



**CITY OF FARMERSVILLE
FARMERSVILLE ECONOMIC DEVELOPMENT CORPORATION MINUTES
DECEMBER 16TH, 2021, 6:00 P.M.
COUNCIL CHAMBERS, CITY HALL
205 S. Main Street
Farmersville, TX 75442**

I. PRELIMINARY MATTERS

Matt Crowder opened the meeting at 6:00 p.m. on December 16, 2021, in the City Hall Council Chambers with the following board members present: Matt Crowder, Rand Rice, Robbie Tedford, and Jeff Sydney. Absent Elise Bobbitt. City staff present, City Finance Daphne Hamlin, Councilman Ted Wagner. Randy Smith and Jason Acevedo

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

- No one came forward to speak.

III. CONSENT AGENDA

A. CONSIDER, DISCUSS AND ACT UPON MEETING MINUTES FOR OCTOBER 28TH 2021

- Motion to approve meeting minutes as written made by Randy Rice
- Second by Jeff Sydney
- Motion passed unanimously.

B. CONSIDER, DISCUSS AND ACT UPON FINANCIAL REPORT OCTOBER 2021

- Motion to approve the financial report as submitted by Robbie Tedford.
- Second by Jeff Sydney
- Motion passed unanimously

IV. REGULAR AGENDA

A. UPDATE FROM BEN WHITE ON POTENTIAL USE OF WATER TOWER PROPERTY

Mr. Tedford commented on the information received in the packet. I'm taking it that there is no demand currently. Board agreed that there is no demand for this project at this time. With that being the case board will not move forward with this item.

B. DISCUSS PREVIOUS BUSINESS RETENTION AND EXPANSION LIST OF COMMERCIAL BUSINESS AND TOP 10 TAXPAYERS

Mr. Crowder stated from the list provided in the packet we can pick out some existing business to go and visit with them to see what we can do as an EDC Board for local businesses. Hope to get some feedback and bring it back to our next meeting for discussion.

Mr. Crowder asked the board for any recommendations on who we should visit.

Mr. Tedford recommended looking at visiting the commercial side. Maybe someone who is looking for expansion that will bring more jobs to the city. Mr. Tedford suggested pick 3 businesses and visit with them and see. I feel this is a very positive thing to do for the community.

Mr. Tedford recommended to target 3 businesses 2 large and 1 midsize.

Mr. Sydney said how would you narrow down the list?

Mr. Tedford stated we could target a list of the larger taxpayers. But the information we have does not give us that information.

Mr. Crowder stated let's pick a couple. Champion Container, Wylie Drilling, lets go and visit with them first. But as far as the questions we should keep it simple. Who is going out to see them?

Mr. Sydney stated keep it limited not overwhelm the business. Have a prepared agenda

Mr. Crowder is going to contact Councilman Williams to see he would like to go on the visits. Think it would be a good mix between Council and EDC Board members attending meeting visits.

C. UPDATE ON REVISE WEBSITE TO DETERMINE NEXT STEP FOR COMMUNITY PROFILE UPDATE

Mr. Crowder stated this is the Cities website we are talking about modifying. We have cross over here and we need to figure out how to navigate. What I do know is that Greg Last does offer this service. We need to figure out what the overlap is here and what we can or what we can't do. Mr. Crowder suggested that maybe go before council.

Mr. Tedford if we are wanting to do this, who will do the updating, and what are our responsibilities. We are one of many entities on the website.

Mr. Crowder asked Mr. Rice what his thoughts are around that since he was seating in the mayor seat before.

Mr. Rice stated first we need to find out what the city wants.

Mr. Sydney stated the city is growing so fast its something that needs to be updated. Wise move with the growth that is head our way.

Mr. Tedford asked should we speak with Ben on what we can do to help.

Mr. Wagner stated that council has discussed internet service we can bring it up without an agenda. Mr. Wagner's stated he will bring it up

Mr. Crowder stated he will talk to Ben and if he does not mind the EDC Board will go before City Council. Mr. Crowder asked Daphne Hamlin to speak with City Secretary to

place an item on the City Council agenda so the Board can start a discussion with the Council on the website upgrade.

D. DISCUSS WAYS TO ATTRACT NEW BUSINESSES

Mr. Crowder stated were do we go next. Community profile, what else should we be doing to attract new business.

Mr. Tedford stated our best source of leads is through these local companies that are here is what can we do for them. Maybe they might give us a lead on new businesses. Start with local businesses and work it from there. We are short staff and can not go out full time.

Mr. Sydney agrees go to existing companies first and find out what they are seeing.

Mr. Tedford stated our best way of prospecting new business is to take care of your customers. Look at local business who may need a local supplier. Just an idea.

Mr. Sydney stated businesses are looking for growth.

Mr. Rice stated we are going to have to bite the bullet sooner than later. We need a EDC Director.

Mr. Crowder the strategy of getting organized and trained. We are going down the path of updating community profile. Make sure our ducks in a row. Stay in touch with Colleges, School, need to connect better as a community. Are we really engaged like we should be? Are we all driving towards the same goal?

Mr. Rice stated we will need an EDC director before long. I see within a year or two.

Mr. Crowder stated we are moving in that direction.

E. DISUCSS TRAINING TOPIC FROM MR. GREG LAST (BUSINESS INCENTIVES)

Mr. Crowder asked Mr. Last what would you recommend for us to do next. He recommended Business incentives. Go visit local business. Another suggestion would not be bad both City Council and EDC attend one of these sessions for training. Invite City Council members to attend training. What are your thoughts.

Mr. Tedford stated cost the same

Mr. Riced stated we need to encourage participation ask FCDC, Chamber, TIRZ to attend the training.

Mr. Crowder asked is business incentives the way we want to go.

Mr. Tedford stated when we go visit. They are going to give us some ideas. We need to meet with businesses first then figure out if there is something feasible, we can do.

Mr. Crowder stated College has shown a presence in the community in the last year.

Mr. Tedford said that's what we got to find out through expansion for current business or leads from them. I feel we can handle visiting local businesses

Mr. Crowder feels we will be more educated once we complete the visits.

Mr. Sydney said keep up the communication with local business. Follow up after initial visit.

Mr. Tedford think the direction that is mapped out is a great place to start.

Mr. Rice first thing is to identify and one of the steps is following up.

Mr. Crowder stated another thing I remember from training. Do not go without knowing what the business does.

Mr. Tedford stated before we ask Mr. Last to come for additional training to be after we visit local businesses.

Mr. Crowder, do we need to get a date out there for the February meeting.

Mr. Sydney feels March time frame for training would be more inline.

Mr. Crowder will provide updates on next month meeting then we can decide if we are ready for additional training

F. DISCUSS AND ACT UPON REQUEST FOR FAÇADE GRANT EXTENSION

Jason Acevedo addressed the board requesting extension of façade grant awarded this year 2021. Delay on receiving building material. Plan is to have completion done before March 2022. The biggest delay was the iso board for the roof decking. Doors and ADA ramp is complete. Remaining is trim gutters and painting. Trim should be in this month. The contract for roof originally one door but ended up replacing both. Addition of painting that was not on the original quote.

Mr. Tedford roofs are not covered in the façade grant. But we will look at the eligible expenses once reports are received.

Mr. Acevedo asked once work is completed do I need to come back.

Mr. Crowder stated he has done a lot of progress

- o Motion to extend façade grant for an additional 6-month June 30, 2022, by Robbie Tedford.
- o Second by Randy Rice
- o Motion passed unanimously

V. REQUESTS TO BE PLACED ON FUTURE AGENDAS

Discuss results of business visit

Timing for business incentive training

Website visit with City Manager/City Council

VI. ADJOURNMENT

The meeting was adjourned at 6:56 p.m.

ATTEST:



Randy Rice, Secretary

APPROVE:



Matt Crowder, Chairman

