

**CORINTH ECONOMIC DEVELOPMENT CORPORATION**  
**January 8, 2018**

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

On this 8<sup>th</sup> day of January, 2018 the Corinth Economic Development Corporation (CEDC) of the City of Corinth, Texas, met in Special 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  
Grady Ray – Secretary  
Don Glockel – Director  
Lowell Johnson – Director  
David Burnett – Director  
Steve Holzwarth – Director

**CEDC Board Members Absent:**

**Others Present:**

Ray Huffines – Huffines President and Chief Executive Officer  
Don Paschal – Huffines Project Facilitator / Advisor  
Jason Alexander – Executive Director  
Kim Pence – City Secretary

**CALL TO ORDER:**

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

**CONSENT AGENDA:**

1. Consider and act on minutes from the December 11, 2017 meeting.
2. Consider and act on the Corinth Economic Development Corporation Financial Report for the period ending November 2017.

President Henderson pulled Item #2 from the Consent Agenda. The Item will be presented at a future meeting.

**MOTION** was made by Don Glockel to approve the minutes from the December 11, 2017 meeting.

Seconded by David Burnett.

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

**MOTION CARRIES**

**BUSINESS AGENDA:**

1. Consider and act on an application from Huffines Automotive Group on behalf of Huffines Children's Trust and Huffines Denton Auto, Incorporated, requesting economic development incentives pursuant

**to the Chapter 380 Economic Development Program Policies and Procedures to relocate and expand their business operations within the City of Corinth, Texas.**

Jason Alexander presented the application and informed the Board of Directors that construction started on the relocation of Huffines Kia and Subaru from where they are currently – which is along Interstate Highway 35E between the Post Oak Drive and the Corinth Parkway interchanges to just south of Lake Sharon Drive.

Alexander explained the request is for economic development incentives under a revenue sharing agreement between Huffines, the City and the Corinth Economic Development Corporation. Huffines has already obtained a Texas Direct Payment Sales Tax Permit, and would like to use the permit self-assess taxes on the purchase of personal property (e.g., building materials, furniture and other personal property). Huffines proposes that the City, the Corinth Economic Development Corporation and his company share the sales tax revenues generated from the purchase of such personal property. Essentially, 50 percent of the sales tax revenues would be paid to and collected by the City and the Corinth Economic Development Corporation respectively – and the balance – the remaining 50 percent would be paid to Huffines as an economic development incentive.

Staff requested that the Board of Directors recommend approval to allow staff to move forward with negotiations of incentives with Huffines.

**MOTION** was made by Glockel to allow staff to pursue in negotiations with Huffines Denton Auto, Incorporated to pursue an agreement.

Seconded by Jerry Blazewicz.

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

**MOTION CARRIES**

**2. Hold a discussion and provide staff direction on marketing commercial, industrial and mixed-use properties online.**

Due to Xceligent filing for Chapter 7 Liquidation, their online marketing services showcasing the City's available properties for sale or lease is not available. Alexander said that the online marketing services greatly increased the exposure of the properties in Corinth and development opportunities. A couple of firms, including CoStar, contacted staff and expressed interest in providing online services similar to those offered by Xceligent.

Burnett asked how staff would market such properties online without Xceligent or a similar service.

Alexander responded that staff would have to go out and find properties available for sale or lease.

Burnett said that he would like to have the online marketing services running again as soon as possible.

Steve Holzwarth inquired about CoStar offering demographic data in addition to the property listings.

Alexander said that CoStar provided additional information pertaining to demographics among other services.

There was a general discussion and the Board of Directors asked staff to research commercial real estate data service providers and the costs associated with each company.

**NO ACTION TAKEN**

**3. Hold a discussion and provide staff direction on a subscription service offered by Retail Lease Trac.**

Alexander informed the Board of Directors that this item is based on a conversation with Tina Walden of Retail Lease Trac at the International Council of Shopping Centers (ICSC) Conference in Dallas, Texas. He explained that Retail Lease Trac provides a database of retailers that are seeking to locate within any given area across the country and the direct retailer contact information and the contact information for their tenant representative for \$850.00.

There was a brief general discussion about the company and the services offered.

#### **NO ACTION TAKEN**

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

Alexander presented the item to the Board of Directors. He expressed concern that some of the reimbursement amounts under the Local Business Grants Program may not encourage some of the city's existing businesses to take advantage of the grants. Alexander shared that only one existing business has taken advantage of the program over the last two years. To encourage more businesses to take advantage of the grants, he requested the Board of Directors consider increasing the maximum reimbursement amount for the Beautification Grant from \$10,000.00 to \$15,000.00 and to consider revising the Signage Grant to eliminate the restriction that the Signage Grant can only be utilized to replace existing pole mounted signs with monument signs and to increase the reimbursement amount under the grant from \$6,000.00 to \$10,000.00.

Glockel asked if there was a need to include language on pole mounted signs if the Board of Directors considers signs permitted under the Unified Development Code.

Alexander answered that prior budgetary constraints may have been the reason for such language.

There was a general discussion among the Board of Directors.

#### **NO ACTION TAKEN**

### **REPORTS AND UPDATES:**

#### **1. Board Members**

Holzwarth asked if there will be a traffic light installed at Robinson Road and Farm-to-Market Road 2499.

Burnett said it was his understanding that it would be some time in February before a traffic light is installed.

Glockel said that one of the state notices stated [the Texas Department of Transportation] would not make the intersection a four-way stop; and would leave it as a three-way stop until the traffic light is installed.

Lowell Johnson stated that the transportation project is under the jurisdiction of the City of Denton, and that the City of Denton or Commissioner Hugh Coleman may be able to provide more information.

#### **2. Executive Director**

No reports or updates.

President Henderson recessed the meeting at 6:44 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 7:38 p.m.


**No action taken from Closed Session.**

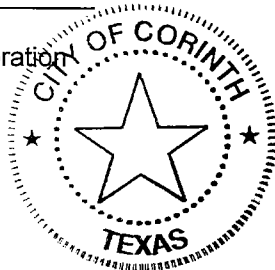
Alexander informed the Board of plans to purchase office furniture for the Economic Development Department. He is in the process of receiving quotes, and estimates so far, are in the amount of \$5,000.00 for a conference room table with eight chairs and a flat screen. Alexander also stated that he should be able to purchase the office furniture without having to request an amendment to the budget.

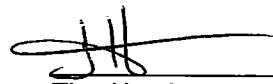
Burnett updated the Board on improvements to Farm-to-Market Road 2499. The Board held a general discussion on the thoroughfare improvements.

**ADJOURN:**

There being no further business, President Henderson adjourned the December 11, 2017 Special Session of the Corinth Economic Development Corporation at 8:06 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