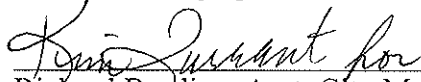


PUBLIC NOTICE

DEVELOPMENT CORPORATION OF ABILENE, INC.

A regular meeting of the Development Corporation of Abilene, Inc. will be held on Tuesday, October 9, 2012, in the Abilene Life Sciences Accelerator, 1325 Pine St., Abilene, Texas, commencing at 1:30 p.m. to consider the following agenda:

SIGNED:



Richard Burdine, Asst. City Manager for Economic Development

AGENDA

October 9, 2012
1:30 p.m.

Abilene Life Sciences Accelerator
1325 Pine St.

1. Call the meeting to order.
2. Approval of minutes from the August 28, 2012, board meeting.
3. Sales tax report for September 2012 and Status of Funds report for August 2012.
4. Executive Session: Pursuant to Tex. Gov't Code Sec. 551.087, an executive session may be held (1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect described by Subdivision (1). After discussion in executive session, any action or vote will be taken in public.

Pursuant to Tex. Gov't Code Sec. 551.072, an executive session may be held to discuss the possible exchange, lease, or value of real property associated with a project to be funded by the DCOA since deliberation in open session would have a detrimental effect on the DCOA's negotiations with a third party. After discussion in executive session, any action or vote will be taken in public.

Pursuant to Tex. Gov't Code Sec. 551.071, an executive session may be held to consult with the DCOA attorney regarding pending or contemplated litigation or a settlement offer regarding DCOA funded projects or on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with Chapter 551 of the Government Code. After discussion of the contemplated legal matters in executive session, any action or vote will be taken in public.
5. Discussion and possible approval of a resolution authorizing an agreement for professional services including a regional biotech asset inventory, a competitive analysis and survey of biotech services providers, and a marketing and public relations plan outline.

6. Adjournment.

CERTIFICATE

I hereby certify that the above notice of meeting was posted on the bulletin board at the City Hall of Abilene, Texas, on the _____ day of _____, 2012, at _____.

City Secretary

NOTICE

Persons with disabilities who would like special assistance or need special accommodations to participate in this meeting should contact Department of Economic Development, (325) 676-6390, at least forty-eight (48) hours in advance of this meeting. Telecommunication device for the deaf is (325) 676-6360.

**DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
AUGUST 28, 2012**

MEMBERS PRESENT: Paul Cannon Mike Schweikhard
Scott Senter Dani Ramsay

MEMBER ABSENT: Marelyn Shedd

STAFF PRESENT: Richard Burdine Kim Tarrant
Mindy Patterson Melissa Murphy

GUESTS PRESENT: Jon Weidanz, TTUHSC
Bill Ehrie, Abilene Industrial Foundation
Judy Wilhelm, SBDC
John Mangavonzo, Abilene Reporter-News

1. **CALL TO ORDER.** President Paul Cannon called the meeting to order at 1:30 p.m. in the conference room of the Abilene Life Sciences Accelerator, 1325 Pine Street, Abilene, Texas.
2. **APPROVAL OF MINUTES FROM THE JULY 24, 2012, BOARD MEETING.** Mike Schweikhard moved to approve the minutes from the July 24, 2012 board meeting. Dani Ramsay seconded and the motion carried.
3. **SALES TAX REPORT FOR AUGUST 2012 AND STATUS OF FUNDS REPORT FOR JULY 2012.** Mindy Patterson reported the sales tax rebate for August for economic development was \$920,096 which represents June sales. This is 9.21% below last year and 13.22% higher than last year for the period of October through August. The July major expenditures include \$470,977 for the EASI fire safety improvement project; \$94,759 for the ETI contract; \$75,500 to Smith Pipe, Phases 1 and 2; and \$55,620 for welder training.
4. **PRESENTATION AND POSSIBLE APPROVAL OF A COMBINED REPORT FROM THE *PROJECT EVALUATION COMMITTEE* ON FY 2012 CONTRACT PERFORMANCE AND FROM THE *BUDGET & FINANCE COMMITTEE* CONCERNING FUNDING PROPOSALS FOR FY 2013 FOR:**
 - a. Texas Tech University Small Business Development Center
 - b. Abilene Chamber of Commerce Military Affairs Committee
 - c. Abilene Industrial Foundation
 - d. City of Abilene: Airport Business Development Management
 - e. City of Abilene: Business Services and Property Maintenance divisions of the Department of Economic Development

The Project Evaluation Committee met on August 20, 2012 to consider FY12 compliance reports from the above-mentioned agencies that are currently under contract with the DCOA. Immediately following, the Budget & Finance Committee met to hear funding requests for FY13 from the same agencies.

Staff and both Committees recommend contract renewals and funding levels for FY13 with the named agencies as presented in the combined minutes from the Project Evaluation and Budget & Finance Committees.

Mike Schweikhard moved to accept the Committees' recommendations as presented. Dani Ramsay seconded and the motion carried.

Richard Burdine reviewed the DCOA's *FY 2013 Budget Summary with Projected Cash Flow through FY 2013*. Even with a decrease in sales tax revenue, total revenues are projected to be approximately \$11.14 million. Total expenditures are expected to be nearly \$10 million with an unobligated fund balance at the end of FY 2013 projected to be just under \$15 million.

5. **PUBLIC HEARING: FUNDING PROPOSALS AND PROPOSED BUDGET FOR FY 2013.** President Paul Cannon opened the public hearing portion of the meeting. No one came forward to address the Board. President Cannon then closed the public hearing.
6. **DISCUSSION AND POSSIBLE APPROVAL OF FUNDING REQUESTS AND PROPOSED BUDGET FOR FY 2013.** There was no more discussion on this item.

A motion was made by Scott Senter to approve funding requests and the FY 2013 budget as proposed. Mike Schweikhard seconded and the motion carried.

7. **EXECUTIVE SESSION.** I hereby announce we are going into Executive Session pursuant to Texas Government Code Sections 551.071, .072, and .087 to consult with our legal counsel, discuss real property transactions, and discuss economic development negotiations involving a business prospect, as set forth on the agenda. Any vote or action will be taken in open session.

President Paul Cannon announced the date is August 28, 2012, and the time is 1:56 p.m. President Paul Cannon then announced the date is still August 28, 2012, and the time is 3:37 p.m. No vote or action was taken in Executive Session.

8. **ADJOURNMENT.** The next regularly scheduled meeting is September 11th.

Paul Cannon, President

MEMORANDUM

September 12, 2012

TO: Larry D. Gilley, City Manager
FROM: Mike Rains, Assistant Director of Finance
SUBJECT: September Sales Tax

The sales tax rebate for September is \$3,200,801.05 which represents July sales. This is 0.13% above last year. The breakdown of the September rebate is \$2,400,600.79 to the General Fund and \$800,200.26 for economic development. Of this rebate, \$100,167 is from prior periods, audit payments, future payments, and unidentified payments. Based on this rebate, sales tax is 12.10% above last year for the period of October through September. This rebate concludes our 2011-12 fiscal year. I have requested the detail from the state.

Should you have any questions, please contact me.

MR:ls

cc: Richard Burdine, Assistant City Manager
David Vela, Deputy City Manager

**CITY OF ABILENE
SALES TAX COMPARISON**

Accounting Period Month	GENERAL FUND	ECONOMIC DEVELOPMENT	TOTAL 2010-11	GENERAL FUND	ECONOMIC DEVELOPMENT	TOTAL 2011-12
	Actual 2010-11	Actual 2010-11		Actual 2011-12	Actual 2011-12	
October	\$1,985,576.13	\$661,858.71	\$2,647,434.84	\$2,671,157.84	\$890,385.94	\$3,561,543.78
November	2,324,513.46	774,837.82	3,099,351.28	2,894,423.44	964,807.81	3,859,231.25
December	1,941,356.20	647,118.73	2,588,474.93	2,175,827.99	725,276.00	2,901,103.99
January	2,079,342.18	693,114.06	2,772,456.24	2,823,199.08	941,066.36	3,764,265.44
February	2,936,669.76	978,889.92	3,915,559.68	3,527,637.94	1,175,879.31	4,703,517.25
March	1,938,924.19	646,308.06	2,585,232.25	2,196,565.64	732,188.54	2,928,754.18
April	1,923,931.42	641,310.47	2,565,241.89	2,307,190.75	769,063.58	3,076,254.33
May	2,845,240.04	948,413.35	3,793,653.39	2,932,384.19	977,461.40	3,909,845.59
June	2,224,901.30	741,633.77	2,966,535.07	2,300,833.44	766,944.48	3,067,777.92
July	2,249,301.71	749,767.23	2,999,068.94	2,270,657.66	756,885.89	3,027,543.55
August	3,040,179.23	1,013,393.08	4,053,572.31	2,760,289.25	920,096.42	3,680,385.67
September	2,397,520.25	799,173.41	3,196,693.66	2,400,600.79	800,200.26	3,200,801.05
FY TOTAL	<u><u>\$27,887,455.87</u></u>	<u><u>\$9,295,818.61</u></u>	<u><u>\$37,183,274.48</u></u>	<u><u>\$31,260,768.01</u></u>	<u><u>\$10,420,255.99</u></u>	<u><u>\$41,681,024.00</u></u>

NOTE: Report reflects the month sales tax is received from Austin. Revenue is recorded on this basis for budgetary purposed.

The Comprehensive Annual Financial Report (CAFR) will reflect revenue based upon the month the sales tax is paid by the vendor in accordance with GASB 33 requirements.

DEVELOPMENT CORPORATION OF ABILENE, INC.
1/2 CENT SALES TAX REVENUE
Monthly and Year-to-Year Comparisons

Accounting Period Month	Actual 2010-11	Actual 2011-12	% Change
October	\$661,859	\$890,386	34.53%
November	774,838	964,808	24.52%
December	647,119	725,276	12.08%
January	693,114	941,066	35.77%
February	978,890	1,175,879	20.12%
March	646,308	732,189	13.29%
April	641,310	769,064	19.92%
May	948,413	977,461	3.06%
June	741,634	766,944	3.41%
July	749,767	756,886	0.95%
August	1,013,393	920,096	-9.21%
September	799,173	800,200	0.13%
FY TOTAL	\$9,295,819	\$10,420,256	12.10%

Note: Report reflects the month sales tax is received from Austin.
Revenue is recorded on this basis for budgetary purposes.

The Comprehensive Annual Financial Report (CAFR) will reflect revenue based upon the month the sales tax is paid by the vendor in accordance with GASB 33 requirements.

Revenue for September '12 represents July '12 sales. Approximately \$25,042 of the rebate is from prior periods, audit, and future payments.

Audit Payments: Larger businesses submit sales tax collections to the State Comptroller every month and smaller ones either quarterly or annually. The Comptroller audits the books of these businesses on a four year cycle to determine if sales tax was collected on all taxable sales. Audit collections represent the sales tax revenue from prior sales and submitted or refunded subsequent to the audit.

DEVELOPMENT CORPORATION OF ABILENE, INC.
1/2 CENT SALES TAX REVENUE
Five Year Comparison

Accounting Period Month	Actual 2007-08	Actual 2008-09	Actual 2009-10	Actual 2010-11	Actual 2011-12
October	\$676,406	\$703,442	\$671,904	\$661,859	\$890,386
November	764,578	893,442	758,231	774,838	964,808
December	644,727	707,339	602,230	647,119	725,276
January	626,702	660,623	594,761	693,114	941,066
February	977,610	955,889	898,241	978,890	1,175,879
March	599,437	602,464	618,659	646,308	732,189
April	598,138	616,560	601,410	641,310	769,064
May	824,194	793,424	814,964	948,413	977,461
June	656,884	653,711	612,963	741,634	766,944
July	684,703	598,036	660,806	749,767	756,886
August	864,311	799,090	829,188	1,013,393	920,096
September	723,753	653,828	649,391	799,173	800,200
FY TOTAL	<u><u>\$8,641,443</u></u>	<u><u>\$8,637,848</u></u>	<u><u>\$8,312,748</u></u>	<u><u>\$9,295,819</u></u>	<u><u>\$10,420,256</u></u>

Note: Report reflects the month sales tax is received from Austin.
Revenue is recorded on this basis for budgetary purposes.

The Comprehensive Annual Financial Report (CAFR) will reflect revenue based upon the month the sales tax is paid by the vendor in accordance with GASB 33 requirements.

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CITY OF ABILENE, TEXAS

DEVELOPMENT CORPORATION OF ABILENE, INC.

Balance Sheet
August 31, 2012

ASSETS:

Cash and Investments	\$15,894,809
Notes receivable	14,863,324
Accounts receivable	35,293
Due from other governments	1,846,504
Total Current Assets	<u>\$32,639,930</u>

OTHER ASSETS:

Fixed assets	\$39,567,941
Accumulated depreciation	(5,993,881)
Total Other Assets	<u>33,574,060</u>

TOTAL ASSETS \$66,213,990

LIABILITIES:

Vouchers payable	\$49,355
Total Liabilities	<u>\$49,355</u>

FUND BALANCES:

Investment in general fixed assets	\$33,574,060
Reserved for contractual obligations(external)	14,131,144
Reserved for obligated programs(internal)	373,526
Undesignated Balance	18,085,905
Total Fund Balance	<u>\$66,164,635</u>

TOTAL LIABILITIES AND FUND BALANCES \$66,213,990

FIXED ASSETS:

	<u>Original Cost</u>	<u>Improvements</u>	<u>Depreciation</u>	<u>Total</u>
Land:				
456.458 acres - Five Pts Bus Park	\$489,507			\$489,507
303.53 acres Hwy 36 & FM 18	449,238			449,238
122 acres - N Five Pts	482,239			482,239
5.6 acres UPS	69,217			69,217
922 N. 13th Street	35,735			35,735
Buildings and Improvements:				
2601 Airport Blvd.	1,563,210	540,633	471,853	1,631,990
2809 Airport Blvd.	396,519	444,583	369,157	471,945
2841 Airport Blvd.	456,736	62,923	309,030	210,629
4002 Loop 322	1,290,916	2,384,892	1,536,343	2,139,465
Five Pts Bus Park	0	8,227,560	755,599	7,471,961
Five Points Parkway	5,809,354	7,016,797	1,595,349	11,230,802
Grant Bldg 341 Pine	147,194	405,726	224,282	328,638
2742 Lance Dr. (EASI Storage)	2,527,408	9,987	379,844	2,157,551
4109 Vine St	583,524	180,855	108,220	656,159
4009 Vine St	583,524	0	87,529	495,995
Leasehold improvements	1,366,201		113,850	1,252,351
Equipment	116,660	0	24,814	91,846
Vehicle: 2005 Dodge Caravan	18,011	0	18,011	0
Construction in Progress		3,908,792		3,908,792
TOTAL FIXED ASSETS	<u>\$16,385,193</u>	<u>\$23,182,748</u>	<u>\$5,993,881</u>	<u>\$33,574,060</u>

DEVELOPMENT CORPORATION OF ABILENE
STATUS OF FUNDS @ AUGUST 31, 2012

	Object	Beginning I-T-D Revenues	Current Month Revenues	Current FY Revenues	(MARCH, 1990) Ending I-T-D Revenues
REVENUE-TO-DATE					
City Sales Tax	40201	\$ 137,410,600.66	\$ 915,824.79	\$ 9,570,155.49	\$ 146,980,756.15
Sales Tax Retained	40202	452,331.95	4,271.63	49,900.24	502,232.19
Princ. - Loans & Assess	40902	3,119,599.24	-	148,929.03	3,268,528.27
Int. - Loans & Assess	46003	2,242,615.88	10.36	72,009.45	2,314,625.33
Interest on Investments	46004	6,979,819.62	3,353.12	37,085.36	7,016,904.98
Land Lease	47201	16,019.76	-	1,276.35	17,296.11
Building/Space Rent	47203	6,368,901.57	65,767.86	872,840.60	7,241,742.17
Miscellaneous Federal	41490	1,322,526.00	-	-	1,322,526.00
Miscellaneous State Grants	41690	26,500.00	-	-	26,500.00
Other Contributions	47105	140,712.60	-	-	140,712.60
Interfund Recovery	47217	1,534,976.08	-	-	1,534,976.08
Miscellaneous Recovery	47219	2,176,501.50	-	9,937.00	2,186,438.50
Miscellaneous Prior Year	47241	27,720.38	-	33,571.64	61,292.02
Miscellaneous Revenue	47244	991,664.20	9,631.39	17,552.45	1,009,216.65
Sale of Land	48201	392,446.27	-	83,147.23	475,593.50
Sale of Buildings & Equipment	48203	3,976,326.19	-	-	3,976,326.19
Gain (loss) Sale of Asset	48204	600,000.00	-	-	600,000.00
GASB 22 Restatement		355,634.89	-	-	355,634.89
GASB 34 Adjustment		2,403,949.11	-	-	2,403,949.11
		\$ 170,538,845.90	\$ 998,859.15	\$ 10,896,404.84	\$ 181,435,250.74

DEVELOPMENT CORPORATION OF ABILENE
STATUS OF FUNDS @ AUGUST 31, 2012

Project	Beginning I-T-D Expenditures	Current Month Expenditures	Current FY Expenditures	Ending I-T-D Expenditures	Outstanding Contracts	
CONTRACTS ENCUMBERED/ EXPENDITURES TO DATE						
Prior Years Programs	\$ 83,011,481.01	\$ -	\$ -	\$ 83,011,481.01	-	
Business Services Division	8,453,109.02	46,749.96	559,364.57	9,012,473.59	-	
Life Sciences Property - Pine	1,110,106.57	47,666.00	679,493.79	1,789,600.36	52,123.03	
DCOA Annual Contracts	2,462,356.75	11,785.32	351,348.88	2,813,705.63	-	
Abilene Industrial Foundation	2775-62571	13,218,417.51	49,241.40	538,259.14	13,756,676.65	208,590.86
TTU Small Business Dev Cntr	2775-62572	2,851,327.30	17,156.25	176,737.50	3,028,064.80	73,262.50
Chamber Military Affairs	2775-62573	1,266,511.16	2,029.89	29,960.45	1,296,471.61	30,039.55
Airport Business Dev Mgr	2775-62574	753,217.55	14,465.41	120,911.46	874,129.01	-
Murf Systems	4998	199,665.00	-	-	199,665.00	-
EASI 04	5213	2,131,546.52	-	-	2,131,546.52	345,391.14
Fehr Food	5220	3,161,220.00	-	-	3,161,220.00	-
Bandag Building Improv	5228	8,000.00	-	3,100.00	11,100.00	-
CBER Website	5240	7,067.07	-	-	7,067.07	1,249.93
TTU Pharmacy School	5242	658,436.00	-	-	658,436.00	-
PWP (Project LF)	5251	2,507,898.97	-	-	2,507,898.97	426,000.00
Genesis Network	5258	1,615,416.69	-	-	1,615,416.69	-
SBIR/STTR	5263	85,535.86	-	475.00	86,010.86	185,289.49
EASI 7th Doc	5265	239,175.14	-	-	239,175.14	34,081.10
TTU HSC Research	5273	1,623,721.66	297,600.00	564,267.00	2,187,988.66	812,011.34
Spec 3 Construction	5276	5,432,320.65	-	-	5,432,320.65	304,179.35
Energy Maintenance Service	5282	185,246.60	-	63,023.47	248,270.07	621,623.53
Genesis Network Phase II	5284	22,924.00	-	-	22,924.00	2,469,000.00
Tower Tech	5285	2,622,973.37	6,418.00	966,780.14	3,589,753.51	1,592,962.09
Texas Metal 08	5288	106,666.66	-	53,333.76	160,000.42	-
Project BG	5295	-	-	-	-	748,000.00
Coca Cola Abilene	5296	-	-	-	-	2,020,000.00
ETI Contract	5304	807,685.54	-	428,579.71	1,236,265.25	143,914.75
TTU 842 Pine	5308	173,181.72	-	-	173,181.72	40,318.28
AIC Eq Lease	5312	129,512.83	3,238.42	34,517.08	164,029.91	139.92
Nation Wide Prod	5313	31,150.00	-	31,216.67	62,366.67	42,883.33
LM Wind Power	5314	-	-	-	-	566,250.00
Texas Healthcare Linen	5315	118,891.00	-	-	118,891.00	-
Enavail, LLC	5316	331,083.88	-	41,615.00	372,698.88	110,632.82
Texas Metal 10	5317	-	-	14,683.33	14,683.33	-
Cisco College Biotech Training	5318	11,184.80	-	34,516.75	45,701.55	21,948.45
Energy Maintenance Serv-Gearbox	5319	140,000.00	-	149,660.00	289,660.00	192,840.00
EASI Hanger Design	5320.1	347,109.34	-	(7,208.27)	339,901.07	-
EASI Hanger Construction	5320.2	2,310,367.60	-	2,163,074.84	4,473,442.44	287,533.08
EASI Hanger Fire Safety	5320.3	926,252.29	3,624.51	1,438,467.91	2,364,720.20	188,148.48
Pepsi Beverage Co.	T5321	-	-	70,000.00	70,000.00	280,000.00
Cooperative Response Center	5324	-	-	71,748.18	71,748.18	224,751.82
Land 922 N 13th Street	5325	35,735.00	-	-	35,735.00	-
Teleperformance USA	5326	-	-	92,550.00	92,550.00	282,450.00
Docket Navigator	5327	-	-	-	-	159,000.00
Smith Pipe (SPA Coat.) Ph 1 & 2	5330	-	-	75,500.00	75,500.00	520,990.00
ALSA Contribution	5332	53,918.00	-	-	53,918.00	-
TMAC FY12	5333	-	-	22,000.00	22,000.00	66,000.00
Vine St. Warehouse	5335.1	-	-	55,457.00	55,457.00	-
Vine St. Fire Safety	5335.2	-	53,297.57	56,297.57	56,297.57	220,077.89
Vine St. Parking Lot	5335.3	-	-	158,850.00	158,850.00	1,730.00
Vine St. Construction	5335.4	-	32,610.00	32,610.00	32,610.00	1,980.00
Vine St. Interior Demo	5335.5	-	-	121,698.03	121,698.03	4,930.00
EASI hanger Skylight	5336	-	-	25,455.00	25,455.00	-
Springboard Challenge	5337	-	-	5,000.00	5,000.00	-
Land 2 Acres Hwy 36	5338	-	-	16,641.17	16,641.17	-
Welder Training	5339	-	-	96,372.89	96,372.89	321,065.11
Fehr Foods '12	5340	-	-	-	-	510,000.00
Prospect Development	5341	-	-	1,216.00	1,216.00	-
WTCIC '12	5343	-	-	2,500.00	2,500.00	-
Pacliv Bldg Project	5344.1	-	-	-	-	19,756.00
Miscellaneous Activities	2785	354,189.86	-	-	354,189.86	-
TOTAL ENCUMB. / EXPENDITURES	\$ 139,504,602.92	\$ 585,882.73	\$ 9,340,074.02	\$ 148,844,676.94	\$ 14,131,143.84	
TOTAL FUND BALANCE				\$ 32,590,573.80		
UNENCUMBERED FUND BALANCE					\$ 18,459,429.96	

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DEVELOPMENT CORPORATION OF ABILENE
STATUS OF FUNDS @ AUGUST 31, 2012

Project	Amount Obligated	Prior Years Disbursed	Current Month Disbursed	Current Year Disbursed	Amount Encumbered	Balance Reserved for Obligated Programs
BALANCE OF OBLIGATED PROGRAMS						
Business Services Division	Div 2760	\$ 627,555.00	\$ -	\$ 46,749.96	\$ 559,364.57	\$ 68,190.43
Life Sciences Property -Pine	Div 2765	825,910.00	-	47,666.00	679,493.79	94,293.18
DCOA Annual Contracts	Div 2775	372,320.00	-	11,785.32	351,348.88	20,971.12
Abilene Industrial Foundation	2775-4950	746,850.00	-	49,241.40	538,259.14	208,590.86
TTU Small Business Dev Cntr	2775-4951	250,000.00	-	17,156.25	176,737.50	73,262.50
Chamber Military Affairs	2775-4952	60,000.00	-	2,029.89	29,960.45	30,039.55
Airport Business Dev Mgr	2775-4953	160,810.00	-	14,465.41	120,911.46	39,898.54
Murf Systems	4998	199,665.00	199,665.00	-	-	-
EASI 04	5213	2,476,938.00	2,131,546.52	-	-	345,391.14
Fehr Food	5220	3,161,220.00	3,161,220.00	-	-	-
Bandag Building Improv	5228	11,100.00	8,000.00	-	3,100.00	-
CBER Website	5240	8,317.00	7,067.07	-	-	1,249.93
TTU Pharmacy School	5242	658,436.00	658,436.00	-	-	-
PWP (Project LF)	5251	2,933,899.00	2,507,898.97	-	-	426,000.00
Genesis Network	5258	1,615,417.00	1,615,416.69	-	-	0.31
SBIR/STTR	5263	271,400.00	85,535.86	-	475.00	185,289.49
EASI 7th Doc	5265	273,257.00	239,175.14	-	-	34,081.10
TTU HSC Research	5273	3,000,000.00	1,623,721.66	297,600.00	564,267.00	812,011.34
Spec 3 Construction	5276	5,736,500.00	5,432,320.65	-	-	304,179.35
Energy Maintenance Service	5282	869,894.00	185,246.60	-	63,023.47	621,623.53
Genesis Network Phase II	5284	2,491,924.00	22,924.00	-	-	2,469,000.00
Tower Tech	5285	5,182,716.00	2,622,973.37	6,418.00	966,780.14	1,592,962.09
Texas Metal 08	5288	160,001.00	106,666.66	-	53,333.76	-
Run Energy	5295	748,000.00	-	-	-	748,000.00
Coca Cola Abilene	5296	2,020,000.00	-	-	-	2,020,000.00
ETI Contract	5304	1,380,180.00	807,685.54	-	428,579.71	143,914.75
TTU 842 Pine	5308	213,500.00	173,181.72	-	-	40,318.28
AIC Equipment Lease/Purchase	5312	165,000.00	129,512.83	3,238.42	34,517.08	139.92
Nation Wide Products	5313	105,250.00	31,150.00	-	31,216.67	42,883.33
LM Wind Power	5314	566,250.00	-	-	-	566,250.00
Texas Healthcare Linen	5315	118,891.00	118,891.00	-	-	-
Enavail, LLC	5316	487,980.00	331,083.88	-	41,615.00	110,632.82
Texas Metal 10	5317	14,684.00	-	-	14,683.33	-
Cisco College Biotech Training	5318	67,650.00	11,184.80	-	34,516.75	21,948.45
Energy Maintenance Serv-Gearbox	5319	482,500.00	140,000.00	-	149,660.00	192,840.00
EASI Hanger Design	5320.1	403,272.00	347,109.34	-	(7,208.27)	-
EASI Hanger Construction	5320.2	4,770,000.00	2,310,367.60	-	2,163,074.84	287,533.08
EASI Hanger Fire Safety	5320.3	2,592,097.00	926,252.29	3,624.51	1,438,467.91	188,148.48
Pepsi Beverage Co.	5321	350,000.00	-	-	70,000.00	280,000.00
Cooperative Response Center	5324	296,500.00	-	-	71,748.18	224,751.82
Land 922 N 13th Street	5325	50,000.00	35,735.00	-	-	14,265.00
Teleperformance USA	5326	375,000.00	-	-	92,550.00	282,450.00
Docket Navigator	5327	159,000.00	-	-	-	159,000.00
Smith Pipe Ph 1, 2, 3	5330	596,490.00	-	-	75,500.00	520,990.00
ALSA Contribution	5332	53,918.00	53,918.00	-	-	-
TMAC FY12	5333	88,000.00	-	-	22,000.00	66,000.00
Vine St. Warehouse	5335.1	55,457.00	-	-	55,457.00	-
Vine St. Fire Safety	5335.2	291,216.00	-	53,297.57	56,297.57	220,077.89
Vine St. Parking Lot	5335.3	160,580.00	-	-	158,850.00	1,730.00
Vine St. Construction	5335.4	34,590.00	-	32,610.00	32,610.00	1,980.00
Vine St. Interior Demo	5335.5	130,489.00	-	-	121,698.03	4,930.00
EASI hanger Skylight	5336	25,455.00	-	-	25,455.00	-
Springboard Challenge	5337	5,000.00	-	-	5,000.00	-
Land 2 Acres Hwy 36	5338	16,642.00	-	-	16,641.17	-
Welder Training	5339	417,438.00	-	-	96,372.89	321,065.11
Fehr Foods '12	5340	510,000.00	-	-	-	510,000.00
Prospect Development	5341	1,216.00	-	-	1,216.00	-
WTCIC '12	5343	2,500.00	-	-	2,500.00	-
Pactiv Bldg Project	5344.1	19,756.00	-	-	-	19,756.00
Miscellaneous Activities	2785	354,189.86	354,189.86	-	-	-

BALANCE OF OBLIGATED PROGRAMS \$ 50,222,819.86 \$ 26,378,076.05 \$ 585,882.73 \$ 9,340,074.02 \$ 14,131,143.84 \$ 373,525.95

UNDESIGNATED FUND BALANCE (unencumbered balance less obligated programs and contingent liabilities) \$ 18,085,904.01

DCOA Board approved projects waiting for signed contracts	Expiration Date
West Texas Innovation Network	5328 15,000 9/30/2012
TTUHSC School of Nursing	5331 1,884,356 9/30/2012
TTUHSC School of Pharm expansion	5242 916,941 9/30/2012
Marketing for 2nd Airline	5334 200,000 9/30/2012
Project ML	297,000 9/30/2012
Bridgestone Bandag	315,300 8/27/2012
Project JH	351,000 12/12/2012
Smith Pipe Ph 4	400,000 1/24/2013
	<u>4,379,597</u>

3.8

DEVELOPMENT CORPORATION OF ABILENE, INC.

BOARD AGENDA

MEETING DATE: October 9, 2012

PROJECT: Agreement for Professional Services for Biotech Asset Inventory, Competitive Analysis and Outline Plan

STAFF: Richard Burdine, CEO

INFORMATION:

We are pursuing opportunities to work more closely with the Texas Tech University Health Sciences Center School of Pharmacy and its Center of Excellence for Immunotherapeutic Research & Product Development to provide biotechnology services to private companies. A critical element of our strategic planning is a thorough understanding of the competitive environment in which these services would be offered.

I solicited the attached proposal from Lee Ann Woods, a respected professional who has performed this kind of work and has extensive contacts in competing cities and state government. The objective is to complete the work outlined in the proposal by the end of 2012.

FISCAL IMPACT:

Professional Services	\$10,000
Reimbursables(up to)	\$ 4,000
TOTAL	\$14,000

STAFF RECOMMENDATION:

Staff recommends approval of Resolution DCOA-2013.01 authorizing funding and a contract with Lee Ann Woods to perform the services outlined in the attached proposal.

ATTACHMENTS:

Proposal from Lee Ann Woods for Asset Inventory, Competitive Analysis & Outline Plan for Life Sciences Industry dated October 5, 2012.

Resume of Lee Ann Woods

Resolution DCOA-2013.01.

DEVELOPMENT CORPORATION OF ABILENE
INITIATIVE: LIFE SCIENCES INDUSTRY
Proposal: Asset Inventory, Competitive Analysis & Outline Plan

PRESENTED TO:

Richard Burdine
Dr. Jon Weidanz

PRESENTED BY:

Lee Ann Woods

October 5, 2012

DEVELOPMENT CORPORATION OF ABILENE
INITIATIVE: LIFE SCIENCES INDUSTRY

Proposal: Asset Inventory, Competitive Analysis & Outline Plan

PROJECT

OVERVIEW

The community of Abilene, Texas has committed tremendous resources to the building of what is a significant – and still growing – biotechnology and life sciences 'ecosystem' – resulting in the creation of a dynamic economy. This created economy is meeting immediate and regional economic needs, while also addressing larger, international, health needs. The City of Abilene, Texas is poised to contribute significantly to the world's health needs for many years to come.

With investments made in research, personnel and facilities, the 'infrastructure' is in place to attract additional development and breakthrough research that will lead to notoriety for the community and the involved personnel, and more importantly lead to MEDICAL SOLUTIONS, MEDICINES and CURES for a number of diseases.

ECONOMIC DEVELOPMENT

The biosciences are recognized globally as a key driver of modern economic progress, offering enormous potential for linking basic research innovations with new market opportunities.

The Life Sciences industry generates a significant economic impact on the state of Texas, as companies and institutions purchase equipment and inputs and well-paid employees spend money in their home communities.

The industry's total economic impact on the State of Texas is estimated at \$75 billion in economic activity, 236,000 jobs, and \$31 billion in payroll. State and local governments receive an estimated \$2 billion each year due to these impacts. **For every job created in the Life Sciences industry, another 2.3 jobs are created elsewhere in the Texas economy.**

IT IS THE GOAL OF THE LIFESCIECE INITIATIVE IN ABILENE, TEXAS to GROW MEDICAL SOLUTIONS, thus GROWING an ECOSYSTEM that launches and supports ECONOMIC GAINS for the community.

THE PROPOSAL

INITIATIVE: LIFE SCIENCES

POSITIONING

GENERAL RECOMMENDATIONS FOR THE GO-FORWARD will reflect incorporation of strategies that capitalize on investments and assets, target job-centric opportunities in this industry sector, and support the growth of light manufacturing/medical devices, which simultaneously expands the biotechnology and life sciences assets.

In addition, it will be important to adopt a broader approach in the marketplace – it will be important for stakeholders to embrace placing LIFE SCIENCES, WEIDANZ-LED DISCOVERY, HEALTH OFFERINGS, as well as a LIFE SCIENCES ECOSYSTEM and SUPPORT NETWORK *ahead of the PLACE*, itself.

Moving forward, economic development activities should leverage the many medical investments made throughout the community, with a growing emphasis on the Center of Excellence for Immunotherapeutic Research & Product Development.

In other words, the dynamic offerings found in Abilene will be a larger ATTRACTOR than then city itself. **The goal will be to generate excitement about 'WHAT' is going on, not 'WHERE'.**

GENERAL RECOMMENDATIONS

It is recommended that a PHASE APPROACH be undertaken in working to achieve the presented goals and objectives. This will allow for deliberate actions and business development, and it allows for near-term EVALUATION.

PHASE I

- ASSET INVENTORY
- COMPETITIVE ANALYSIS & SURVEY
- BASIC MARKETING & PR PLAN OUTLINE
- KEY MEETINGS
- PHASE II & PHASE III RECOMMENDATIONS

SCOPE OF WORK: PHASE I (Now – Dec 31, 2012+)

Asset Inventory

- Region, Texas, Abilene, Texas Tech, Weidanz-specific
- Facilities, Research, Companies, Education
- Financial – direct & indirect
- Legislative – individuals, THBI agenda, committees, etc.
- Other related assets as determined

Competitive Analysis & Survey

- Create list of all working Contract Research Organizations (CRO) and their focus
- Identify, assess academic & other research institutions and their focus
- Create report that reflects 'position' in the industry today
- Create general recommendations for 'positioning' moving forward in view of findings

Basic Marketing & PR Plan Outline

- Create PR list (industry, business, financial, local, regional, eco devo, etc.)
- Clean-up existing websites to reflect current information
- Create Q4 Calendar (incl: conferences, events)
- Create broad market-by-market strategy (Houston v. Dallas v. Austin)
- Create Financial Targets list & outline plan
- Create Q1 & Q2 Outline Calendar

Key Meetings

- Local Stakeholders, as determined
- Statewide, Regional Stakeholder meetings, as determined
- Potential Partners, JV Opportunities, Acquisition Targets, Companies, as determined

TERMS

Lee Ann Woods is hired as a consultant for the purposes of fulfilling the above outlined Scope of Work over the three-month+ period, with a presentation of findings and plan occurring on, or before December 31, 2012.

BEGIN:	Immediately
TERM:	December 31, 2012*
INCLUDE:	- kick-off meeting - weekly phone meeting - bi-monthly in-market meeting(s) - mid-term report (est. Nov 16) - deliverables as outlined above - presentation/final report meeting
COST:	\$10,000 - \$5,000 to initiate; \$5,000 at deliverable(s) - up to \$4,000 expenses; pre-approved by client

* will work with all involved to make the presentation date work due to holidays, etc. – there will be no 'loss' of time, though the date may be extended to accommodate schedules; OR it may be that a PRESENTATION can occur before this date with the written deliverable handed-off a week, or so later – will work with all involved

WORKING CALENDAR**

OCTOBER

17 Kick-Off Meeting
17-19 AUSTIN: Texas Life Science CEO Summit
18 BioDFW – now: Health Industry Council of NTX – breakfast
19 AUSTIN: THBI, BioAustin - luncheon
23 Weekly Phone Call
24-25 AUSTIN: CPRIT Meeting
30 Weekly Phone Call
31-1 In-Market Meetings

NOVEMBER

1 In-Market Meetings
6 Weekly Phone Call
9 AUSTIN: BioAustin luncheon
13 Weekly Phone Call
13-15 In Market Meetings (as determined)
14 BioHouston - luncheon
20 Weekly Phone Call
27 Weekly Phone Call
28-29 AUSTIN: BIO BASH

DECEMBER

4 Weekly Phone Call
4-6 In-Market Meetings (as determined)
6 AUSTIN: Central Texas Angel Social
11 Weekly Phone Call
18 Weekly Phone Call
27 Potential Presentation/Deliverables

** there are many other calendars that will need review – and priorities will need to be set – in compiling a comprehensive and strategic calendar for this period, and beyond; the plan will outline through Q2 2013

LEE ANN WOODS

LEE ANN WOODS

Lee Ann Woods is a consultant based in Dallas, Texas. Woods works with clients in strategic planning, business plan creation, capital formation, mergers & acquisitions. She specializes in energy, financial services, advanced materials, consumer goods, and manufacturing/distribution.

Woods' professional background includes over 25 years of work in the private business sector, working primarily with middle-market companies for their business growth needs.

Woods was hired to provide funding and management for three successful company turnarounds in the Dallas market. This led to years of work in various aspects of corporate finance, including capital formation, roll-ups, and mergers and acquisition. She has raised millions over the years for her clients – debt and equity, grants, private and public funds.

Woods has been a partner/owner in three manufacturing companies – a specialty foods company, a form/fill/seal packaging company, and a skincare manufacturing & distribution company. Over the years, she has worked with companies in diverse segments: energy to packaging, food processing to telecommunications, plastics to financial services, agriculture to apparel.

Related, Woods has spent years working directly, and as an advisor in economic development projects around the country. She has created numerous economic development strategies for communities, and has worked with private & public companies on impact studies and to secure tax credits and incentives.

Due to her work with industry and economic development background, Woods was asked to provide leadership for several Texas Governor's initiatives; including the creation of the Texas Governor's Statewide Energy Initiative. Her leadership and volunteer advisory services resulted in the creation of a comprehensive, public-private strategy that is in the execution phase. This effort – along with similar initiatives in agriculture, technology and entrepreneurship - included working with multiple state offices, state universities, and key industry leaders.

Woods is a member of the Texas Energy Industry Cluster Team, Texas Workforce Cluster Team, and the Texas Economic Development Council; she has been an advisor to the Texas Coalition for Capital, Rice Alliance, Houston Technology Center, UNT Discovery Park & Incubator, the West Texas Regional Center for Innovation & Commercialization, and BioHouston, among other industry support organizations. She has been a member of the Houston Angel Network and served as interim Executive Director of the Texas Energy Center for one year.

Lee Ann Woods is a graduate of North Texas State University with a dual degree in Political Science and Business Communications. She has completed graduate work in finance and economics, including a semester abroad in Switzerland.

KEY PROJECTS AND BUSINESS INITIATIVES

Woods has over 25 years experience in business and industry. Her experience began in marketing and brand management. After leading three successful company turnarounds, she moved into corporate finance, with an emphasis in strategic planning and mergers & acquisitions.

Below are some of the key projects and initiatives on which Woods has provided leadership over the years.

TURNAROUNDS

Café Society Coffee Company

Owner & General Manager - regional commercial roasting company selling high-end product; clients included Neimans, The Mansion on Turtle Creek, Café Annie, among others; retail labels; worked direct and with distributors; major & bad debt, lawsuit pending, losing customer base; RESULT: cash flow positive, \$1million annualized revenue, vertical sale to Florida-based restaurant group

SUDS Suncare

Minority Owner & General Manager - small Gulf Coast focused company with debt, risk to loss of IP and custom-shaped mold for packaging, loss of sales; RESULT: tripled sales, renegotiated/retained all rights, secured key store placement, sold to Panama Jack distribution group

FasPac Packaging Co.

Co-Owner & VP/Business Development - national form-fill-seal packaging company doing \$2 million with significant firms; cash flow, personnel, customers & equipment problems; RESULT: cash infusion for equipment & personnel, created systems & invested to bring operations up to federal code, tripled sales, sold to partner & the company is still operational in Dallas, TX

CORPORATE FINANCE

WNA

business advisory and marketing oversight to this international firm as it conducted a roll-up of large U.S. plastics manufacturing facilities; worked with national sales team, as well as operations teams at all sites for integration and growth; successful integration and 20% sales increase

Bayer CropScience

business advisory and project management for this national entity; successful capital campaign and university partnership for technology development

TLC Equipment Company

raised \$2 million debt for international semiconductor equipment company

Corporate Finance, cont.

MTSI/Microwave Transmission Co.

provided financial advisory, raised \$1 million debt, led small roll-up for this cell transmission company, then provided advisory for it going public

Contractors Mechanic, Inc.

provided financial advisory, raised debt, led small roll-up for this regional HVAC company; advised company from \$1.2 million to over \$6 million

T3 Anaerobic Waste

provided financial advisory, created business & strategic plan; secured manufacturing partners; created source/distribution plan and documentation; operating Phase I project in West Texas

Texas Premium Foods

provided financial advisory, placed CFO, led M&A/sale effort for this southwest region food distribution company; result: sale to larger distribution firm

Clean Fuel USA

provided financial advisory, managed merger with distribution firm

Jus-Made, LP

provided financial advisory, created near-term strategy for growth & exit plan; hired CFO and realigned sales organization

OTHER: Emergent Technologies, Separation Systems, Environmental Systems, DFJ Mercury, OnCore Technology

ECONOMIC DEVELOPMENT

Have created economic development strategic plans, research, marketing & business development plans, as well as led related initiatives in the below listed communities:

City of Plano, Texas
Town of Addison, Texas
Addison Airport
City of Flower Mound, Texas
City of Ruston, Louisiana
Coffee County/City of Tullahoma, TN

City of Lubbock, Texas
City of Manchester, New Hampshire
San Joaquin County, CA
City of Amarillo, Texas
City of Abilene, Texas
City of Kerrville, Texas

Economic Development, cont.

OTHER: have contributed to many economic development strategies, and/or research projects throughout the years; have also been a speaker at national events, and led related workshops

IMPACT ANALYSIS/STUDIES: have conducted numerous feasibility and economic impact studies for land use and company relocation

STATEWIDE: have worked in coordination with, and provided leadership for several Texas initiatives the purpose of which was to create economic gains for the state and its communities; this included working with most of the state's universities, technology transfer offices, state offices, economic development organizations, and the private sector; work areas included: economic development, energy, workforce, emerging technology, healthcare/biotechnology, clean & renewable energy, agriculture, among others

DEVELOPMENT: have provided consulting/advisory services to several developers in working with economic development organizations – securing support and incentives

LAUNCHED: created the strategy and business plan for a Site Selection/Economic Incentives group and division for a Dallas-based financial services firm

LAUNCHED: created strategy and secured initial projects for new commercial real estate firm in DFW market

UNIVERSITY-LED ECONOMIC DEVELOPMENT

University of North Texas: Energy Consortium

This is a current project; working with the technology transfer office, Discovery Research Park, three major professors, other universities – UTA and UTD, the State, and various industry partners, including PACCAR, Oncor, TI, among others; creating a North Texas Energy Consortium for the purposes of expanding efforts in technology development and deployment, growing a broad-based, energy-focused economic development effort for the region

University of North Texas: Neuroscience Simulation Lab

This is a current project; working with the technology transfer office, the administration, Discovery Park, VP/Research-Chemistry, among others for the creation of an industry-driven lab and center focused on additional and new commercialization of key technologies

University-led Eco Devo, cont.

University of Houston & The Methodist Hospital Research Institute: The Center for Nuclear Receptors and Cell Signaling

Worked with UH Tech Transfer Office, several professors and leadership at Methodist Hospital Research Institute and Rice University to create a strategic plan for the development of a research group focused in this area of cancer; this included the recruitment of Dr. Jan-Ake Gustafsson and a team from the Karolinska Institute; work included successful application to Texas Emerging Technology Fund and the establishment of two technology companies in Houston

Texas A&M University, Texas Tech University: Receptor Logic

Worked with the lead scientist and company founder, Dr. Jon Weidanz, university tech transfer offices, the City of Abilene, Abilene Life Sciences Accelerator; created a broad community strategic plan to grow opportunities around these key assets and technologies.

Texas Tech University/Wind Alliance

Worked with TTU Tech Transfer Office and four professors, as well as the City of Lubbock, Reese Technology Center, AEP, and GE - provided business advisory to project development, including contract negotiation with GE; also made application to the Texas Emerging Technology Fund; expanded infrastructure and technology focus for the commercialization of wind and water technologies

Texas Tech University/'ZAP' Microwave Technology

Worked with TTU Tech Transfer Office, the lead researcher and IP grantee, Dr. Mindy Brashears, two professors from Texas A&M University, and Cargill, Inc. to create a business plan for commercialization – working with industry partners and channel partners; also made application to Texas Emerging Technology Fund; secured private funding for beta test of technology

Texas Tech University/Bayer CropScience: International Center for Excellence in Agricultural Genomics and Biotechnology

Led the creation of a strategic plan including this Center at TTU to recruit key researchers, led by Dr. Thea Wilkins commercializing technologies on behalf of Bayer CropScience and other industry partners; work included successful application to Texas Emerging Technology Fund, and subsequent industry and federal funding; to date several fiber-enhancing technologies have been commercialized and deployed

Other Companies with which Related Work has occurred, include: CERES, BASF, Standard Renewable Energy, Trinity Industries, Huntsman Chemicals, DOW, Vestas, Hobbs Bonded Fiber, BioEnergy Partners of America,

CONSUMER GOODS - Marketing

- ProSet LLC -** NATIONAL BRAND MANAGER - this trading cards company was the market leader at the height of the industry; served as national brand manager, overseeing several product lines and managing others, including: NHL, NFL, PGA, Disney, MTV; created products from scratch and built up to over \$60 million line; had the number one selling card nationally for two years, direct selling to customers including: WalMart, Walgreens, Target, Kroger, among others
- Brikama Apparel –** CONSULTANT - oversight of U.S. operations/market introduction – including all marketing & sales calls – for this African kente cloth line; key account: boutique in JCPenney
- Kelley Gloves –** CONSULTANT - provided financial advisory, raised equity & debt for this baseball products concern
- HQ Nutritional –** CONSULTANT - led the packaging/marketing/PR on the rollout of the multi-level nutritional company
- Sport Supply Group -**INTERIM MARKETING CONSULTANT - provided marketing, brand, operations/inventory/product mix advisory services to this publicly-traded sports catalog company
- Team Golf - provided financial & marketing advisory
FootAction USA - led national in-store marketing campaign via agency
Lotto USA - provided account management on this sports apparel line
Da' Boys - provided product development & account management
- OTHER:** Southwest Conference, Larry North Nutrition, Prime Radio, Texas Business Magazine (Associate Publisher), Dallas Child Magazine (Strategic & Marketing Plan)

FOOD & BEVERAGE - Marketing

- Dick's Last Resort – led PR & marketing
Miller Brewing Co. – part of brand management team
Schenley Industries – part of brand management team via agency; brands: Dewar's, Pinch, Cocktails for Two
Dr Pepper/7Up – co-lead for national promotions/brand
Tombstone Pizza – led national promotions
Cadbury-Nielson – led U.S. introduction/brand management for two candy bars
- OTHER:** McPherson Cellars, Opa! Spice Company, Rooibus Tea, Vartane Vodka, Texas Grape Growers Association, Jalapeno Ketchup Co.

REFERENCES

The Honorable Phil Wilson

Executive Director
Texas Department of Transportation
(512) 305-9515

worked with on statewide initiatives while he was the Governor's Deputy Chief of Staff, then Secretary of State, with oversight of all Texas Economic Development efforts

Mr. Mark Ellison

Special Advisor for Economic Development,
Texas Water Development Board
(979) 676-2601

worked with during the formation of Texas' Emerging Technology Fund for which he served as Managing Director; this included establishment of the seven Regional Centers for Innovation & Commercialization

Mr. Monty Christian

VP, U.S. Cotton Operations
Bayer CropScience
(806) 762-6021

worked with on both private and public-private projects and initiatives, including the first – and first-awarded – Texas' Emerging Technology Fund application, resulting in over \$7.5 million in partnership with Texas Tech University; also advised on several business growth strategies, including real estate negotiation with TTU

OTHERS with whom I have worked on related activities:

Ms. Tracye McDaniel – President/Choose New Jersey; when she served as Executive Director/Texas Governor's Economic Development & Tourism Division and CEO of TexasOne, and later in her role as EVP/COO at the Greater Houston Partnership

Mr. Lance Anderson – General Counsel/Emergent Technologies, Inc.; worked with when he served as Director of the Technology Transfer Office at Texas Tech University, and in his current role with the Emergent Technologies, Inc. venture group

Dr. Dick Auld - Rockwell Endowed Chair in Plant and Soil Science/Texas Tech University; worked with on several technology commercialization projects, and general advisory on one of his technology companies

Ms. Debra Marshall – Principal Advisor/SHELL Global Solutions; worked with on several statewide economic development and technology initiatives

RESOLUTION NO. DCOA-2013.01

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. ("DCOA"), ABILENE, TEXAS AUTHORIZING AN AGREEMENT FOR PROFESSIONAL SERVICES WITH LEE ANN WOODS TO PERFORM A BIOTECHNOLOGY AND LIFE SCIENCES ASSET INVENTORY, COMPETITIVE ANALYSIS & SURVEY, AND OUTLINE A MARKETING AND PUBLIC RELATIONS PLAN.

WHEREAS, in order to work with the Texas Tech University Health Sciences Center School of Pharmacy and its Center of Excellence for Immunotherapeutic Research & Product Development to provide biotechnology services to private companies, a clear understanding of the competitive environment is critical; and,

WHEREAS, Lee Ann Woods is a respected professional who has performed this kind of work and has extensive contacts in competing cities and state government; and,

WHEREAS, staff requests the DCOA authorize a contract with Lee Ann Woods and funding of up to \$14,000.

NOW THEREFORE, BE IT RESOLVED BY THE DEVELOPMENT CORPORATION OF ABILENE, INC., ABILENE, TEXAS, THAT:

PART 1. DCOA authorizes a contract with Lee Ann Woods to perform professional services including a regional biotech asset inventory, a competitive analysis & survey, a basic marketing and public relations plan outline and key meetings, as further outlined in a proposal dated October 5, 2012, with all work to be accomplished by December 31, 2012. Also approved is funding in an amount up to Fourteen Thousand and no/100's Dollars (\$14,000) for basic professional services (\$10,000) and reimbursable expenses (up to \$4,000).

PART 2. The Chief Executive Officer of the Development Corporation of Abilene, Inc. is hereby authorized to negotiate any contract and all other related documents on behalf of the DCOA.

ADOPTED this the 9th day of October, 2012.

ATTEST:

Marelyn Shedd
Secretary/Treasurer

Paul Cannon
President

APPROVED:

T. Daniel Santee, City Attorney

S:\DCOA\Resolution\FY 2013\2013.01 Contract with Lee Ann Woods for Biotech Asset Inventory etc 10-12.doc

5.14