

PUBLIC NOTICE

DEVELOPMENT CORPORATION OF ABILENE, INC.

A regular meeting of the Development Corporation of Abilene, Inc. will be held on Tuesday, July 30, 2013, Abilene Laboratories, 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

July 30, 2013
1:30 p.m.

Abilene Laboratories
1325 Pine St.

1. Call the meeting to order.
2. Sales tax report for July 2013 and Status of Funds report for June 2013.
3. Appointment by President Cannon of Mike Schweikhard to the Project Evaluation and Budget & Finance standing committees.
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 assistance for Project KM.
6. Discussion and possible approval of a resolution authorizing assistance for Project LS.

7. Discussion and possible approval of an oral resolution authorizing a one-month extension of the professional services contract with Lee Ann Woods to implement a business development program for Abilene Laboratories (formerly Abilene Life Sciences Accelerator).
8. 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 _____, 2013, 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.

MEMORANDUM

July 10, 2013

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

The sales tax rebate for July is \$3,307,802.90 which represents May sales. This is 9.26% above last year and 13.72% above the projected FY 13 budget amount. The breakdown of the July rebate is \$2,480,852.18 to the General Fund and \$826,950.72 for economic development. Of this rebate, \$114,279 is from prior periods, audit payments, future payments, and unidentified payments. For the period of October through July, sales tax is 2.25% below last year and 6.09% above the projected FY 13 budget amount. 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 2011-12	GENERAL FUND	ECONOMIC DEVELOPMENT	TOTAL 2012-13
	Actual 2011-12	Actual 2011-12		Actual 2012-13	Actual 2012-13	
October	\$2,671,157.84	\$890,385.94	\$3,561,543.78	\$2,567,604.30	\$855,868.10	\$3,423,472.40
November	2,894,423.44	964,807.81	3,859,231.25	2,675,867.12	891,955.71	3,567,822.83
December	2,175,827.99	725,276.00	2,901,103.99	2,319,312.29	773,104.09	3,092,416.38
January	2,823,199.08	941,066.36	3,764,265.44	2,186,131.29	728,710.43	2,914,841.72
February	3,527,637.94	1,175,879.31	4,703,517.25	3,038,055.04	1,012,685.01	4,050,740.05
March	2,196,565.64	732,188.54	2,928,754.18	2,464,587.05	821,529.01	3,286,116.06
April	2,307,190.75	769,063.58	3,076,254.33	2,402,889.56	800,963.19	3,203,852.75
May	2,932,384.19	977,461.40	3,909,845.59	2,895,168.95	965,056.32	3,860,225.27
June	2,300,833.44	766,944.48	3,067,777.92	2,482,246.02	827,415.34	3,309,661.36
July	2,270,657.66	756,885.89	3,027,543.55	2,480,852.18	826,950.72	3,307,802.90
YTD	\$26,099,877.97	\$8,699,959.31	\$34,799,837.28	\$25,512,713.80	\$8,504,237.92	\$34,016,951.72
August	2,760,289.25	920,096.42	3,680,385.67			
September	2,400,600.79	800,200.26	3,200,801.05			
FY TOTAL	\$31,260,768.01	\$10,420,255.99	\$41,681,024.00			

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.

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

Accounting Period Month	Actual 2011-12	Actual 2012-13	% Change
October	\$890,386	\$855,868	-3.88%
November	964,808	891,956	-7.55%
December	725,276	773,104	6.59%
January	941,066	728,710	-22.57%
February	1,175,879	1,012,685	-13.88%
March	732,189	821,529	12.20%
April	769,064	800,963	4.15%
May	977,461	965,056	-1.27%
June	766,944	827,415	7.88%
July	756,886	826,951	9.26%
YTD	<u>\$8,699,959</u>	\$8,504,238	-2.25%
August	920,096		
September	800,200		
FY TOTAL	<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.

Revenue for July '13 represents May '13 sales. Approximately \$28,570 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 2008-09	Actual 2009-10	Actual 2010-11	Actual 2011-12	Actual 2012-13
October	\$703,442	\$671,904	\$661,859	\$890,386	\$855,868
November	893,442	758,231	774,838	964,808	891,956
December	707,339	602,230	647,119	725,276	773,104
January	660,623	594,761	693,114	941,066	728,710
February	955,889	898,241	978,890	1,175,879	1,012,685
March	602,464	618,659	646,308	732,189	821,529
April	616,560	601,410	641,310	769,064	800,963
May	793,424	814,964	948,413	977,461	965,056
June	653,711	612,963	741,634	766,944	827,415
July	598,036	660,806	749,767	756,886	826,951
August	799,090	829,188	1,013,393	920,096	
September	653,828	649,391	799,173	800,200	
FY TOTAL	<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>	<u><u>\$8,504,238</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.

CITY OF ABILENE, TEXAS

DEVELOPMENT CORPORATION OF ABILENE, INC.

Balance Sheet

June 30, 2013

ASSETS:

Cash and Investments	\$17,545,617
Notes receivable	16,843,357
Accounts receivable	35,293
Due from other governments	1,738,931
Prepaid Expense	130
Total Current Assets	<u>\$36,163,328</u>

OTHER ASSETS:

Fixed assets	
Land	\$1,529,724
Construction in Progress	\$2,610,279
Buildings & Improvements	\$27,479,023
Improvements other than Buildings	\$9,965,830
Leasehold improvements	\$1,366,201
Machinery & Equipment	\$310,099
Vehicles	\$18,011
Accumulated depreciation	<u>(6,814,309)</u>
Total Other Assets	<u>36,464,858</u>
TOTAL ASSETS	<u><u>\$72,628,186</u></u>

LIABILITIES:

Accounts payable	\$49,802
Total Liabilities	<u>\$49,802</u>

FUND BALANCES:

Investment in general fixed assets	\$36,464,858
Reserved for contractual obligations(external)	11,600,291
Reserved for obligated programs(internal)	1,428,756
Undesignated Balance	<u>23,084,479</u>
Total Fund Balance	<u>\$72,578,384</u>
TOTAL LIABILITIES AND FUND BALANCES	<u><u>\$72,628,186</u></u>

DEVELOPMENT CORPORATION OF ABILENE
STATUS OF FUNDS @ JUNE 30, 2013

(MARCH, 1990)

Object	Beginning I-T-D Revenues	Current Month Revenues	Current FY Revenues	Ending I-T-D Revenues
REVENUE-TO-DATE				
City Sales Tax	\$ 147,668,569.04	\$ 822,520.69	\$ 7,636,678.39	\$ 155,305,247.43
Sales Tax Retained	506,821.56	4,894.65	40,608.81	547,430.37
Princ. - Loans & Assess	3,268,528.27	-	-	3,268,528.27
Int. - Loans & Assess	2,314,633.98	71,566.18	71,581.83	2,386,215.81
Interest on Investments	7,020,340.95	2,939.37	28,267.67	7,048,608.62
Land Lease	17,296.11	-	3,126.38	20,422.49
Building/Space Rent	7,347,601.67	58,344.50	685,373.23	8,032,974.90
Miscellaneous Federal Grant	1,322,526.00	-	264,308.47	1,586,834.47
Miscellaneous State Grants	26,500.00	-	-	26,500.00
Other Contributions	140,712.60	-	-	140,712.60
Interfund Recovery	1,534,976.08	-	-	1,534,976.08
Miscellaneous Recovery	2,186,438.50	-	-	2,186,438.50
Miscellaneous Prior Year	61,292.02	-	-	61,292.02
Miscellaneous Revenue	1,019,770.10	-	38,124.20	1,057,894.30
Sale of Land	475,593.50	-	81,770.29	557,363.79
Sale of Buildings & Equipment	3,976,326.19	-	-	3,976,326.19
Gain (loss) Sale of Asset	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
	\$ 182,247,510.57	\$ 960,265.39	\$ 8,849,839.27	\$ 191,097,349.84

**DEVELOPMENT CORPORATION OF ABILENE
STATUS OF FUNDS @ JUNE 30, 2013**

CONTRACTS ENCUMBERED/ EXPENDITURES-TO-DATE	Project	Beginning I-T-D Expenditures	Current Month Expenditures	Current FY Expenditures	Ending I-T-D Expenditures	Outstanding Contracts
Prior Years Programs		\$ 90,452,723.94	\$ -	\$ -	\$ 90,452,723.94	
Business Services Division	Div 2760	9,067,992.94	70,636.91	514,305.75	9,582,298.69	-
Life Sciences Property - Pine	Div 2765	1,867,386.28	24,361.31	499,487.19	2,366,873.47	6,810.02
DCOA Annual Contracts	Div 2775	2,823,494.98	7,359.93	195,745.73	3,019,240.71	-
Abilene Industrial Foundation	2775-62571	13,888,018.57	56,913.27	424,792.14	14,312,810.71	322,057.86
TTU Small Business Dev Cntr	2775-62572	3,055,608.55	16,612.50	117,468.75	3,173,077.30	132,531.25
Chamber Military Affairs	2775-62573	1,326,511.16	-	15,139.48	1,341,650.64	84,860.52
Airport Business Dev Mgr	2775-62574	897,833.70	12,832.96	91,042.44	988,876.14	-
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	3,712,530.00	-	-	3,712,530.00	-
CBER Website	5240	7,067.07	-	-	7,067.07	1,249.93
TTU Pharmacy School	5242	658,436.00	-	265,823.00	924,259.00	-
Pactiv (formerly PWP)	5251	2,507,898.97	-	-	2,507,898.97	426,000.00
SBIR/STTR	5263	86,200.16	-	-	86,200.16	184,991.87
EASI 7th Doc	5265	239,175.14	24,999.00	24,999.00	264,174.14	-
TTU HSC Research	5273	2,187,988.66	-	133,000.00	2,320,988.66	679,011.34
Energy Maintenance Serv (Broadwind Serv)	5282	248,270.07	-	20,328.00	268,598.07	601,295.53
Genesis Network Phase II	5284	22,924.00	-	0.18	22,924.18	1,269,000.00
Tower Tech (Broadwind Towers)	5285	3,596,278.51	539,976.00	837,610.41	4,433,888.92	868,826.68
Coca Cola Abilene	5296	-	-	-	-	2,020,000.00
ETI Contract	5304	1,236,265.25	-	(3,504.48)	1,232,760.77	-
TTU 842 Pine	5308	233,155.10	-	22,000.00	255,155.10	-
AIC Eq Lease	5312	164,128.01	-	360.83	164,488.84	-
Nation Wide Prod	5313	62,366.67	-	42,416.67	104,783.34	-
Enavail, LLC	5316	379,990.57	-	10,416.71	390,407.28	31,765.15
Texas Metals '10	5317	14,683.33	-	14,683.33	29,366.66	-
Cisco College Biotech Training	5318	45,701.55	-	18,884.00	64,585.55	3,064.45
Energy Maintenance Serv-Gearbox	5319	289,660.00	-	313,270.89	602,930.89	19,569.11
EASI Hangar 4 Design	5320.1	339,901.07	-	-	339,901.07	-
EASI Hangar 4 Construction	5320.2	4,473,442.44	-	-	4,473,442.44	-
EASI Hangar Fire Safety	5320.3	1,712,275.34	-	114,579.22	1,826,854.56	-
Pepsi Beverage Co.	T5321	70,000.00	-	-	70,000.00	280,000.00
Cooperative Response Center	5324	71,748.18	-	62,844.42	134,592.60	161,907.40
Land 922 N 13th Street	5325	35,735.00	-	12,750.00	48,485.00	-
Teleperformance USA	5326	92,550.00	-	90,550.00	183,100.00	191,900.00
Docket Navigator	5327	-	-	-	-	159,000.00
West Texas Innovation Network	5328	-	-	15,000.00	15,000.00	-
Smith Pipe Ph 1, 2, 3 & 4	5330	75,500.00	-	75,500.00	151,000.00	344,389.50
TTUHSC School of Nursing	5331	-	-	-	-	7,315.00
TMAC FY12	5333	33,000.00	-	-	33,000.00	-
Vine St. Lighting Upgrades	5335.1	55,457.00	-	-	55,457.00	-
Vine St. Fire Safety	5335.2	228,367.17	-	55,314.43	283,681.60	2,983.87
Vine St. Parking Lot	5335.3	158,850.00	-	-	158,850.00	-
Vine St. Construction	5335.4	32,610.00	65,108.65	364,640.47	397,250.47	129,708.86
Vine St. Interior Demo	5335.5	121,698.03	-	1,332.94	123,030.97	3,547.06
Vine St. Other Impr	5335.6	-	-	14,617.28	14,617.28	-
Vine Street Gotta Go Trailways	5335.7	-	-	15,500.00	15,500.00	4,000.00
Vine Street Fehr Foods	5335.8	-	17,042.00	33,652.00	33,652.00	18,386.25
Welder Training	5339	146,766.19	-	140,278.26	287,044.45	130,393.55
Fehr Foods '12	5340	-	-	170,000.00	170,000.00	340,000.00
Prospect Development	5341	1,216.00	-	-	1,216.00	-
Pactiv Compressor A/E	5344.1	10,500.00	3,686.06	22,922.03	33,422.03	-
Pactiv Compressor Construction	5344.2	-	36,955.95	311,415.70	311,415.70	16,390.30
Owens Machine & Tool	5345	-	-	-	-	351,000.00
Biotech Marketing and PR Plan	5346	-	6,977.54	74,542.62	74,542.62	17,951.25
TMAC FY13	5347	-	-	11,000.00	11,000.00	99,000.00
Hangar Doghouses	5348.1	-	-	97,967.50	97,967.50	321,760.00
Devron Water Line Extension	5349	-	-	41,560.00	41,560.00	-
2013 Springboard Sponsorship	5350	-	-	5,000.00	5,000.00	-
Ads 4 Next Youth Program Sponsor	5351	-	-	2,500.00	2,500.00	-
Enterprise Dr. Extension A/E	5352	-	5,000.00	7,450.00	7,450.00	33,550.00
BCBS Bldg Cooling Tower Demo	5353	-	-	11,550.00	11,550.00	-
EASI De-Fuel Truck	5354	-	1,750.00	7,000.00	7,000.00	57,260.00
Five Point Land Clearing	5355	-	-	35,160.00	35,160.00	-
Fehr Foods '13	5356	-	-	-	-	240,000.00
TTUHSC Center FY13 Operating	5357	-	-	208,620.00	208,620.00	41,500.00
Purchase 834 Pine	5358	-	5,000.00	5,000.00	5,000.00	31,923.65
Tucker Energy Service	5359	-	-	-	-	1,585,000.00
Five Points Survey	5360	-	-	-	-	35,000.00
Miscellaneous Activities	2785	354,189.86	-	-	354,189.86	-
TOTAL ENCUMB. / EXPENDITURES		\$ 149,417,306.98	\$ 895,212.08	\$ 5,566,516.89	\$ 154,983,823.87	\$ 11,600,291.54
TOTAL FUND BALANCE					\$ 36,113,525.97	
UNENCUMBERED FUND BALANCE						\$ 24,513,234.43

**DEVELOPMENT CORPORATION OF ABILENE
STATUS OF FUNDS @ JUNE 30, 2013**

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	\$ 641,360.00	\$ -	\$ 70,636.91	\$ 514,305.75	\$ 127,054.25
Life Sciences Property -Pine	Div 2765	635,963.85	-	24,361.31	499,487.19	129,666.64
DCOA Annual Contracts	Div 2775	308,810.00	-	7,359.93	195,745.73	113,064.27
Abilene Industrial Foundation	2775-4950	746,850.00	-	56,913.27	424,792.14	322,057.86
TTU Small Business Dev Cntr	2775-4951	250,000.00	-	16,612.50	117,468.75	132,531.25
Chamber Military Affairs	2775-4952	100,000.00	-	-	15,139.48	84,860.52
Airport Business Dev Mgr	2775-4953	181,630.00	-	12,832.96	91,042.44	90,587.56
Murf Systems	4998	199,665.00	199,665.00	-	-	-
EASI 04	5213	2,476,938.00	2,131,546.52	-	-	345,391.48
Fehr Food	5220	3,712,530.00	-	-	-	345,391.14
CBER Website	5240	8,317.00	7,067.07	-	-	1,249.93
TTU Pharmacy School	5242	924,259.00	658,436.00	-	265,823.00	-
Pactiv (formerly PWP)	5251	2,933,899.00	2,507,898.97	-	-	426,000.00
SBIR/STTR	5263	271,400.00	86,200.16	-	-	184,991.87
EASI 7th Doc	5265	264,176.00	239,175.14	24,999.00	24,999.00	-
TTU HSC Research	5273	3,000,000.00	2,187,988.66	-	133,000.00	679,011.34
Energy Maintenance Serv (Broadwind Serv)	5282	869,894.00	248,270.07	-	20,328.00	601,295.53
Genesis Network Phase II	5284	1,291,925.00	22,924.00	-	0.18	1,269,000.00
Tower Tech (Broadwind Towers)	5285	5,302,716.00	3,596,278.51	539,976.00	837,610.41	868,826.68
Coca Cola Abilene	5296	2,020,000.00	-	-	-	2,020,000.00
ETI Contract	5304	1,232,761.00	1,236,265.25	-	(3,504.48)	0.23
TTU 842 Pine	5308	255,156.00	233,155.10	-	22,000.00	0.90
AIC Equipment Lease/Purchase	5312	164,489.00	164,128.01	-	360.83	0.16
Nation Wide Products	5313	105,250.00	62,366.67	-	42,416.67	466.66
Enavail, LLC	5316	422,173.00	379,990.57	-	10,416.71	0.57
Texas Metals '10	5317	29,368.00	14,683.33	-	14,683.33	1.34
Cisco Collage Biotech Training	5318	67,650.00	45,701.55	-	18,884.00	(0.00)
Energy Maintenance Serv-Gearbox	5319	622,500.00	289,660.00	-	313,270.89	19,569.11
EASI Hangar 4 Design	5320.1	339,902.00	339,901.07	-	-	0.93
EASI Hangar 4 Construction	5320.2	4,473,443.00	4,473,442.44	-	-	0.56
EASI Hangar Fire Safety	5320.3	1,826,855.00	1,712,275.34	-	114,579.22	0.44
Pepsi Beverage Co	5321	350,000.00	70,000.00	-	-	280,000.00
Cooperative Response Center	5324	296,500.00	71,748.18	-	62,844.42	161,907.40
Land 922 N 13th Street	5325	50,000.00	35,735.00	-	12,750.00	1,515.00
Teleperformance USA	5326	375,000.00	92,550.00	-	90,550.00	191,900.00
Docket Navigator	5327	159,000.00	-	-	-	159,000.00
West Texas Innovation Network	5328	15,000.00	-	-	15,000.00	-
Smith Pipe Ph 1, 2, 3 & 4	5330	495,390.00	75,500.00	-	75,500.00	344,389.50
TTUHSC School of Nursing	5331	7,315.00	-	-	-	7,315.00
TMAC FY12	5333	33,000.00	33,000.00	-	-	-
Vine St. Warehouse	5335.1	55,457.00	55,457.00	-	-	-
Vine St. Fire Safety	5335.2	291,216.00	228,367.17	-	55,314.43	4,550.53
Vine St. Parking Lot	5335.3	158,850.00	158,850.00	-	-	-
Vine St. Construction	5335.4	569,064.00	32,610.00	65,108.65	364,640.47	129,708.86
Vine St. Interior Demo	5335.5	130,489.00	121,698.03	-	1,332.94	3,547.06
Vine St. Other Impr	5335.6	14,618.00	-	-	14,617.28	0.72
Vine Street Gotta Go Trailways	5335.7	19,500.00	-	-	15,500.00	4,000.00
Vine Street Fehr Foods	5335.8	62,607.00	-	17,042.00	33,652.00	18,386.25
Welder Training	5339	417,438.00	146,766.19	-	140,278.26	130,393.55
Fehr Foods '12	5340	510,000.00	-	-	170,000.00	340,000.00
Prospect Development	5341	1,216.00	1,216.00	-	-	-
Pactiv Compressor A/E	5344.1	33,423.00	10,500.00	3,686.06	22,922.03	0.97
Pactiv Compressor Construction	5344.2	335,500.00	-	36,955.95	311,415.70	16,390.30
Owens Machine & Tool	5345	351,000.00	-	-	-	351,000.00
Biotech Marketing and PR Plan	5346	116,400.00	-	6,977.54	74,542.62	17,951.25
TMAC FY13	5347	110,000.00	-	-	11,000.00	99,000.00
Hangar Doghouses	5348.1	423,000.00	-	-	97,967.50	321,760.00
Devron Water Line Extension	5349	41,560.00	-	-	41,560.00	-
2013 Springboard Sponsorship	5350	5,000.00	-	-	5,000.00	-
Ads 4 Next Youth Program Sponsor	5351	2,500.00	-	-	2,500.00	-
Enterprise Dr. Extension A/E	5352	907,250.00	-	5,000.00	7,450.00	33,550.00
BCBS Bldg Cooling Tower Demo	5353	11,550.00	-	-	11,550.00	-
EASI De-Fuel Truck	5354	64,260.00	-	1,750.00	7,000.00	57,260.00
Five Point Land Clearing	5355	37,160.00	-	-	35,160.00	2,000.00
Fehr Foods '13	5356	240,000.00	-	-	-	240,000.00
TTUHSC Center FY13 Operating	5357	250,120.00	-	-	208,620.00	41,500.00
Purchase 834 Pine	5358	38,850.00	-	5,000.00	5,000.00	31,923.65
Tucker Energy Service	5359	1,585,000.00	-	-	-	1,585,000.00
Five Points Survey	5360	35,000.00	-	-	-	35,000.00
Miscellaneous Activities	2785	354,189.86	354,189.86	-	-	-

BALANCE OF OBLIGATED PROGRAMS \$ 44,633,302.71 \$ 26,037,736.86 \$ 895,212.08 \$ 5,566,516.89 \$ 11,600,291.54 \$ 1,428,755.56

UNDESIGNATED FUND BALANCE (unencumbered balance less obligated programs and contingent liabilities) \$ 23,084,478.87

DCOA Board approved projects waiting for signed contracts Expiration Date
Marketing for 2nd Airline 5334 200,000 09/30/2013

200,000

2.8

DEVELOPMENT CORPORATION OF ABILENE, INC.

BOARD AGENDA

MEETING DATE: July 30, 2013

PROJECT: 2013 Standing Committee Appointments – REVISED to Add Mike Schweikhard

STAFF: Richard Burdine, CEO

GENERAL INFORMATION:

Each year, the DCOA President appoints standing committee members to serve for one-year terms. The standing committees include the Project Evaluation Committee, which reviews performance reports on the DCOA's contract agencies, and the Budget & Finance Committee, which recommends a budget for the DCOA.

SPECIAL CONSIDERATIONS:

The two committees being reappointed today typically meet one time each year during the budget process (July or August). On June 11, 2013, President Paul Cannon appointed 6 members to the two committees. Now, a 7th member is being appointed, Mike Schweikhard.

FUNDING/FISCAL IMPACT:

None.

STAFF RECOMMENDATION:

None.

ATTACHMENT:

Committee chart for 2013 (Revised)

**DEVELOPMENT CORPORATION OF ABILENE, INC.
STANDING COMMITTEES**

(Committees appointed by Paul Cannon on 6-11-13)
(Revised on 7-30-13)

BUDGET & FINANCE COMMITTEE

	2012	2013
1	Board Member (Marelyn Shedd)*	Board Member (Dani Ramsay)*
2	Board Member (Scott Senter)*	Board Member (Dave Copeland)*
3	Ron Butler First Financial Bank-Abilene	Ron Butler First Financial Bank-Abilene
4	John Stearns Quail Well Service	John Stearns Quail Well Service
5	Ray Ferguson Condley and Company	Ray Ferguson Condley and Company
6	Tucker Bridwell Mansefeldt Investment Corp.	Tucker Bridwell Mansefeldt Investment Corp.
7		Mike Schweikhard Atmos Energy

PROJECT EVALUATION COMMITTEE

	2012	2013
1	Board Member (Marelyn Shedd)*	Board Member (Dani Ramsay)*
2	Board Member (Scott Senter) *	Board Member (Dave Copeland)*
3	Ron Butler First Financial Bank-Abilene	Ron Butler First Financial Bank-Abilene
4	John Stearns Quail Well Service	John Stearns Quail Well Service
5	Ray Ferguson Condley and Company	Ray Ferguson Condley and Company
6	Tucker Bridwell Mansefeldt Investment Corp.	Tucker Bridwell Mansefeldt Investment Corp.
7		Mike Schweikhard Atmos Energy

* Marelyn Shedd and Scott Senter will serve as a backup to Dani Ramsay and Dave Copeland as board members.

Rev. 7-25-13

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD AGENDA
MEETING DATE: July 30, 2013

PROJECT: Project KM

STAFF: Richard Burdine, CEO

THE COMPANY

Project KM provides turnkey gift and/or loyalty card programs for businesses and organizations. Encoded plastic cards can be activated for use at the Point of Sale, and the merchant can choose preset amounts or load the card with the amount the customer desires. The Internet provides the merchant instant reporting of the real time card transactions and cardholders can view balances and transaction histories on-line.

Cards may be customized with the merchant's logo or other design, which makes it a billboard for the business carried by customers in a wallet or purse.

BACKGROUND

The company is relocating its headquarters from the Metroplex area to Abilene and is purchasing property in downtown for \$250,000. Equipment being moved includes 3 digital presses, 3 laminators, a graphite cutter and computers totaling about \$221,000. Employment will include a Senior Account Rep, Production Manager, Technician and several part-time positions with an annual payroll of about \$140,000.

THE REQUEST

I propose an incentives package of \$82,100 as follows:

Capital Investment Incentive - \$47,100 paid at 10% of Company's investment of \$471,000 paid over 3 years at \$15,700/year.

Job creation Incentive – \$35,000 paid for 3 new positions over 3 years as follows:

Annual Salary Level	Number of Jobs	Incentives per Job	Incentives Total
\$30 to \$40,000	2	\$10,000	\$20,000
\$40 to \$50,000	0	\$12,000	\$ -
\$50 to \$60,000	1	\$15,000	\$15,000
Over \$60,000		35%	\$ -
Total:	3		\$35,000

STAFF RECOMMENDATION

I recommend the board approved resolution DCOA-2013.23 authorizing an incentive package for Project KM in the amount of \$82,100 paid over 3 years; 1) \$35,000 Job Creation Incentive for 3 new jobs, and 2) \$47,100 Capital Investment Incentive paid at 10%.

ATTACHMENTS

Resolution DCOA-2013.23

RESOLUTION NO. DCOA-2013.23

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”), ABILENE, TEXAS AUTHORIZING AN ASSISTANCE PACKAGE FOR PROJECT KM.

WHEREAS, Project KM provides turnkey gift and/or loyalty card programs for businesses and organizations with encoded plastic cards that can be activated for use at the Point of Sale for preset amounts or with the amount the customer desires; and,

WHEREAS, the company is relocating its headquarters from the Metroplex area to Abilene and is purchasing property in downtown for \$250,000; and,

WHEREAS, equipment being moved to Abilene includes 3 digital presses, 3 laminators, a graphite cutter and computers totaling about \$221,000; and,

WHEREAS, staff requests the DCOA authorize an incentive package for Project KM totaling \$82,100.

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

PART 1. DCOA authorizes an incentive package for Project KM and funding of Eighty-Two Thousand One Hundred and no/100’s Dollars (\$82,100.00) as follows:

Capital Investment Incentive - \$47,100 paid at 10% of Company’s investment of \$471,000 paid over 3 years at \$15,700/year.

Job creation Incentive – \$35,000 paid for 3 new positions over 3 years as follows:

Annual Salary Level	Number of Jobs	Incentives per Job	Incentives Total
\$30 to \$40,000	2	\$10,000	\$20,000
\$40 to \$50,000	0	\$12,000	\$ -
\$50 to \$60,000	1	\$15,000	\$15,000
Over \$60,000		35%	\$ -
Total:	3		\$35,000

PART 2. This resolution is contingent upon execution of all necessary agreements. The commitment authorized under this resolution shall expire without notice 180 days from the date of adoption of same unless all required documents and agreements are executed prior to that expiration date or the commitment herein is extended in writing by the DCOA.

PART 3. 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 30th day of July, 2013.

ATTEST:

Marelyn Shedd
Secretary/Treasurer

Paul Cannon
President

APPROVED:

T. Daniel Santee, City Attorney

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DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD AGENDA
MEETING DATE: July 30, 2013

PROJECT: Project LS

STAFF: Richard Burdine, CEO

BACKGROUND

Project LS is a Texas-based company that manufactures aftermarket products for gun enthusiasts.

The company is adding a new division to manufacture ammunition components. Only ammunition projectiles will be manufactured in Abilene so there is no concern over explosives being used in the manufacturing process. The majority of the work involves machining the projectiles using advanced machining “robots” extensively. Project LS anticipates hiring or transferring 26 employees with a projected annual payroll of \$1,497,800 and making a \$15MM capital equipment investment through the end of 2014.

They also anticipate the need for a larger facility and additional machining equipment within 3 years as their products gain market share, and intend to build and own the facility themselves. The estimated cost of the land purchase, construction and equipment purchases is another \$15,000,000 but it’s too early to consider funding for this future project.

To start up their new division Project LS would like to lease space in the DCOA-owned warehouses at 4109 Vine Street. Warehouse D (32,301 s.f.) and E (7,381 s.f.) plus about 5,000 s.f. of office space are adequate for their short-term needs. Warehouses D and E are separated by Warehouse C, which is occupied by Fehr Foods so we have Jacob & Martin working on a design to connect the two warehouse spaces. The offices are connected to Warehouse E. Extending the dock platform and providing a dock door opening in Warehouse E looks like a viable option and we are pursuing it.

The company is on a fast timeline as they have equipment arriving from overseas late this week or early next week. In order to be able to store the equipment, they request a temporary lease for Warehouse D until all modifications to the warehouse and office area are complete.

THE REQUEST

I propose an incentives package for Project LS expansion into Abilene of \$1,936,230 as follows:

Capital Investment Incentive - \$1,500,000 paid at 10% of Company’s investment of \$15MM over 3 years at \$500,000/year.

Job Creation Incentive – \$436,230 paid for 26 new positions over 3 years as follows:

Annual Salary Level*	Number of Jobs	Incentives per Job	Incentives Total
\$30 to \$40,000	0	\$ 10,000	\$ -
\$40 to \$50,000	11	\$ 12,000	\$ 132,000
\$50 to \$60,000	11	\$ 15,000	\$ 165,000
Over \$60,000 (below)	4	35%	\$ 139,230
Total:	26		\$ 436,230

Management Positions	Annual Salary Level*
Over \$60,000	
Executive @ \$118.2k/year	\$118,200
Manager @ \$68.2k/year	\$68,200
Director @ \$113.2k/year	\$133,200
Manager @ \$78.2k/year	\$78,200
Total Salaries:	\$397,800

* Calculations based on salaries provided with non-mandatory benefits.

Vine St. Lease - I also propose a temporary lease beginning immediately for Warehouse D at \$2.00/s.f./year, triple net for up to 6 months. Once modification drawings are complete and the DCOA Board approves construction funding to include the dock extension, bringing in heavy power to operate the equipment, etc., a 3-year lease for both warehouses and the office space will be signed. We can't finalize the 3-year lease until we have hard costs for the modification because a portion of those costs will be added to the base lease rate of \$2.00/s.f./year.

STAFF RECOMMENDATION

Staff recommends approval of resolution DCOA-2013.22 authorizing an incentive package for Project LS in the amount of \$1,936,230 paid over 3 years for its expansion into Abilene; 1) \$436,230 Job Creation Incentive for 26 new jobs, 2) \$1,500,000 Capital Investment Incentive paid at 10% not to exceed \$500,000/year, and 3) Vine St lease for Warehouses D & E plus office space after modification are made to the space to accommodate their needs. A temporary lease for Warehouse D will precede the permanent, 3-year lease.

STAFF RECOMMENDATION

Resolution 2013.22

RESOLUTION NO. DCOA-2013.22

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”), ABILENE, TEXAS AUTHORIZING AN ASSISTANCE PACKAGE FOR PROJECT LS.

WHEREAS, Project LS is a Texas-based company that manufactures aftermarket products for gun enthusiasts; and,

WHEREAS, the company is adding a new division to manufacture ammunition projectiles in Abilene; and,

WHEREAS, Project LS anticipates hiring or transferring 26 employees with a projected annual payroll of \$1,497,800 and making a \$15 million capital equipment investment through the end of 2014; and,

WHEREAS, to start up their new division, Project LS would like to lease space in the DCOA-owned Warehouses D and E at 4109 Vine Street, plus office space for their short-term needs; and,

WHEREAS, staff requests the DCOA authorize an incentive package for Project LS totaling \$1,936,230.

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

PART 1. DCOA authorizes an incentive package for Project LS and funding of One Million Nine Hundred Thirty-Six Two Hundred Thirty and no/100’s Dollars (\$1,936,230.00) as follows:

Capital Investment Incentive - \$1,500,000 paid at 10% of Company’s investment of \$15MM over 3 years at \$500,000/year.

Job Creation Incentive – \$436,230 paid for 26 new positions over 3 years as follows:

Annual Salary Level*	Number of Jobs	Incentives per Job	Incentives Total
\$30 to \$40,000	0	\$ 10,000	\$ -
\$40 to \$50,000	11	\$ 12,000	\$ 132,000
\$50 to \$60,000	11	\$ 15,000	\$ 165,000
Over \$60,000 (below)	4	35%	\$ 139,230
Total:	26		\$ 436,230
Management Positions	Annual Salary Level*		
Over \$60,000			
Executive @ \$118.2k/year	\$118,200		
Manager @ \$68.2k/year	\$68,200		
Director @ \$113.2k/year	\$133,200		
Manager @ \$78.2k/year	\$78,200		
Total Salaries:	\$397,800		

* Calculations based on salaries provided with non-mandatory benefits.

Vine St. Lease - A temporary lease beginning immediately for Warehouse D at \$2.00/s.f./year, triple net for up to 6 months. Once modification drawings are complete and the DCOA Board approves construction funding, a 3-year lease for both warehouses and the office space will be signed. The base lease rate of \$2.00/s.f./year for the 3-year lease will be increased to include a portion of the modification costs.

PART 2. This resolution is contingent upon execution of all necessary agreements. The commitment authorized under this resolution shall expire without notice 180 days from the date of adoption of same unless all required documents and agreements are executed prior to that expiration date or the commitment herein is extended in writing by the DCOA.

PART 3. 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 30th day of July, 2013.

ATTEST:

Marelyn Shedd
Secretary/Treasurer

Paul Cannon
President

APPROVED:

T. Daniel Santee, City Attorney

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DEVELOPMENT CORPORATION OF ABILENE, INC.

BOARD AGENDA

MEETING DATE: July 30, 2013

PROJECT: **Extension of Contract with Consultant Lee Ann Woods for Implementation of a Business Development Program for Abilene Laboratories**

STAFF: **Richard Burdine, CEO**

INFORMATION:

A critical element of our strategic planning for the Abilene Life Sciences Accelerator is a thorough understanding of the competitive environment in which these services would be offered. On October 9, 2012, the DCOA Board authorized an agreement for professional services for a biotech asset inventory, competitive analysis and an outline business development plan by consultant Lee Ann Woods. She finished that phase of work and reported her findings to the board.

The next step was to establish a budget to implement the business development plan over the next 6 months, including funding for professional consulting services. On January 22, 2013, the board approved resolution DCOA-2013.13 authorizing a 6-month contract with Ms. Woods through July 2013 and funding of \$102,400 based on the following budget:

Expenditure Categories	Proposed Six Month Budget
Website development & maintenance, brochures, marketing materials, newsletter set-up, newsletters, public relations using a news release service	\$ 31,900
Business Materials such as business cards, letterhead, etc.	\$ 3,000
Industry Associations/Memberships – Texas Health & Bioscience Initiative (THBI), Assoc. of Contract Research Organizations, Texas Medical Device Assoc., Association of Capital Growth, Clinical Laboratory Management Assoc.	\$ 3,100
Industry Meetings and Trade Shows – Attendance at THBI legislative day and 3 THBI Luncheons, Attendance at the Biotechnology Industry Organization annual conference and the California BIO annual conference	\$ 10,400
In Market Meetings in Abilene @ \$500/month for 6 months	\$ 3,000
Personnel – Consultant @ \$3,000/month for 6 months	\$ 36,000
Miscellaneous Contingency @ \$2,500/month for six months	\$ 15,000
Grand Total	\$102,400

Ms. Woods has made monthly written and oral reports to the board of her progress. Her accomplishments thus far include a rebranding of the Abilene Life Sciences Accelerator to what it is now called, Abilene Laboratories, to make the facility name more indicative of the activities conducted there. She arranged for new logo signage on the building, new stationery, a new website, and a monthly newsletter. She has also made numerous contacts with prospective tenants for the space. Two of those prospective tenants are very promising but have not yet signed a lease agreement. Total costs thus far total about \$62,400 leaving around \$40,000 unfunded.

REQUEST:

I recommend the board extend Ms. Woods contract for one month through August 2013 to allow her more time to finalize some of these pending prospective tenants. No additional funding is needed.

FISCAL IMPACT:

None.

STAFF RECOMMENDATION:

Staff recommends approval of an oral resolution authorizing a one-month extension of the professional services contract with Consultant Lee Ann Woods for implementation of a Business Development Program for the Abilene Laboratories.

ATTACHMENTS:

None.