

SCHERTZ

ECONOMIC DEVELOPMENT CORPORATION

MINUTES THURSDAY, SEPTEMBER 27, 2018

The City of Schertz Economic Development Corporation (SEDC) Board of Directors met for a Regular Monthly Meeting on Thursday, September 27, 2018 at 6:00 p.m. in the City Council Municipal Complex, City Council Chambers, Building No. 4, Conference Room, 1400 Schertz Parkway, Schertz, Texas. This is an open meeting, subject to the open meeting laws of the State of Texas.

CALL TO ORDER

1. Roll call and recognition of visitors.

President Brown called the meeting to order at 6:00 p.m. and welcomed everyone in attendance.

The following being present and in attendance:

Board of Directors:

Tim Brown – President
Paul Macaluso –VP/Treasurer/ Secretary
Roy Richard
Sammi Morrill
Daniel Ortega

Staff:

Kyle Kinateder – SEDC Executive Director
Patty Horan – ED Executive Assistant
Jennifer Kolbe – Business Retention Manager
Drew Vincent – ED Analyst
James Walters – Finance Director

Directors absent:

Mark Tew and Jesse Hamilton

2. Oath of office for Daniel Ortega who was newly appointed by City Council during their regular session held on 8/28/2018 to serve for a two-year term: 5/31/2018-2020. (P. Horan)

Ms. Horan, acting as a deputy and on behalf of the City Secretary, administered the oath of office to newly appointed Board Member Daniel Ortega.

3. Introduction of new Board Member: Daniel Ortega. (T. Brown)

President Brown officially welcomed and introduced Mr. Ortega to all present. Mr. Ortega is a Fixed Income Research Analyst for Frost Bank Headquarters in downtown San Antonio. He holds a bachelor's degree of Science Degree in Business Administration from Trinity University in San Antonio. While at Trinity, he concentrated on Finance, minored in Mathematics and Economics.

4. Public comment.

This time is set aside for any person who wishes to address the Board. Each person should fill out the Citizen's to be Heard registry form prior to the meeting. Presentations should be limited to no more than 3 minutes. The presiding officer,

during the Public Comment portion of the agenda, will call on those persons who have signed up to speak in the order they have registered.

No public was present – no comments were made.

PRESENTATIONS

5. SEDC monthly financial statement: August 2018. (J. Walters)

Mr. Walters reported that the Schertz area continues to see strong sales growth with a 14.2% increase over the payment received in August 2017. Overall the SEDC reached \$17 million in cash and investments as of the end of the month

6. 3RD Quarter Recruitment 2018 update. (K. Kinateder)

Mr. Kinateder reported that the SEDC leverages a combination of online advertising and participation in recruitment events to promote the City. During the third quarter, the SEDC continued to see improvement on the analytics for the website. The most visited webpages were the Job Board, Homepage, About Us and the Blog Post. During the quarter, staff attended two recruitment events: the Team Texas Roadshow in Atlanta, GA and the 2018 International Manufacturing Technology Show in Chicago, IL. In addition, staff partnered with Team Texas and the Site Location Partnership to attend networking events that are favorable for generating business leads.

7. Forecast/planning of the SEDC Reserves. (K. Kinateder)

Mr. Kinateder recapped that this item is part of an ongoing effort by the SEDC to evaluate current and future development opportunities, and to formulate a long-term strategy/policy for SEDC reserves. This month, the SEDC reviewed current development conditions within the City of Schertz. Staff provided an overview of the development trends, immediate and future real estate inventory, and general regulations in the development process within the City.

ITEMS FOR INDIVIDUAL CONSIDERATION

8. Consider/Discuss/Act on approval of the minutes for the Board of Directors Regular Monthly Meeting held on Thursday, August 23, 2018. (P. Horan)

A motion to approve the minutes for the Board of Directors Regular Monthly Meeting held on Thursday, August 23, 2018 was made Mr. Richard. Seconded by Mr. Macaluso. **Motion passed** unanimously.

9. **REQUESTS AND ANNOUNCEMENTS**

Staff provided the following announcements:

A. Announcements by staff:

- Office closure – Columbus Day – Oct. 8, 2018
- Staff updated the Board on the cancellation of the 2018 Steve Simonson Volunteer of the Year Award due to lack of community participation submitting names for nominations.

B. Requests by Board Members to place items on a future SEDC Board Meeting agenda.

No items were requested.

President Brown recessed into closed session at 6:35 p.m.

10. CLOSED SESSION

Called in accordance with Section 551.087 of the Texas Government Code, Deliberation Regarding Economic Development Negotiations; Closed Meeting. The governmental body is not required to conduct an open meeting (1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect.

- Project E-045
- Project E-046
- Project E-047

Start time: 6:35 p.m.

End time: 6:59 p.m.

President Brown reconvened to regular session at 6:59 p.m.

RECONVENE TO REGULAR SESSION

11. Discussion and possible action to authorize the SEDC Executive Director to take the necessary and appropriate actions to proceed with negotiations based on discussions held in Closed Session under Agenda Item No. 10:

- Project E-045 – The Board gave direction to the SEDC Executive Director to provide a incentive proposal to the prospect.
- Project E-046 – Project was not discussed.
- Project E-047 – Project was not discussed.

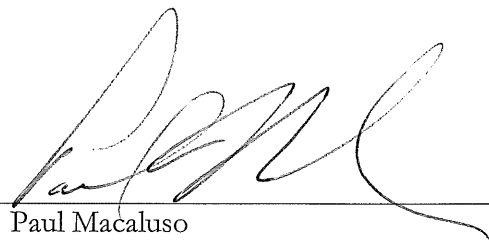
No action was taken.

ADJOURNMENT

President Brown adjourned the meeting at 7:01 p.m.

MINUTES PASSED AND APPROVED THIS 27 DAY OF SEPTEMBER 2018.

Tim Brown
President



Paul Macaluso
Vice President/Treasurer/Secretary