

PUBLIC NOTICE

DEVELOPMENT CORPORATION OF ABILENE, INC.

A regular meeting of the Development Corporation of Abilene, Inc. (DCOA) will be held on Monday, October 26, 2015, Develop Abilene Conference Room, 174 Cypress St., 3rd floor, Abilene, Texas, commencing at 1:30 p.m. to consider the following agenda:

SIGNED:



Kent Sharp, CEO of the DCOA

AGENDA

October 26, 2015
1:30 p.m.

Develop Abilene Conference Room
174 Cypress St., 3rd floor, Abilene, TX

1. Call the meeting to order.
2. Approval of minutes from the October 13, 2015 board meeting.
3. Presentation of Annual Reports for Fiscal Year Ended September 30, 2015 by:
 - Texas Tech University Small Business Development Center
 - Abilene Industrial Foundation
 - Abilene Chamber of Commerce Military Affairs Committee
 - City of Abilene Airport Business Development Manager
4. Executive Session:

The DCOA reserves the right to adjourn into executive session at any time during the course of this meeting to discuss any item on the agenda, as authorized by Texas Government Code Sections 551.071 (Consultation with Attorney), 551.072 (Deliberations about Real Property), 551.074 (Personnel Matters) see list below, and 551.087 (Business Prospect/Economic Development). After discussion in executive session, any action or vote will be taken in public.

(Personnel) Section 551.074
The DCOA, pursuant to the adopted Bylaws, may consider the appointment, employment and duties of certain positions as well as membership of certain committees.
5. UNTABLE and possible approval of the FY16 contract with the Chamber Military Affairs Committee.
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 _____, 2015, 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
October 13, 2015

MEMBERS PRESENT: Dave Copeland Dani Ramsay John Beckham
Marelyn Shedd

STAFF PRESENT: Kent Sharp Kim Tarrant Stanley Smith
Don Hardin Akane Thaxton

GUESTS PRESENT: Justin Jaworski – Abilene Industrial Foundation
Brooke Crum – Abilene Reporter News
Bruce Kreitler – Abilene City Council

1. CALL THE MEETING TO ORDER: President Dave Copeland called the meeting to order at 1:31 p.m. at 174 Cypress St., Suite 301, Abilene Texas.

2. APPROVAL OF MINUTES FROM THE SEPTEMBER 21, 2015 AND OCTOBER 8, 2015 BOARD MEETINGS: Marelyn Shedd moved to approve the minutes from the September 21, 2015 and October 8, 2015 board meetings. John Beckham seconded and the motion carried.

3. OCTOBER 2015 SALES TAX REPORT AND STATEMENT OF NET POSITION FOR AUGUST 2015: Kent Sharp, CEO of the DCOA presented the sales tax report for October 2015, which is \$3,274,726.40 and represents August sales. This is 5.75% below last year and 6.69% below the projected FY16 budget amount. Economic Development received \$818,681.60. The DCOA's total current assets as of August 31, 2015 are \$21,593,540. The August 2015 revenues totaled \$1,123,182 and total expenditures were \$943,579 with \$761,954 being spent on ten different projects.

4. EXECUTIVE SESSION – SESSION 1: I hereby announce we are going into Executive Session pursuant to Texas Government Code Sections 551.071, 072, 074 and 087 to consult with our legal counsel, discuss real property transactions, personnel matters, 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 Dave Copeland announced the date is October 13, 2015, and the time is 1:43 p.m. Later, President Copeland announced the date is still October 13, 2015, and the time is 2:50 p.m. No vote or action was taken in Executive Session.

5. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING AMENDED ASSISTANCE FOR BROADWIND TOWERS: Kent Sharp presented to the board a request from Broadwind Towers to re-allocate \$200,000 originally approved in 2014 for a rail spur extension. Broadwind Towers has decided the rail spur would not benefit their operations and would instead like to use the funds for fencing and base material. A new security fence was recently installed by the company around the entire perimeter of the property, with the DCOA board having agreed to reimburse actual costs for 850' separating the Spec 3 lot from Broadwind's tower storage yard, estimated at \$20,000. The actual cost is \$32,546, a difference of \$12,546.

The \$200,000 will now be reimbursed to the company to cover the remainder of the fencing cost (\$130,754) and a portion (\$69,246) of the company's obligation to pay 25% of the base material

cost for the 10.9 acre lot sold to Broadwind Towers last year by the DCOA. If the company doesn't contract to install the base material before March 1, 2017, the \$69,246 assistance expires.

John Beckham moved to approve resolution DCOA-2016.01 authorizing the re-allocation of previously approved funds in the amount of \$200,000 for Broadwind Towers and acknowledging an additional \$12,546 to cover the DCOA's fencing obligation. Marelyn Shedd seconded and the motion carried.

6. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING A CONTRACT WITH LYDICK HOOKS FOR ROOF REPAIRS AT THE BLUE CROSS BLUE SHIELD BUILDING ON LOOP 322: Kent Sharp presented to the board a contract proposal from Lydick Hooks Roofing to repair the roof on the DCOA-owned Blue Cross Blue Shield building located on Loop 322, which was damaged by the 2014 hail storm. Bids were taken from three contractors and Lydick Hooks was low bidder at \$908,000. Staff also requests a 5% contingency of \$45,400, making the total project cost \$953,400. Once the replacement cost value has been settled and the insurance claim received, the actual fiscal impact will be much less.

Marelyn Shedd moved to approve resolution DCOA-2016.02 authorizing a contract with Lydick Hooks Roofing in the amount of \$908,000 as the base proposal and an additional \$45,400 as contingency to repair the roof on the Blue Cross Blue Shield building on Loop 322. Dani Ramsay seconded and the motion carried.

7. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FINANCIAL ASSISTANCE FOR ABIMAR FOODS FOR ITS PRODUCTION EXPANSION: Kent Sharp presented a request from Abimar Foods, Inc. for the DCOA to assist with their re-tooling and expansion plans for both the South 1st and North 1st locations by approving a 10% match of the \$15 million the company is investing in the project. The funds will help modify two existing lines at the North 1st location and completely add a new line at the South 1st facility for cookie production. The expansions will add an additional 50 jobs to the current 410 employees at both plants. Staff recommends approval of up to \$1,500,000 for the company's most recent expansion project.

Dani Ramsay moved to approve Resolution No. DCOA-2016.03 authorizing financial assistance to Abimar Foods up to \$1,500,000, which will go before the City Council for presentation and final approval. John Beckham seconded and the motion carried.

8. ADJOURNMENT: There being no further business the meeting was adjourned.

Dave Copeland, President

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD AGENDA
MEETING DATE: October 26, 2015

PROJECT: Annual Reports for FY15

STAFF: Kent Sharp, CEO

GENERAL INFORMATION

Since 1990, the DCOA has contracted with the Abilene Industrial Foundation (AIF) for promotion and marketing services for Abilene and the immediate vicinity. The board began funding in 1992 the efforts of the Chamber Military Affairs Committee to retain the existing level of operations at Dyess Air Force Base and possible expansion of missions. The Chamber contracted separately with Richard J. Liedl, PC and Team Concepts, consultants in the Washington D.C. area, and with Jasper Consulting (Bill Ehrie) for Mr. Ehrie's extensive experience with the military and the Abilene community.

The DCOA began partial funding of the Airport Business Development Management Program in 2002. The Airport Master Plan recommends pursuit of a marketing program that will help the airport build activity within its business segments.

The Texas Tech University Small Business Development Center (SBDC) has also contracted with the DCOA since 1990, providing business counseling services to clients in a 17-county region, free-of-charge.

SPECIAL CONSIDERATIONS

The FY15 contracts expired 9-30-15, and the DCOA approved funding for new FY16 contracts. Attached are reports covering activities during FY15 through 9-30-15.

FUNDING/FISCAL IMPACT

None.

STAFF RECOMMENDATION

Staff recommends the board approve the attached reports.

ATTACHMENT

Texas Tech Small Business Development Center Year End FY15 Summary
Abilene Industrial Foundation FY15 Year-End Progress Report
Abilene Chamber of Commerce Military Affairs Committee FY15 Report
Abilene Regional Airport's FY15 Annual Report



Texas Tech Small Business Development Center-
Abilene
Year End FY15 Summary

**AMERICA'S SBDC AT TEXAS TECH
FY 15 YEAR END SUMMARY**

FY 15 Year End Statistics

188-----Jobs Created (FTE)
39-----Businesses Opened
\$ 3,973,550.-----Capital Formation (New Injection)
375-----Total Clients Counseled (1,368 sessions) (144 currently in business)
2,103.50----- Hours billed – Received from DCOA FY 15 ---\$157,762.25

Wages applied to SBDC business plans during FY15
\$28,000 - \$190,000 -Annual Salaries
\$12-20- Average Hourly Salaries

Compliance

DCOA Performance Agreement (Please See Attached)
U. S. Small Business Administration – Audit Letter Attached – no findings.
Third Party Impact Study (Chrisman Report) required by the State of Texas Comptroller's Office – resulted in continued funding.
Northwest Texas Regional Office Audit – no findings.

America's SBDC at Texas Tech Update

Federal Reserve of Dallas/ America's SBDC at Tech combined Survey (pilot program in FY15)

The Federal Reserve of Dallas program is currently being implemented in FY 16 and will result in a document stating the outcome of the needs and opportunities of the local community. This document can be delivered either by attending an event held by the Federal Reserve of Dallas here in Abilene or emailed to participating party.

Put Your Cities/Businesses on the Map program supported by Google and the Association of Small Business Development Center. Very well received with tremendous support from Google. Next scheduled presentation will be the Abilene Library.

Transitioned to the new name- America's SBDC through the revamping of new brochures, cards, signs, labeling, etc. by October 1, 2015.

Continue to support Dyess personnel by delivering a two-day entrepreneurship workshop in conjunction with the U.S. Small Business Administration (SBA) that result in a certification by the U.S. Small Business Administration and the Office of Veteran's Affairs, Wash DC.

The Procurement Assistance Center (PAC) from the SBDC regional office maintains a satellite office at the Abilene SBDC to assist individuals desiring to sell product/services to Dyess AFB. They also assist individuals desiring to sell to the State and local agencies

New offering by SBDC certified consultant in Profit Mastery, a program that allows the business owner to have a more in-depth understanding of their business costs and efficiencies providing for more profitability.

U.S. Small Business Person of the Year was awarded to Bible Hardware. Abilene SBDC held an event with approximately 95 attendees.

Hosted meetings with various commercial lending officers from local banks to help the Abilene SBDC consultant better understand the requirements for small business lending.

Abilene SBDC received the Supporter of the Year award from the Black Chamber of Commerce.

Partnered with Abilene Christian to support the students in their entrepreneurship endeavors.

Participated in the recent activities -Governor's Forum/ Global Entrepreneurship Week

Attended the National meeting of the America's SBDC program. Over 1700 attendees from Continental U S, Quam, Mexico, Puerto Rico, Virgin Islands, Germany and many new countries joining in FY16. These individuals bring real word entrepreneurship information and ideas on small business and economic development in their respective cities and countries.

Implementing the Global Classroom eLearning network online.

Taylor County Website – in-depth acknowledgement of the SBDC assistance to the County Clerk customers when registering assumed names for their new business. The County Clerk's office is not allowed to assist the customer in completing the require document; however, the SBDC program can assist.

Abilene SBDC assists numerous agencies in the Abilene area and the list of those available upon request. These agencies consist of city and county as well as some nonprofits when time allows. (City Link, International Rescue Committee, Better Business Bureau, Meals on Wheels, etc.)

Seminars Examples (not included in DCOA contract)

*State of Texas Comptroller – Taxes
Business ownership – quarterly basis
Franchising*

*Cost Accounting for Efficiency
Digital Marketing on a Shoestring
Going Green in your Business*

FY 15 Plans to be implemented in FY16

*Third Party Evaluation of SBDC Return on Investment for DCOA
Implementing a program bringing viable entrepreneurs and potential investors together.
“Crafting a Business Plan” Round Table
Increase visibility through additional seminars to include noted guest speakers.*

Contract Compliance
America's SBDC at Texas Tech/ Development Corporation of Abilene

FY15 Contractual Agreement:

B. The SBDC agrees to:

1. Provide counseling services, to include but not limited to, the areas of business plans, record keeping, market feasibility, inventory control and accounting procedures to small business clients in the city limits of Abilene and the city's extraterritorial jurisdiction, free of charge.

The America's SBDC-Abilene has complied with the expectations stated in (B1.). Records are available to any DCOA member or admin staff upon signature of confidentiality form.

2. Provide assistance with international trade and government contracting and procurement to Abilene business owners wanting to sell their goods/services to federal, state and local government agencies.

The SBDC provides personal one-on-one assistance to individuals desiring to sell goods/services to federal, state and local agencies. Assistance is provided through our Procurement Assistance Center (PAC) as part of our region office. Assistance is delivered in person at the SBDC, at the individuals place of business or via video conferencing if necessary. International Trade is delivered via the same as the PAC assistance.

3. Provide review and evaluation services for the SBIR/STTR programs.

The Abilene SBDC will review and evaluate each individual request for SBIR submission. Currently the information submitted to the SBDC as well the client will be referred to the appropriate group for further in-depth assistance. Research Services at Texas Tech is currently a viable option. If the client is from Abilene and the award is granted Abilene will be credited in the SBIR/STTR data base.

4. Submit written reports to DCOA by the 10th of each month. Given written report by requested date no later than October 10th.

Written reports have been submitted in a very timely manner.

5. Furnish to the DCOA Chief Executive Officer, within 30 days of the end of the invoice period, invoices detailing eligible expenses and a written report of the following:

- a. Council hours spent with each Abilene client and a summary of actions taken.
- b. The number of jobs created or retained by clients; and

All invoices detailing eligible hours for Abilene ETJ with summary of actions were submitted in a timely manner. Included in the invoice was the number of jobs created or retained for the invoice period.

6. Maintain and upon request, make available for inspection or audit by any authorized representative of the DCOA, books documents and other evidence pertaining to the cost and expenses of this contract, hereinafter called the "Records", to the extent and in such detail as will properly reflect all costs, direct and indirect, or labor, material, equipment, supplies and services and other cost and expenses of whatever nature for which reimbursement is claimed under the provisions of this contract. All records shall be maintained in accordance with generally accepted accounting principles.

Abilene SBDC operates on a performance base contract with DCOA. Abilene SBDC is reimbursed for hours spent assisting clients. All Abilene SBDC records are available to any DCOA representative for inspection or audit. Records (written detailed account of meeting to include conversation, hours spent both face-to-face or preparation) are entered into the SBDC secure data base. All records are maintained in accordance with generally accepted accounting principles and all financials are housed at Texas Tech with the grant recipient (Northwest Texas SBDC) as a line item on the university budget. The U. S. Small Business Administration audits the financial status starting with the Northwest Texas SBDC regional office.

7. Maintain records for three (3) years after final payment on any programs under this contract.
All Abilene SBDC records are kept for a three (3) year period.



U. S. SMALL BUSINESS ADMINISTRATION
LUBBOCK DISTRICT OFFICE
1205 TEXAS AVE. ROOM 408
LUBBOCK, TEXAS 79401-2693
806-472-7462, FAX 806-472-7487

April 22, 2015

To: Judy Wilhelm, Director
Texas Tech University Small Business Development Center @ Abilene

From: Scotty Arnold
Lead Economic Development Specialist / SBDC Project Officer
U.S. Small Business Administration

Subject: Texas Tech University Small Business Development Center @ Abilene Site Center Review.

Dear Ms. Wilhelm,

I would very much like to express my appreciation for the cooperation and kindness that your office exhibited toward me during the recent review of the Texas Tech Small Business Development Center @ Abilene. The review was conducted on April 16th. My findings are as follows:

The Texas Tech University Small Business Development Center @ Abilene functions well within the guidelines requirements of the United States Small Business Expectations for Small Business Development Centers. The documentation of the files were sufficiently done to meet SBA's required parameters, the counseling numbers, new business start-ups and capital infusion either met or exceeded each goal requirement. The preliminary financial review indicated that all funds were collected and spent within the regulations established by the award agreement between Texas Tech University and the United States Small Business Administration.

The concerns found were discussed during the review and these concerns were addressed.

Best Regards,

Scotty L. Arnold
Lead Economics Development Specialist/SBDC Project Officer



Abilene Industrial Foundation
 P.O. Box 2281, Abilene, Texas 79604
 174 Cypress Street, Suite 300
 Abilene, Texas 79601
 Tel.: 325/673-7349
 800/299-0005
 Fax: 325/673-9193
 Web: www.developabilene.com

October 20, 2015

Mr. Kent Sharp
 Chief Executive Officer
 Development Corporation of Abilene
 P. O. Box 60
 Abilene, TX 79604

Dear Kent:

In accordance with the terms of the Development Corporation of Abilene contract with the Abilene Industrial Foundation, the following year-end progress report is submitted for the period of April 1, 2014 to September 30, 2015 inclusive.

This report covers all categories listed in the AIF Marketing Plan. A brief summary of the data is as follows:

Marketing Budget	\$175,000.00
Spent to Date (preliminary figures)	\$124,515.24

	10/2014 thru 3/2015	4/2015 thru 9/2015	Total
Qualified leads received	16	39	55
Qualified leads responded to	16	39	55
Unqualified leads received	5	11	16
Prospect visits to Abilene	5	4	9
Retention/expansion visits	18	16	34
Retention/expansion luncheon (April 2015)	44	35	79
Visits with consultants/prospects	19	27	46

The attachments include a marketing activity summary as well as marketing and retention activities conducted during the period. Please let me know if you have any questions regarding this report.

Sincerely,

Justin Jaworski
 Director of Business Development and Marketing

cc: Kim Tarrant ✓

MARKETING ACTIVITY SUMMARY
APRIL 1, 2015 – SEPTEMBER 30, 2015

ADVERTISEMENTS PLACEMENT – \$340.00

Economic Development Directory
Trade & Industry ED Agency web listing

LEAD ACTIVITY

Qualified leads received – 39
Qualified leads AIF responded – 39
Unqualified leads received – 11
Contacts - 83

WEBSITE – \$10,742.85

Website Development (Zachry & Associates)
DevelopAbilene web-stats:
Sessions – 4,211
Users – 3,458
Page views – 11,535

MARKETING/INFORMATIONAL MATERIALS – \$13,768.48

Abilene Community Snapshot	Abilene Community Profile
Manufacturers Directory	Five Points Business Park Topography Maps
IEDC Site Selection Standards	Five Points Business Park Plot Maps

CONSULTANT ACTIVITY – \$1,719.79

2015 Site Selectors Guild, Austin – 10
Consultant Connect, Chicago – 17

RETENTION / EXPANSION ACTIVITY – \$1,525.17

Retention/Expansion Visits – 16
Manufacturers Luncheon – 35

PUBLIC RELATIONS MEDIA OUTREACH - \$30,743.21

Texas vs. California (Abilene focus)	Rentech
AbiMar Foods	CarbonLite
Joint Water Partnership Project	Tigé Boats
Education	World's Largest BBQ
Texas Tech Nursing School	Wind Energy

Made-in-Abilene series

TRADE SHOW / CONFERENCE ACTIVITY – \$10,006.43

AWEA WINDPOWER 2015 – Orlando, Florida
High Ground Spring Meeting and Membership Network Dinner – Abilene
TEDC Sales Tax Training Seminar – Abilene
TMCN Board, Council Meetings, and Planning Sessions

Economic Development Alliance Board Member and Alliance meetings
Economic Development Alliance Dinner & Conversation

MEMBERSHIPS & AFFILIATIONS – \$1,550.00

International Economic Development Council
Industrial Asset Management Council
International Council of Shopping Centers
Southern Economic Development Council
Team Texas
Texas One
Texas Economic Development Council

The High Ground of Texas
Texas Midwest Community Network
American Wind Energy Association
Texas Renewable Energy Industry Association
Cline Shale Alliance
Texas Wind Energy Clearinghouse
West Texas Energy Consortium

ACTIVE PROJECTS

Project Key City Packaging
Project Pike
Project Goldstar
Project Pastry Fry
Project Blow Mold
Project Pilot Program

Project Deck
Project Thread Count
Project Battery Pack
Project Harvard Phone Call
Project Piggyback
Project NEXT USA

MARKETING & RETENTION ACTIVITIES
APRIL 1, 2015 – SEPTEMBER 30, 2015

Public relations activity including media pitches and media outreach to regional and national media for (Tucker & Associates)

“Made in Abilene” series – published in Chamber Quarterly Connection

Placement of advertisements in selected publications and directories

Economic impact analyses of prospects and projects using the Total ImpactAbilene model developed by Impact DataSource

Development and preparation of responses to RFPs and RFIs

Preparation and presentation of prospect summaries to DCOA and City Council

Hosting of prospect visits to Abilene including tours to specific sites

Website development

Development of the CLP2 (Contacts, Leads, Prospects and Projects) database

Updates to buildings and sites database including LocationOne Information Systems (LOIS)

Monthly/annual updates to informational materials including IEDC Site Selection Standards, Abilene Community Profile, Abilene Community Snapshot, and Manufacturers Directory

Site Selection Consultant activities

Trade Show and Conference attendance

Hosting of Manufacturers Luncheon

Attachment 3

Category	Allocation	10/1/14 to 3/31/15	4/1/15 to 9/30/15	YTD
Advertisements (1)	\$ 20,000.00	\$ 3,782.00	\$ 340.00	\$ 4,122.00
Website (2)	\$ 5,000.00	\$ 812.73	\$ 10,742.85	\$ 11,555.58
Marketing Material (3)	\$ 15,000.00	\$ 1,309.04	\$ 13,768.48	\$ 15,077.52
Public Relations (8)	\$ 59,000.00	\$ 24,775.20	\$ 30,743.21	\$ 55,518.41
Trade Show/Conferences (10)	\$ 20,000.00	\$ 11,918.90	\$ 10,006.43	\$ 21,925.33
Site Consultant Activity (12)	\$ 20,000.00	\$ 5,250.00	\$ 1,719.79	\$ 6,969.79
Direct Mail (13)	\$ 1,000.00	\$ -	\$ 375.00	\$ 375.00
Business Retention Activity (14)	\$ 5,000.00	\$ 1,646.44	\$ 1,525.17	\$ 3,171.61
Local Communications (15)	\$ 15,000.00	\$ 550.00	\$ -	\$ 550.00
Memberships & Affiliations (18)	\$ 30,000.00	\$ 3,700.00	\$ 1,550.00	\$ 5,250.00
Total	\$ 175,000.00	\$ 53,744.31	\$ 70,770.93	\$ 124,515.24



October 10, 2015

Memo for: Board of Directors, Development Corporation of Abilene
From: Abilene Chamber of Commerce
Subject: Semiannual Report on Military Affairs

EXECUTIVE SUMMARY: Recognizing the increasingly volatile environment which exists for the Department of Defense (DoD) and defense communities in general, the Abilene Chamber of Commerce (ACOC) and the Military Affairs Committee (MAC) adopted significant organizational changes in the past six months in order to improve the effectiveness of the economic development funding provided through the Development Corporation of Abilene (DCOA). The Chamber has led several successful outreach and informational activities and is developing plans to increase both the involvement and effectiveness of MAC volunteers. We will also seek additional funding from state and federal sources to continue to improve the military effectiveness of Dyess AFB.

This report describes the activities of the ACOC in the area of military affairs from April to September 2015. Since the report is intended to provide the DCOA Board with the information needed to achieve transparency and accountability with taxpayer dollars, the emphasis will be primarily on outreach and engagement activities external to Dyess AFB. With that said, the support to Airmen and the base provided by the volunteer Military Affairs Committee is an integral component of the overall military value of the base, and although not directly funded by DCOA, those activities are included as an essential part of the overall efforts. There are discussions on the general operating environment for the DoD, the Air Force, and Dyess AFB, the organizational changes within ACOC, the military affairs activities in the past six months, plans for future initiatives, and finally, a listing of contractual responses.

The military affairs operating environment continues to be characterized by change and uncertainty. While Congress has passed a Continuing Resolution to fund the Government through Dec 11, 2015, they have yet to reach common ground on either a National Defense Authorization Act or for the various Appropriations bills for Fiscal Year 2016. Add to this the looming need to once again increase the debt limit as early as Nov 3, and the potential for partisan agendas to infiltrate any agreements, and the result is significant uncertainty for funding for much of the government. This uncertainty complicates the multi-year planning processes

3.14

within the DoD, despite historically high engagement of military forces around the world. Dyess AFB has been directly involved in many of the U.S.'s most visible operations, from the initial strikes against ISIS in Iraq and Syria, to Ebola humanitarian support in West Africa, to ongoing support of the combat advisory mission in Afghanistan. On Oct 1, the 7th Bomb Wing at Dyess, along with wing at Ellsworth AFB and Kirtland AFB, transferred from Air Combat Command to Air Force Global Strike Command. This move is the culmination of a multi-year effort to improve the Air Force control of the nuclear enterprise, as well as consolidating all long-range bombers under a single commander. Regardless of the uncertainty at the national level, the base will continue to be prepared to respond when needed.

ACOC has also undergone some structural changes in order to improve the effectiveness of the military affairs program. The biggest change is the hiring of a Vice President for Military Affairs, starting on Aug 3. This change has been envisioned for over two years, but the opportunity presented itself over last winter and spring for the past President to make an offer. The Vice President will, in close coordination with the MAC, supervise and execute most of the outreach efforts external to Abilene, and will serve in a supporting capacity to enable the volunteer and committee activities within Abilene to be more effective. ACOC also has an additional staff person to support both the Military Affairs Committee as well as other committees within the Chamber. The Chamber Business Plan for 2015-2016 consolidates the many efforts of the MAC within three key focus areas: Outreach, Support, and Members. This focus will allow the addition of more services and support without sacrificing the great programs that have proven effective in the past.

The semiannual period since last March has been quite busy, with the MAC supporting a wide variety of events. Dyess held a two-day airshow in May featuring the USAF Thunderbirds Demonstration Team, and attracting over 26,000 to the base. The MAC hosted the 50th-annual "World's Largest Barbeque" during this event, serving more than 1,800 Airmen and their families a free meal at the C-130 hangar after the airshow. In August, several MAC members represented Abilene and Dyess AFB at the Governors' Mansion in Austin, where Texas Governor Greg Abbott presented a posthumous award of the Texas Legislative Medal of Honor, Texas' highest military honor, to the sister of Lt Col Edwin Dyess, namesake of Dyess AFB. This was the culmination of several years of effort to achieve the recognition, and was made possible in large part due to the tireless efforts of State Senator Troy Fraser and State Representative Susan King. The base also worked with the MAC to allow about 50 civic leaders from the Abilene area to travel to Wright-Patterson AFB, Ohio, for a tour of the base and mission briefings. This included a dinner with Ohio base and civilian leaders, and provided a useful exchange of information about common challenges for defense communities.

In September, the MAC Chairman and the ACOC VP attended the Air Force Association Convention in Alexandria, and reinforced or expanded over 40 contacts within the USAF senior leadership. The MAC also led an Abilene Civic Leader trip to Washington DC in September, meeting with senior executives at the Pentagon, members of Congress, and various staffers on

key defense committees. This trip also featured a “West Texas Cowboy Cookin’” dinner catered by Tom and Lisa Perini, at which the Abilene folks had an opportunity to discuss issues and forge personal relationships with over 60 military and Congressional leaders. At the end of the month, the MAC hosted over 30 civic leaders from Little Rock AFB at a lunch at the Dyess Reserve Center, after which they were given briefings and a tour of the base.

Although not technically within the period of the report, it is important to note the tragic loss of a C-130J at Jalalabad Airfield in Afghanistan on Oct 2. Four Dyess-based crewmembers were among those who lost their lives on that day, and the effects on the 317th Airlift Group were immediate and devastating. The Military Affairs Committee was able to coordinate support from the Abilene community, and the response was nothing short of overwhelming. From providing lunch for 400 Airmen in less than three hours, to arranging free accommodations through the Convention and Visitors Bureau, to securing the Civic Center Auditorium and an Abilene Police Honor Guard, to producing 2,500 memorial programs in less than 24 hours, to countless other details, the outpouring of sympathy and assistance was amazing, and served once again to reinforce the fact that Abilene’s support for Dyess AFB and the Air Force is second to none!

ACOC will engage on several issues to promote and protect Dyess AFB in the coming months. This year, the Texas Legislature authorized a \$30 million fund for communities to use to improve the military effectiveness of their installations. ACOC will submit two proposals once the applications become available in late October. The first is a \$1.1 million improvement to the Arnold Gate Visitors Center that will reduce traffic congestion, improve security, and decrease visitor wait times. The second, more ambitious, submission is still in development, but is focused on improving the broadband and data throughput capabilities within the community, with an eye towards making those capabilities available to the base for future missions. The requirements are still being researched, but there is potential opportunity to partner with commercial enterprises who could also benefit, and possibly to leverage this capability to attract high-tech businesses to the Abilene area.

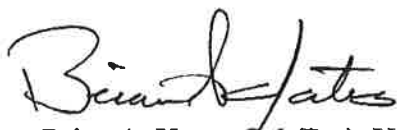
ACOC will also continue to pursue the potential for Dyess to be one of the bases selected for the Air Force’s new Long Range Strike Bomber (LRSB). While the announcement of which company will manufacture the new bomber is still pending, once that is made public, we expect the basing decision will be made within the next year or two. ACOC will continue to ensure that senior decision makers are aware of the advantages that Dyess and West Texas offers to a future mission like this, such as wide-open airspace, very few encroachment issues, good transportation infrastructure, ample ramp and runway capacity, existing weapon storage areas, and cheap energy costs. Along with advocating for LRSB, ACOC and MAC will continue to engage defense and congressional leaders at every opportunity, to include upcoming trips to Barksdale AFB for a B-1B Model dedication and Bomber Constituency Meeting, the Airlift/Tanker Association Convention, and a visit to Scott AFB to discuss the potential for Reserve air mobility and aeromedical evacuation units.

CONTRACTUAL RESPONSES: As required by the 2014-2015 Contract between DCOA and ACOC, the following information is provided in response to Section II of the Contract:

1. As detailed in this report, ACOC directed its efforts to focus on protecting Dyess AFB.
2. ACOC provided subcontracts for all three consultants earlier in the fiscal year.
3. ACOC provided invoices for eligible expenses to DCOA on a regular basis.
4. ACOC monitored use of funds by having two senior officials review expenditures and by contracting for an annual independent audit.
5. ACOC had a 30-day termination clause in all subcontracts.
6. ACOC submits this report as required in the contract, and will be available to brief at the Oct 27, 2015 DCOA Board Meeting.
7. ACOC oversaw the work of the consultants through monthly reports, regular emails and telephone coordination.
8. The Chair of the DCOA is a designated member of the MAC Executive Committee.
9. Records are maintained for at least three years at the ACOC Offices.
10. All records are maintained in accordance with Generally Accepted Accounting Principles, and are available upon request.

The ongoing military affairs work by ACOC would not be possible without DCOA's recognition of the value of this important work and commitment to annual funding, as well as the annual dues from MAC memberships and our corporate partners. The Abilene MAC is a true public-private partnership that continues to pay dividends for Abilene and Dyess AFB. Thank you for your support.

Any questions regarding the contents of this report may be directed to the Vice President for Military Affairs.



Brian A. Yates, Col (Ret), USAF
Abilene Chamber of Commerce
Vice President for Military Affairs

**Abilene Regional Airport's
FY 2015 Annual Report
To
Development Corporation of Abilene**

The Business Development Management program continues its effort to increase airline passenger enplanements, continue communication with other potential air carrier service and encourage economic growth for the airport. We believe the more visible marketing campaign that includes TV, print and radio advertisement continues to have its intended effect. We find this method to prove potential customers are considering Abilene Regional Airport first when making flight reservations and helps us recover some of our leaked passenger base.

Abilene Regional Airport appreciates the continued assistance received from DCOA, supporting our goal of improving air service and growing our customer base.

FY15 YTD Business Development Activity

Business Development activities have been and will continue to make community outreach through speaking engagements to various civic organizations a priority, focusing on the advantages of flying from Abilene versus driving to another airport. Presentations made during these engagements highlight the operations of the airport, construction updates, air service needs, fare comparisons and the importance of flying out of Abilene. Additionally, we are reaching out to businesses, within our catchment area, that are already using the airport to develop a one on one relationship to show continued business appreciation. The Business Development Manager continues to participate in Rotary, American Advertising Federation of Abilene as well as a Business Women's Lions Club to reach out to more local businesses and potential passengers.

We will continue to stay in contact with our regional community leaders and make ourselves available to speak at various events.

Presentations/Events this year include:

Oct. 9	Leadership Abilene, City of Abilene Day
Oct. 17	Presenting Sponsor of Brownwood Chamber Luncheon
Oct. 29	Booth at TMCN Exhibit
Dec. 18	Passenger appreciation holiday contest & reception
Jan. 28	KEAN radio, VIP giveaway
Feb. 4	Mike Boyd, Boyd Group Int'l presentation
Feb. 17	Southwest Rotary presentation
Mar. 19	Abilene Woman's Club, Thursday Forum presentation
Mar. 19	ACU Management Class presentation

Mar. 25	Business Expo Exhibitor
Apr. 1	TMCN, Eastland Network Luncheon
Apr. 15	Cactus Lions Club presentation
Apr. 30	Anson ISD Career Day
Apr. 30	Taste of Abilene Table sponsorship
Sept. 3	Brownwood Business Showcase
Sept. 17	MIB Chamber of Commerce event
Sept. 10	Leadership Abilene 2016 presentation

Marketing the Airport

Production of our newest commercial was successful and released in January 2015. This commercial was produced for use for our leisure and business passenger. In the spring we chose a tropical theme, this fall we are using a winter destination theme, while continuing our business theme. We've adapted a harmonious advertisement campaign, beginning with our commercials then tailoring to our static billboard, digital billboard, print ads and radio ads. We believe continuity in our ad campaigns are essential.

Air Service Consultant

Mike Boyd of Boyd Group International met with City Council, DCOA and Airport Development Board in February. During this meeting he provided his candid outlook on additional air service feasibility. We continue to receive quarterly reports that include ABI data and comparable market data to help us understand the current trends in airlines and airports.

Social Media

Facebook continues to be a marketing tool that we use to communicate with our passengers and the general public. We have 2,290 page likes, 18,600 page visits. Facebook's analytics gives detailed information on users such as gender, language, and region so we are able to utilize best marketing practices accordingly. www.facebook.com/abileneairport

Twitter, @abairport, has increasingly become an imperative tool to communicate to media relations as well as enabling customer engagement. We currently have 801 followers, adding follower's every day.

Instagram, @abairport, this year we added this social media platform to engage and interact with a different demographic than Twitter & Facebook, 53% of Instagram users are 18-29 years old which is vastly different from the other 2 platforms as it helps us connect with a younger passenger base.

Sponsorships

Community partnerships to increase top of mind awareness by sponsoring various events during FY 2015:

Abilene Christian University- Game time Sponsor
Abilene Philharmonic Association – Program Sponsor

Abilene Zoo – Train Sponsor
TMCN- Exhibit Sponsor
United Way- Key City Jazz Fest Sponsor

Special Programs

The **ABI-VIP Passenger Rewards Program** continues to be a strong tool for communicating with our passengers. We have 1870 members to date.

The program’s objectives are to grow customer loyalty and develop a database of passenger information, giving them the opportunity to subscribe to email communications. This program continues to grow. We are consistently refining and refreshing the program with new sponsorships and new give-a-ways.

Parking Badge program, yet another incentive for our passengers. Specifically, our frequent business travelers. We quietly launched this program with Milsoft Utility Solutions in January 2015. Issuing 25 parking badgers for their most frequent travelers. In any given week they have 6-10 employees traveling through ABI. This program allows the company to receive one invoice at the end of the month instead of the cumbersome individual reimbursement process. So far, Milsoft is very pleased with this program. We hope to offer it to more companies in the near future.

Enplanements:

YTD enplanements are down 6%.

Revenues:

Major revenue sources to the airport are the car rental concessions and the parking lot.

Rental Car Revenue is up 1.05%.

Parking lot revenue is down 4.28%.

EASI Parking Revenue Invoiced @ \$0.70

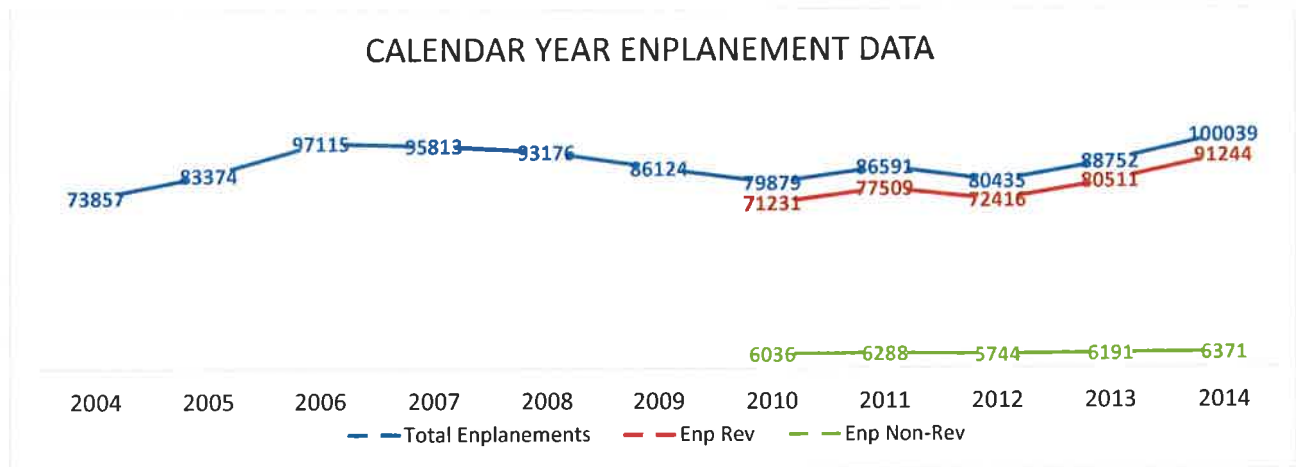
October	2146 Entries	\$1,502.20
November	1811 Entries	\$1,267.70
December	1950 Entries	\$1,365.00
January	1632 Entries	\$1,142.40
February	1791 Entries	\$1,253.70
March	2049 Entries	\$1,434.30
April	2465 Entries	\$1,725.50
May	2759 Entries	\$1,931.30
June	1880 Entries	\$1,316.00
July	2831 Entries	\$1,981.70
August	3165 Entries	\$2,215.50
September	3045 Entries	\$2,131.50

27,524 Entries - \$19,266.80

Business Development Outlook:

The merger of USAirways and American Airlines will continue through at least 2017. Envoy, which currently operates all of ABI's American Eagle flights has reached a new pilot labor agreement. ABI appreciates this final agreement as it ensures our commercial air service as well as Eagle Aviation Services, Inc. tenure on the airport.

ABI's FY14 was a record year with 100,039 overall enplanements. The recent lower oil price is good news for airline profits, but in a region where oil production is a key industry, it has slowed ABI enplanement growth. Even nationwide statistics show the overall economy slowing down considerably. We see a direct reflection in our passenger enplanements. Over the past decade we have seen steady growth with peaks and valleys as it goes with our national economy.



We also are seeing a larger cost spread between American Airline fares at ABI and DFW, September fare analysis report is attached. We communicate with our airline representatives about fares and service to stay abreast of any necessary issues we, as an airport, can address to help grow and sustain our passenger base.

ABI will continue to study our market, work with known regional companies that do international business and engage with companies flying in and out of the region, particularly for any new corporate business activity, to promote ABI as the airport of choice.

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD AGENDA
MEETING DATE: October 26, 2015

PROJECT: FY16 Contract Renewal – Chamber Military Affairs Committee

STAFF: Kent Sharp, CEO

GENERAL INFORMATION:

Since 1990, the DCOA has contracted with various agencies to perform services that assist with accomplishment of several of its goals, stated below:

1. To make Abilene competitive in the attraction of business and industry in order to create new, sustainable jobs.
2. To facilitate the creation of new jobs and retention of existing jobs by providing assistance to existing and emerging businesses.
3. To strengthen and expand the skills of the Abilene labor force in coordination with local employers.
4. To strengthen and revitalize downtown Abilene.
5. To increase the number and size of minority-owned, woman-owned, small and entrepreneurial businesses in Abilene.
6. To effectively administer the sales tax revenue.

The board provides funding for certain services performed by the City's Airport Business Development Management Program, City's Business Services Division (Economic Development Dept.), Abilene Industrial Foundation (AIF), Chamber Military Affairs, and Texas Tech University Small Business Development Center (SBDC).

SPECIAL CONSIDERATIONS:

In June of this year, the board approved a FY16 budget that included funding for the agencies listed above. The board approved renewal contracts on September 21, 2015, with the SBDC and City for Airport Business Development Management, while tabling action on renewal contracts with the Chamber Military Affairs Committee and City Business Services Division (ED Dept). City Council approved the Airport Business Development Management Program FY16 contract on September 22, 2015.

FISCAL IMPACT:

FY16 contract with Chamber Military Affairs \$ 397,000

STAFF RECOMMENDATION:

Staff recommends the Board approve the FY16 contract renewal with the Chamber Military Affairs Committee and authorize the CEO to execute on the DCOA's behalf.

ATTACHMENT:

FY16 contract with Chamber of Commerce Military Affairs Committee

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THE STATE OF TEXAS X
 X
COUNTY OF TAYLOR X

KNOW ALL MEN BY THESE PRESENTS:

This Agreement, effective the 1st day of October 2015, by and between the **Development Corporation of Abilene, Inc.** ("DCOA"), acting by and through its Chief Executive Officer, 174 Cypress St., Ste. 301, Abilene, Texas, 79601, the **Abilene Chamber of Commerce**, Abilene, Texas ("ACOC"), located at 174 Cypress St., Ste., 200, Abilene, Texas, 79601.

WITNESSETH:

That for and in consideration of the covenants, promises, and agreements set forth herein, it is mutually agreed as follows:

I. PURPOSE

The ACOC is a 501(c)(6) nonprofit organization with the purpose, in part, of promoting and improving business in the Abilene community. The DCOA and ACOC wish to enter into an agreement whereby the DCOA, acting in accordance with the Development Corporation Act of 1979 (as amended), may reimburse certain expenses incurred by the ACOC while pursuing additional missions and improvements for Dyess Air Force Base. Section 4A(b)(1) of the Development Corporation Act of 1979 (as amended) allows the DCOA to support promotional efforts designed to enhance the economic condition of the Abilene community.

The DCOA shall act through its agent, the Chief Executive Officer (CEO) or his duly authorized representative unless otherwise stated in this Agreement.

II. DUTIES

A. The DCOA agrees to:

1. Reimburse the ACOC for expenses incurred while supporting Abilene in order to maintain a proactive position with regards to Dyess Air Force Base. Said amount to be reimbursed shall not exceed Three Hundred Ninety Seven Thousand and no/100 Dollars (\$397,000) for the period beginning October 1, 2015, through September 30, 2016. Approved expenses shall be reimbursed to the ACOC no later than fourteen days after receipt of invoices detailing eligible expenses incurred and subject to reimbursement under this agreement.

The funding shall be reimbursed for expenses as described below:

- a. Operational expenses up to \$157,000 for expenses such as, but not limited to, airfare (coach), hotel accommodations and meals for trips by ACOC staff, Military Affairs Committee members, and/or invitees to travel to Department of Defense (DoD) installations, legislative locations, military-related conferences or meetings, and DoD Contractor locations. Expenses shall also include photocopying, travel expenses (including mileage) to/from meetings, telephone charges, Abilene Trophy production and shipping, production expenses for Dyess promotional materials, and receptions or other social gatherings for DoD

and legislative officials and representatives. Operational expenses that are not eligible for reimbursement include those expenses incurred for fund raising efforts or incidental to the day-to-day operations of the Military Affairs Committee and not directly related to its efforts as described in Section II.B.1 below.

- b. Personnel expenses up to \$240,000 for reimbursable ACOC staffing costs (which includes the salary and employee costs of the ACOC Vice President for Military Affairs position, and a time-based allocation of the salary and employee costs of other ACOC staff who are detailed to support reimbursable Military Affairs engagements) and fees paid to subcontractors or consultants retained by ACOC to support its efforts as described in Section II.B.1 below (each, a "Consultant").
- c. ACOC may adjust the allocation between Operational and Personnel expenses as ACOC deems appropriate up to \$10,000 in the aggregate. Any adjustments between Operational and Personnel expense above \$10,000 in the aggregate must be approved in advance by the DCOA CEO.

2. Monitor the use of such funds to ensure use of the funds is in compliance with the provisions herein.

B. The ACOC agrees to:

1. Direct its efforts, those of the Military Affairs Committee, and those of any subcontractors or consultants, to focus on preserving the significant economic impact that Dyess AFB provides to the Abilene area, and identifying and pursuing opportunities to maintain and expand operations at Dyess. This includes, but is not limited to, monitoring legislative discussions on potential Base Realignment and Closure ("BRAC") efforts, establishing and maintaining relationships with key military and legislative decision makers, and engaging with community leaders from other military communities. ACOC shall develop specific goals and activities in these areas, communicate such goals and activities to the DCOA, and document them in its overall annual business plan.
2. Upon request, provide copies of any subcontracts or consulting agreements entered into between the ACOC and any Consultants. ACOC will be responsible for coordinating the efforts of the Consultants. The Consultants will submit invoices to ACOC for payment. ACOC will be responsible for determining whether the fees and expenses of the Consultants are reasonable and allowable, and will be obligated to make payment to any Consultant.
3. Furnish to the DCOA written requests for reimbursement detailing eligible expenses incurred by the ACOC, as stipulated in Sec. II.A above.
4. Monitor the use of DCOA funds to ensure appropriate use of said funds.
5. Require a 30-day termination clause in any subcontract.
6. Submit a semi-annual written report to DCOA by April 10, 2016 and October 10, 2016

detailing progress made in identifying and pursuing opportunities to retain and expand military operations at Dyess and to present same orally to DCOA as requested.

7. Supervise the duties of any Consultants to enhance interaction and relations with Texas Elected Officials, the Texas Congressional delegation, other Congressional offices, the Texas Governors' Office, the Air Force, the DoD, and other defense communities, as needed, for the purpose of furthering the efforts as described in Section II.B.1.
8. Appoint a DCOA board member or representative as an ex-officio member of the Military Affairs Committee to act as a liaison between the DCOA and Committee.
9. Maintain records for three (3) years after final payment under this contract.
10. Maintain and, upon request, make available for inspection or audit by any authorized representative of the DCOA, books, documents, and other evidence pertaining to the cost and expenses of this contract, hereinafter called the "Records," to the extent and in such detail as will properly reflect all costs, direct and indirect, of travel, supplies and services and other costs and expenses of whatever nature for which reimbursement is claimed under the provisions of this contract. All records shall be maintained in accordance with generally accepted accounting principles.
11. Exercise reasonable precautions on behalf of, and be responsible for the safety of, its officers, agents, employees, customers, visitors, as well as their property, while performing the tasks required under this Agreement.

III. DURATION, TERMINATION

This contract may be terminated by the DCOA or ACOC in whole, or from time to time, in part, upon good cause and whenever such termination is in the best interest of the DCOA or the ACOC. Termination will be effective 60 days after delivery of Notice of Termination specifying to what extent performance or work under the contract has been terminated and specifying that the contract shall be terminated 60 days after receipt by the notified party. If no notice of termination is received from either party prior to August 2, 2016, this contract expires without notification on September 30, 2016.

IV. STATUS OF ACOC AS INDEPENDENT CONTRACTOR

ACOC shall operate hereunder as Independent Contractor and not as officers, agents, servants, or employees of the DCOA. ACOC shall have exclusive control of, and the exclusive right to control, the details of the work and services of ACOC performed hereunder, and all persons performing same. For the duration of this Agreement, ACOC shall be solely responsible for the acts and omissions of its officers, directors, authorized agents, servants, and employees in connection with this Agreement. DCOA shall not be responsible or liable for the acts or omissions of ACOC's officers, directors, agents, or employees, nor vice versa. The doctrine of respondeat superior shall not apply between the DCOA and ACOC or between the DCOA and any Consultant or other subcontractors of ACOC.

ACOC shall not be responsible or liable for the acts or omissions of the DCOA's officers, directors, agents, or employees. The doctrine of respondeat superior shall not apply between ACOC and the DCOA or between ACOC and any contractors or subcontractors of DCOA.

Nothing herein shall be construed as creating a partnership or joint enterprise between the DCOA and ACOC. It is expressly agreed that no officer, director, member, agent, employee, subcontractor, licensee, or invitee of ACOC is in the paid service of the DCOA. The DCOA does not have the legal right to control the details of the tasks performed hereunder by ACOC, its officers, directors, members, agents, employees, subcontractors, program participants, licensees, or invitees. In no event shall any person participating in the program of ACOC be an officer, agent, servant, or employee of the DCOA.

V. VENUE

Should any action, whether real or asserted, at law or in equity, arise out of the execution, performance, attempted performance or non-performance of this Agreement, venue for said action shall be in the City of Abilene, Taylor County, Texas.

VI. ASSIGNMENT

The ACOC shall not assign all or any part of their rights, privileges, or duties under this Agreement without the DCOA's prior written approval, except that ACOC may retain such Consultants as permitted herein. Any attempted assignment of same without approval shall be void, and shall constitute a breach of this Agreement.

VII. INDEMNITY

ACOC agrees to indemnify, hold harmless, and defend DCOA and the City, their respective officers, agents, and employees from and against all liability for claims, liens, suits, demands, and/or actions for damages, injuries to person (including death), property damage (including loss of use), and expenses including court costs and attorney's fees, and reasonable costs arising out of or resulting from ACOC's activities conducted under or incidental to this Agreement and from any liability arising out of or resulting from the intentional acts or negligence, including all such causes of action based on common, constitutional, or statutory law, or based in whole or in part on the negligent or intentional acts or omissions of ACOC, including but not limited to its officers, agents, employees, subcontractors, licensees, invitees, and other persons.

Further, the DCOA and the City assume no responsibility or liability for harm, injury, or any damaging events which are directly or indirectly attributable to premise defects which may now exist or which may hereafter arise upon the premises, responsibility for any and all such defects being expressly assumed by ACOC. This indemnity provision applies to any and all claims, suits, demands, and/or actions based upon or arising from any such premise defects or conditions, including but not limited to its officers, agents, employees, subcontractors, licensees, invitees, and other persons.

It is further agreed with respect to the above indemnity that the DCOA and ACOC will each provide the other prompt and timely notice of any event covered which in any way, directly or indirectly, contingently or otherwise, affects or might affect ACOC or DCOA, and each shall have the right to reasonably compromise and defend the same to the extent of its own interest.

VIII. AGREEMENT

This Agreement shall constitute the sole agreement between ACOC and the DCOA relating to the object of this Agreement and correctly sets forth the complete rights, duties, and obligations of each party to the other as of its date. Any prior agreements, promises, negotiations or representations, verbal or otherwise, not expressly set forth in this Agreement are of no force and effect.

ABILENE CHAMBER OF COMMERCE

**DEVELOPMENT CORPORATION OF
ABILENE, INC.**

Charles L. Black, 2015-16 Chairman of the
Board of Directors

Kent Sharp, Chief Executive Officer

Date: _____

Date: _____

ATTEST:

ATTEST:

Name: Frances Williamson, V.P Administration

Kim Tarrant, Chief Administrative Officer

APPROVED:

Stanley Smith, Acting City Attorney