

**MINUTES OF THE
KAUFMAN ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTOR'S MEETING
TUESDAY, JULY 18, 2017 AT 6:00 P.M.
KAUFMAN ISD ADMINISTRATIVE BUILDING
1000 S. HOUSTON ST.
KAUFMAN, TEXAS 75142**

PRESIDENT	ROY FERRELL
VICE-PRESIDENT	BARRY RATCLIFFE
SECRETARY/TREASURER	CARL STAPP
MEMBER	LISA PARKER
MEMBER	CURTIS SNOW

President Roy Ferrell called the meeting to order on Tuesday, July 18 at 6:03 p.m. Board members present were Carl Stapp, Curtis Snow and Roy Ferrell. President Ferrell declared a quorum was present. Board member Ratcliffe and Board member Parker were absent.

President Ferrell next called for an executive session for a discussion on real estate at 6:04 p.m.

EXECUTIVE SESSION

THE KAUFMAN EDC WILL HOLD A CLOSED EXECUTIVE SESSION PURSUANT TO CHAPTER 551, GOVERNMENT CODE V.T.C.A. (OPEN MEETINGS LAW), IN ACCORDANCE WITH THE AUTHORITY CONTAINED IN TEX. GOV'T CODE SECTION 551.072 REAL ESTATE.

REAL ESTATE - Under TEX. GOV'T. CODE Sec. 551.072

1. DISCUSSION TO SELL LOT 9 IN THE KAUFMAN BUSINESS PARK, KAUFMAN, TEXAS.

ANY FINAL ACTION, DECISION, OR VOTE ON A MATTER DELIBERATED IN EXECUTIVE SESSION MEETING OR ON INFORMATION RECEIVED IN A CONFERENCE WITH EMPLOYEES WILL ONLY BE TAKEN IN AN OPEN MEETING THAT IS HELD IN COMPLIANCE WITH TEX. GOV'T CODE CH. 551. THE CITY COUNCIL RESERVES THE RIGHT TO ADJOURN INTO EXECUTIVE SESSION AS AUTHORIZED BY TEX. GOV'T CODE SEC. 551.001, ET SEQ. (TEXAS OPEN MEETINGS ACT) ON ANY ITEM ON ITS OPEN MEETING AGENDA OR TO RECONVENE IN A CONTINUATION OF EXECUTIVE SESSION ON THE EXECUTIVE SESSION MEETING ITEMS NOTED ABOVE, IN ACCORDANCE WITH THE TEXAS OPEN MEETINGS ACT, INCLUDING, WITHOUT LIMITATION, SECTIONS 551.071-551.086 OF THE OPEN MEETINGS ACT.

END OF EXECUTIVE SESSION

The executive session adjourned at 6:19 p.m.

1. CONSIDER ANY OFFICIAL ACTION ON THE EXECUTIVE SESSION CLOSED MEETING ITEMS:

REAL ESTATE - Under TEX. GOV'T. CODE Sec. 551.072

- a. CONSIDER AND AUTHORIZE KEDC EXECUTIVE DIRECTOR TO ENTER INTO A SALES CONTRACT ON BEHALF OF KEDC WITH PARKS HOME CONSTRUCTION, LLC FOR THE PURCHASE OF LOT 9 IN THE KAUFMAN BUSINESS PARK, KAUFMAN, TEXAS.

Board member Snow moved to authorize the KEDC Executive Director to enter into a sales contract on behalf of Kaufman EDC with Parks Home Construction, LLC for the purchase of Lot 9 in the Kaufman Business Park, Kaufman, Texas. Board member Stapp made the second. President Ferrell called for a vote with all voting AYE, the motion carried. Board member Ratcliffe and Board member Parker were absent.

2. CONSIDER OFFERING PARKS HOME CONSTRUCTION, LLC AN OPTION TO PURCHASE LOT 10 IN THE KAUFMAN BUSINESS PARK, KAUFMAN, TEXAS.

Executive Director Ayres reported Parks Home Construction asked for some type of one-year option to purchase Lot 10 in the business park and he was seeking some guidance on how the KEDC might want to approach this. Executive Director Ayres said that KEDC could enter into a simple agreement that the KEDC would not sell the property for 12 months to anyone other than Parks Home Construction, LLC or to develop a sales contract that is signed now, but becomes null and void if not closed upon within 12 months. There was some discussion about first right of refusal. After some more discussion, President Ferrell moved to offer Parks Home Construction, LLC a sales contract for Lot 10 that provides a clause that the agreement becomes null and void if the property does not close within 12 months. Board member Snow made the second. All voted AYE and the motion carried. Board member Ratcliffe and Board member Parker were absent.

3. CONSIDER APPROVAL OF THE MAY 23, 2017 MEETING MINUTES.

Board member Snow moved to approve the May 23, 2017 meeting minutes. Board member Stapp made the second. All voted AYE and the motion carried. Board member Ratcliffe and Board member Parker were absent.

4. CONSIDER APPROVAL OF THE MAY 23, 2017 WORKSHOP MEETING MINUTES.

Board member Stapp moved to approve the May 23, 2017 Workshop meeting minutes. Board member Snow made the second. All voted AYE and the motion carried. Board member Ratcliffe and Board member Parker were absent.

5. ACCEPTANCE OF APRIL AND MAY, 2017 FINANCIAL STATEMENTS.

After some discussion Board member Stapp moved to accept the April and May 2017 Financial Statements. President Ferrell made the second. All voted AYE and the motion carried. Board member Ratcliffe and Board member Parker were absent.

6. CONSIDER RENEWAL OF AN AGREEMENT BETWEEN THE KEDC AND KAUFMAN CHAMBER OF COMMERCE FOR RENTAL SPACE, STAFFING AND EQUIPMENT SHARING.

After some discussion, Board member Stapp moved to approve the agreement between the KEDC and Kaufman Chamber of Commerce for rental space, staffing and equipment sharing. President Ferrell made the second. Board member Stapp and President Ferrell voted AYE and the motion carried. Board member Snow abstained due to his employment with the Kaufman Chamber. Board member Ratcliffe and Board member Parker were absent.

7. GIVE STAFF DIRECTION FOR FY 2018 BUDGETING ON PROPOSED ADVERTISING EXPENDITURES.

Executive Director Ayres reported that with some of the new strategies outlined in the new Economic Development Strategic Plan, there may be a need for funds for branding and more traditional advertising next year and year after. Additionally, Executive Director Ayres explained that EDCs in Texas are allowed to spend up to 10% of their sales tax revenues on advertising. Executive Director Ayres reported as part of the FY 2018 budget planning effort, he is suggesting to the board that they perhaps may want to spend less money on local golf tournament sponsorships and more on traditional advertising. After some discussion Executive Director Ayres said he was satisfied with the direction.

8. CONSIDER DEVELOPING A FORMAL POLICY ON "MINIMUM BUILDING LOT COVERAGE PERCENTAGE" FOR LOT SALES IN KAUFMAN BUSINESS PARK.

After some discussion, no action was taken on a policy for "Minimum Building Lot Coverage Percentage" in the Kaufman Business Park.

9. CONSIDER ADOPTING A RESOLUTION IN FAVOR OF A CITY INCENTIVE POLICY FOR LOT DEVELOPMENT AND NEW HOUSING DEVELOPMENT.

City Manager Mike Slye informed the KEDC Board that the Resolution is for consideration to support the City of Kaufman to implement residential housing incentives for developers and home builders to get housing development a jump start in Kaufman. The incentives would be for a limited amount of time.

After discussion, Board member Snow expressed some concern regarding some of the language in the Resolution. With that, Board member Snow moved and seconded by Board member Stapp to amend the second paragraph removing the words recycling and call centers. President Ferrell called for a vote with all voting AYE, the motion carried.

After further discussion, President Ferrell moved and seconded by Board member Snow to amend the Resolution by deleting the last paragraph and insert the following paragraph:

WE THEREFORE SUPPORT A RESIDENTIAL INCENTIVE PROGRAM DESIGNED TO ATTRACT QUALITY SINGLE FAMILY HOUSING DEVELOPMENT IN THE CITY OF KAUFMAN.

All Board members voted Aye, the motion carried.

President Ferrell called for a vote to approve the amendments and the final wording of the Resolution. Board member Snow moved to approve the final wording of the Resolution. Board member Stapp seconded the motion, with all board members voting AYE, the motion carried. Board member Ratcliffe and Board member Parker were absent.

10. ANNOUNCEMENTS FROM EXECUTIVE DIRECTOR.

Executive Director Ayres announced the next meeting will be a workshop scheduled for Tuesday, August 1, 2017 at the Kaufman County Library.

President Ferrell adjourned the meeting at 7:15 p.m.

Roy Ferrell, President

Date

Carl Stapp, Secretary

Date