



**City of Broken Arrow**  
**Minutes**  
**Broken Arrow Economic Development Authority**

City Hall  
220 S 1st Street  
Broken Arrow OK  
74012

*Chairperson Craig Thurmond*  
*Vice Chair Scott Eudey*  
*Trustee Johnnie Parks*  
*Trustee Debra Wimpee*  
*Trustee Christi Gillespie*

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**Tuesday, September 3, 2019**

**Council Chambers**

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**1. Call to Order**

Vice Chair Scott Eudey called the meeting to order at approximately 7:42 p.m.

**2. Roll Call**

**Present: 4 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey  
**Absent: 1 -** Craig Thurmond

**3. Consideration of Consent Agenda**

- A. 19-65 Approval of the Broken Arrow Economic Development Authority Meeting Minutes of August 20, 2019**
- B. 18-1458 Approval of the Broken Arrow Economic Development Authority Claims List for September 03, 2019**

Vice Chair Eudey asked if there were any items to be removed from the Consent Agenda. There were none.

MOTION: A motion was made by Johnnie Parks, seconded by Debra Wimpee.

**Move to approve the Consent Agenda**

The motion carried by the following vote:

**Aye: 4 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey

**4. Consideration of Items Removed from Consent Agenda**

There were no items removed from the Consent Agenda. No action was required or taken.

**5. General Authority Business**

- A. 19-1084 Consideration, discussion, and possible approval of and authorization to execute a Professional Services Agreement with Ghost and Anglin to develop a strategic marketing plan to promote local businesses and shopping local for Fiscal Year 2020**

Director of Communications Krista Hemme stated sales tax revenues were essential for general fund operations. She reported it was important for residents to shop local to support local businesses and generate local sales tax revenue which funded important City services. She stated "shop local" messaging efforts in the past had not been very effective; therefore, the Communications Department wished to take a more focused approach by consulting experts who had access to data and strategies to encourage residents to shop locally. She stated she hoped to begin the first campaign prior to the holiday shopping season. She asked for approval of the Professional Services Agreement with Ghost and Anglin PR.

Trustee Parks commended Ms. Hemme for her presentation.

City Manager Spurgeon invited the City Council Members to attend the Shop Local Strategy

Meeting.

Vice Mayor Eudey agreed it was imperative for residents to understand the importance of shopping locally.

City Manager Spurgeon asked about the request for qualifications proposals. Director of Communications Ms. Hemme responded the City received approximately ten qualifications proposals from agencies in the Tulsa and Oklahoma City area. She noted four were selected for in-person presentations and interviews; Ghost and Anglin rose to the top for its successful work at the municipal level in the City of Shawnee.

Trustee Wimpee noted it was very surprising how many residents did not understand Oklahoma was a sales tax revenue-driven State; sales taxes paid in Bixby went to pay for the Bixby Fire Department, not the Broken Arrow Fire Department.

Discussion ensued regarding the importance of local sales tax revenues.

MOTION: A motion was made by Christi Gillespie, seconded by Debra Wimpee.

**Move to approve and authorize execution of a Professional Services Agreement with Ghost and Anglin to develop a strategic marketing plan to promote local businesses and shopping local for Fiscal Year 2020**

The motion carried by the following vote:

**Aye: 4 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey

- B. 19-1116 Consideration, discussion and possible approval of Resolution No. 1264, a Resolution accepting the responsibilities as designated to the Broken Arrow Economic Development Authority (the "Authority") by the City of Broken Arrow, Oklahoma (the "City") pursuant to the Creek 51 Business Park Economic Development Project Plan adopted by the City; approving and authorizing the execution of an Economic Development Agreement by and among the Authority, the City, and Creek 51 Business Park, LLC; approving and authorizing the execution of a Security Agreement by and between the Authority and the City pertaining to the Tax Increment Revenues; approving the use of assistance in development financing; and containing other provisions relating thereto**

Mr. Nate Ellis with the Public Finance Law Group reported this was the Broken Arrow Economic Development Authority's Resolution for the Creek 51 Business Park Tax Increment District. He noted the same terms applied to this Resolution as were discussed during the City Council Meeting earlier in the evening.

MOTION: A motion was made by Johnnie Parks, seconded by Debra Wimpee.

**Move to approve Resolution No. 1264 and authorize its execution**

The motion carried by the following vote:

**Aye: 4 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey

- C. 19-1138 Consideration, discussion, and possible approval of and authorization to execute an Extension to Agreement for the Purchase and Sale of Real Estate Agreement by and among the Broken Arrow Economic Development Authority and Endicott Holdings, LLC**
- Economic Development Coordinator Norm Stephens reported on May 7, 2019 the Authority approved the sale of 1.775 acres to Endicott Holdings, LLC for the price of \$416,000 dollars and the closing was to occur 60 days from the date the purchaser executed the agreement. He noted it also provided the purchaser could be granted a 30 day extension of the due diligence period if required by the purchaser's lender. He noted the lender did request the 30 day extension, and the extension was granted by the Authority. He stated last Friday the purchaser, Dr. Endicott, contacted the Legal Department and indicated the paperwork would not be ready for the September 6, 2019 closing date. He reported Dr. Endicott indicated he had been pre-approved, had received his pre-approval letter from the lending institution, and would be able

to close on September 27, 2019. He noted the agreement permitted the extra extension if approved by both parties. He requested approval of this extension; closing would be September 27, 2019.

MOTION: A motion was made by Debra Wimpee, seconded by Christi Gillespie.

**Move to approve and authorize execution of an Extension to Agreement for the Purchase and Sale of Real Estate Agreement by and among the Broken Arrow Economic Development Authority and Endicott Holdings, LLC**

The motion carried by the following vote:

**Aye: 4 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey

**6. Remarks and Updates by City Manager and Staff**

There were no Remarks and Updates by City Manager and Staff.

**7. Executive Session**

There was no Executive Session.

**8. Adjournment**

The meeting adjourned at approximately 7:51 p.m.

MOTION: A motion was made by Johnnie Parks, seconded by Christie Gillespie.

**Move to adjourn**

The motion carried by the following vote:

**Aye: 4 -** Christi Gillespie, Debra Wimpee, Johnnie Parks, Scott Eudey

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Chairperson

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Secretary