

MINUTES  
CITY OF DENTON  
ECONOMIC DEVELOPMENT PARTNERSHIP BOARD  
March 9, 2016

After determining that a quorum was present, the Economic Development Partnership Board convened on Wednesday, March 9, 2016 at 11:20 a.m. The meeting was held at the Denton Chamber of Commerce, 414 W. Parkway, Denton, Texas, 76201.

PRESENT: Cleve Breedlove, Jamie Wilson, Marty Rivers, Jim Fykes,  
Carrell Ann Simmons, Dianne Costa, Tom McCoy, Larry Parker

ABSENT: John Gilmer, Greg Johnson, Neal Smatresk, and Chris Watts

EX-OFFICIO: Present: Chuck Carpenter                      Absent: George Campbell

STAFF PRESENT: Jon Fortune, Bryan Langley, Aimee Bissett, Caroline Booth,  
Christina Davis, Julie Glover, Michelle Cunningham, Erica Sullivan,  
Michelle Coughlin, Karen Boenker, Kim Phillips and Adam Gawarecki

## 1. WORK SESSION

**A. EDP 16-009 Receive a report, hold a discussion, and give staff direction regarding a proposed manufacturing project by Samuel, Son & Co., Limited, to be located in the West Park TIRZ.**

Booth presented background information and explained that Samuel offers end-to-end solutions in the distribution, transportation, processing, and manufacturing of metals and industrial products. Booth explained that the manufacturing process does not include smelting, only processing (machine cutting) of metal coils. McCoy asked for an example of their product. Booth gave an example of components used to build the nacelle portion of wind turbines. Bissett added that G.E. is one of Samuel's largest contracts.

The company is considering a 175,000 square foot facility on a 20-acre rail-served site at the southeast corner of Western Boulevard and Jim Christal Road. The project would be located in the Westpark TIRZ. Booth mentioned that Denton is competing with Alliance and that Samuel will present its relocation options to its corporate board in April 2016, with anticipation of a first quarter opening of their new facility in 2017.

**B. EDP 16-015 Receive a report, hold a discussion and give staff direction regarding an economic development incentive for Sally Beauty Company, Inc.**

Booth gave a history of the company, mentioning that Sally Beauty has been based in Denton since 1982, at that time Sally had 119 stores. Currently they have over 5,000 stores world-wide. They have approximately 1,000 full time employees and they are in the top seven private employers in the City. Booth also mentioned that Sally will be transferring 200 employees from their acquisitions of other companies and plan to add an additional 80 employees in the next two years. They are a good community citizen, as they support several local charitable organizations. Their current project includes a complete interior remodel of the building located at 3900 Morse Street.

**1. CLOSED MEETING**

Went into closed meeting at 11:35 a.m.

**A. EDP16-011 Deliberations regarding Economic Development Negotiations - Under Texas Government Code Section 551.087.**

Receive a report, hold a discussion, and give staff direction regarding an economic development incentive for Samuel, Son, & Co., Limited. This discussion shall include commercial and financial information the City has received from Samuel, Son, & Co., Limited, which the City seeks to have locate, stay, or expand in or near the territory of the city, and with which the Economic Development Partnership Board is conducting economic development negotiations; including the offer of financial or other incentive.

**B. EDP16-012 Deliberations regarding Economic Development Negotiations - Under Texas Government Code Section 551.087.**

Receive a report, hold a discussion, and give staff direction regarding an economic development incentive for Sally Beauty Company, Inc. This discussion shall include commercial and financial information the City has received from Sally Beauty Company, Inc., which the City seeks to have locate, stay, or expand in or near the territory of the city, and with which the Economic Development Partnership Board is conducting economic development negotiations; including the offer of financial or other incentive.

**1. MEETING**

The Regular Meeting resumed at 12:08.

**A. EDP16-013 Consider approval of the minutes of the February 10, 2016, meeting**

Breedlove motioned to approve the minutes as presented. Fykes seconded the motion. The minutes were approved unanimously with a vote of 8-0.

**B. EDP16-010 Consider a recommendation to the Denton City Council regarding an economic development incentive for a proposed manufacturing project by Samuel, Son, & Co. Limited, to be located in the Westpark TIRZ.**

Breedlove motioned to recommend approval to the Denton City Council regarding an economic development incentive of 50 percent abatement for ten years for a manufacturing project by Samuel, Son & Co., Limited. Fykes seconded. The motion was approved unanimously with a vote of 8-0.

**C. EDP 16-014 Consider a recommendation to the Denton City Council regarding an economic development incentive for Sally Beauty Company, Inc.**

Rivers motioned to approve a 50 percent abatement for three years. Costa seconded the motion. The motion was approved unanimously with a vote of 8-0.

## **2. CONCLUDING ITEMS**

### **A. Updates from staff**

1. Booth mentioned the Convention Center Groundbreaking event, which is scheduled for Monday, March 21.
2. Gawarecki gave an update on Recruitment Day. He and the EDP Staff hosted local Site Selectors for lunch and a tour of Denton. Thirty Site Selectors were invited, and eight Site Selectors participated in the event.
3. Glover mentioned that the City, the Chamber, CVB, UNT, and TWU will have a collaborative booth at the SXSW interactive trade show.

**Meeting adjourned at 12:19 p.m.**