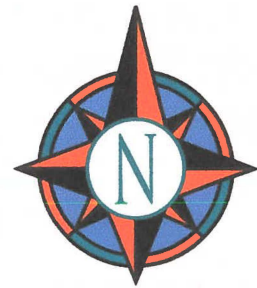


**NORTHLAKE, TEXAS**  
**ECONOMIC DEVELOPMENT CORPORATION**



**MEETING MINUTES OF THE BOARD OF DIRECTORS**  
**THURSDAY, NOVEMBER 18, 2021, AT 4:30 PM**  
**1500 COMMONS CIRCLE, SUITE 300 – CHAMBER ROOM - NORTHLAKE, TEXAS 76226**

1. Board President Laura Montini called the meeting to order at 4:32 pm, all present

Roll Call:

Laura Montini

Hillary Simpson

Marie Amarante - absent

Matthew Garrett

Brant Deranger (arrived at 5:05)

Ian Waya - absent

Sonya Wooley

2. Briefing/Workshop Items

A. Retail Recruitment Strategy - Retail Preferences by Region

Town Manager, Drew Corn reviewed the Retail Recruitment Strategy document with the Board and provided information on the process. Staff is looking for feedback on most likely retail and highest priority retail.

- B. Development activity update (new businesses, prospective businesses, proposed developments, Catherine Branch projects, Chadwick Farms, Northport, Texas Speedway Centre/Speedway Business Park, Harvest, Northlake Commons, Canyon Falls, The Ridge & Pecan Square)

- C. Upcoming meetings and events – the 2022 calendar was presented (February 17, 2022, May 19, 2022, August 18, 2022, and November 17, 2022, are the scheduled meeting dates for 2022. A marketing video was shown.

3. Consent Items

All items listed below are considered routine by the Board of Directors and will be enacted with one motion. There will be no separate discussion of items unless a member of the Board of Directors request a separate discussion of an agenda item in which event the item will be removed from the consent agenda of business and considered as a separate agenda item after the consent agenda is acted upon.

- A. Meeting minutes of August 19, 2021

- B. Meeting minutes of September 16, 2021

Motion was made by Chair Montini and second by Director Wooley to approve the minutes of the August 19, 2021, and September 16, 2021, meeting minutes. Motion passed 4-0. Waya, Amarante, and Deranger absent.

(Director Deranger arrived)

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**4. Regular Items**

- A. Consider a proposal from Buxton to provide retail market analytics and mobility services

Development Director Nathan Reddin introduced Brian Merron with Buxton to go over the proposal. Mr. Merron reviewed the program and its components.

Motion was made by Director Garrett and second by Director Deranger to approve entering a one-year contract with Buxton for the Consumer Insights package in an amount not to exceed \$25,000.00 (\$12,500.00 from the EDC and \$12,500.00 from the CDC). Motion passed 5-0. Waya and Amarante absent.

**5. Executive Session**

Board President Montini convened the board into closed session at 5:33 pm as authorized under Texas Government Code Section 551.087 Economic Development Negotiations for the following:

- A. Potential development agreement with Scannell Properties, for Town, Northlake Economic Development Corporation, and Northlake Community Development Corporation participation in public infrastructure.
- B. Development agreement with Lodging Host Hotel Corp. for the development of a hotel conference center.

Board President Montini reconvened the board into open session at 5:53 pm.

No action was taken as a result of the closed session.

- 6. Board President Montini adjourned the meeting at 5:54 pm.**

Passed and approved by the Board of Directors on this the 2nd day of February 2022.

Northlake Economic Development Corporation

Laura Montini, Board President

DocuSigned by:

Ian Waya, Board Secretary