



DESOTO DEVELOPMENT CORPORATION
REGULAR BOARD MEETING MINUTES
Thursday, October 12, 2023

The Board of Directors of the DeSoto Development Corporation (DDC) met on **Thursday, October 12, 2023 at 6:00p.m.** in the Council Conference Room located in City Hall at the DeSoto Town Center, 211 East Pleasant Run Road, DeSoto, Texas 75115, The meeting was streamed live on Facebook and archived on the websites.

As authorized by Section 551.071(2) of the Texas Government Code, this meeting may be convened into closed Executive Session for the purpose of seeking confidential legal advice from the Corporation's attorney on any agenda item listed herein.

REGULAR SESSION - THE MEETING WAS CALLED TO ORDER by Vice-President Latosha Herron Bruff at 6:13 p.m.

Present:

Latosha Herron Bruff, Board Vice-President
Felicia Pierson, Secretary/Treasurer
Dr. Ahmad Garrett-Price, Director
Mark Jones, Director
Akilah Wallace, Director

Absent:

Michael Baldwin, Board President
Dr. Micaela Herndon, Director

Staff Present:

Matt Carlson - Chief Executive Officer
Rhonda Faulkner – Marketing Coordinator
Melba Hill – Economic Development Specialist

Also Present:

Tracy Cormier, Director Budgeting/Finance
Councilman Andre' Byrd, City Council Liasion
Victoria Thomas, Attorney

Invocation was offered by Councilman Andre' Byrd



REGULAR AGENDA— NEW BUSINESS— Items for discussion and/or possible action:

1. Financial Status Report – Tracy Cormier, Director Budget/Finance

Mr. Cormier presented the August and September 2023 financials based on sales tax receipts through August, 2023, total revenues, as a percentage of budget, stand at 94.8%. He noted the sales tax revenue for the month of August allocated to the DDC was \$242,980 and the amount allocated to the DPDC was \$80,993. Mr. Cormier anticipates that September sales tax revenues will allow the organizations to exceed 100% of the year's budgeted revenue amounts. Expenditures to date, are well under budget through September due to low year-to-date spending in unallocated assistance and promotional categories. Through the month of September 2023, the DDC has expended 32.9% of its budget.

2. City Council Liaison Update – Councilman Andre' Byrd

Councilman Byrd shared that Council attended the 2023 TML (Texas Municipal League) Annual Conference on October 4-6, 2023 in Dallas. He stated one of the standout topics of discussion was the use of AI and how this tool can advance a city's platform through; automation of a web page, cyber security and customer service. He advised of the changing of the start time of council meetings, to start at 5:30 with a guaranteed adjournment time of 10:00pm., this change will be implemented at the beginning of the year. Also, Councilman Byrd announced the departure of our current CM Brandon Wright, his last date with the city will be December 8, 2023.

3. Review and discuss 2023-2024 DeSoto Development Corporation Annual Work Plan–

J. Matt Carlson- Chief Executive Office

Reviewed and discussed the 2023-2024 DeSoto Development Corporation Annual Work Plan that is attached hereto.

CONSENT AGENDA

Items are listed on the Consent Agenda by the DDC Executive Director and are recommended to the DDC Board of Directors for single vote of approval. Any item may be removed from the Consent Agenda for separate vote at the request of a Board Director.

1. Consider approving the September 14, 2023 Board Meeting Minutes
2. Consider approving the August and September 2023 Financials

On a motion by Secretary/Treasurer Felicia Pierson and second by Director Mark Jones, to amend the September 14, 2023 board minutes to show correction of Director Micaela Herndon as present and Secretary/Treasurer as absent, Consent Agenda items were adopted and approved unanimously.



Executive Session convened at 7:10 pm.**EXECUTIVE SESSION UNDER TEXAS GOVERNMENT CODE:
Pursuant to Texas Government Code Section 551.087: Economic Development Deliberation**

1. Discuss a Façade Grant Agreement with Campbell Greenville Partnership Ltd.
2. Discuss development and potential incentives related to development of a Desoto Bio/Life Science Campus
3. Discuss development and potential incentives related to specific projects included in the Hampton Road Corridor project
4. Discuss development and potential incentives related to mixed-use development on Beltline Road

RECONVENE INTO OPEN SESSION

The Board reconvened into open session at 8:20 pm.

ACTION AS RESULT OF EXECUTIVE SESSION

No action taken

BRIEFING BY CHIEF EXECUTIVE OFFICER —Matt Carlson

1. Mr. Carlson delivered a brief update on the DDC's business plan goals and reviewed the status of a number of projects in which the DDC is actively participating. His report is attached and made part of these minutes.

BOARD ANNOUNCEMENTS

ADJOURNMENT

At 8:24p.m.



J. Matt Carlson—Chief Executive Off