



DESOTO DEVELOPMENT CORPORATION
REGULAR BOARD MEETING MINUTES
Monday, April 14, 2025

The Board of Directors of the DeSoto Development Corporation (DDC) met on **Monday, April 14, 2025, at 6:00 p.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 a closed Executive Session to seek confidential legal advice from the Corporation's attorney on any agenda item listed herein.

"Pursuant to Texas Government Code Sec. 551.127, on a regular, non-emergency basis, members may attend and participate in the meeting remotely by video conference. Should that occur, a quorum of members, including the presiding officer, will be physically present at the location noted on this Agenda."

REGULAR SESSION - THE MEETING WAS CALLED TO ORDER by President Michael Baldwin at 6:03 p.m.

Present:

Michael Baldwin, Board President
Felicia Pierson, Secretary/Treasurer
Akilah Wallace, Director
Mark Jones, Director
Dr. Micaela Herndon, Director

Absent:

Dr. Ahmad Garrett-Price, Director

Staff Present:

Matt Carlson – DDC Chief Executive Officer
Antoine Long - Economic Development Manager
Tracy Cormier – Assistant Director of Financial Services

Also Present:

Kaleb Smith, Attorney

Director Mark Jones offered the invocation.

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

1. Finance Status Report as of February 2025 and March 2025 – Tracy Cormier, Director of Financial Services



February 2025 Statement

Revenue expectations for February 2025 were met. Sales tax revenue is down \$49,013 compared to this time last year. Interest Revenue decreased by \$16,020 from the previous year due to reduced interest rates. Total revenue as a percentage currently stands at 32.6%.

Expenditures are well under budget, expending 22.5% of the budgeted amount year-to-date.

March 2025 Statement

Revenue expectations for March 2025 were met. Sales tax revenue is down \$8,676 compared to this time last year. Interest Revenue decreased by \$16,020 from the previous year due to reduced interest rates. Year-to-date revenue as a percentage of the overall budget stands at 39.9%.

Expenditures are well under budget, expending 24.0% of the budgeted amount year-to-date.

The Board of Directors requested that Mr. Cormier provide monthly cash balance sheets with the monthly financials, implement quarterly trend analysis reports for sales tax and track investment portfolio performances.

2. Projects, attraction efforts, site visits, and general operations report Matt Carlson – Chief Executive Officer

Mr. Carlson delivered updates on the business plan goals, department goals, and staff personal and professional development plans, which are summarized in the attached report.

CONSENT AGENDA

The DDC Chief Executive lists items on the Consent Agenda and recommends them to the DDC Board of Directors for a single vote of approval. At the request of a board director, any item on the Consent Agenda may be removed for a separate vote.

1. Consider approving the minutes of the March 10, 2025, Regular Board Meeting.
2. Consider approving the minutes of the March 27, 2025, Special Called Meeting.
3. Consider approving the financial statements for February 2025 and March 2025.

All board items were approved unanimously on a motion by Director Akilah Wallace and seconded by Director Mark Jones.

Executive Session at 7:40 pm

D. EXECUTIVE SESSION UNDER TEXAS GOVERNMENT CODE:

Pursuant to Texas Government Code Section 551.087

1. Discussion of potential incentives for Project Red Elephant



E. RETURN TO OPEN SESSION

Take any action as a result of the executive session

The subject matter of deliberation is the potential for an economic development incentive agreement for the applicant, Harbor Freight Tools.

The Board reviewed Harbor Freight Tools' request for incentives to support a total capital investment of approximately \$5.05M (\$850K land + \$4.2M facility construction), projected annual sales of \$8-10M, and associated workforce initial employment of 16 positions with anticipated growth to 20-25 positions.

Because the DeSoto Development Corporation finds sufficient benefit to the City, Director Mark Jones made a motion, which was duly seconded by Director Micaela Herndon and unanimously approved, to request that the DeSoto City Council authorize the City Manager to negotiate and enter into a Chapter 380 agreement with Harbor Freight Tools, consisting of sales tax rebates, in an amount not to exceed \$208,000 over a five-year period.

F. BOARD AND LIAISON ANNOUNCEMENTS/UPDATES

Councilman Byrd was not in attendance.

ADJOURNMENT

At 8:10 p.m.

J. Matt Carlson—Chief Executive Officer