

**CORINTH ECONOMIC DEVELOPMENT CORPORATION**  
**March 5, 2018**

**STATE OF TEXAS**  
**COUNTY OF DENTON**  
**CITY OF CORINTH**

On this 5<sup>th</sup> day of March, 2018 the Corinth Economic Development Corporation (CEDC) of the City of Corinth, Texas, met in Regular Session at 6:00 P.M. at Corinth City Hall, located at 3300 Corinth Parkway, Corinth, Texas. The meeting date, time, place and purpose as required by Title 5, Subtitle A, Chapter 551, Subchapter C, Section 551.041, Government Code, with the following members, to wit:

**CEDC Board Members:**

Tina Henderson – President  
Jerry Blazewicz – Vice President  
Don Glockel – Director  
Lowell Johnson – Director  
David Burnett – Director  
Steve Holzwarth – Director

**CEDC Board Members Absent:**

Grady Ray – Secretary

**Others Present:**

Frank Fay – Sales Associate, CoStar Group  
Jason Alexander – Executive Director  
Kim Pence – City Secretary

**CALL TO ORDER:**

President Tina Henderson called the meeting to order at 6:00 P.M.

**CITIZENS COMMENTS**

In accordance with the Open Meetings Act, the Board is prohibited from acting on or discussing (other than factual responses to specific questions) any items brought before them at this time. Citizen's comments will be limited to 3 minutes. Comments about any of the published agenda items are appreciated by the Board and may be taken into consideration at this time or during that agenda item. \*All remarks and questions addressed to the Board shall be addressed to the Board as a whole and not to any individual member thereof.\* Section 30.041B Code of Ordinance of the City of Corinth.

There were no Citizens Comments made.

**CONSENT AGENDA:**

1. Consider and act on minutes from the January 8, 2018 meeting.
2. Consider and act on minutes from the February 5, 2018 meeting.
3. Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending December 2017.
4. Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending January 2018.

**MOTION** was made by President Henderson to make the change on the minutes from January 8, 2018 to show Don Glockel was not absent. Seconded by Lowell Johnson.

**AYES:** Johnson, Glockel, Blazewicz, Burnett, Henderson, Holzwarth  
**NOES:** None  
**ABSENT:** Ray  
**ABSTAIN:** None

**MOTION CARRIES**

**BUSINESS AGENDA:**

**5. Receive a presentation from CoStar.**

Frank Fay, Sales Associate from CoStar, gave a presentation on CoStar's services to the Board. (See Attachment)

A general discussion was held on cost, research process, user access and branding opportunities.

**6. Hold a discussion and provide staff direction on proposed revisions to the Local Business Grants Program.**

Jason Alexander presented research compiled from other economic development corporations and cities not only across [Dallas-Fort Worth], but also across the [Texas] based on direction from the Board of Directors to revise the Local Business Grants Program.

Alexander confirmed that the maximum amount of assistance would be a 50% match, up to \$20,000. He also asked how the Board felt about having successful applicants agreeing to keep the improvements for three years. This led into a conversation about consistency between the goal of the Corinth Economic Development Corporation (CEDC) to enhance the community's business areas while ensuring consistency with the Unified Development Code.

Changes:

Section 1 – Introduction renaming the program from "Local Business Grants" to "Business Improvement Grant Program".

Section 2 – To remove Letter F, preference given to businesses located along designated corridors.

Discussion was held regarding the definition of applicant, tenant, and property owner and who is liable.

Section 6 – To include language that final applications with the design specifications must be signed by the property owner between Letters E & F.

Section 6 – Letter G – add, "The Board can grant and extension as appropriate to conditions."

Section 6 – Letter J – add, "All invoices paid and release of all liens for materials."

**At this time, the board revisited Agenda Item #5.**

Discussion was held regarding CoStar, the information they can provide, and other options available.

**7. Hold a discussion on promoting business and economic development opportunities in the City of Corinth, Texas.**

President Henderson spoke on the possibility of having a marketing firm come in and design an ad for the CEDC.

Alexander stated this was not a branding strategy, per se, as discussed in the past, but it's having an effective message to send to prospective developers and businesses that want to come to Corinth when advertising in publications. He asked the Board to consider, possibly in next year's budget, funding the CEDC's advertising efforts.

Discussion was held regarding cost, publications, the creation of a RFP, and marketing companies.

**REPORTS AND UPDATES:**

**8. Board Members**

None at this time.

**9. Executive Director**

None at this time.

President Henderson recessed the meeting at 7:45 p.m. \* See Closed Session.

**CLOSED SESSION**

If, during the course of the meeting, any discussion of any item on the agenda should need to be held in executive or closed session for the Board to seek advice from the City Attorney as to the posted subject matter of this Board Meeting, the Board will convene in such executive or closed session, in accordance with the provisions of the Government Code, Title 5, Subchapter D Chapter 551, to consider one or more matters pursuant to the following:

**Section 551.071.** (1) Private consultation with its attorney to seek advice about pending or contemplated litigation; and/or settlement offer; (2) and/or a matter in which the duty of the attorney to the government body under the Texas Disciplinary Rules of Professional Conduct of the State of Texas clearly conflicts with chapter 551.

**Section 551.072.** To deliberate the purchase, exchange, lease or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

**Section 551.074.** To deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or to hear a complaint or charge against an officer or employee.

**Section 551.087.** To deliberate or discuss 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 to deliberate the offer of a financial or other incentive to a business prospect.

**A. Deliberations regarding economic development incentives to a business prospect(s).**

**Reconvene in open session to take action, if necessary, on closed session items.**

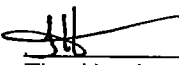
President Henderson reconvened the meeting in Open Session at 7:55 p.m.

**No action taken from Closed Session.**

**ADJOURN:**

There being no further business, President Henderson adjourned the March 5, 2018 Regular Session of the Corinth Economic Development Corporation at 7:55 P.M.

  
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Kimberly Pence City Secretary  
Corinth Economic Development Corporation

  
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Tina Henderson – President  
Corinth Economic Development Corporation