

EXHIBIT 1 - MINUTES

MINUTES
CITY OF DENTON
ECONOMIC DEVELOPMENT PARTNERSHIP BOARD
December 14, 2016

After determining that a quorum was present, the Economic Development Partnership Board convened on Wednesday, December 14, 2016, at 11:20 a.m. The meeting was held at the Denton Public Safety Training Facility, Conference Room - A, 719 E. Hickory, Denton, 76201.

PRESENT: Joey Hawkins, Larry Parker, Jim Fykes, John Baines, Cleve Breedlove, Marty Rivers, Carrell Ann Simmons, Jimmy Mejia, and Greg Johnson

ABSENT: Neal Smatresk, Carine Feyten

EX-OFFICIO: Present: Chuck Carpenter Absent: Jamie Wilson, Howard Martin

STAFF PRESENT: Caroline Booth, Michelle Cunningham, Christina Davis
Erica Sullivan, Michelle Coughlin, Jessica Rogers, Karen Boenker, Adam Gawarecki, and Kim Phillips

1. **WORK SESSION**

A. **EDP16-068** **Receive a report, hold a discussion, and give staff direction regarding the conclusion of the Economic Development Partnership Board's two-year Strategic Action Agenda.**

Cunningham gave a presentation about Team 1 - Partnerships. Highlights include adding a seat on the EDP Board for TWU's President and Chancellor, participated in a Department of Labor's TechHire grant, which awarded NCTC \$3.9 million to train 450 individuals in the field of information technology.

Booth and Phillips gave a presentation on behalf of Glover regarding Team 2 - Unique Culture. Highlights include opening the Downtown Visitor's Center, opening the Stoke co-working space in August, and coordinating special events that brought over 30,000 people to downtown.

Johnson asked for a list of tenants at Stoke, and what they are paying for rental space, as well as the contract template. Johnson also asked for the last presentation regarding Stoke, and an update of what we have accomplished since that presentation. He would like to see the measurements that we have received since the opening of Stoke.

Sullivan gave a presentation regarding the activities of Team 3 - Investment. Highlights include establishing the Economic Development Investment Fund, streamlining the Return on Investment Report, and facilitating the City Council's adoption of the 2016 Tax Abatement and Incentive Policy.

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Davis presented about the successes of the Business Friendly, Team 4.

Some of the highlights include a renewed focus on the SHOP Denton Program (Shop Here on Purpose). The SHOP program actively works with small businesses and entrepreneurs. This year there were double the number of participants in the Shop Small event compared to last year.

Booth spoke about Team 5 – Recruitment. Accomplishments toward recruitment efforts include:

- Through the expansion of Sally Beauty (\$7.5 million capital investment in building renovation), 80 new jobs were created.
- Relocation of Med-Trans from Lewisville to Denton Enterprise Airport.
- Amended Peterbilt's tax abatement to include a second expansion project.
- Facilitated adoption of an ordinance authorizing the City's participation in the State of Texas' Enterprise Zone Program. Nominated PACCAR for an original and concurrent designation. Nominated WinCo as an Enterprise Project.
- Implemented the Agile Economic Development consultant's process improvement recommendations.
- Hosted a DFW site selector tour in Denton.
- Lead Activity for FY 2016: Received 86 leads, and after quantifying the projects, responded to 66 of those leads.

B. EDP16-064 Receive a report, hold a discussion, and give staff direction regarding a system to quantify the effectiveness of the Chamber's economic development marketing activities.

Booth opened the discussion. Rivers suggested a possible sub-committee that could define effectiveness as relates to the economic development marketing activities. Breedlove recommended that we take a pro-active approach. It was determined that the EDP Board would like join the City Council at one of their monthly lunches, in effort to give feedback to the Council about the recommendations from the Novaces report. The subject of quantifying the effectiveness of the Chamber's economic development marketing activities was ultimately tabled for the time being.

C. EDP16-067 Staff Reports:

1. Chamber of Commerce December 2016 EDP Activity Report.

Gawarecki gave an overview, and cited the attachments that were included in the back up Information regarding marketing trips and December 2016 – Activity Report.

2. Economic Development Project Update.

Booth spoke about the progress of current projects, which include the Convention Center, Rayzor Ranch, and WinCo. Fykes gave a Power Point presentation to show the Peterbilt's expansion progress.

The Meeting adjourned at 1:08p.m.