11 *Gene Watson, Vice President*  
12 *Craig Roberts*  
13 *Clay Walker*  
14 *Tory Humphries, Secretary-Treasurer*  
15

16 *Absent: None*  
17

18 *Staff: Roger Feagley, Executive Director*  
19 *Carol Reid, Assistant*  
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21 *Guests: Eric Davis – Adams Engineering*  
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23 *Media: (no media)*  
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25 **CALL TO ORDER**  
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27 *President, Tom Sellers called the scheduled meeting to order at 12:05 p.m.*  
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29 **APPROVAL OF MINUTES FROM THE MEETING HELD ON March 28, 2011 and the**  
30 **Meeting held on April 1, 2011.**  
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32 *President Sellers requested a motion from the board to approve the minutes from the board*  
33 *meeting held on March 28, 2011 and April 1, 2011. Craig Roberts entered a motion to approve*  
34 *both sets of minutes as presented with Gene Watson entering a second to the motion. The vote was*  
35 *unanimous and the minutes were approved.*  
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37 **REPORT FROM BAWCUM & PREUSS COVERING EDC FINANCIALS for March 2011.**  
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39 *As the next item on the agenda was the financial report, President Sellers recognized Mr. Wayne*  
40 *Bawcum and asked if there were any comments. Mr. Bawcum said no but it was nice not to see any*  
41 *building invoices. The building is finished and there was a difference of a nickel when comparing*  
42 *the cost recap between the EDC's figures and his figures. He's not sure why there was a*  
43 *difference in the figures. Other than that, everything is pretty normal. Looks like we spent a lot of*  
44 *money this year, although by the end of the year, we'll be back up to where we were before we*  
45 *started the Cell-O-Core building unless we take on a new project. President Sellers asked if there*  
46 *were any questions. Tory Humphries had a question regarding the document from Guaranty Bond*  
47 *Bank he had signed earlier in the month – the "Rights of Substitution For Pledge Securities". Tory*  
48 *said it was the first time he had seen one. Director Feagley explained that when the EDC funds go*  
49 *over a certain amount in the operating account, they (GBB) pledge securities to cover the value*  
50 *which is not covered by the FDIC. It seemed they always needed to sell and trade those securities.*  
51 *So, by signing this document, we are giving them the authority to do so without needing a signature*  
52 *from myself or a board member. Mr. Bawcum said it didn't sound like a problem. President*

53 *Sellers called for a motion to approve the March Financials. Tory Humphries entered a motion*  
54 *and Gene Watson entered a second. The vote was unanimous and the financials were approved.*

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56 ***DISCUSSION AND ACTION ON REQUEST TO CHANGE EDC BYLAWS***

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58 *President Sellers noted a copy of the EDC Bylaws in the board packet and the request to change*  
59 *the term of the board member from two years to three years. After some general discussion and*  
60 *recognizing the ultimate decision rests with City Council, President Sellers asked if there was a*  
61 *motion to approve that change to the bylaws that would move the term from two to three years.*  
62 *Craig Roberts entered a motion and Tory Humphries entered a second. President Sellers asked*  
63 *when this would go into effect. Director Feagley stated after City Council approved it - which they*  
64 *will appoint new members in May. President Sellers asked if the bylaws addressed Gene Watson's*  
65 *decision now – to leave before his term is up? After some additional discussion, the vote was*  
66 *unanimous and all members were in favor of the motion to change the board members term from*  
67 *two years to three in the EDC bylaws subject to City Council approval.*

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69 ***DISCUSSION AND POSSIBLE ACTION ON REPORT FROM ADAMS ENGINEERING***

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71 *President Sellers recognized Adams Engineering to give their report on cost for building roads.*  
72 *Director Feagley stated that he wanted to preface the report – the EDC asked them to look at three*  
73 *properties to decide which might be the best property selection. Eric Davis with Adams*  
74 *Engineering began by giving some background information and complementing Director Feagley*  
75 *on his abilities as an EDC Director. Mr. Davis started with the Pioneer business park, referring to*  
76 *the plans he had distributed, suggesting where they thought a road would fit and what it would cost*  
77 *to build. There were questions from the board members regarding road size/width, parking aisles*  
78 *and other items. After going over Assurance and Heritage Business Parks as well with*  
79 *recommendations from Adams Engineering and pointing out that the pricing did not include soft*  
80 *costs, Mr. Davis concluded his report. Director Feagley asked the board members if they wanted to*  
81 *look over and then decide which project to start. All members were in agreement to put this item*  
82 *on the agenda for the next meeting before making any decisions.*

83  
84 ***REPORT OF EDC ACTIVITIES***

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86 *President Sellers acknowledged the EDC report. Director Feagley reminded the board members*  
87 *that it was budget time and would have it on the agenda next month. He met with several of the*  
88 *City Council members and those that will be running in the election. They seem to be pleased with*  
89 *what the EDC is doing. Hopkins County Day – Director Feagley brought back some hand-out*  
90 *information for the Paris District regarding Transportation Funding. He noted that they listed the*  
91 *10 top road projects with Paris being on track to receive several road improvements but not a*  
92 *single one for Hopkins County. Director Feagley stated that he was visited by representatives from*  
93 *the Nehemiah Foundation. They stated they needed money for overhead expenses and asked for*  
94 *assistance in helping them raise money – to consider cosponsoring a fund raising event. Director*  
95 *Feagley said he present it to the board for their decision. Regional Project – Director Feagley*  
96 *attended a TEDC meeting and obtained research information from researchers in the Texas A&M*  
97 *system that proved it was more cost effective to manufacture and warehouse in the USA rather than*  
98 *outsourcing to Mexico or China. They claim they can prove that it makes more sense to*  
99 *manufacture in Texas rather than Oklahoma, Louisiana and Arkansas. Director Feagley feels it*  
100 *would be worthwhile hear what they have to say and will be meeting with them on the June 24<sup>th</sup>.*  
101 *Marketing – Director Feagley is preparing for the California trip in June and hopes to have about*  
102 *10 appointments lined up for the trip. He will be attending IAMC and will be leaving Friday.*  
103 *Retention visits will start in May. The Workforce Training Consortium is May 10<sup>th</sup> with local*  
104 *industries and PJC. President Sellers asked if there were any questions. Tory Humphries asked if*

105 *there had been any feedback on the Cell-O-Core project – if there was a way to obtain a synopsis*  
106 *of what went right or what went wrong, what was unexpected – information to use for future*  
107 *reference. So if any mistakes were made, we could avoid making them again.*

108

109 *President Sellers then asked if there was anything else to be discussed in Open Session. If not, the*  
110 *next step would be to proceed with the Executive Session and asked for a motion to adjourn into*  
111 *Executive Session at 12:55 p.m. Gene Watson entered the motion. Clay Walker seconded. All*  
112 *were in favor to adjourn to Executive Session.*

113

114 ***ADJOURN TO EXECUTIVE SESSION TO BE HELD IN ACCORDANCE WITH TEXAS***  
115 ***LOCAL GOVERNMENT CODE 552.086 TO DELIBERATE REGARDING ECONOMIC***  
116 ***DEVELOPMENT NEGOTIATIONS TO DISCUSS COMMERCIAL AND FINANCIAL***  
117 ***INFORMATION RECEIVED FROM A BUSINESS WITH WHICH THE ECONOMIC***  
118 ***DEVELOPMENT CORPORATION IS CONDUCTING NEGOTIATIONS, AND DISCUSS***  
119 ***FINANCIAL AND OTHER INCENTIVES CONSIDERED FOR THE PROSPECT.***

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|-----|------------------------------|-----|-------------------------------|-----|-----------------------------|
| 121 | <i>a. Project Intermodal</i> | 126 | <i>f. Project Waste II</i>    | 131 | <i>k. Project Straw</i>     |
| 122 | <i>b. Project Blossom II</i> | 127 | <i>g. Project Welding</i>     | 132 | <i>l. Land Purchase</i>     |
| 123 | <i>c. Project Food</i>       | 128 | <i>h. Project Tron</i>        | 133 | <i>m. Building Purchase</i> |
| 124 | <i>d. Project Collins</i>    | 129 | <i>i. Project Shrink Wrap</i> | 134 | <i>n. Land Sale</i>         |
| 125 | <i>e. Project Starr</i>      | 130 | <i>j. Project Rock</i>        |     |                             |

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136 ***RECONVENE IN OPEN SESSION***

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138 *Reconvene at 1:23 p.m.*

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

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142 *Upon reconvening in Open Session, President Sellers stated there was one action item as a*  
143 *result of the Executive Session and asked for a motion concerning that action. Craig Roberts*  
144 *entered a motion to set aside the funds we need to approve for Project Wyoming in amount of*  
145 *\$250,000 for the installation of the concrete drive and parking lot and the creation of 95 jobs.*

146 *Tory Humphries entered a second to the motion.*

147 *President Sellers asked if there was any additional business. As there was no response, Craig*  
148 *Roberts entered a motion to adjourn and Tory Humphries seconded. President Sellers*  
149 *pronounced the meeting adjourned.*

150

151

152 ***ADJOURN***

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154 *Meeting adjourned at approximately 1:38 p.m.*