

FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION

Regular Agenda

6:30

February 18TH, 2021

City Hall Council Chambers

205 S. Main

Farmersville, TX 75442

WATCH THE LIVE BROADCAST

This meeting will be broadcast live through the City's website and by telephone. Members of the public who wish to watch this meeting, and not speak or participate in the discussion, may watch the live broadcast by

1. Going to the City's website;
2. Clicking on "GOVERNMENT";
3. Clicking on "AGENDAS AND MINUTES";
4. Clicking on the "click here" link that is located to the right of "**LIVE STREAMING.**"

SPEAKING DURING PUBLIC COMMENTS

Members of the public wishing to speak during Public Comments or a public hearing may join the meeting by going online to www.blizz.com, and following the online prompts to input the "Dial-in Phone Number" and the "Meeting ID."

Members of the public wishing to speak during Public Comments or a public hearing may also join the meeting by calling-in to the telephone number listed below, and inserting the Meeting ID listed below: Those members of the public calling in will not be able to participate through video and will only have an audio feed of the meeting on their telephone.

1. **Dial-in Phone Number: [\(646\) 769-9101](tel:6467699101)**
Please note that if you dial a toll number, your carrier rates will apply.
2. You will be prompted to enter the Meeting ID.
The Meeting ID for this meeting is: 356-645-13
Please listen closely to the directions and follow the directions to gain access to the Blizz meeting.

I. PRELIMINARY MATTERS

- Call to order and roll call.
- Announcements

II. PUBLIC COMMENT ON AGENDA ITEMS (FOR NON-PUBLIC HEARING AGENDA ITEM)

If you wish to address the Farmersville Economic Development Board 4A on a posted item on this agenda, please fill out a "Speaker Sign-Up" card and present it to the City Staff before the meeting begins. Pursuant to Section 551.007 of the Texas Government Code, any person wishing to address the Farmersville Economic Development Board 4A for items listed as public hearings will be recognized when the public hearing is opened. Speakers wishing to address the Farmersville Economic Development Board 4A regarding any non-public hearing item on this agenda shall have a time limit of three (3) minutes per speaker, per agenda item. The Chair may reduce the speaker time limit uniformly to accommodate the number of speakers or improve meeting efficiency.

CONSENT AGENDA

Items in the Consent Agenda consist of non-controversial or “housekeeping” items required by law. Board members may request prior to a motion and vote on the Consent Agenda that one or more items be withdrawn from the Consent Agenda and considered individually. Following approval of the Consent Agenda, excepting the items requested to be removed, the Farmersville Economic Development Board will consider and act on each item so withdrawn individually.

- A. Meeting Minutes for 01-21-2021
- B. EDC Financial Report January 2021

REGULAR AGENDA

- A. Receive update on Façade Grant
- B. Consider, discuss and act upon Stetson & Stiletto Standoff
- C. Consider, discuss and act upon EDC Action Plan

III. Requests to be Placed on Future Agendas

IV. Adjournment

- No action may be taken on comments received under “Recognition of Visitors”.
- The Board may vote and/or act upon each of the items listed in the Agenda.

The Farmersville Economic Development Board (4A) reserves the right to adjourn into Executive Session at any time during the course of this meeting to discuss any matters listed on the agenda, as authorized by the Texas Government Code, including, but not limited to, Sections 551.071 (Consultation with Attorney), 551.072 (Deliberations about Real Property), 551.073 (Deliberations about Gifts and Donations), 551.074 (Personnel Matters), 551.076 (Deliberations about Security Devices), 551.087 (Economic Development), 418.175-183 (Deliberations about Homeland Security Issues,) and as authorized by the Texas Tax Code, including, but not limited to, Section 321.3022 (Sales Tax Information)

Persons with disabilities who plan to attend this meeting and who may need assistance should contact the City Secretary at 972- 782-6151 or Fax 972-782-6604 at least two (2) working days prior to the meeting so that appropriate arrangements can be made. Handicap Parking is available in the front and rear parking lot of the building.

I, the undersigned authority, do hereby certify that this Notice of Meeting was posted in the regular posting place of the City Hall building for Farmersville, Texas, in a place and manner convenient and readily accessible to the general public at all times, and said notice was posted February 12th, 2021, by 5:00 P.M. and remained so posted continuously at least 72 hours preceding the scheduled time of said meeting.


Daphne Hamlin
4A EDC Liaison

Agenda Section	Consent Agenda
Section Number	A. EDC Meeting Minutes
Subject	<u>January 2021 Meeting Minutes</u>
To	Farmersville Economic Development Board 4A
From	Daphne Hamlin
Date	February 18 th , 2021
Attachment(s)	01-21-2021 meeting minutes
Related Link(s)	
Consideration and Discussion	Approve or Deny
Action	<ul style="list-style-type: none"> • Motion/second/vote <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Approve with Updates <input type="checkbox"/> Disapprove • Motion/second/vote to continue to a later date. _____ <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Disapprove • Move item to another agenda. _____ • No motion, no action



**CITY OF FARMERSVILLE
FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION MINUTES
January 21, 2021, 6:30 P.M.
COUNCIL CHAMBERS, CITY HALL
205 S. Main Street
Farmersville, TX 75442**

CALL TO ORDER

The Farmersville EDC met in regular session on January 21, 2021 at 6:30 p.m. in the City Hall Council Chambers with the following board members present: Robbie Tedford, Matt Crowder, Jason Lane, Elise Bobitt and Randy Rice.

RECOGNITION OF CITIZENS AND VISITORS

Special guest recognized Randy Smith and Daphne Hamlin City Accountant.

PUBLIC COMMENT

No Comment

BUSINESS ITEMS FOR DISCUSSION AND POSSIBLE ACTION:

RECEIVE REPORT REGARDING COVID 19

- Board reviewed report giving in the EDC agenda packet.
- Mr. Lane asked if Ms. Bobitt had anything to add.
- Ms. Bobitt stated she turned it over to the City once applications were complete.
- Mr. Crowder stated he was on the distribution committee. Process was pretty simple.
- Mr. Lane asked if everyone applied received funds.
- Mr. Crowder stated a few businesses did not receive funds, we had 21 applicants and 19 received funding.
- Mr. Lane asked if any questions or comments. Thanked Mr. Crowder and Ms. Bobitt for their support.

CONSIDER, DISCUSS AND ACT UPON BUSINESS/ORDER OF FUTURE AGENDAS

- Mr. Rice stated every board that I have been involved in the business part of the agenda is done at the beginning of the meeting.
- Mr. Lane stated what you are saying you are wanting minutes first.

- Mr. Rice stated a simplified standard order of business, minutes, reports, and new business. Opening, pledge, minutes, reports, old or unfinished business.
- Mr. Rice stated it is a more logical flow.
- Ms. Bobitt stated process may be better simplified.
- Mr. Tedford stated no problem either way.

CONSIDER, DISCUSS AND ACT UPON FINANCIAL STATEMENTS FOR NOVEMBER AND DECEMBER 2020 AND BUDGET AMENDMENTS.

Mr. Crowder motioned to approve financial statements as submitted for November 2020 and December 2020 as presented, second by Ms. Bobitt, motion passed unanimously

CONSIDER, DISCUSS AND ACT UPON MEETING MINUTES FOR NOVEMBER 19TH, 2020

Mr. Rice motioned to approve meeting minutes as submitted for November 19th, 2020, second by Mr. Crowder, motion passed unanimously.

EDC WORKSHOP

- Mr. Lane stated hope everyone had the opportunity to review the items in the packet.
- Mr. Lane asked Mr. Crowder for an update on documents.
- Mr. Crowder stated over the past 3 or 4 months been kicking around the idea of what does an EDC director do and what do they do every day. Is our City ready for an EDC Director?
- Mr. Crowder stated currently going out and gathering information from other Cities in Texas and outside of Texas. I reached out to Dallas Fort Worth area and the EDC Director for City of Greenville. Asking for advisory role. Mr. Dixon who is also part of the EDC Greenville I asked him about his daily task and what do you do. Then I looked at the salaries over 100 different cities. In the boards attachment there is a salary range of an EDC Director and what the scope should be.
- Mr. Rice asked the figures in the attachment is it an average of what an EDC Director are getting and the level experience.
- Mr. Crowder stated he compiled information from salary.com. There are cities listed that do not have an economic development person but have salaries available if they were to hire. We need to be ready for it.
- Ms. Bobitt asked does the salary include benefits and insurance.
- Mr. Crowder stated it is base salary only.
- Mr. Crowder stated he is in a different frame of mind about hiring.
- Mr. Crowder spoke with a current EDC Director he turns in projects of about 10 a week. They help other business connect to help with best practices. Go out and coordinate
- Mr. Crowder stated his opinion if done the right way interviewed by 4A and signed off by City Manager. All of the boards do not have the time to do what an EDC Director does. If we want to do what is in the job description it cannot be done by the board.

- Mr. Tedford asked during his research did you talk to Cities our size and if they employ an EDC Director.
- Mr. Crowder stated he asked other EDC Directors if Farmersville is ready and they stated yes. Mr. Crowder stated there are towns our size that have an EDC Director
- Mr. Tedford stated it would be a good idea to contact a city or size. Really be interested in more info on town our size. Mr. Tedford stated talk to someone from Frisco that experienced the growth that we are getting ready to experience. How did they prepare for that growth?
- Mr. Crowder said he will go to the Dallas Chapter to see if they can help and get more information.
- Ms. Bobitt asked how big were they when they hired an EDC?
- Mr. Tedford stated this will be a good goal for the Board.
- Mr. Lane stated if you look at the demographic study Farmersville will be 175k pop by 2050.
- Mr. Lane stated he knows the current EDC Director of Frisco and will get in contact and get some info.
- Mr. Rice asked if Princeton has an EDC Director.
- Mr. Crowder stated he will find out.
- Mr. Lane stated he has looked at a couple of cities in Collin County. Lavon has a person that is basically contract. Handles what needs to be done. Don't believe he is working from an office within the City and believes City of Melissa is doing the same thing.
- Mr. Lane stated if we determine we are not ready yet for a fulltime EDC maybe we can start with contract person. There may be some steps in between. We need to contact like other cities, maybe part time for now. Mr. Lane stated from his perspective still would like to gather more data. Mr. Lane stated as a team do we take the plunge. I did like the point of performance driven option something to consider. We had this discussion at a previous meeting when Mr. Glass came in and spoke about all the things he can do for the City. Maybe we need a consultant to help us with this like having an expert to guide us on what would be best for the City. Maybe might be worth considering bring in someone like Mr. Glass to tell us how this works. Still feel as though we have a lot to learn and take advantage of someone who has done this for a long time.
- Ms. Bobbit stated it may be more urgent than we think.
- Mr. Crowder stated he does not mind going back and asking more questions.
- Mr. Tedford stated the only person we have talked to at this point is Mr. Glass. I like the idea that he can offer the EDC board some training. We need someone to come and look at our specific situation. Someone that could assess our situation and help us determine an action plan. From there we would know what the next step would be.
- Mr. Lane stated we did allocate 20k for an action plan. Mr. Lane stated we can still do our due diligent and talk with other cities. Some of the conversations there could

be of merit to have someone in place before everything gets here. Like the idea to get the Board some help with this decision.

- Ms. Bobbit asked do we need a motion to move forward.
- Mr. Lane stated need to spell out work and go out for bids. I know a lot of plans that we have done for EDC is tied to Engineering. This is a lot different. Mr. Lane stated need to come up with scope of work
- Mr. Crowder stated the EDC in Dallas has probably had this question asked to him before. Is there a consultant to help? If you call and ask who would be their recommendation, who would they go to?
- Mr. Crowder stated the scope of work we have is a draft. Need someone with horse power in this area to review. Mr. Crowder stated he does not mind researching.
- Mr. Rice stated TML should be a resource. They should have something for training or work as a resource with us.
- Mr. Tedford stated he is interested if TML could give us a little more training. To help what we need to be looking for. That is something we could look at.
- Mr. Tedford stated he is ready to get started. Need to get someone out here for some training. Just do not want to hire someone and we are not ready for that yet. Need to figure out what we want to do and how do we want to accomplish it.
- Mr. Lane stated I think we are all in agreement to make sure we do this right. We have it in the budget for a consultant. Need to move forward and bring someone in for guidance. Growth is on the way
- Ms. Bobitt stated seeing a lot of movement downtown and feel it will keep growing once people feel secure.
- Mr. Lane stated he spoke with Frisco EDC and getting a lot of people from out of state wanting to move here. Feel we have a lot to offer here. Just need to get the right people here.
- Mr. Tedford stated he would help with following up with consultants that would be specific to what we are looking for and what we need.
- Mr. Rice stated when I attend the monthly wide mayor meetings. Meet someone that stated that Farmersville will have two major highways and railroad within our City.

REQUESTS TO BE PLACED ON FUTURE AGENDAS

EDC action plan

ADJOURNMENT

Mr. Lane adjourned the meeting at 7:23 p.m...


ATTEST:

APPROVE:

Randy Rice, Secretary

Jason Lane, Chairman

Agenda Section	Consent Agenda
Section Number	B. EDC Financial Report
Subject	<u>January 2021 Financial Report</u>
To	Farmersville Economic Development Board 4A
From	Daphne Hamlin
Date	February 18 th , 2021
Attachment(s)	Financial Report
Related Link(s)	
Consideration and Discussion	Approve or Deny
Action	<ul style="list-style-type: none"> • Motion/second/vote <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Approve with Updates <input type="checkbox"/> Disapprove • Motion/second/vote to continue to a later date. _____ <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Disapprove • Move item to another agenda. _____ • No motion, no action



FARMERSVILLE ECONOMIC DEVELOPMENT CORP 4A
JANUARY 2021
FINANCIAL BUDGET REPORT

Daphne Hamlin
d.hamlin@farmersvilletx.com

Farmersville Economic Development Corp 4A

January 2021

Statement Balance 1-01-2021	\$298,994.48
Deposits:	
Sales Tax:	\$24,605.43
Cking Int .30%	\$81.57
CD Interest	\$377.31
Loan repayment	\$2,622.04
Cleared Checks	
Statement balance 1-31-2021	\$326,680.83

Outstanding Transactions

Sales Tax
Transfer to Texpool
CD Interest
Oustanding checks

Balance 2-11-2021	\$326,680.83
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Agenda Section	Regular Agenda
Section Number	A. Receive update on Façade Grant
Subject	<u>Façade Grant</u>
To	Farmersville Economic Development Board 4A
From	Daphne Hamlin
Date	January 21, 2021
Attachment(s)	Farmersville Façade Grant
Related Link(s)	
Consideration and Discussion	EDC Board no action/information of upcoming grant
Action	<ul style="list-style-type: none"> • Motion/second/vote <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Approve with Updates <input type="checkbox"/> Disapprove • Motion/second/vote to continue to a later date. _____ <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Disapprove • Move item to another agenda. _____ • No motion, no action

FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION (4A)

FARMERSVILLE FACADE GRANT APPLICATION

Date of Application: January 29, 2021

Applicant

Name: Dennisha Denney

Business Name: RE/MAX 3D Real Estate

Business Street Address: 108 McKinney Street

City: Farmersville State: Tx Zip Code: 75442

Telephone: 903.455.1727 Cell Phone: 903.456.4969

Email Address: dennisha.denney@remax.net

Business Owner (if different than above):

Name: same as above

Business Name: _____

Business Street Address: _____

City: _____ State: _____ Zip Code: _____

Business Telephone: _____ Cell Phone: _____

Email Address: _____

Property Owner (if different than above):

Name: Dennisha Denney

Business Name: 4D Investments - Farmersville, LLC

Street Address: 7801 Jack Finney Blvd #102

City: Greenville State: Tx Zip Code: 75402

Business Telephone: 903.455.1727 Cell Phone: 903.456.4969

Email Address: dennisha.denney@yahoo.com

Describe the type of improvement update facade to period perfect
standards. I will be working with a state architect
to achieve this goal.

Attach set of site plans drawn to scale and **before** photos. Note final plans drawn to scale will be required prior to final approval.

Attach one (1) estimate of the total cost of improvements. **To the best of our knowledge the above information is accurate as provided:**

Applicant:

Name (please print): Dennisha Denney

Signature: Dennisha Denney Date: January 29, 2021

Building Owner Approval of Application:

Name (please print): Dennisha Denney

Signature: Dennisha Denney Date: January 29, 2021

Please see the Façade Grant Policy and Guidelines for other required documents to be included with your application. By signature above the applicant acknowledges receipt of and agrees to abide by and be subject to the terms and conditions of the Façade Grant Policy and Guidelines.

Agenda Section	Regular Agenda
Section Number	B. Consider, discuss and act upon Stetson & Stiletto Standoff
Subject	<u>Stetson & Stiletto Standoff</u>
To	Farmersville Economic Development Board 4A
From	Daphne Hamlin
Date	January 21, 2021
Attachment(s)	Collin College Foundation
Related Link(s)	
Consideration and Discussion	
Action	<ul style="list-style-type: none"> • Motion/second/vote <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Approve with Updates <input type="checkbox"/> Disapprove • Motion/second/vote to continue to a later date. _____ <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Disapprove • Move item to another agenda. _____ • No motion, no action

BOARD OF DIRECTORS

Ray Smith
Chair
Farmers Bank & Trust
Mayor of Prosper

David Downs
Vice Chair
Downs Fischer Financial

Tammy McSwain
Immediate Past Chair
ARTA Travel

Craig Overstreet
Secretary
Texas Republic Bank
Farmersville City Council

Matt Ford
Treasurer
Encore Wire Corporation

Fred Moses
Collin College Board of Trustees Representative
Telecom Electric Supply Company

Rudolph Andrea
The Andrea - Meinen Family Foundation

Jonathan Boyd
Collin College Alumni Advisory Council
Allen Fire Department

Milton Buschbom
Retired, Texas Instruments

Glenn Callison
Munsch Hardt Kopf & Harr, P.C.

Anita Collins
American National Bank of Texas

Bill Cox
Carey Cox Company

Steve Florence
State Farm

Matt Foster
AT&T

Ryan Gebhart
Baylor Scott & White Medical Center-Centennial

Vandana Gupta
PBK Architects

Scott Johnson
Wheelhouse Ventures

John Manganilla
Atmos Energy

Maier Maso
Ryan LLC

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Envision Architects + Planners

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Clark Hill PLC

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Collin College Board of Trustees
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Mary D. Drummond Roby, Ph.D.
Texas Instruments

Shep Stahel
Retired, IBM Corporation

Keith Wright
BMO Harris Bank



FOUNDATION

January 15, 2021

Matt Crowder
Farmersville Economic Development Corp
205 S. Main Street
Farmersville, TX 75442

Dear Matt,

Happy New Year! As a valued member of Team Collin, you give MVP-level support for our students, and today we are asking you to dive-for-the-ball for student scholarships in 2021.

We're switching up our game plan, so grab your high tops as the Collin College Foundation tips off the 2021 Stetson & Stiletto Standoff ONLINE with a special March Madness edition. Join the trivia battle from the comfort of your easy chair on March 6 in a competition similar to pub trivia nights with each team fighting for championship. The winning team not only gets the trophy but also an

authentic framed, jersey signed by the Collin College basketball teams. This year could be a barn-burner because the online format eliminates the restriction on the number of teams, so suit up for a memorable night!

Folks, scholarship applications to the Collin College Foundation increased by 47 percent during the pandemic, so this is a critical time. Without your help, students will be left on the bench, so we ask you to consider a special and important gift through a sponsorship. Details are enclosed, and if you have questions, the answers are just a call away at 972.599.3145.

We truly appreciate your support and look forward to celebrating a slam dunk for scholarships with your help.

Sincerely,

Handwritten signature of Dr. H. Neil Matkin in blue ink.

Dr. H. Neil Matkin
District President

Handwritten signature of Lisa R. Vasquez in blue ink.

Lisa R. Vasquez
Vice President of Advancement



P.S. Mulligans will be available at www.collin.edu/foundation for those who might need an "assist" on basketball trivia!



2021 SPONSORSHIP LEVELS

Slam Dunk Partner \$25,000 (Exclusive)

Six scholarships awarded in your honor
Prominent recognition as Presenting Sponsor during the event, in program and publicity
Remarks on the evening's agenda
Two teams of 8
Invitation to Scholarship Reception
Lifetime membership in President's Circle
Logo placement/link on the Foundation's website for one year

Alley-Oop Partner \$15,000

Four scholarships awarded in your honor
Recognition during the event, in program and publicity
Team of 8
Invitation to Scholarship Reception
Listing/link on the Foundation's website for one year

Nothing-But-Net Partner \$10,000

Three scholarships awarded in your honor
Recognition during the event, in program and publicity
Team of 8
Invitation to Scholarship Reception
Listing/link on the Foundation's website for one year

Top of the Key Partner \$5,000

Two scholarships awarded in your honor
Recognition during the event, in program and publicity
Team of 8
Invitation to Scholarship Reception

Lay-Up Partner \$2,500

One scholarship awarded in your honor
Recognition during the event, in program and publicity
Team of 8
Invitation to Scholarship Reception



FOUNDATION

2021 SPONSORSHIP FORM



ORGANIZATION NAME _____

CONTACT NAME _____

ADDRESS _____

CITY/STATE _____ ZIP _____

E-MAIL _____ PHONE _____

DONOR'S NAME AS IT SHOULD BE LISTED IN ALL PRINT AND ELECTRONIC MATERIALS:

PLEASE INDICATE WHICH LEVEL YOU PREFER BELOW:

- | | | |
|--------------------------|-------------------------|----------|
| <input type="checkbox"/> | Slam Dunk Partner | \$25,000 |
| <input type="checkbox"/> | Alley Oop Partner | \$15,000 |
| <input type="checkbox"/> | Nothing-But-Net Partner | \$10,000 |
| <input type="checkbox"/> | Top of the Key Partner | \$5,000 |
| <input type="checkbox"/> | Lay-Up Partner | \$2,500 |

BILLING AND PAYMENT INFORMATION

MY CHECK MADE PAYABLE TO COLLIN COLLEGE FOUNDATION IS ENCLOSED.

PLEASE INVOICE ME.

CREDIT CARD (*Pay online at www.collin.edu/foundation*)

Thank You!

PLEASE RETURN COMPLETED FORM TO:
COLLIN COLLEGE FOUNDATION

3452 SPUR 399, SUITE 429 | MCKINNEY, TEXAS 75069

EMAIL: lvasquez@collin.edu

For more information, visit www.collin.edu/foundation or call 972.599.3145.



Trivia Team Registration

Thank you for your sponsorship of the 2021 Stetson & Stiletto Standoff! In order for your guests to play the virtual trivia game, we **must have the information below to register each player** in the online system. When your roster is complete, please email it to rsvp@collin.edu. Players will receive an email with instructions for game night.

Sponsor Name: _____

TEAM MEMBER ROSTER

Name	Email Address	Phone Number on Game Day
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

Send completed roster to rsvp@collin.edu
 For questions, please call 972.599.3145.

THANK YOU!



FOUNDATION

Agenda Section	Regular Agenda
Section Number	C. Consider, discuss and act upon EDC Action Plan
Subject	<u>EDC Action Plan</u>
To	Farmersville Economic Development Board 4A
From	Daphne Hamlin
Date	January 21, 2021
Attachment(s)	Collin College Foundation
Related Link(s)	
Consideration and Discussion	
Action	<ul style="list-style-type: none"> • Motion/second/vote <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Approve with Updates <input type="checkbox"/> Disapprove • Motion/second/vote to continue to a later date. _____ <ul style="list-style-type: none"> <input type="checkbox"/> Approve <input type="checkbox"/> Disapprove • Move item to another agenda. _____ • No motion, no action