

**Sonora Economic Development Corporation  
Sonora Texas. 76950**

**BOARD MINUTES**

The Sonora Economic Development Corporation (SEDC) Board of Directors met in regular session at the Sonora Economic Development meeting room, 307 E. Oak St., Sonora, Texas 76950, on December 5, 2018, with the following persons present:

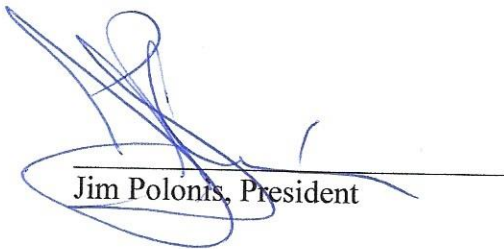
**Directors:**

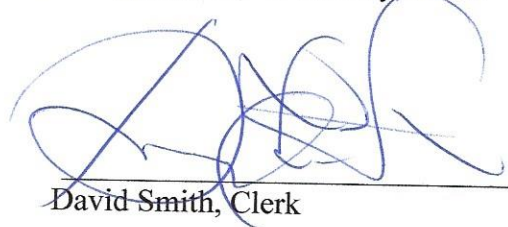
Jim Polonis, Pascual Hernandez, Espy Whitehead, Tonya Brown, Jo Ann Hernandez and Tom Payton Also present was County Judge Steve Smith and David Smith, Clerk.

1. Jim called the meeting to order with a quorum present at 11:36 a.m.
2. Tonya lead the invocation
3. The consent items were presented for discussion and approval. The items included in the consent agenda are: Meeting minutes for November 7, 2018; monthly bills report for November 2018; the financial report for November, 2018 Upon motion made by Tonya and seconded by Espy, the consent items were approved.
4. David Smith reported on the Basic Customer Service Skills classes co-sponsored with the Sonora Chamber of Commerce and the Concho Valley Workforce Solutions. He reported that 22 attended representing 8 business establishments and that the class was well received. Each business establishment and participant received a certificate
5. In a discussion lead by Jim, the Board proceeded to review some of the activities of the previous fiscal year and consider what should be pursued during the current fiscal year. There were no formal votes taken, but there was broad consensus that:
  - A. SEDC can take pride in:
    - Our ability to assist new and existing businesses in making our city prosper and be a better place to live.
    - Our operation within a fiscally sound budget.
    - Our reputation within our community
    - Reducing the grant approval time from 90 days to 60 days
  - B. We need to:
    - Take a fresh, hard look at what we can do to promote Sonora as a great place to retire, using such things as local newspaper articles and state-wide publications.
    - Work on increasing our visibility within the community by outreach, news articles, radio appearances and an SEDC tri-fold brochure.

- Stay with our program of reducing the percentage of our grant funds directed to Eaton Hill, depending on that organization to widen its base of financial support by soliciting outside grants.
- Continue to explore possible Maquiladora connections with our access to Interstate 10 and the Ports to Plains corridor.
- Explore the use of Howard College adjunct classes and Concho Valley Workforce classes for community education and training, including working with the Sonora Independent School District and local businesses to explore our workforce positives, negatives, needs and possible solutions.
- Compile a study of our tax rates as compared to competing communities for use in discussions with prospective new businesses.
- Explore how we can do a better job of making the business community aware of our ability to help businesses expand or protect existing businesses and jobs.
- 6. On Motion by Anita and seconded by Pasqual, the meeting adjourned at 12:45 p.m.

Approved by the SEDC Board of Directors this the 9<sup>th</sup> day of January, 2019.

  
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Jim Polonis, President

  
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David Smith, Clerk