

PUBLIC NOTICE

DEVELOPMENT CORPORATION OF ABILENE, INC.

A regular meeting of the Development Corporation of Abilene, Inc. will be held on Monday, April 23, 2018, at Develop Abilene conference room, 174 Cypress St., 3rd floor, Abilene, Texas, commencing at 1:30 p.m. to consider the following agenda:

SIGNED:


Kept Sharp, CEO

AGENDA

April 23, 2018
1:30 p.m.

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

1. Call the meeting to order.
2. Approval of minutes from the March 13, 2018, board meeting.
3. Sales tax report for April 2018 and financial reports for February 2018 and March 2018.
4. Presentation of semi-annual reports of activities for six months ended March 31, 2018, by:
 - TTU Small Business Development Center
 - Abilene Chamber of Commerce for Military Affairs Committee
 - City of Abilene Airport Business Development Management Program
 - Abilene Industrial Foundation
5. Executive Session:
The DCOA reserves the right to adjourn into executive session at any time during the course of this meeting to discuss any of the matters listed, as authorized by the Texas Government Code Sections:
 1. 551.071 (Consultation with Attorney),
 - A. Outstanding insurance claims
 - B. Prairie Dog Pet Products project
 2. 551.072 (Deliberations about Real Property) and 551.071 (Consultation with Attorney)
 - A. Acquisition of properties in West Abilene
 3. 551.074 (Personnel Matters)
 4. 551.087 (Business Prospect/Economic Development) and 551.071 (Consultation with Attorney)
 - A. Air service development federal grant match
6. Discussion and possible approval of a resolution authorizing match funds to repair roofs on hangars and records/parts building at the Abilene Regional Airport occupied by Eagle Aviation Services.
7. Discussion and possible approval of a resolution authorizing a contract and funds for Phase I construction of roads and installation of utilities in the Access Business Park.

8. Discussion and possible approval of a resolution authorizing matching funds to assist with the construction of a road from Hwy 36 to the new TSTC campus and other businesses located on the west side of Abilene Regional Airport for one-way access due to TxDOT's change in traffic flow on the Loop 322 access road.
9. Discussion and possible approval of a resolution authorizing the CEO to enter into a purchase contract for properties in West Abilene and authority to expend up to \$15,000.00 to conduct due diligence activities relating to purchase contract.
10. Discussion of the next monthly board meeting.
11. 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 _____, 2018, at _____.

City Secretary

NOTICE

Persons with disabilities who would like special assistance or need special accommodations to participate in this meeting should contact the Development Corporation of Abilene, Inc., (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
March 13, 2018

MEMBERS PRESENT: John Beckham Jack Rich Seaton Higginbotham
Vic Corley

MEMBERS ABSENT: Greg Blair

STAFF PRESENT: Kent Sharp Kim Tarrant

GUESTS PRESENT: Mark Zachary McMahon Law Firm
Mike Rains City of Abilene Finance
Justin Jaworski Abilene Industrial Foundation
Bruce Kreitler City Council
Diane Terrell Eide Bailly, LLC
Tim Chipp Abilene Reporter News
Don Green Abilene Airport

1. CALL THE MEETING TO ORDER: President John Beckham called the meeting to order at 1:30 p.m. at 174 Cypress St., 3rd floor conference room, Abilene Texas.

2. APPROVAL OF MINUTES FROM THE FEBRUARY 20, 2018, BOARD MEETING: Jack Rich moved to approve the minutes from the February 20, 2018, board meeting. Seaton Higginbotham seconded and the motion carried.

3. SALES TAX REPORT FOR MARCH 2018 AND PRELIMINARY FINANCIAL REPORT FOR JANUARY 2018: Mike Rains with the City's Finance department presented the sales tax report for March 2018. The sales tax rebate for March is \$3,647,485.22, which represents January sales. Economic Development received \$911,871.30, which is 20.43% above last year and 20.43% above the projected FY18 budget amount. Of this rebate, \$123,654.29 is from prior periods, audit payments, future payments and unidentified payments. For the period of October through March, sales tax is 12.54% above last year and 12.54% above the approved FY18 budget amount. The DCOA's total current assets as of January 31, 2018, were \$28,559,138. The January revenues totaled \$1,106,333 and total expenditures were \$684,552 with \$495,636 being spent on five different projects.

4. PRESENTATION OF THE FY17 FINANCIAL AUDIT PERFORMED BY EIDE BAILLY, LLC: Diane Terrell with Eide Bailly, LLC presented the DCOA's FY 17 audit report, which was conducted as part of the City of Abilene's annual audit. At the end of fiscal year 2017 on September 30, 2017, the DCOA had a total net position of \$85,138,839. This was a \$4 million or 5% increase from the beginning of the fiscal year.

5. 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 John Beckham announced the date is March 13, 2018 and the time is 1:45 p.m. Later, President Beckham announced the date is still March 13, 2018 and the time is 3:05 p.m. No vote or action was taken in Executive Session.

6. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT LADY BUG: Kent Sharp, CEO of the DCOA presented a request from Project Lady Bug (the Company) for assistance up to \$2,332,700.00 to construct a hydroponics greenhouse facility up to 200,000 square feet in the Access Business Park located at the corner of FM18 and HWY 36. The incentive includes financial assistance up to \$1,700,000 at 10% of the Company's anticipated capital expenditures and 21.09 acres of land valued at \$30,000/acre, or \$632,700. The Company will create at least 18 new jobs in year 1 with a plan to create up to 34 total jobs by the end of year 3.

Seaton Higginbotham made the motion to approve resolution DCOA-2018.14 authorizing assistance to Project Lady Bug in an amount up to Two Million Three Hundred Thirty-Two Thousand Seven Hundred and no/100's Dollars (\$2,332,700.00). Jack Rick seconded and the motion passed.

7. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT CO2: This item was not discussed.

8. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT RUBBER TREE: This item was not discussed.

9. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING THE CEO TO ENTER INTO A PURCHASE CONTRACT AND LEASE FOR PROPERTIES IN WEST ABILENE AND AUTHORITY TO EXPEND UP TO \$15,000.00.: This item was not discussed.

10. DISCUSSION OF AIR SERVICE DEVELOPMENT FEDERAL GRANT MATCH: This item was not discussed.

11. DISCUSSION OF NEXT MONTHLY BOARD MEETING: President Beckham announced the next scheduled meeting of the DCOA Board would be Monday, April 23, 2018 at 1:30 p.m.

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

John Beckham, President

MEMORANDUM

April 11, 2018

TO: Robert Hanna, City Manager

FROM: Mike Rains, Director of Finance



SUBJECT: April Sales Tax

The sales tax rebate for April is \$3,196,162.12 which represents February sales. This is 5.11% above last year and 5.11% above the projected FY 18 budget amount. The breakdown of the rebate is \$2,397,121.59 to the General Fund and \$799,040.53 for economic development. Of this rebate, \$137,851.85 is from prior periods, audit payments, future payments, and unidentified payments. For the period of October through April, sales tax is 11.59% above last year and 11.59% above the approved FY 18 budget amount. I have requested the detail from the state.

Should you have any questions, please contact me.

Cc: Mindy Patterson, Assistant City Manager
Michael Rice, Assistant City Manager

**CITY OF ABILENE
SALES TAX COMPARISON**

Accounting Period Month	GENERAL FUND	ECONOMIC DEVELOPMENT	TOTAL 2016-17	GENERAL FUND	ECONOMIC DEVELOPMENT	TOTAL 2017-18
	Actual 2016-17	Actual 2016-17		Actual 2017-18	Actual 2017-18	
October	\$2,511,352.80	\$837,117.60	\$3,348,470.40	\$2,638,770.11	\$879,590.03	\$3,518,360.14
November	2,792,056.28	930,685.42	3,722,741.70	2,893,562.65	964,520.88	3,858,083.53
December	2,243,907.19	747,969.06	2,991,876.25	2,395,055.97	798,351.99	3,193,407.96
January	2,379,642.60	793,214.20	3,172,856.80	2,575,873.17	858,624.39	3,434,497.56
February	3,277,055.77	1,092,351.92	4,369,407.69	4,177,134.62	1,392,378.21	5,569,512.83
March	2,271,451.66	757,150.55	3,028,602.21	2,735,613.92	911,871.30	3,647,485.22
April	2,280,576.71	760,192.23	3,040,768.94	2,397,121.59	799,040.53	3,196,162.12
YTD	\$17,756,043.01	\$5,918,680.98	\$23,674,723.99	\$19,813,132.03	\$6,604,377.33	\$26,417,509.36
May	\$3,048,245.25	\$1,016,081.75	\$4,064,327.00			
June	2,303,207.45	767,735.82	3,070,943.27			
July	2,415,625.09	805,208.36	3,220,833.45			
August	3,000,777.33	1,000,259.11	\$4,001,036.44			
September	2,440,024.41	813,341.47	\$3,253,365.88			
	<u>\$30,963,922.54</u>	<u>\$10,321,307.49</u>	<u>\$41,285,230.03</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 to the State Comptroller 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 2016-17	Actual 2017-18	% Change
October	\$837,118	\$879,590	5.07%
November	930,685	964,521	3.64%
December	747,969	798,352	6.74%
January	793,214	858,624	8.25%
February	1,092,352	1,392,378	27.47%
March	757,151	911,871	20.43%
April	760,192	799,041	5.11%
YTD	\$5,918,681	\$6,604,377	11.59%

May	\$1,016,082
June	767,736
July	805,208
August	1,000,259
September	813,341
	10,321,308

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 to the State Comptroller in accordance with GASB 33 requirements.

Revenue for April '18 represents February '18 sales. Approximately \$34,462.96 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 2013-14	Actual 2014-15	Actual 2015-16	Actual 2016-17	Actual 2017-18
October	\$815,126	\$868,660	\$818,682	\$837,118	\$879,590
November	896,761	987,887	980,001	930,685	964,521
December	766,502	836,922	734,411	747,969	798,352
January	744,242	798,120	755,093	793,214	858,624
February	1,061,353	1,137,082	1,139,896	1,092,352	1,392,378
March	743,945	759,360	728,841	757,151	911,871
April	726,196	733,667	779,083	760,192	799,041
FY TOTAL	<u>\$5,754,124</u>	<u>\$6,121,699</u>	<u>\$5,936,006</u>	<u>\$5,918,681</u>	<u>\$6,604,377</u>
May	\$981,409	\$1,019,627	\$971,507	\$1,016,082	
June	773,012	822,955	754,439	767,736	
July	794,307	778,812	757,642	805,208	
August	966,814	998,076	985,002	1,000,259	
September	845,806	811,136	756,171	813,341	
YTD	<u>\$10,115,471</u>	<u>\$10,552,304</u>	<u>\$10,160,766</u>	<u>\$10,321,307</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 to the State Comptroller in accordance with GASB 33 requirements.

DEVELOPMENT CORPORATION OF ABILENE
STATEMENT OF NET POSITION
February 28, 2018 and 2017

	February 2018	February 2017
Current Assets:		
Cash and cash investments	\$ 24,990,405	\$ 20,235,475
Accounts receivable	2,606,933	1,677,765
Due from other governments	1,834,074	1,757,691
Total Current Assets	29,431,412	23,670,931
Noncurrent Assets:		
Notes receivable, net	3,119,600	3,519,600
Notes receivable - earning economic incentives	11,396,856	9,680,756
Capital assets	63,885,149	62,437,447
Accumulated depreciation	(15,831,323)	(14,190,010)
Total capital assets, net	48,053,826	48,247,437
Total Noncurrent Assets	62,570,282	61,447,793
Total Assets	\$ 92,001,694	\$ 85,118,724
Liabilities		
Current:		
Accounts payable	\$ 15,849	\$ 45,004
Accrued expenses	2,606,933	1,677,765
Total Current Liabilities	2,622,782	1,722,769
Total Liabilities	2,622,782	1,722,769
Net Position		
Net Investment in capital assets	48,053,826	48,247,437
Restricted for contractual obligations	9,674,123	14,759,332
Unrestricted, designated for purposes of trust	31,650,963	20,389,186
Total Net Position	89,378,912	83,395,955
Total Liabilities and Net Position	\$ 92,001,694	\$ 85,118,724

DEVELOPMENT CORPORATION OF ABILENE
SCHEDULE OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
For five months ending February 28, 2018 and 2017

	<u>February 2018</u>	<u>Fiscal YTD 2018</u>	<u>Fiscal YTD 2017</u>
Revenues:			
Sales and use taxes	\$ 1,392,378	\$ 4,893,465	\$ 4,401,338
Investment earning	22,695	184,506	192,736
Building rental / land lease	58,984	446,762	423,256
Sale of Building		1,491,496	
Miscellaneous revenue		38,154	34,664
Total Revenues	<u>1,474,057</u>	<u>7,054,383</u>	<u>5,051,994</u>
Expenses:			
Economic Development Projects	339,595	1,702,848	2,602,528
Life Sciences property maintenance	9,929	105,933	120,682
DCOA property maintenance	1,448	100,472	99,469
Abilene Industrial Foundation	73,332	257,398	158,159
TTU Small Business Development Center	16,894	63,206	44,719
Chamber Military Affairs	80,197	80,197	88,967
Airport Business Development Manager	32,053	53,840	40,943
Economic Development Operating Division	81,671	450,416	392,996
Total Expenditures	<u>635,119</u>	<u>2,814,310</u>	<u>3,548,463</u>
Changes In Net Position	838,938	4,240,073	1,503,531
Net Position at Beginning of Period	<u>88,539,974</u>	<u>85,138,839</u>	<u>81,892,424</u>
Net Position at End of Period	<u>\$ 89,378,912</u>	<u>\$ 89,378,912</u>	<u>\$ 83,395,955</u>

Summary of Current Period Economic Development Projects:

EASI De-Fuel Truck	\$ 1,950
BCBS Roof Construction	331,674
Communities in School, job training	4,221
Donald Hardin Jr - Services	1,750
Total	<u>\$ 339,595</u>

**Development Corporation of Abilene
Economic Program Status
As of February 28, 2018**

Economic Programs:	Project	Amount Budgeted	Prior Years Disbursement	Current Year Disbursement	Balance reserved for budgeted programs
Murf Systems	4998	\$ 237,240	\$ 237,240	\$ -	\$ -
TTU Pharmacy School	5242	2,018,255	2,018,255	-	-
TTU 842 Pine	5308	1,020,231	1,020,231	-	-
Enavail, LLC	5316	709,070	386,241	322,829	-
Petrosmith Ph 5	5330.1	301,334	301,334	-	-
TTUHSC School of Nursing	5331	1,345,621	1,345,621	-	-
Rentech '12	5342	500,000	470,000	30,000	-
Hangar Doghouses A/E	5348.1	423,000	352,301	-	70,699
EASI De-Fuel Truck	5354	111,560	101,600	7,800	2,160
Tucker Energy Services	5359	345,208	171,705	173,503	-
Five Points Infrastructure	5359.1	137,491	137,491	-	-
5 Pts RR Expansion	5363.1	30,800	24,320	-	6,480
Fehr Foods Expansion	5368	5,123,000	4,852,997	-	270,003
Fehr Foods 14	5378	160,278	160,278	-	-
BWJ Consulting	5382	619,000	372,260	-	246,740
Datoo Technologies	5385	234,785	142,785	-	92,000
DCOA Strategic Planning	5386	130,000	125,000	-	5,000
Coca Cola Refreshments	5387	-	-	-	-
Martin Sprocket & Gear	5388	-	-	-	-
Industrial Maintenance Training AISD	5389	121,976	71,976	15,690	34,310
Lone Star Canvas	5390	50,000	-	-	50,000
Abimar Foods 2015	5391	600,000	300,000	300,000	-
BCBS Roof Repairs - A/E	5392.1	300,000	-	-	300,000
BCBS Roof Repairs - Construction	5392.2	2,700,000	-	791,872	1,908,128
TTUHSC School of Public Health	5393	557,552	557,552	-	-
Praire Dog Pet Products	5394	-	-	-	-
Broadwind Towers	5400	110,000	-	-	110,000
TSTC New Abilene Campus	5401	4,179,600	179,600	-	4,000,000
Communities in Schools	5403	80,850	19,203	21,104	40,543
City Owned Surplus Land	5404	384,442	384,442	-	-
Donald Hardin, Jr. Service Contract	5405	28,500	6,000	9,750	12,750
18/36 Park Development	5406	62,950	-	30,300	32,650
BE In Abl Grant	5407	250,000	-	-	250,000
BE in Abilene Admin ACU	5407.1	35,000	-	-	35,000
Dyess-TMPC Grant Match	5408	198,880	-	-	198,880
2018 Job Fair Sponsor	5409	3,500	-	-	3,500
Subtotal Economic Program Obligation Reserve		\$ 23,110,123	\$ 13,738,432	\$ 1,702,848	\$ 7,668,843

Plus Administrative Division Obligations:

Economic Development Operating Division	Division 2760	899,177	-	450,416	448,761
Life Sciences Property Maintenance	Division 2765	270,650	-	105,933	164,717
DCOA Property Maintenance	Division 2775	471,490	-	100,472	371,018
Abilene Industrial Foundation	Division 2775	648,275	-	257,398	390,877
TTU Small Business Dev Center	Division 2775	245,000	-	63,206	181,794
Chamber Military Affairs	Division 2775	397,000	-	80,197	316,803
Airport Business Development Manager	Division 2775	185,150	-	53,840	131,310
Subtotal Administrative Divisions Obligation Reserve		\$ 3,116,742	\$ -	\$ 1,111,462	\$ 2,005,280
Total reserve for obligated programs					\$ 9,674,123

DCOA Board approved projects waiting for signed contracts:

		Expiration Date
Dyess JLUS	\$ 50,000	06/30/2018
Five Pts Streetlights	80,560	07/22/2018
	<u>\$ 130,560</u>	

**Development Corporation of Abilene
Revenue and Expense
Budget vs Actual Comparison
October 2017 - February 2018**

Revenue

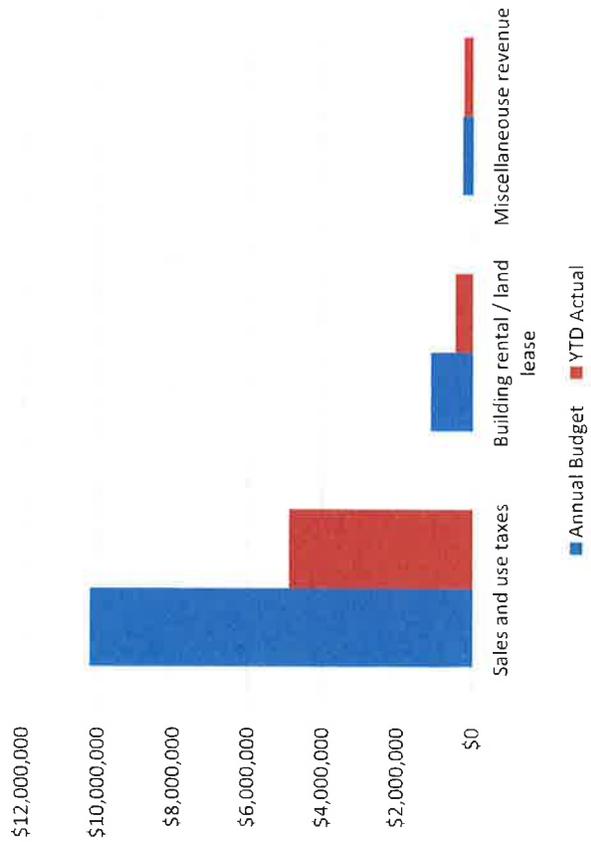
	Annual Budget	YTD Actual	% of Budget
Sales and use taxes	10,201,313	4,893,465	48%
Building rental / land lease	1,091,618	446,762	41%
Miscellaneous revenue	261,190	222,660	85%
Revenue	11,554,121	5,562,887	48%

Expenses

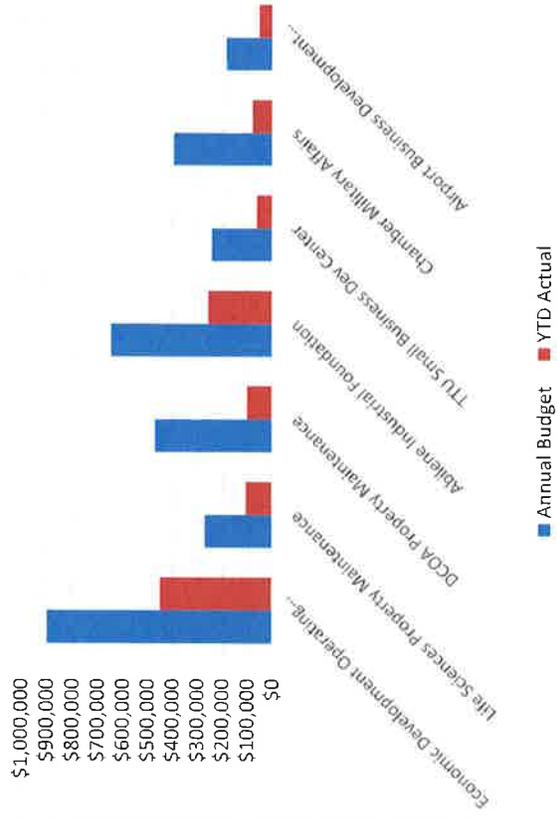
	Annual Budget	YTD Actual	% of Budget
Economic Development Operating Division	899,177	450,416	50%
Life Sciences Property Maintenance	270,650	105,933	39%
DCOA Property Maintenance	471,490	100,472	21%
Abilene Industrial Foundation	648,275	257,398	40%
TTU Small Business Dev Center	245,000	63,206	26%
Chamber Military Affairs	397,000	80,197	20%
Airport Business Development Manager	185,150	53,840	29%
	3,116,742	1,111,462	36%

3.8

FY 18 Budget vs Actual Revenue



FY 18 Budget vs Actual Expenses



DEVELOPMENT CORPORATION OF ABILENE
STATEMENT OF NET POSITION
March 31, 2018 and 2017

	March 2018	March 2017
Current Assets:		
Cash and cash investments	\$ 25,299,180	\$ 17,106,184
Accounts receivable	2,606,933	1,677,765
Due from other governments	1,834,074	1,757,691
Total Current Assets	29,740,187	20,541,640
Noncurrent Assets:		
Notes receivable, net	3,086,267	3,486,267
Notes receivable - earning economic incentives	11,396,856	12,462,534
Capital assets	63,885,149	62,437,447
Accumulated depreciation	(15,831,323)	(14,190,010)
Total capital assets, net	48,053,826	48,247,437
Total Noncurrent Assets	62,536,949	64,196,238
Total Assets	\$ 92,277,136	\$ 84,737,878
Liabilities		
Current:		
Accounts payable	\$ 5,685	\$ 48,076
Accrued expenses	2,606,933	1,677,765
Total Current Liabilities	2,612,618	1,725,841
Total Liabilities	2,612,618	1,725,841
Net Position		
Net Investment in capital assets	48,053,826	48,247,437
Restricted for contractual obligations	9,027,630	13,485,517
Unrestricted, designated for purposes of trust	32,583,062	21,279,083
Total Net Position	89,664,518	83,012,037
Total Liabilities and Net Position	\$ 92,277,136	\$ 84,737,878

DEVELOPMENT CORPORATION OF ABILENE
SCHEDULE OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
For six months ending March 31, 2018 and 2017

	March 2018	Fiscal YTD 2018	Fiscal YTD 2017
Revenues:			
Sales and use taxes	\$ 911,871	\$ 5,805,337	\$ 5,158,489
Investment earning	33,728	218,234	205,356
Building rental / land lease	118,045	564,807	538,699
Sale of Building	-	1,491,496	-
Miscellaneous revenue	10,521	48,675	39,347
Total Revenues	1,074,165	8,128,549	5,941,891
Expenses:			
Economic Development Projects	598,456	2,301,305	3,722,029
Life Sciences property maintenance	12,739	118,671	148,156
DCOA property maintenance	30,343	130,815	118,772
Abilene Industrial Foundation	40,665	298,063	200,670
TTU Small Business Development Center	17,700	80,906	61,087
Chamber Military Affairs	-	80,197	88,967
Airport Business Development Manager	-	53,840	47,692
Economic Development Operating Division	88,656	539,073	434,905
Total Expenditures	788,559	3,602,870	4,822,278
Changes In Net Position	285,606	4,525,679	1,119,613
Net Position at Beginning of Period	89,378,912	85,138,839	81,892,424
Net Position at End of Period	\$ 89,664,518	\$ 89,664,518	\$ 83,012,037

Summary of Current Period Economic Development Projects:

EASI De-Fuel Truck	\$ 3,900
Industrial Maintenance Training	24,556
BCBS Roof Construction	551,450
Donald Hardin Jr - Services	1,500
18/36 Park Development	13,550
2018 Job Fair Sponsorship	3,500
Total	\$ 598,456

**Development Corporation of Abilene
Economic Program Status
As of March 31, 2018**

Economic Programs:	Project	Amount Budgeted	Prior Years Disbursement	Current Year Disbursement	Balance reserved for budgeted programs
Murf Systems	4998	\$ 237,240	\$ 237,240	\$ -	\$ -
TTU Pharmacy School	5242	2,018,255	2,018,255	-	-
TTU 842 Pine	5308	1,020,231	1,020,231	-	-
Enavail, LLC	5316	709,071	386,241	322,830	-
Petrosmith Ph 5	5330.1	452,000	301,334	-	150,666
TTUHSC School of Nursing	5331	1,345,621	1,345,621	-	-
Rentech '12	5342	500,000	470,000	30,000	-
Hangar Doghouses A/E	5348.1	423,000	352,301	-	70,699
EASI De-Fuel Truck	5354	134,960	101,600	11,700	21,660
Tucker Energy Services	5359	345,208	171,705	173,503	-
Five Points Infrastructure	5359.1	137,491	137,491	-	-
5 Pts RR Expansion	5363.1	30,800	24,320	-	6,480
Fehr Foods Expansion	5368	5,123,000	4,852,997	-	270,003
Fehr Foods 14	5378	160,278	160,278	-	-
BWJ Consulting	5382	619,000	372,260	-	246,740
Datoo Technologies	5385	234,785	142,785	-	92,000
DCOA Strategic Planning	5386	130,000	125,000	-	5,000
Coca Cola Refreshments	5387	-	-	-	-
Martin Sprocket & Gear	5388	-	-	-	-
Industrial Maintenance Training AISD	5389	121,976	71,976	40,246	9,754
Lone Star Canvas	5390	18,000	-	-	18,000
Abimar Foods 2015	5391	600,000	300,000	300,000	-
BCBS Roof Repairs - A/E	5392.1	300,000	-	-	300,000
BCBS Roof Repairs - Construction	5392.2	2,700,000	-	1,343,322	1,356,678
TTUHSC School of Public Health	5393	557,552	557,552	-	-
Praire Dog Pet Products	5394	-	-	-	-
Broadwind Towers	5400	110,000	-	-	110,000
TSTC New Abilene Campus	5401	4,179,600	179,600	-	4,000,000
Communities in Schools	5403	80,850	19,203	21,104	40,543
City Owned Surplus Land	5404	384,442	384,442	-	-
Donald Hardin, Jr. Service Contract	5405	28,500	6,000	11,250	11,250
18/36 Park Development	5406	62,950	-	43,850	19,100
BE In Abl Grant	5407	250,000	-	-	250,000
BE in Abilene Admin ACU	5407.1	35,000	-	-	35,000
Dyess-TMPC Grant Match	5408	198,880	-	-	198,880
2018 Job Fair Sponsor	5409	3,500	-	3,500	-
Subtotal Economic Program Obligation Reserve		\$ 23,252,190	\$ 13,738,432	\$ 2,301,305	\$ 7,212,453
Plus Administrative Division Obligations:					
Economic Development Operating Division	Division 2760	899,177	-	539,073	360,104
Life Sciences Property Maintenance	Division 2765	270,650	-	118,671	151,979
DCOA Property Maintenance	Division 2775	471,490	-	130,815	340,675
Abilene Industrial Foundation	Division 2775	648,275	-	298,063	350,212
TTU Small Business Dev Center	Division 2775	245,000	-	80,906	164,094
Chamber Military Affairs	Division 2775	397,000	-	80,197	316,803
Airport Business Development Manager	Division 2775	185,150	-	53,840	131,310
Subtotal Administrative Divisions Obligation Reserve		\$ 3,116,742	\$ -	\$ 1,301,565	\$ 1,815,177
Total reserve for obligated programs					\$ 9,027,630

DCOA Board approved projects waiting for signed contracts:		Expiration Date
Bright Farms	\$ 1,700,000	09/13/2018
Dyess JLUS	50,000	06/30/2018
Five Pts Streetlights	80,560	07/22/2018
	\$ 1,830,560	

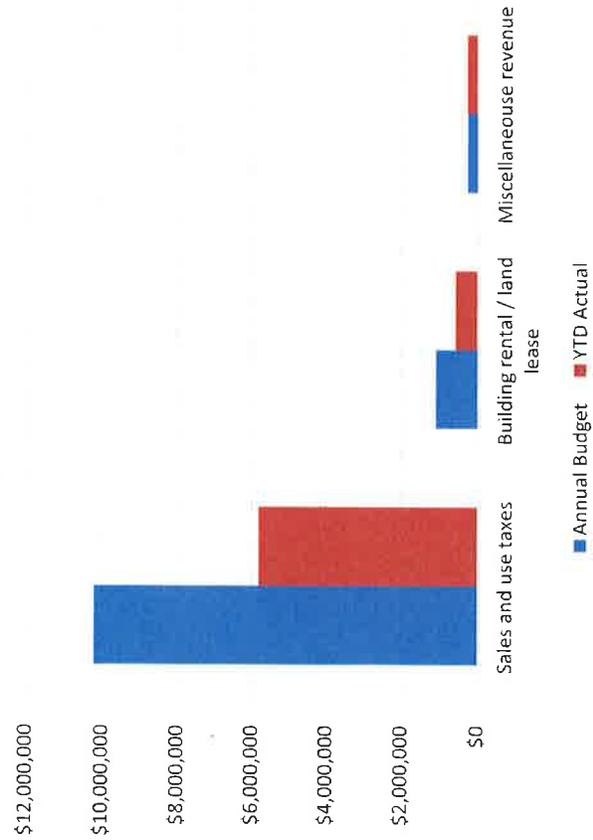
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**Development Corporation of Abilene
Revenue and Expense
Budget vs Actual Comparison
October 2017 - March 2018**

Revenue	Annual Budget	YTD Actual	% of Budget
Sales and use taxes	10,201,313	5,805,337	57%
Building rental / land lease	1,091,618	564,807	52%
Miscellaneous revenue	261,190	266,909	102%
Revenue	11,554,121	6,637,053	57%

3.12

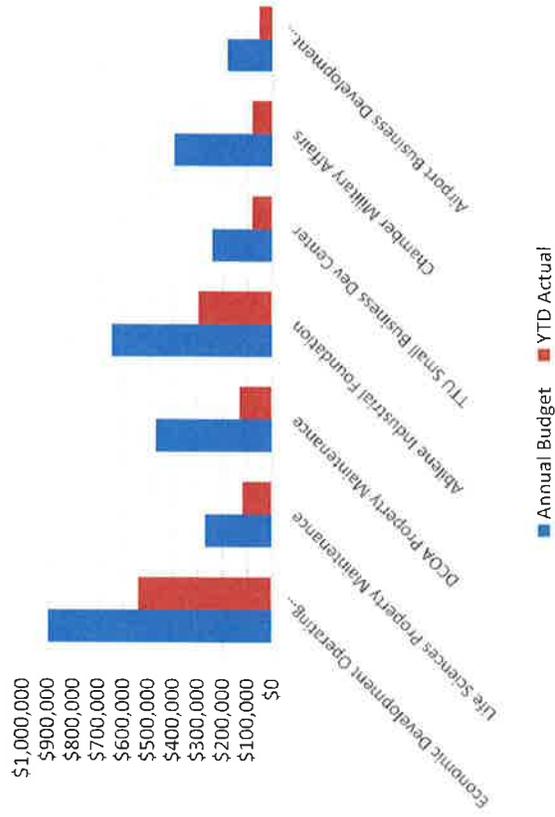
FY 18 Budget vs Actual Revenue



Expenses

	Annual Budget	YTD Actual	% of Budget
Economic Development Operating Division	899,177	539,073	60%
Life Sciences Property Maintenance	270,650	118,671	44%
DCOA Property Maintenance	471,490	130,815	28%
Abilene Industrial Foundation	648,275	298,063	46%
TTU Small Business Dev Center	245,000	80,906	33%
Chamber Military Affairs	397,000	80,197	20%
Airport Business Development Manager	185,150	53,840	29%
	3,116,742	1,301,565	42%

FY 18 Budget vs Actual Expenses



DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD AGENDA
MEETING DATE: April 23, 2018

PROJECT: Semi-Annual Reports for FY18

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 AIF administers a marketing program, which includes magazine advertisements, e-newsletters, promotional videos, web-site management, trade shows, visits to consultants and/or prospects, retention visits to existing Abilene businesses, and hosting visits to Abilene by consultants and/or prospects. The AIF also promotes workforce training for area high school students and Abilene's underemployed.

The board first began funding the Military Affairs Committee in 1992 at the level of \$45,000 for marketing Abilene as an on-going base site as well as opportunity for acquiring additional assets from closed bases. Since then, efforts to retain Dyess AFB's assets and gain additional assets have increased to include consultants who work directly with Legislators and Air Force leaders on Abilene and Dyess AFB's behalf. The DCOA funds these efforts on an annual basis.

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. The DCOA began partial funding of the Airport Business Development Management Program in FY02. The Airport Master Plan recommends pursuit of a marketing program that will help the airport build activity within its business segments.

SPECIAL CONSIDERATIONS

Attached are reports covering activities during the first one-half of the fiscal year, primarily from 10-1-17 through 3-31-18.

FUNDING/FISCAL IMPACT

None.

STAFF RECOMMENDATION

None.

ATTACHMENT

America's SBDC (Small Business Development Center) Texas Tech-Abilene Mid-Year FY18 Report
Abilene Regional Airport FY18 Semi-Annual Report
Abilene Industrial Foundation 2017-2018 Semi-Annual Report
Chamber Military Affairs Semi Annual Report October 2017- March 2018

**AMERICA'S SBDC
TEXAS TECH-ABILENE
MID-YEAR REPORT FY18**

TEXAS TECH SMALL BUSINESS DEVELOPMENT CENTER – AMERICA’S SBDC

MID – YEAR REPORT- FY 18

(October 1 – April 1, 2018)

The TTU-SBDC Abilene’s contribution to the economic endeavors and quality of life improvements for Abilene during the last six months of contract year.

Jobs Created: 107.5

Capital Formation: \$4,246,242.00

Business Opened: 25

Training Seminars Conducted: 12

Cost to DCOA per job creation: \$950

Training Hours Provided 55

As we move forward utilizing technology in serving the TTU-SBDC client there has been a definite increase in client participation through the center’s website. The site allows clients to sign up for an appointment, workshop attendance, request general business information or direction to appropriate assistance. Primary client requests are for assistance with start-up business structure followed by an appointments for business plans. The various business plans developed are for either bank or investor funding with a smaller percentage used strictly for management of the business.

FY18 Compliance

The TTU-SBDC has complied with all require contracts involving the Development Corporation of Abilene and the U. S. Small Business Administration (SBA). Compliance with all Texas Tech policies. The TTU-SBDC continues to meet the all requirements as stated in Development Corporations of Abilene’s contract. The TTU SBDC is in the process of meeting the requirements of the Association of Small Business Development Center’s for Accreditation. Expected completion of the Accreditation process is on track and should be completed by September 30, 2018.

Needs Assessment Results

In the process of working with the Dallas Federal Reserve to produce the annual Needs Assessment document that reveals the challenges for the small business owners for West Texas.

The SBDC conducts a needs assessment during the initial visit as an SBDC client. This is conducted upon arrival at the TTU SBDC.

Third Party Survey conducted by the National Business Research Institute

The TTU SBDC is in the process of complying with the National Business Research Institute of Plano, Texas to produce and disseminate surveys to TTU SBDC clients. The results will provide information as to the investment returns to any agency desiring to access that information. The focus of this survey is to capture the quality of service received from the TTUSBDC, type of businesses assisted, gross sales revenue, number of employees (expansions), type of business, and jobs retained as a result of the SBDC assistance. The results will be calculated by a Third Party statistician and will be available during the year- end report.

BE in Abilene

As previously stated in the last report the TTU-SBDC is currently involved in the exciting BE in Abilene venture. The TTU-SBDC has been responsible for specialized training for BE In Abilene applicants as they range from 1-5 years of business experience. The TTU SBDC has been available to each of the candidates for assistance with compiling a business plan to be submitted. The SBDC will be available to each of the recipients for guidance and review of their progress and required compliance. We are excited to be involve and looking forward to the rewards Abilene will gain from this venture. I was contacted by the SBDC Director for TTU-Angelo State University regarding their interest in duplicating this venture. I forwarded the request to Justin Jaworski.

Dyess Assistance

Recently participated in the "Dyess Road Show" event that brought contractors and Dyess procurement personnel together to showcase Dyess upcoming projects. The TTU SBDC presented along with our Texas Tech Procurement Center affiliate group regarding free assistance to those desiring to conduct business with Dyess as a vendor. Serving Dyess personnel continues to be a focus for the TTU-SBDC-Abilene. The SBDC has assisted retiring military members as well as current military spouses. Presented to the Dyess Spouses organization during this reporting period. Through the Boots 2 Business program (two day training sessions every other month on Dyess) assistance has resulted in businesses opened with job creation to include homebased and store front.

Young Entrepreneurs

Continuing to serve the young entrepreneurs of the community. Spoke to McMurry Entrepreneurship class. Served as judges for the ACU Venture Out students. Participated in judging of the Texas Midwest Community Network's student community project awards.

Community Involvement

The TTU- SBDC continues to partner with various organizations that support potential entrepreneurs and current small business owners. The Director and employees are members of a variety of committees and boards that actively support the economic development endeavors in Abilene.

Actively involve member of the Downtown Association, Texas Midwest Community Network, Workforce, all local Universities, Abilene Chamber of Commerce board - member, Hispanic Business Council- board member,

Continue to support and provide seminars for the International Rescue Organization. We serve this community on a one to one session as they start their businesses.

Support the following: Mercado, Business Expo, Texas Midwest Community Network Annual Conference held in Abilene.

Selected Training Topics:

Business Start-Up – Monthly

Required Recordkeeping

Legal Aspects of Operating a Business – Attorney Presentation

State of Texas Comptroller's Office- required reporting - Quarterly

Costings Your Product/Pricing Strategy

Am I really making a profit?

Bankers Forum – Ask the banker

Human Resource for Small Business

The TTU SBDC strives to assist businesses in Abilene that will be sustainable and contribute to the quality of life for our citizens as well as boosting the economy. The following listing is a small sample of the various types of businesses assisted during the reporting period.

SAMPLE OF START UP BUSINESSES DURING THIS REPORTING PERIOD (six months)

Abilene Learning Center- Certified Teaching facility

Haley Jo on the Go – Downtown eatery

Sharon's BBQ South – restaurant

Dr. Russell Liles, O. D. - Optometrist

The Parlor Hair Salon – New Owner- Developed Business Plan for purchase of business.

Best Printing – New Owner- Developed Business Plan for purchase of business.

TTU-SBDC SAMPLE OF ESTABLISHED BUSINESS TESTIMONIALS.

Please see attached.

Thank You for your loyal support of our program.



Client Testimonials for the Abilene SBDC – April, 2018

Fran Stone, A-Town Cleaners

“Ten years ago, we went to the Small Business Development Center to help us develop a financial plan which included the cost of payroll, supplies, etc. They set goals for us, long term and short term, to make our business successful. They saved me time so I could work on my business. I have also used SBDC for expanding my business. There are many challenges to running a small business. With SBDC, the challenges can become successes.”

Chuck & Deon Lawson, Nothing Bunt Cakes

Chuck: “We worked hard for three years trying to get them to let us put a franchise here in Abilene and after that, convinced them that we were the right people to own it. I thought that was the hard part. When it came to financing and putting the plan together, the Small Business Development Center had to step in and guide us through it. Richard really helped us put a plan together, not only a budget, but a plan and it helped us so much, it convinced First Bank Texas to give us the loan and it’s been a great success ever since.

Deon: “Corporate was very impressed when we met with their financial person there, they were very impressed with our business plan the SBDC put together for us.”

Mike Reppart, Wash This Way Laundry

“Our endeavor started when had the perception that Abilene could use a more modern and accommodating laundry facility. We did our industry research and found there was a need and it was time to put a business plan together. Kathy and I don’t have business backgrounds so I searched online for some business templates, but I quickly realized I could use some assistance in putting one together. This is where we contacted the Small Business Development Center. I made an appointment there and was delighted with what I found. They provided us with a business plan that was thorough and efficient in assembling data and information, but more importantly, was the professional guidance we received throughout the process from the Center staff. That was invaluable. The process of creating the plan provided us the opportunity to access the viability both from a financial and operational perspective. The Center provided independent research which also gave us some confidence that our concepts were solid. Ultimately, we produced a plan document which was suitable to potential lenders. We were hopeful, and finally successful in arranging lending through the Small Business Administration. The Center staff is very knowledgeable of the SBA programs. One other valuable service we have availed ourselves to is the educational programs the Center offers on a regular basis. We have gleaned valuable and useful information regarding small business regulatory and operational issues by attending these programs. All this assistance was provided at no charge. I can only imagine the dollars I’ve saved by taking advantage of this excellent resource for the small business owners.”

**Abilene Regional Airport
FY 2018 Semi-Annual Report
To
Development Corporation of Abilene**

By using a visible marketing strategy including TV, radio, print and social media, the Business Development Management program continues its effort to increase airline passenger enplanements, recover some of our leaked passenger base, continue communication with other potential air carrier service and encourage economic growth for the airport. We find this method effective in keeping our 16 county catchment area cognizant of what Abilene Regional Airport has to offer and to consider Abilene Regional Airport first when making flight reservations.

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

FY18 YTD Business Development Activity

Community outreach has been and will continue to be a priority to the Business Development program through speaking engagements and sponsorships to various civic organizations. Presentations made during these engagements highlight the operations of the airport, construction updates, air service needs and fare comparisons as well as focusing on the advantages of flying from Abilene versus driving to another airport. 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.

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

Presentations/Events FY18 YTD:

Oct. 5	Leadership Abilene Class of 18, City Day
Oct. 20	Brownwood Chamber of Commerce Presenting Sponsor
Oct. 25	Texas Midwest Communities Network Exhibitor
Nov. 20	Giving Thanks Blitz (Corporate passengers)
Dec. 11-20	Passenger Appreciation- Holiday music programs
Mar. 16	Pensadores Presentation
Mar 26 – 30	TSA Pre Check Event
Mar. 28	Abilene Business Expo

Marketing

TV, Radio & Print

“One-Stop to the Rest of the World” advertising campaign has launched. This campaign piggybacks on our previous campaigns to entice our catchment area to travel. We highlight the many non-stop destinations DFW has to offer, with ABI being the gateway such options.

Social Media

Facebook: 3,529 page likes, engaging our 35 - 64 year old passengers with our story.
www.facebook.com/abileneairport

Twitter: 1,259 followers, engaging our 18 – 45 year old passengers with imperative news and travel blogs. @abairport

Instagram: 471 followers, engaging 15 – 30 year old passengers through pictures. @abairport

Sponsorships

Increasing our top of mind awareness while connecting with the community through sponsoring various events throughout the year.

Abilene Philharmonic – Program Sponsor

Abilene Zoo – Train Sponsor

TMCN- Marketing Sponsor

Taste of Abilene- VIP Sponsor

Brownwood Visitor & Relocation Pkg- Sponsor

Key City Rhythm & Blues Festival- Sponsor

Special Programs

ABI-VIP Passenger Rewards Program: 2,320 members-to-date. This program continues to grow and serves as a strong tool to communicate with our passengers as well as surrounding area businesses as they serve as sponsors.

Parking Badge program: This program is still only available to one of our companies with high-volume business traffic.

Customer Service Initiative: Annual training program for City and airline employees to increase positive customer service at the airport.

On the Airport

Enplanements: As of March 2018, YTD enplanements are down 16% over March 2017.

Revenues: Major revenue sources to the airport are the car rental concessions and the parking lot, this measurement is compared to March 2017 numbers.

Rental Car Revenue is down 3%.

Parking lot revenue is down 14%.

Summary & Outlook

Abilene Regional Airport's current statistics reflect the significant change to Q2 American schedules. Airport staff reached out to AA representatives who confirmed changes were mostly temporary. Reduction to flights, from 6 to 5 for March, was due in part to the maintenance schedule at Eagle Aviation. Also, the smaller regional jet, the E140, once facing retirement, has been "resurrected" and put back into the flight plan. The E140 seats less passengers. Schedule and aircraft change took seats and vital connecting frequency away and we suspect that has impacted our convenience to passengers.

ABI has applied for a Small Community Air Service Development Grant for revenue guarantee for additional air service. We continue to await final awardship. Airport staff has had direct conversation with a potential airline this past quarter. Currently ABI is working with the Air Service Development Consultant on a current Leakage & Market Study. This study's results not only contributes market area

data for another airline to find our potential but also assists in the marketing strategy of our development program. ABI staff will attend the JumpStart Conference in June where they have requested to meet with potential compatible airlines.

Staff is optimistic that the upcoming six months will be a busy time for the airport. We remain vigilant in studying our market, now with more current data, to attract new passengers in our catchment area. While we work diligently at a possible second airline we continue to engage and work with our regional companies who do business with Abilene Regional Airport.

2017-2018 Semi-Annual Report

October 1, 2017 to March 31, 2018





April 10, 2018

Mr. Kent Sharp
 Chief Executive Officer
 Development Corporation of Abilene
 174 Cypress St, Suite 301
 Abilene, TX 79601

Mr. Kent Sharp:

In accordance with the terms of the Development Corporation of Abilene contract with the Abilene Industrial Foundation, the following progress report is submitted for the period of October 1, 2017 to March 31, 2018 inclusive. This report covers all categories listed in the AIF Marketing Plan. A brief summary of the data is as follows:

Marketing Budget \$174,500
 Spent to Date \$103,620

Category	10/2017 thru 3/2018	4/2018 thru 9/2018	Total
Contacts	24	----	24
Leads (Qualified)	15	----	15
Projects	1	----	1
Retention/Expansion	93	----	93
Trade Shows/Conferences	7	----	7
Site Consultant Activity	32	----	32

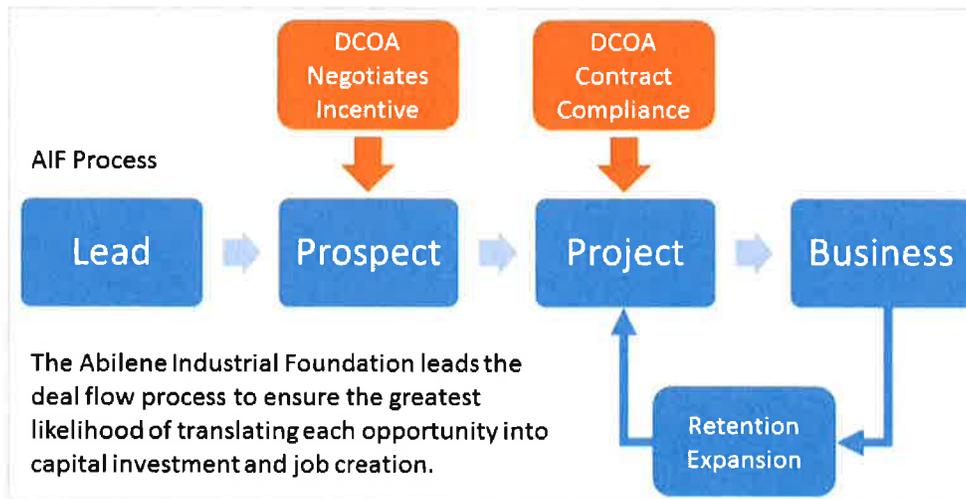
The following report reflects mid-year marketing summary, retention activities, and financial report for this period. Please let me know if you have any questions regarding the content.

Sincerely,

Justin Jaworski
 Executive Director
 cc: Kim Tarrant, Doug Peters

About the Abilene Industrial Foundation

The Abilene Industrial Foundation, an affiliate of the Abilene Chamber of Commerce, serves as the marketing and development arm for the Development Corporation of Abilene. Its purpose is to promote the growth, development and diversification of the economy in and around Abilene, by attracting new industries, retaining and expanding existing industries and supporting the federal, state and military agencies presently located in Abilene. In fulfillment of its contract with the DCOA, the AIF devotes a considerable amount of effort generating contacts. From these contacts, the organization aims to produce qualified leads for new business. Once qualified leads have been identified, a diligent effort is undertaken to translate each of these into actual projects for new business development. This "deal flow" process is designed to create investment for the city, as depicted in the following diagram.



In this capacity, the organization is capable of working between the two entities to accomplish a goal that is "mutually beneficial" to both parties. Similar to a consultant, the AIF works on DCOA's behalf to bring prospects to the table and formulate solutions unique to each individual business. Clients often express items of interest or concern to the AIF that would not have otherwise done so.

Conversely, being under contract with the DCOA requires the AIF to not only work for the benefit of a business, but also for the benefit of the DCOA, whose goal is to generate capital investment and job creation for Abilene. Therefore, each prospective project undergoes a review process to help determine the economic impact of a project in such a way that balances an incentive with the benefits to the community. This helps businesses understand that the receipt of funds from the DCOA is not defined by an incentive, but one that is defined by the creation of a long-term, mutually beneficial relationship.

Ultimately, this is designed to convey an enduring partnership with each business that fosters a system of support that will help them grow and prosper, drastically reducing the likelihood of downsize or closure.



CLP2 Process Definition

The AIF tracks and records interactions with various individuals and companies in one of the five following categories: Contacts, Leads, Unqualified Leads, Prospects and Projects in a database environment collectively referred to as "CLP2."

Contacts are instances where the AIF is simply contacted by phone, email or direct reference. They can be typically categorized as one of the following sub-categories: general information requests, new business inquiries, real estate searches or information regarding economic development incentives. Practically any inquiry relative to the AIF's activities qualify it as a contact including, but not limited to, phone calls asking about the general state of Abilene's economy, commercial or industrial sites and buildings, prospective developers or general inquiries regarding summary data about Abilene such as population.

Leads are represented by an interest in doing business with a specific request to include the Abilene area, but are considering sites in other localities. Leads are received directly from businesses as part of the BRE program, site selection consultants or from the Governor's Office of EDT (Economic Development and Tourism). Contacts transition into leads when they express a specific interest in placing a business in the city and therefore make a specific inquiry for available sites and buildings as well as possible incentives.

Unqualified Leads are those that do not meet one or more of the listed criteria as specified by the originating contact or organization such as the Governor's Office of EDT. Typical criteria which disqualifies Abilene as a potential site for a lead includes geographic requirements such as a minimum distance from a major metropolitan area or a minimum population count or an available site or building. Leads are only disqualified at the request of the distributor based on a site's inability to meet the minimum selection criteria.

Prospects are leads that have responded to a proposal or RFI submitted by the organization with the intent to select Abilene for a proposed project. Prospects are typically those that have planned a site visit or are in the process of negotiating an incentive agreement with the Development Corporation of Abilene and/or the City of Abilene, but have not been awarded any assistance.

Projects are the final designation in the process when a prospect has agreed to commit to a project in Abilene as a result of a request for assistance. This officially takes place after the DCOA and/or City of Abilene has adopted a resolution for the provision of assistance for a prospect. Projects are tracked by regular contact with the business until their completion and enter the "compliance" stage of an agreement with the DCOA. At this point, each business is automatically rolled into the Business Retention/Expansion Program to ensure they are meeting required milestones such as capital investment, construction and job creation milestones.



Contacts

Contacts are categorized as one of the following: general information requests, new business inquiries, searches for commercial real estate and questions regarding economic development incentives.

Contacts from October 1, 2017 to March 31, 2018

530

Contact Summary

The following table summarizes the types and number of contacts generated over the past six months.

<i>Contact Type</i>	<i>Contacts</i>
<i>General Information</i>	515
<i>Commercial/Industrial Real Estate</i>	12
<i>New Business</i>	0
<i>Economic Development Incentives</i>	3

Contacts are the first step in generating potential leads for new investment. In many cases, a contact uses the information provided by the AIF as part of its site selection process. This process has been known to happen in as short a time as a few weeks and as long as 2-3 years, depending on the project. In most cases, the majority of these information requests are for general information such as demographics, population, workforce and infrastructure. This information is subsequently added to a database that is used to compare multiple sites. Though a great deal of this information is publicly available, information provided at the community level is often more accurate than nation-wide databases.



Leads

Leads are defined by those requests that express an interest in doing business specifically in Abilene. Many of these leads come from the Governor's Office of Economic Development and Tourism who have made a request for an RFI/RFP. Other leads come from direct contact with site consultants and businesses.

Leads from October 1, 2017 to March 31, 2018

15

Qualified

3

Unqualified Leads

Every year the AIF receives leads for new and expanding business. In many of these cases, the organization is asked to "qualify" the city's ability to provide the specified criteria outlined in the request. In some instances, a lead is designated as "unqualified." This designation is assigned when mandatory criteria specified by the client or contact cannot be met. Even in this instance, these leads are recorded in the AIF database in order to map trends that might help the economic development program better position the City of Abilene to qualify for these leads in the future.

For this portion of the fiscal year, 15 qualified leads were identified that were provided with summary responses. These leads represented an estimated potential capital investment of **\$157 million** that would create upwards of **1,060 new jobs**. The 3 leads that were unqualified were due to the lack of available industrial buildings. Previous economic development studies, including the most recent, have cited Abilene's lack of available real estate as a major barrier to growth. In most cases, these leads are seeking industrial buildings between 100,000 to 250,000 square feet in size.

Furthermore, Abilene's lack of a "super site" that measures at least 300 acres, prevents the city from offering a competitive solution to very large projects. These leads represent significant opportunities for capital investment and job creation that could be located in Abilene but are not even considered without the infrastructure to submit for these opportunities.



Projects

Projects are created when an incentive agreement has been executed between the company and DCOA. In most cases, projects are the result of 3-6 months of working with a company to determine the exact nature of assistance that is provided.

Projects from October 1, 2017 to March 31, 2018

1

This single project is represented by Project Ladybug. In October 2017, a representative from The Governor's Office of EDT (Economic Development and Tourism) contacted the Abilene Industrial Foundation (AIF), on behalf of BrightFarms, to identify an ideal site as part of its efforts to make inroads in southern markets. The lead asked targeted Texas communities for greenfield sites to construct its next greenhouse operation.

The AIF worked with the DCOA to formulate a response, highlighting the land that was recently made available next to the Abilene Regional Airport. This area is being developed as Abilene's next generation business park that aims to be the home for new industry in the coming years and now carries the name of, "Access Business Park." On March 13th the DCOA approved a resolution to offer assistance to this project and was followed by council approval on March 22nd. The project proposes to construct a state-of-the-art hydroponics greenhouse facility in this new park with the goal to be operational by early 2019.

Capital Investment

\$17M

Job Creation

34

Induced Jobs

7

Business Retention/Expansion

Abilene provides an ongoing network of support to help primary employers promote growth and expansion. The Business Retention-Expansion (BRE) Program performs annual on-site visits to employers, providing a platform for businesses to express interest in expansion. The BRE program also provides an avenue for businesses to communicate issues affecting their operations including workforce, infrastructure or capital and to make requests for assistance to address these concerns.

Program objectives include:

- Demonstrating support for local businesses
- Identifying opportunities for expansion
- Helping solve immediate business concerns
- Building community capacity to sustain growth
- Establishing a long-term plan to meet the needs of primary employers

The annual onsite visit process provides a great degree of information to the AIF staff. The challenge, however, is capturing this information in such a way that provides added value to the program as a whole while still providing a service that meets the specific needs of each participating business.

In an effort meet both these needs, the AIF examined a number of tools and methods for a number of BRE programs from other communities. In doing so, it quickly became apparent that each community deployed their BRE program based on what worked for them. As a result, the AIF undertook a thorough review of its program and drafted a custom solution for the Abilene program.

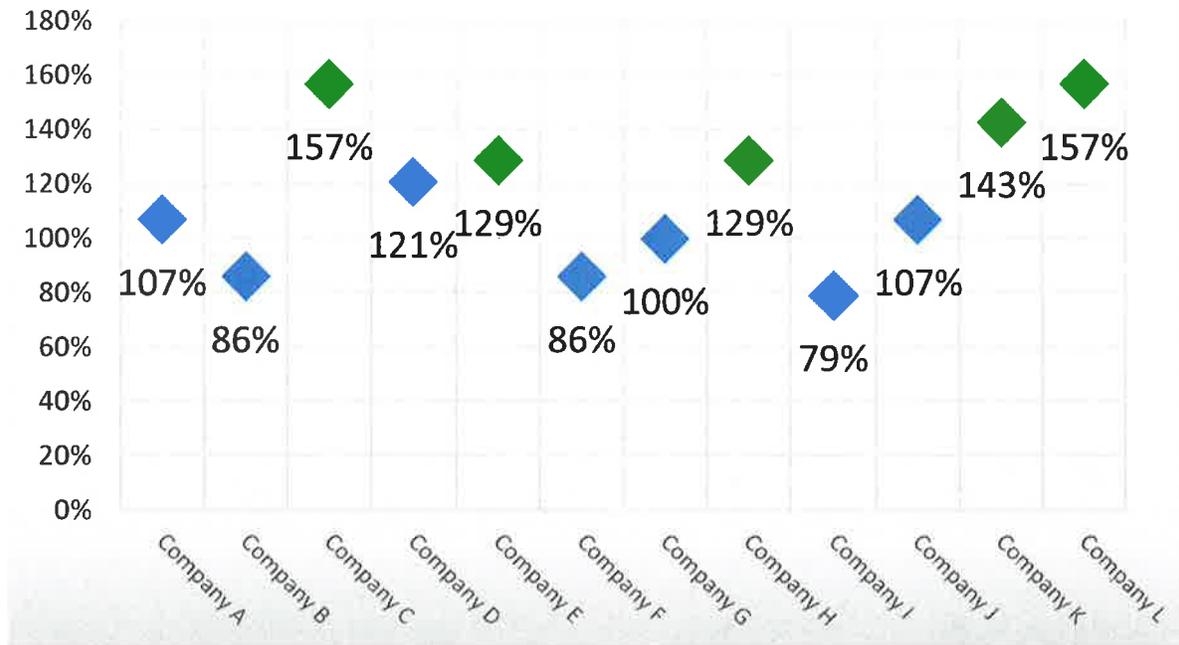
The result of this effort focused on developing a brief list of standardized questions that were broad enough to be applicable to all industries, yet specific enough to identify areas in which the economic development program could provide assistance. It is important to emphasize the responses to these questions is shared in this report without attribution to protect the privacy of each company. The responses to these questions are presented in the following focus areas: Business Viability Index, Expansion Opportunity, Risk Assessment, Employment and Wages and Workforce Assessment.

In addition to actual "visits," the BRE Program also aims to make contact with Abilene manufacturers in other ways. For this portion of the fiscal year, the AIF hosted its Semi-Annual Manufacturers Lunch N' Learn at Miguel's Mex Tex Cafe. About 28 people attended from several Abilene businesses and organizations. The event is designed to provide a format that allows AIF staff to communicate to these employers regarding that status of relative programs and initiatives as well as providing a format for professional networking to share common problems and solutions.

Business Viability Index

The BVI is a grading based on the aggregate responses of the annual survey (provided at the end of this report as Attachment A and B). It is important to note the responses to the survey questions are not a determinate of a company's overall capacity to be successful. Instead, it is a gauge of the business through the lens of the economic development program at a particular point in time. Responses to the questions are calculated in such a way that is "indexed." As a result, a "stable" index is valued by a score of 100%. Responses to survey questions that express no interest in expanding, have an increased risk for leaving and have significant workforce issues score an index value less than 100%. Likewise, those that express an interest in expanding, have no risk of leaving and have fewer workforce issues score an index value greater than 100%.

Business Viability Index



BVI Index Scale

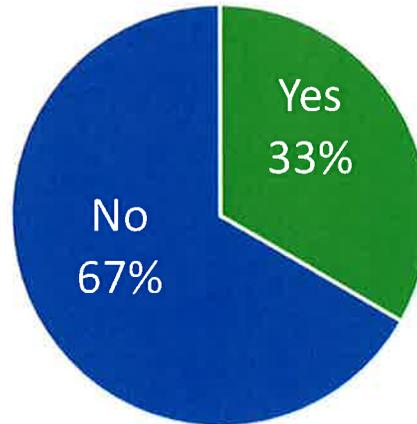
The index value is classified by the following three ranges: At Risk, Stable and Growth. The degree of the score is determined by the actual value. For example, an index value of 100% is considered as "stable," where a value of 125% is considered as "very stable." Following this same frame of thought, a value of 130% represents "growth," where a value of 160% is considered "strong growth."





Expansion Opportunity

Identifying the opportunity for expansion is the primary purpose of the BRE program and therefore questions were asked in such a way to not only determine a company's interest in expanding, but to also formally quantify that interest. For those that did not express an interest in expanding their operation, businesses were asked to provide a general reason for their response. Of the twelve respondents, 4 of the 12 respondents indicated plans for expansion of their existing operation, representing 33% of those interviewed.



Expanding Businesses

Those business that indicated they were considering or currently undertaking an expansion of their operations represents an estimated capital investment of \$14.9 million. These businesses represent a total of 2,415 employees in the Abilene area and have estimated an additional 45 new jobs will be added to their total employment.

Capital Investment

\$14.9M

New Jobs

45

Retained Jobs

2,415

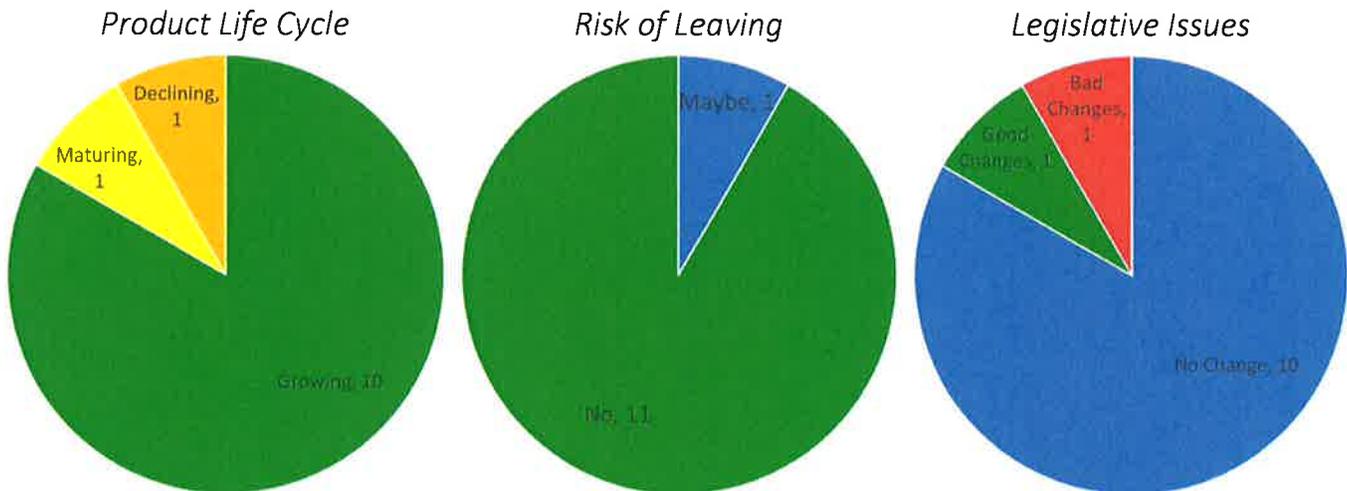
Non-Expanding Businesses

Since an expansion represents a significant financial investment, it is more common for a business not to expand its existing operations. The majority of these did not express an intent to expand citing there was simply no need to do so as their existing operation had ample capacity to increase production. The remaining respondents indicated there was no plans to expand, primarily due to their current issues with available workforce.

No Need	Capital	Workforce	Climate	Interest
66.7%	16.7%	33.3%	0%	0%

Risk Assessment

This section of the survey asked participating businesses to provide responses that help describe the status of their product life cycle, determine the risk of leaving the community and describe any legislative issues affecting the operation.



Product Life Cycle

Consumers buy millions of products every year. Each of these products have a life cycle. Older, long-established products eventually become less popular, while the demand for new, more modern goods usually increases quite rapidly after they are launched. As these trends transpire, the demand for the goods and services drives the production demands of local manufacturers. Ten of the twelve survey participants indicated a growing demand for production, demonstrating a positive outlook for local manufacturing.

Risk of Leaving

As previously described, the BRE's primary focus is to identify opportunities for expansion. One of the reasons for doing so is to greatly decrease the potential of downsize or closure. As a result, there is a direct correlation between a business that is expanding and a decreased likelihood the business leaving the community. All but one of the responses indicate any potential of downsize or closure.

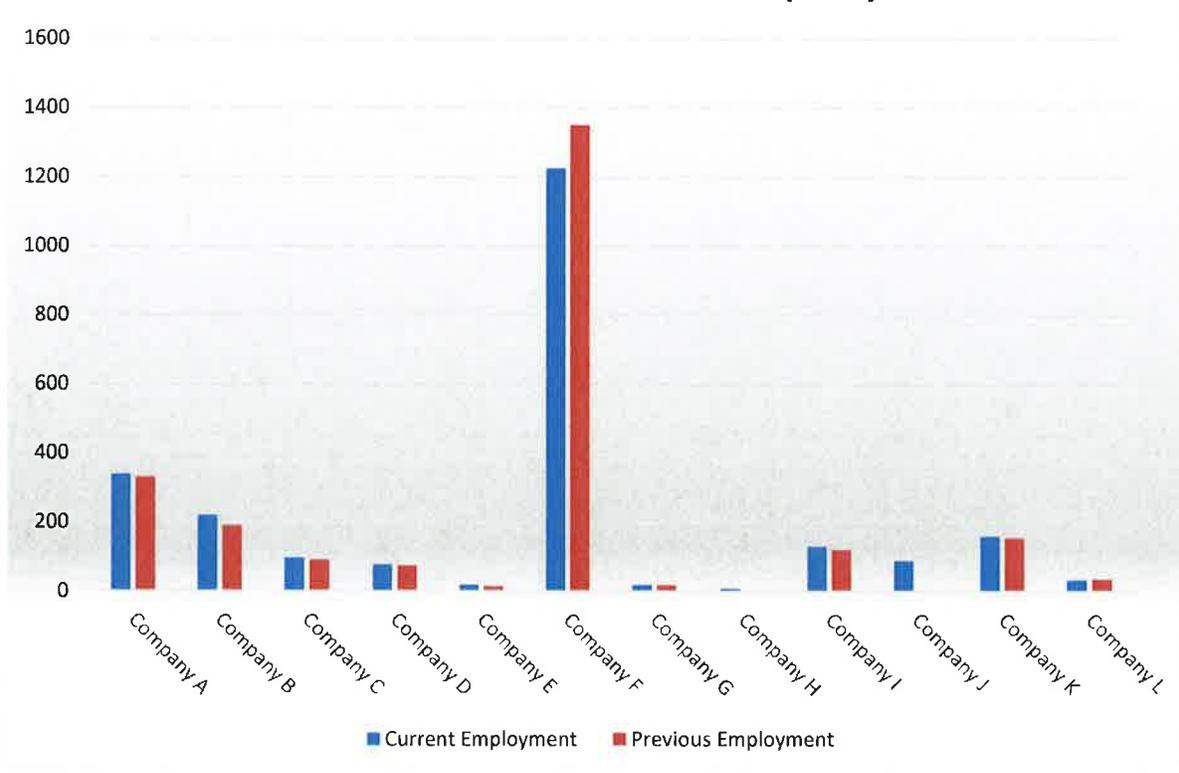
Legislative Issues

In some cases, business operations are affected by legislative issues from the federal, state and local level. While the general perception is the legislation is negative, some of these policies actually have a positive effect. The purpose of these portion of the survey is to determine if a change is pending and if so, to classifying that change as either as "good" or "bad." Most responded with no expected change, while one expressed a positive change and one expressed a positive change.

Employment and Wages

The vast majority of the benefit that a business offers to the community is employment. This is not only realized in terms of the jobs these businesses they provide, but also the economic output. Economic output is the value of goods and services produced in the economy and can be thought of similarly to gross domestic product.

Current and Previous Employment



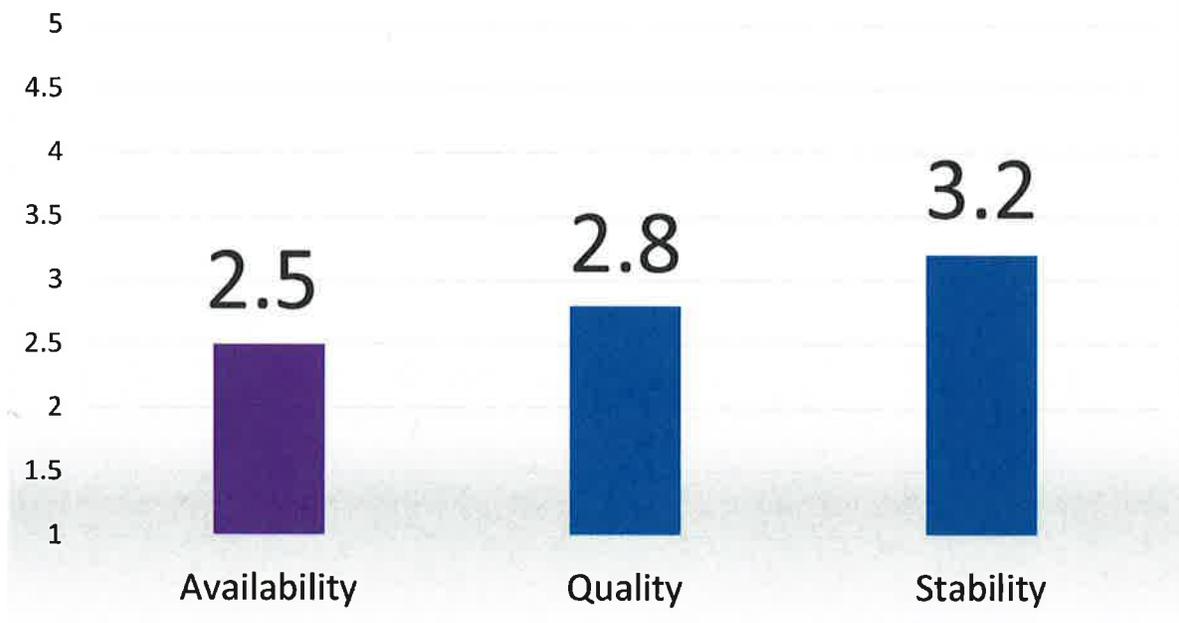
*Note: those companies with no previous record on file will not have a previous year to compare shown in red.

For the survey participants, total employment (represented in blue) was stable, with little or no change since the last report. What little that was represented showed each business slightly adding to their total employment. This is supported by the city's unemployment rate over the past three years that has remained under 4% for years 2017, 2016 and 2015. The twelve businesses that participated in the annual survey represent wide range of industries. This diversification was one of the primary goals of the economic development program since its inception, with the goal to insulate the local economy from volatile changes in any one industry. These businesses generate an estimated **\$89.6 million** in annual payroll to the Abilene area and employ approximately **2,375** individuals.

Workforce Assessment

In 2014, the Abilene Industrial Foundation requested funding from the DCOA to undertake the community's first labor study in several years. The purpose of doing so was to formally identify many of the issues being expressed by businesses that participate in the BRE program. The result of that study ultimately helped shape the 2016 Economic Strategic Plan that clearly identified the lack of a skilled labor force as the community's single greatest challenge to overcome. As part of that effort, the AIF incorporated a series of short assessment questions into the BRE program to help gauge the overall status of these issues. These questions asked program participants to scale three main factors: workforce availability, workforce quality and workforce stability.

Workforce Assessment



Rating responses from one to five, each participant was asked to provide a score these three areas according to the following scale. Based on the responses for the twelve participants, the over availability of qualified employees remains "fair". This is reinforced by the area's sustained low unemployment rate in the past year. The overall quality and stability for respondents is well represented as "good"; meaning businesses are satisfied with their overall work and not experienced any issues with retaining them.



Marketing

AIF marketing initiatives cover a wide range of goals, but mainly focus on:

- Branding Abilene in regional, state and national markets as a destination for new and expanding business development
- Creating and maintaining relationships with existing businesses in order to quickly identify opportunities for retention/expansion
- Building and growing relationships with site selection consultants, especially those within the greater Dallas/Ft. Worth metropolitan area
- Highlighting successes of the economic development program to local, state and national audiences

Advertising

The AIF places a number of ads in a wide range of publications throughout the year. In keeping with the ongoing effort to update our messaging, new advertisements have been designed to better communicate the economic development opportunities in Abilene.

Advertising Metrics from October 1, 2017 to March 31, 2018

Placements	Print Impressions	Digital Impressions
6	120,500±	350,000±

Website and Social Media

The AIF uses its website and social media networks (Facebook, Twitter and LinkedIn) to promote Abilene as a prime destination for new business development. The following metrics represent an increased level of engagement with the Abilene economic development program and its value.

Google Analytics for October 1, 2017 to March 31, 2018

Users	Sessions	Page Views	Mobile	Bounce Rate
2,390	3,048	5,781	699	68.80%

Social Media Analytics for October 1, 2017 to March 31, 2018

Facebook		Twitter		LinkedIn	
Posts	9	Posts	4	Posts	1
Likes	42	Followers	10	Followers	2
Website Clicks	5	Impressions	3,214	Impressions	400

Marketing Materials

The AIF produces and distributes a number of printed materials. These include the Community Profile (in two forms), the Manufacturers Directory, maps for Five Points Business Park and several other various items used for promotional purposes. These publications are periodically updated for both print and digital distribution.

Printed Distribution from October 1, 2017 to March 31, 2018

506

Printed Publications



It is important to note that most of these are available for download in PDF format from the AIF's website. As a result, this distribution number only represents those in print format and are used to help generate website traffic for the organization that will ultimately promote business development opportunities.

Trade Shows and Conferences

The AIF regularly participates in trade shows and conferences to promote prospect development, recruiting efforts and networking opportunities. The AIF, and its membership organizations, will participate in the following events, pursuant to the city's target industries.

Trade Shows and Conferences for October 1, 2017 to March 31, 2018

- TEDC Annual Conference – Annual meeting focusing on “Economic Resilience Through Innovation” in Houston, TX
- High Ground of Texas Annual Meeting – Annual event to discuss the organization’s activities in the prior fiscal year in Amarillo, TX
- ICSC Texas Conference and Deal Making – International Council of Shopping Centers conference for retail education, networking and deal making in Dallas, TX
- EAIC Delegation Event – Conference aimed to bring together the European American Investment
- TEDC Winter Conference – February meeting focusing on small business financing and new markets tax credits in San Antonio, TX
- AWEA O&M Safety Show – Largest gathering of U.S. operating wind industry and stakeholders in San Diego, CA
- TMCN REDS Session I – Continuing education session in Rural Economic Development Strategies in Abilene, TX

Site Consultant Activity

The AIF conducts direct visits with site selection consultants and attends networking events with these individuals when the opportunity arises. The consultants targeted are those with a proven track record of producing clientele that Abilene has designated as attractive. With the success of past consultant special events, the AIF will continue to use these settings to build and strengthen relationships with a select group of consultants.

Consultant Contact from October 1, 2017 to March 31, 2018

32

Local Communications

Recent years have indicated that a significant level of public unfamiliarity exists in regard to the value created by local economic development efforts. As a result, a "Local Communications" initiative was put in place to develop awareness of the activities and effectiveness of DevelopAbilene. The effort featured successful projects and businesses operating in Abilene the past three years it has been in place. For the first half of fiscal year 2017-2018, the AIF featured a special education piece that provided an overview of the Abilene Industrial Foundation, a piece dedicated to the new BE in Abilene program and two articles surrounding workforce initiatives led by the AIF.

Downtown

As part of the organization's efforts to support Strategy 6 of the Strategic Plan that aims to "make downtown Abilene a center for employment and investment," the AIF spent a significant amount of energy towards the development of a downtown hotel. The City's initial work to acquire Request for Proposals from private sector developers were not answered. In response, the AIF lead an effort to reimagine the initiative as part of a greater vision for downtown Abilene. This vision focused on creating "a sense of place" for this vital part of the city, which included a downtown hotel and convention center.

As a result of that effort, a more comprehensive RFP was submitted which garnered immediate attention from several private developers. The response was significant enough to warrant an extension of the deadline to allow two additional developers that wished to submit a proposal, but needed more time to do so. After receipt of these proposals, the City selected Garfield Public Private as the choice developer for this endeavor.



Since that time, the organization, in concert with the Abilene Chamber of Commerce and the City of Abilene, has been working to support the critical legislation needed to provide the public incentives for this project. As part of this process, the AIF has composed a draft economic impact analysis to demonstrate the project's economic value over a 20-year period of time. This draft study estimates that at full operation, the new facility would generate \$21.9 million of economic output each year and increase the region's gross area product by \$13.7 million.

The AIF continues to provide private sector support to the city as a partner in the downtown convention hotel project specifically, AIF was successful in gaining financial support from sister affiliate the ACVB in the amount of \$300k toward the project. In addition, the AIF's private sector relationships may be called upon to participate in a straw man role in the structure, if appropriate and warranted.

Workforce

In fiscal year 2016-2017, the DCOA funded an additional programming element for workforce within the AIF. Many of these initiatives undertaken since then represent ongoing programs and initiatives as these problems are not solved overnight, but rather chipped away at overtime. The efforts currently being put into place now, will have long-standing and significant impacts on both the social and economic makeup of the Abilene area. Based on the most recently available information, there have already been positive changes in the past year in regard to education attainment. Nongraduates decreased this past year by 2% and those with associates degrees increased by 2%. This increase in skilled labor signals a fundamental shift, and the following programs seek to continue this forward momentum.

"We cannot solve our problems with the same thinking we used when we created them. "

-Albert Einstein

World of Work

World of Work is a youth expo where students from the region can explore various career opportunities. With participation of approximately 2,300 students and a growing interest from Abilene employers, this event represents a great platform to build a greater workforce initiative. Workforce Solutions, the event host, invited the AIF to participate in this year's event in order to promote engagement from Abilene's primary employers. At this year's event the AIF presented a "Don't Leave Your Future Up to Fate" theme with the intent to help focus many of Abilene's youth towards more in-demand occupations, especially with an eye to Career and Technical Education (CTE). As a participating exhibitor (pictured here), the AIF facilitated this goal by hosting a fortune telling booth where students expressed their individual career interests.



Based on their feedback, each student was given a card that best aligned with a simple career path. Each pathway was a scavenger hunt that led them to visit education partners and employers that corresponded to that career field. Upon successful completion of the hunt, students were awarded with a "I changed my future in Abilene TX" t-shirt. The goal of the effort was to be intentional and informative with the students in such a way that addressed many of the issues outlined in the 2016 TIP Strategic Plan in a unique and memorable way.



CTE Month

The AIF has been working to highlight February as "National Career and Technical Education Month" (CTE). To do so, the AIF met with each of its media partners to help choose story lines and schedule guests to showcase throughout the month. This year's focus was to change perceptions about the value of 2-year technical education through knowledge and educating the public on local employment opportunities. A great degree of this was accomplished by describing all the CTE courses offered at the three high schools, two technical colleges and four universities. Historically, these course programs have been underutilized despite being instrumental in the growth of Abilene's workforce. This initiative is in line with Strategy 2 of the TIP Plan which aims to " Build a deep and highly skilled talent base through development, retention, and attraction."

The AIF approached the challenge this year with the goal of educating influential community members on the jobs and industries right here in Abilene that directly relate to the CTE fields. Informative media packets were made and distributed to our local partners. They included stories and CTE champion contact information. Multiple stories were done throughout the month to promote CTE. The second big push to celebrate was the tours. Three local manufactures Broadwind, AbiMar, and Eagle Aviation took part in an industry tour. Each business was asked to provide information on their companies as well as a list of "in-demand" jobs and skills required for each position. This information was then placed into packets for each of the tour attendees. At every one of the manufactures locations the attendees were able to have a guided tour through the facility and able to ask any questions they may have along the way. The tours provided a firsthand perspective on what CTE careers look like and challenged old ways of thinking about CTE.

NEXT University

As far back as the 1990's and well into the early 2000's, a mass exodus of manufacturing jobs in the U.S. were going overseas for seemingly cheaper labor. Over time, however, this movement of labor proved to be more costly than many of these companies realized. This cheap labor came at the price of several critical factors such as quality control, innovation and speed to market.

As a result, many manufacturers are re-investing in the "Made in USA" label, bringing back American jobs as part of a new era in the business called, "advanced manufacturing." As recent as twenty years ago, traditional manufacturing jobs required very simple processes that required little or no specialized training. Due to an explosion of technological advances, the use of innovative technology to improve products or processes has prompted this next generation of manufacturing.

At the heart of this new era is a highly skilled workforce; one that is completely driven by technology and capable of designing, operating and repairing some of the world's most advanced equipment. In the past ten years, Abilene has benefited from this innovation as it has helped attract new industries and

enable existing manufacturers to expand their capabilities. Doing so has created significant employment opportunities here in the key city that have been left untapped.

In January of 2017, the Development Corporation of Abilene (DCOA) approved funding for an initiative with Communities in Schools (CIS) of the Big Country to change that fact. CIS has a mission to surround students with a community of support, empowering them to stay in school and achieve in life. The organization accomplishes this mission by providing "student success coaches" to improve their attendance, academics and life choices.

Through a school-based Student Success Coach, CIS strategically aligns and delivers integrated student support designed to help students improve school performance. The organization is credited with helping many local students overcome challenges, both in and out of the classroom, to achieve a high school diploma. Realizing the opportunity to replicate this same model of success, CIS now employs a full-time success coach to place these students in two-year technical programs aimed at filling the in-demand jobs of Abilene's advanced manufacturing industries.

The long-term goal of the initiative, now named "NEXT University," is to build a deep and highly-skilled base of local talent, capable of positioning Abilene graduates for success, but the benefits don't stop there. The businesses that hire these graduates will be able to resolve a major barrier to growth, enabling their Abilene operations to not only continue operating, but to expand. Both of which have been identified as key components in positioning Abilene for long-term growth and prosperity for residents and businesses in the DCOA strategic plan that was published in early 2016.

NEXT University is a career leadership development program that helps students transition from high school into careers in the local workforce. The program includes the following tracts for participating students: (1) CTE Career Development Coaching, (2) CTE Career Empowerment Internships, and (3) Student Alumni Chapter.



NEXT University
empowering the next workforce

CTE SCHOLARSHIPS

APPLY FOR NEXT UNIVERSITY TO BE ELIGIBLE FOR:

- Scholarships
- Career Coaching
- Networking Opportunities

CAREER FIELD	HOURLY WAGE	ANNUAL WAGE
WELDER	\$22.80	\$47,424
INDUSTRIAL MAINTENANCE	\$24.13	\$54,190
INDUSTRIAL PLUMBER	\$24.92	\$51,830
ELECTRICIAN	\$27.76	\$57,741
INDUSTRIAL HVAC TECHNICIAN	\$25.01	\$42,026



The first year of NEXT University has yielded the following results:

- Over \$40,000 in scholarship dollars distributed
- Over 250 hours of one-on-one support services provided to students
- 19 students will receive Level 1 certificates in welding, HVAC, and industrial maintenance
- 3 electrical students are graduating with their National Center for Construction Education & Research (NCCER) and apprenticeship license
- 5 students have secured full-time employment post-graduation, earning an average of \$17/hour

The key to NEXT University's success is the collective impact approach. By partnering with other local agencies and independent school districts, it strengthens not only the program but the community as well. The immense impact that NEXT University is having is only just beginning. It is poised to have significant and lasting social change for both the students enrolled and the Abilene community.

BE in Abilene

"BE in Abilene," is a collaboration of four organizations all working together to "Build Entrepreneurs in Abilene." Led and funded by the Development Corporation of Abilene, and supported by the AIF, SBDC, and Springboard.

This objective is based on a need to place greater emphasis on a "homegrown approach" for promoting job creation and business investment at the local level, thereby enhancing income opportunities and the quality of life for Abilene residents. The BE In Abilene program seeks to award up to \$250,000 in cash to local entrepreneurs through a local competition. The program was organized by multiple local agencies including the [Abilene Industrial Foundation](#), [Abilene Christian University](#) and the [Small Business Development Center](#); each of which provide a unique resource to these aspiring individuals.

The Abilene Industrial Foundation, the city's industrial recruitment organization, has focused the program's goals with an eye to local investment and job creation, the primary function of the Development Corporation of Abilene. As with any investment from the DCOA, the AIF will work with prospective candidates to establish their business in Abilene and demonstrate their superior capacity to contribute to the local economy.

ACU's Griggs Center for Entrepreneurship and Philanthropy will utilize the Center's Springboard judging competition as a platform for candidates to compete against one another for award monies. In its 10-year history, Springboard has awarded over \$500,000 to aspiring entrepreneurs across the region and served as a way to connect, train, encourage and highlight the region's startups.

During this process, participants that advance to a second round of judging will meet with the SBDC (Small Business Development Center) to utilize their business counseling services in order to compose a detailed business plan and 3-year proforma financial plan. Once complete, businesses will enter the final judging stage.

Participants that are awarded dollars will be required to complete a three-year compliance agreement with the DCOA to ensure each business meets established post award guidelines and support. This support includes receive regular meetings with the SBDC to ensure each business has the necessary tools and information to succeed. Included with this process will be a public accountability function that will ask each recipient of funds to report general metrics that will help determine the economic impact of the program.

The competition officially launched in late September with the program accepting applications from potential applicants. Entrepreneurial hopefuls could submit their applications online and compete for a total of \$250,000 in incentive dollars. The deadline for applications was October 31, 2017.

Since this program is a new initiative, an aggressive campaign was organized by the AIF to garner applicants. The marketing included a commercial, social media campaigns, as well as multiple interviews on both television and radio. The goal of the campaign was to create awareness about the program and generate quality qualified applicants.

During the month of October the AIF fielded numerous inquiries on anything from eligibility to marketing ideas. Over thirty teams reached out and fifteen teams completed the application process. The sixteen applications were then vetted to determine their compliance in accordance with current standards and regulations.



After evaluating 16 applications to determine their eligibility for "Type A" economic development funding, a total of 8 were approved to participate in this new competition. These eight teams participated in an orientation hosted by the AIF, ACU and SBDC to education the teams on what to expect from the rest of the competition and to answer any question they might have about the award and compliance process. Below is a brief description of each advancing team.

- Appraiser Genie LLC - This business has programmed a mobile app that greatly reduces the appraisal time for real estate transactions. It does so by importing MLS data from local board of realtors and scrubs it per government regulations. It then analyzes the data and performs a calculated appraisal based on property sales in a specified region.
- J Tops USA - Manufactures six different products for the Jeep Wrangler in multiple color, pattern and graphical options. Their products allow customers to personalize the look of their Jeep Wrangler, while adding functionality that was not provided with their Wrangler itself.
- CurtainClip.com - This business has invented a way to hang curtains without the use of nails, screws, holes in walls, leveling or tools. The Curtain Clip concept attaches to an existing blind head rail, supporting the weight of a curtain rod. This eliminates the part of curtain bracket that normally would screw into the wall by simply installing the clip onto the blinds; a task that can be performed in less than 5 minutes and prevent no damage to interior walls.
- Halo Safety Products - Halo Safety is a safety standards company that is pushing for greater visibility at night in all areas of hazardous transportation and shipping industry. The company manufactures unique reflective vinyl placards, decals, and signs that stand out and very visible at night, helping drivers identify transport carriers in a more noticeable manner.
- Innovative Woodworks - This business manufactures custom plastic laminate cabinets, wood cabinets, solid surface and palm countertops. It also produces wood moldings and wood wall panels as part of its products. The company's focus is to mass produce these products for homebuilders across the country.
- Pappy Slokum Brewery - Pappy Slokum Brewing Co. is a local production craft brewery located in the South Downtown Association District (SODA) of Abilene. Currently, the company brews multiple styles of quality craft beer to distribute in multiple markets. As of now, sales are limited to draft only, which only represents only 5% of the market. The company's next focus is on packaged sales and growing their market beyond central and west Texas.
- Six Brothers Brewery - Also a brewery, this business was founded by six brothers as way to make their own beer and to have a good time doing it. As a result of their success, the brothers are considering the growth of their business beyond a hobby business and making substantial investments in their production.
- Texas All Natural - This yet to be established business, offers an all-natural organic product as an alternative to the many chemically produced fertilizers that can, over time, prove to be toxic to the environment. The most outstanding feature of the products is its natural ability to minimize moisture loss, caused by direct sun and wind. Over 60 tests showed how the product dramatically enhanced water retention.

Currently the competition requires each of the applicants to participate with the SBDC to draft and/or refine their business plan. In this process, each business has drafted a three or four-year financial pro-forma to show how, if funded, these funds would help grow their business and employment. There are seven teams that have complied with this and provided all the necessary information to the SBDC as well as the judges. The finale will be held May 15, 2018 and all the winners will be announced.

Marketing Budget

The following table is a summary of marketing expenses incurred in the first six months of the fiscal year. At this point in time, the AIF marketing budget is usually between 25%-35% expended as most of the marketing budget is used in the second half of the fiscal year. As of this report, approximately 75% of the budget has been spent. With the planned launch of the new entrepreneurship program, now called "BE in Abilene," the AIF planned to expend the unallocated amounts in the prior year's fiscal budget to promote this new initiative under that budget.

The launch of this program was dependent on the coordination of other partner agencies, including ACU's Griggs Center for Entrepreneurship and Philanthropy. Based on estimates provided by the Center, the program was originally set to launch September 5th, the day after Labor Day. However, due to delays in the development of the website and online application platform that the Center was providing, the initiative didn't launch until two weeks later, pushing plans to purchase media with these dollars to the 2017-2018 fiscal year and realized in the "Workforce Marketing" expense account.

<i>Category</i>	<i>Budget</i>	<i>10/1/17 to 3/31/18</i>	<i>4/1/18 to 9/30/18</i>
<i>Advertisements</i>	\$25,000	\$16,389	\$----
<i>Marketing Materials</i>	\$25,000	\$2,882	\$----
<i>Website</i>	\$2,500	\$0	\$----
<i>Memberships & Affiliations</i>	\$10,000	\$13,610	\$----
<i>Public Relations</i>	\$0	\$0	\$----
<i>Local Communications</i>	\$6,000	\$0	\$----
<i>Direct Mail</i>	\$1,000	\$0	\$----
<i>Site Consultant Activity</i>	\$25,000	\$22,958	\$----
<i>Business Retention Activity</i>	\$25,000	\$2,586	\$----
<i>Trade Show/Conferences</i>	\$30,000	\$16,685	\$----
<i>Workforce Marketing</i>	\$25,000	\$28,500	\$----
<i>Total</i>	\$174,500	\$103,610	\$----

April 17, 2018

Memo for: Board of Directors, Development Corporation of Abilene (DCOA)
From: Abilene Chamber of Commerce (ACOC)
Subject: Semiannual Report on Military Affairs, October 2017 – March 2018

EXECUTIVE SUMMARY: The Military Affairs Committee (MAC) planned and executed several outreach and engagement efforts in the last six months. While the ongoing local support for Dyess Airmen will continue to be a distinct advantage in these efforts, a key focus is building relationships with senior military and elected officials. These efforts will allow us to proactively posture Abilene and Dyess to ensure the success of the military mission, thereby protecting the long-term viability of Dyess AFB.

This report describes the activities of the ACOC in the area of military affairs from October 2017 through March 2018. The intent is to provide the DCOA Board with information to achieve transparency and accountability for the use of taxpayer dollars. The emphasis of our efforts is on outreach and engagement activities external to Dyess AFB. Additionally, the local support to Airmen and the base provided by the volunteer Military Affairs Committee (MAC) is an integral component of the overall community support for the base, and although not directly funded by DCOA, those activities are also an essential part of the overall efforts.

THE BARKSDALE TROPHY: All these support functions were recognized in November when Global Strike Command, the major command for our 7th Bomb Wing, awarded Abilene the Barksdale Trophy. This new honor recognizes the city which has the best support for its base. You likely remember that the Air Mobility Command, major command for our 317th Airlift Wing, had a similar award, and Abilene won it so many times that they declared us ineligible to compete. However, they renamed it the “Abilene Trophy” and MAC helps judge the contest and goes to the winning base to make the presentation.

The Barksdale Trophy recognizes the work of not only the MAC, but all the citizens of Abilene. So, the trophy is traveling around Abilene. It has spent time at City Hall, the Abilene Public Library, KTAB-TV and the Abilene Police Department. In the two years that we'll have it, the award will be seen at events and business all around town.

The trophy was presented to MAC representatives in November at a meeting of Global Strike leaders in Shreveport, Louisiana.

Much of the ACOC and MAC efforts in the first half of FY 18 were targeted in three areas: 1) Securing the new generation B-21 for Dyess, 2) Solving the major dormitory room shortage at the base and 3) Securing the base from any negative impact from any potential Base Realignment and Closure Commission actions.

MAC BY THE NUMBERS:

Here are some statistics to give you a better idea of some of the work by MAC volunteers.

> 3,500 airmen and their families served by more than 200 volunteers at the World's Largest BBQ

> 2000 Volunteer hours invested in the BBQ, monetized at \$54,000 in in-kind time value (200 volunteers x 10 hours x \$27/hour)

> 1,872 Volunteer hours invested in the fall DC trip, all of whom advocated for a mission growth and community partnership, monetized at \$50,544 in in-kind time value (26 volunteers x 72 hours x \$27/hour)

> Overall in FY 2017, 42 Military Affairs Committee members logged more than 101,000 airmiles over 39 travel days advocating on behalf of Dyess around the nation.

Here is a look at some of the activities in which MAC staff and volunteers have worked on in the last six months:

COMMUNITY PARTNERSHIPS: One of the Military Affairs Committee's most important functions is community partnering – serving as a conduit and resource to match up Dyess' infrastructural needs and the ability of local businesses or groups to meet those needs.

> **Dormitories:** One of the top priorities for MAC is finding solutions for the unaccompanied housing for Airmen problems on the base. Dyess has just shy of 700 dormitory rooms for the lowest grade Airmen. These buildings are 50-60 years old. Structurally they are sound but the infrastructure within is in need of major repairs. More than 200 of the dorm rooms are unoccupiable due mold and other problems. The displaced Airmen are living off base in houses and apartments at Air Force expense.

Of the 11 on-base dormitories, four have been renovated and brought up to current Air Force standards. However, it will take until 2025 to get the renovations to the rest complete. We can't wait that long with the possibility that we'll be getting the B-21.

We have been working with our consultants (Steve Bonner and Fred Meurer), Dyess brass and others to explore options. They have put together a 25-page white paper detailing the problem, outlining possible solutions and charting a path over the hurdles we'll have to overcome.

> **Solid Waste:** The Air Force is looking for cost-saving ways to get important functions done on bases, utilizing local resources. Dyess and the City of Abilene, with the help of the MAC and its consultants, have developed an agreement where the city will take over solid waste services at the base. The Pentagon has estimated annual savings of more than \$200,000. The agreement has been approved and will be signed soon.

> **Others:** We are working with Dyess and local entities to identify additional things that could experience cost savings.

JOINT LAND USE STUDY: The lengthy Joint Land Use Study was completed. The process accomplished its goal of protecting the viability of current and future military operations, while simultaneously guiding community growth, sustaining the environmental and economic health of the region, and protecting public health, safety and welfare of the community around Dyess, as much as possible. It also opened additional lines of communications with stakeholders, like nearby residents.

JOBS PORTAL: The project to create an online jobs portal to help match Dyess spouses and exiting military members with Abilene jobs is near completion. It is in the testing phase. This is a joint effort between MAC, Abilene Industrial Foundation, Team Workforce, the Dian Graves Owen Foundation and the Dodge Jones Foundation.

DEAAG: Thanks to the DCOA matching dollars and in-kind work by Dyess, we secured a \$280,000 Defense Economic Adjustment Assistance Grant from the Texas Military Preparedness Commission. It will be used to remove a secure boundary fence that is located too close to the base's runway and a new one will be built an appropriate distance away. The City of Abilene will coordinate the project, which will cost no more than \$563,359.76, and then "gift" it to the base. Before the work can be done, the Air Force must agree to accept it. The project should be completed by the end of August.

TOWER: The MAC advocated on Dyess' behalf before the City of Abilene Board of Adjustment recently. The proposed 700-foot tower south of the city would have affected current flight patterns for the base. The Board denied the tower request. The applicant submitted a different request that was not as high and was moved to a nearby location. That was approved with no objection from Dyess.

LEGISLATION: MAC is keeping close eye on federal and state lawmakers' actions that could affect Dyess. We have a Washington, D.C.-based consultant who represents us on Capitol Hill and the Pentagon. And ACOC has a firm that advocates for the base and Abilene in general in Austin.

> Two MAC representatives travelled to San Antonio in February for the Texas Senate Committee on Veterans Affairs and Border Security hearing.

> Members of the Texas House Veterans Affairs Committee met in Abilene in February to receive input on DEAAAG program and the Texas Military Value Revolving Loan Fund. MAC members testified at the hearing.

TEXAS MILITARY SUMMIT: MAC members Gray Bridwell, Kristina Jones and Doug Williamson attended the one-day event in Austin in December. Among the most relevant sessions were a community best-practices roundtable, a talk by the Chief of Staff to House Armed Service Chair Mac Thornberry updating military-relation legislation on Capitol Hill, and a speech by Rear Admiral James Bynum, Chief of Naval Air Training.

Attendees included state senators and representatives, community leaders, industry experts, and officials from the Governor's Office. The summit served as an opportunity to share issues and concerns, and to advocate for statewide support for the fifteen military installations across Texas.

AIRLIFT TANKER ASSOCIATION: Three MAC members, Yvonne Batts, Shaun Martin and Doug Williamson attended the annual Air Tanker Association Convention and Air Mobility Command Technology Exposition in Orlando in October. Workshops covered topics ranging from the changes in the Department of Defense organizational structure to mobilizing joint forces in a crisis situation. Many of the top Pentagon leaders spoke.

GLOBAL STRIKE COMMAND: In October, two members of the MAC attended the Fall Global Strike Civic Leaders tour at the United States Air Force Academy/Cheyenne Mountain/Space Command at Peterson AFB, Colorado Springs. One emphasis of the event was to show participants how vital the Space Command operations are for not only the Air Force, but for all the military. Space Command provides information and communications for all sorts of operations.

In February, the MAC sent representatives to the Air Force Global Strike Command Senior Leader Conference at Minot AFB, North Dakota. This gathering of the civic leaders and senior Air Force advisors together with the senior officials from the major command for bombers discussed current and future issues that could affect both the service and the communities around their bases.

BOMBER CONSTITUENTS GROUP MEETING: In March, MAC Chair Gray Bridwell and MAC Executive Committee member Greg Blair attends the Bomber Constituents Group Meeting at Tinker AFB, Oklahoma City. During the meeting, MAC reps got some insight on the thinking about the design and capabilities of the B-21. These were the best educated guesses, since the Department of Defense is keeping a tight lid on the actual details. In addition, they learned about service life extension programs to the B-1 to keep it viable until the B-21 arrives online.

MAYOR'S SALUTE TO COMMANDERS: MAC representatives made presentations in December during the Mayor's Salute to Commanders, a briefing to Cols. Parker, Owen, Doss and Boldenow.

DYESS MEMORIAL PARK EXPANSION: Though this does not involve taxpayer funds, the Military Affairs Committee is helping Abilene show appreciation for Dyess Airmen who have been killed in the line of duty. Those 79 military members will be honored with a one-of-the-kind structure, just outside the base. Fundraising has gone very well, and we expect to be able to make an announcement in a few weeks. The Dodge Jones Foundation gave us a boost with a \$250,000 challenge grant.

Look at all the Military Affairs Committee has done for Dyess, its Airmen, their families and all of Abilene. So much of it could not have been accomplished without DCOA's recognition of the value of this important work and commitment to annual funding. The Abilene MAC is a true public-private partnership that continues to pay dividends for Abilene and Dyess AFB. Thank you for your continued endorsement and support.

Doug Williamson
Abilene Chamber of Commerce
Interim Vice President for Military Affairs

Information for Item #6
will be available during the board meeting

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD AGENDA
MEETING DATE: April 23, 2018

PROJECT: Access Business Park Phase I Development - Construction of Roads and Installation of Utilities

STAFF: Kent Sharp, CEO

GENERAL INFORMATION

The DCOA purchased undeveloped land in east Abilene near the Airport at the intersection of State Hwy 36 and FM 18 in 2002 totaling 326.59 acres for a total price of \$408,237.50 (or \$1,250/acre). The intent of purchase was to create a centralized distribution point in Abilene combining rail, air and highway access. A portion of the acreage (231.91 acres) is located north of FM 18 and the remaining 94.68 acres lie south. Tige Boats constructed a new manufacturing plant in 2005 on 40 acres of land to the south.

In 2003, the DCOA paid Carter & Burgess, Inc. \$12,000 for planning and engineering services associated with a proposed rail-served industrial park on this acreage. The company prepared a feasibility study, which was completed in October 2003, and which proposed three alternatives for development. The plan for a rail-served industrial park was put on hold in lieu of a development plan that would be more feasible for the potential end users.

In 2004, DCOA contracted with Hibbs & Todd (now known as Enprotec/Hibbs & Todd or eHT) for \$60,000 to conduct a drainage study, boundary survey, topo survey, and develop a preliminary development plan with lots for the acreage on the north side of FM18. To accommodate a prospect, two lots were platted but never developed. Staff also worked with the City's Planning Dept. in 2005 to develop and file a Planned Development District (PDD) zoning change for the entire area. An aviation easement was filed to prevent obstructed usage of the airport by all types of aircraft.

On October 17, 2017, DCOA approved resolution DCOA-2018.05 authorizing another contract with eHT and \$52,950 plus \$10,000 for reimburseables and other services for a preliminary plat of the entire north side area for a new commercial/industrial subdivision, a site utility investigation, aerial topo survey to update outdated information, prepare a final subdivision plat, and construction plans for street and water/sewer extensions into the Park. At the time, staff was working with Project CO2 for development of the first lot (Lot 1, Block A) as a future site for its national headquarters; however, the company has since chosen not to locate in the Park. BrightFarms was approved last month for assistance to be the first project in the new Park.

Last October, the board also authorized staff to solicit bids for installation of utilities and construction of roads with final approval of construction to occur once all bids are received.

THE REQUEST

Phase I development of the Park is depicted on the attached final plat and includes construction of Tower View Dr. and Corridor Dr. and a detention pond, plus installation of water and sewer lines. Bids were advertised twice and opened on Friday, April 20, 2018 with three contractors submitting bids:

Contractor	Base Bid	Add Alternate	Total	Days
Bontke Bros.	\$1,134,336.50	\$619,650.00	\$1,753,986.50	100 for Base Bid 80 for Add Alt
Epic Construction	\$1,065,013.50	\$704,700.00	\$1,769,713.50	120 for Base Bid 150 for Add Alt
Raydon, Inc.	\$1,112,185.40	\$715,727.00	\$1,829,912.40	120 for Base Bid 120 for Add Alt

The Add Alternate was bid to provide the option of installing concrete roads rather than standard asphalt. Concrete will last longer and not require as much maintenance. Should the board go with concrete roads, eHT recommends the bid be awarded to Bontke Bros. Staff requests the board approve the base bid and add alternate submitted by Bontke Bros. totaling \$1,753,896.50 with construction to be completed in 80 days. Should the board go with asphalt roads, eHT recommends the base bid be awarded to Epic Construction totaling \$1,065,013.50 with construction to be completed in 120 days. Also requested is a 10% contingency for unknowns (\$175,400 for Bontke Bros Add Alt. bid or \$106,500 for Epic Const. base bid). Time is of the essence because BrightFarms is working to begin construction of their greenhouse in the next month or so.

FUNDING/FISCAL IMPACT

Concrete Roads:

Bontke Bros. Base Bid-Access Business Park Phase I	\$1,134,336.50
Bontke Bros. Add Alternate for concrete roads	\$ 619,650.00
Contingency	\$ 175,400.00
TOTAL	\$1,929,386.50

Asphalt Roads:

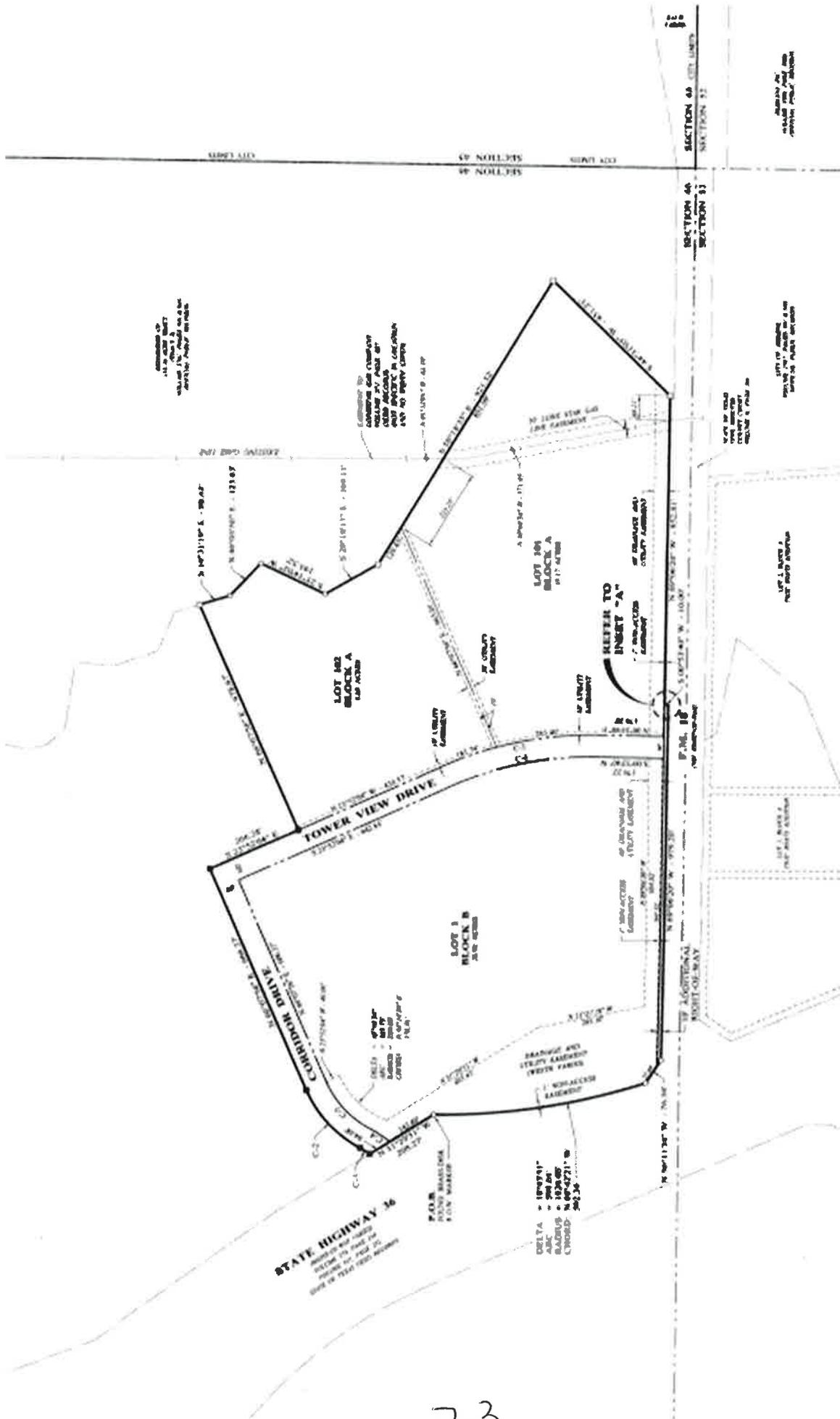
Epic Construction Base Bid – Access Business Park Phase I	\$1,065,013.50
Contingency	\$ 106,500.00
TOTAL	\$1,171,513.50

STAFF RECOMMENDATION

Staff recommends the board approve resolution DCOA-2018.18 a contract with Bontke Bros. for Phase I construction of roads and installation of utilities in the Access Business Park plus funding of \$1,929,386.50 as depicted above.

ATTACHMENT

Final plat for Phase I development of Access Business Park
Bid tab for Phase I construction, April 20, 2018
Resolution DCOA-2018.18



7.3

TABULATION OF BIDS FOR: Access Business Park Phase I, Development Corporation of Abilene, Abilene, Texas
 BIDS RECEIVED: 4/20/2018

PE Firm Registration No. 1151

BASE BID			EPIC CONSTRUCTION		RAYDON, INC.		BONTKE BROTHERS CONSTRUCTION, INC.		
Item No.	Quantity	Unit	Item	Unit Cost	Amount	Unit Cost	Amount	Unit Cost	Amount
1	1	LS	Mobilization, bonds & insurance	\$ 50,000.00	\$ 50,000.00	\$ 34,372.78	\$ 34,372.78	\$ 24,000.00	\$ 24,000.00
2	1,340	LF	Tower View Drive	\$ 173.00	\$ 231,820.00	\$ 220.36	\$ 295,281.56	\$ 178.50	\$ 239,190.00
3	1,090	LF	Corridor Drive	\$ 173.00	\$ 188,570.00	\$ 215.56	\$ 234,960.60	\$ 178.50	\$ 194,565.00
4	4	AC	Right-of-Way Preparation	\$ 1,500.00	\$ 6,000.00	\$ 5,227.00	\$ 20,908.00	\$ 15,000.00	\$ 60,000.00
5	480	SY	Concrete approach aprons	\$ 68.00	\$ 32,640.00	\$ 56.70	\$ 27,216.00	\$ 59.00	\$ 28,320.00
6	290	SY	Concrete approach aprons	\$ 68.00	\$ 19,720.00	\$ 56.70	\$ 16,443.00	\$ 59.00	\$ 17,110.00
7	2	EA	Temporary "End of Road" barricades	\$ 1,500.00	\$ 3,000.00	\$ 800.00	\$ 1,600.00	\$ 1,500.00	\$ 3,000.00
8	1	LS	Storm water detention pond	\$ 35,000.00	\$ 35,000.00	\$ 22,610.00	\$ 22,610.00	\$ 90,000.00	\$ 90,000.00
9	11,800	SY	Seeding and water for detention pond area	\$ 2.00	\$ 23,600.00	\$ 1.50	\$ 17,700.00	\$ 0.50	\$ 5,900.00
10	2	EA	Cast-in-Place Concrete Headwall with Safety End Treatments	\$ 3,000.00	\$ 6,000.00	\$ 2,100.00	\$ 4,200.00	\$ 14,000.00	\$ 28,000.00
11	120	LF	13.5" (fall) by 22" (width) reinforced Concrete Arch Drain Pipe	\$ 207.00	\$ 24,840.00	\$ 142.00	\$ 17,040.00	\$ 150.00	\$ 18,000.00
12	9	MO	Barricades, Sign and Traffic Handling	\$ 500.00	\$ 4,500.00	\$ 300.00	\$ 2,700.00	\$ 1,500.00	\$ 13,500.00
13	2,475	SY	10" C-900 DR-18 PVC Water Pipe	\$ 40.50	\$ 100,237.50	\$ 37.73	\$ 93,381.75	\$ 38.50	\$ 95,287.50
14	235	LF	Horizontal Bore for 10" PVC water pipe	\$ 158.00	\$ 37,130.00	\$ 147.00	\$ 34,545.00	\$ 150.00	\$ 35,250.00
15	1	LS	4" water service line stub-out	\$ 1,600.00	\$ 1,600.00	\$ 1,470.00	\$ 1,470.00	\$ 1,500.00	\$ 1,500.00
16	1	EA	14" x 10" tapping sleeve and 10" gate valve	\$ 5,000.00	\$ 5,000.00	\$ 4,900.00	\$ 4,900.00	\$ 5,000.00	\$ 5,000.00
17	1	EA	10" x 10" tapping sleeve and 10" gate valve	\$ 5,000.00	\$ 5,000.00	\$ 4,410.00	\$ 4,410.00	\$ 4,500.00	\$ 4,500.00
18	10	EA	10" gate valve with valve box	\$ 3,700.00	\$ 37,000.00	\$ 3,430.00	\$ 34,300.00	\$ 3,500.00	\$ 35,000.00
19	5	EA	Fire Hydrant Assembly	\$ 4,500.00	\$ 22,500.00	\$ 3,920.00	\$ 19,600.00	\$ 4,000.00	\$ 20,000.00
20	2	EA	10" removable cap for water line	\$ 350.00	\$ 700.00	\$ 294.00	\$ 588.00	\$ 300.00	\$ 600.00
21	1	LS	Water line testing and disinfection per City requirements	\$ 4,000.00	\$ 4,000.00	\$ 3,430.00	\$ 3,430.00	\$ 3,500.00	\$ 3,500.00
22	11	EA	48" diameter fiberglass manholes	\$ 5,000.00	\$ 55,000.00	\$ 4,900.00	\$ 53,900.00	\$ 5,000.00	\$ 55,000.00
23	3	EA	Sewer line cleanout	\$ 350.00	\$ 1,050.00	\$ 294.00	\$ 882.00	\$ 300.00	\$ 900.00
24	1,921	LF	8" SDR-35 PVC gravity sewer pipe	\$ 36.00	\$ 69,156.00	\$ 33.32	\$ 64,007.72	\$ 34.00	\$ 65,314.00
25	1,580	LF	10" SDR 35 PVC gravity sewer pipe	\$ 42.00	\$ 66,360.00	\$ 39.20	\$ 61,936.00	\$ 40.00	\$ 63,200.00
26	60	LF	Horizontal Bore for 8" sanitary sewer gravity pipe	\$ 174.00	\$ 10,440.00	\$ 161.70	\$ 9,702.00	\$ 165.00	\$ 9,900.00
27	1	EA	Connect to existing concrete (brick/mortar) Manhole	\$ 1,400.00	\$ 1,400.00	\$ 1,176.00	\$ 1,176.00	\$ 1,200.00	\$ 1,200.00
28	1	EA	Connect to existing fiberglass manhole with Inserta-Tee adapter	\$ 850.00	\$ 850.00	\$ 735.00	\$ 735.00	\$ 750.00	\$ 750.00
29	1	LS	Low Pressure Air/Vacuum Testing for Sewer Pipes and Manholes	\$ 4,500.00	\$ 4,500.00	\$ 3,920.00	\$ 3,920.00	\$ 4,500.00	\$ 4,500.00
30	1	LS	Right-of-Way Cleaning and Restoration	\$ 6,000.00	\$ 6,000.00	\$ 5,550.00	\$ 5,550.00	\$ 5,000.00	\$ 5,000.00
31	1	LS	Stormwater Pollution Prevention Plan	\$ 4,000.00	\$ 4,000.00	\$ 17,700.00	\$ 17,700.00	\$ 5,000.00	\$ 5,000.00
32	1	LS	Trench Safety Plan	\$ 2,000.00	\$ 2,000.00	\$ 1,470.00	\$ 1,470.00	\$ 1,500.00	\$ 1,500.00
TOTAL BASE BID PRICE (Items 1 thru 32)					\$ 1,065,013.50		\$ 1,112,185.40		\$ 1,134,336.50

ADD ALTERNATE			EPIC CONSTRUCTION		RAYDON, INC.		BONTKE BROTHERS CONSTRUCTION, INC.		
Item No.	Quantity	Unit	Item	Unit Cost	Amount	Unit Cost	Amount	Unit Cost	Amount
A.1	1,340	LF	Tower View Drive	\$ 290.00	\$ 388,600.00	\$ 295.16	\$ 395,608.00	\$ 255.00	\$ 341,700.00
A.2	1,090	LF	Corridor Drive	\$ 290.00	\$ 316,100.00	\$ 293.78	\$ 320,218.00	\$ 255.00	\$ 277,950.00
TOTAL ALTERNATE A BID PRICE (Items 1 thru 12)					\$ 704,700.00		\$ 715,727.00		\$ 619,650.00

* Due to calculation error, Raydon, Inc.'s Base Bid is higher than what was read aloud at the Bid Opening.

I, JONATHAN AARON BAUM, P.E., #100982, DO HEREBY CERTIFY THAT THE ABOVE REFERENCED BIDS WERE RECEIVED, IN ACCORDANCE WITH THE ADVERTISED PROCEDURES, OPENED, AND READ ALOUD. THE BID TABULATION HEREIN IS A TRUE AND ACCURATE REPRESENTATION OF THE BIDS READ ALOUD.

Jonathan Aaron Baum
 JONATHAN AARON BAUM, P.E., #100982



7.4

RESOLUTION NO. DCOA-2018.18

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (DCOA), ABILENE, TEXAS AUTHORIZING A CONTRACT WITH BONTKE BROS. AND FUNDS FOR PHASE I DEVELOPMENT OF THE ACCESS BUSINESS PARK (PARK).

WHEREAS, DCOA purchased undeveloped land in east Abilene near the Airport at the intersection of State Hwy 36 and FM 18 in 2002 totaling 326.59 acres for a total price of \$408,237.50 (or \$1,250/acre); and,

WHEREAS, in 2003, DCOA paid Carter & Burgess, Inc. \$12,000 for planning and engineering services associated with a proposed rail-served industrial park on this acreage. The company prepared a feasibility study, which was completed in October 2003, and which proposed three alternatives for development including rail service; and,

WHEREAS, the plan for a rail-served industrial park was put on hold in lieu of a development plan that would be more feasible for the potential end users; and,

WHEREAS, in 2004, DCOA contracted with Hibbs & Todd (now known as Enprotec/Hibbs & Todd or eHT) for \$60,000 to conduct a drainage study, boundary survey, topo survey, and develop a preliminary development plan with lots for the acreage on the north side of FM18; and,

WHEREAS, on October 17, 2017, DCOA approved resolution DCOA-2018.05 authorizing another contract with eHT and \$52,950 plus \$10,000 for reimburseables and other services for a preliminary plat of the entire north side area for a new commercial/industrial subdivision, a site utility investigation, aerial topo survey to update outdated information, prepare a final subdivision plat, and construction plans for street and water/sewer extensions into the Park; and,

WHEREAS, at the time, staff was working with Project CO2 for development of the first lot (Lot 1, Block A) as a future site for its national headquarters; however, the company has since chosen not to locate in the Park; and,

WHEREAS, BrightFarms was approved during March 2018 for assistance to be the first project in the new Park; and,

WHEREAS, resolution DCOA-2018.05 also authorized staff to solicit bids for installation of utilities and construction of roads with final approval of construction to occur once all bids are received; and,

WHEREAS, Phase I development of the Park includes construction of Tower View Dr., Corridor Dr. and a detention pond, plus installation of water and sewer lines; and,

WHEREAS, bids were advertised twice and opened on Friday, April 20, 2018, with three contractors submitting bids; and,

WHEREAS, an Add Alternate was also bid to provide the option of installing concrete roads rather than standard asphalt as concrete will last longer and not require as much maintenance; and,

WHEREAS, Staff requests DCOA authorize a contract with Bontke Bros. for Phase I development of the Access Business Park including the Add Alternate for concrete roads plus funding of \$1,929,386.50.

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

PART 1. DCOA authorizes a contract with Bontke Bros. for Phase I development of the Access Business Park located at the corner of Hwy 36 and FM18, including the Add Alternate for concrete roads (rather than asphalt), and funding of One Million Nine Hundred Twenty-Nine Thousand Three Hundred Eighty-Six and 50/100's Dollars (\$1,929,386.50) as follows:

Bontke Bros. Base Bid-Access Business Park Phase I	\$1,134,336.50
Bontke Bros. Add Alternate for concrete roads	\$ 619,650.00
Contingency	<u>\$ 175,400.00</u>
TOTAL	\$1,929,386.50

PART 2. Funding under this resolution is contingent upon approval and execution of all necessary agreements. The funding 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 enter into and execute a final contract(s) and all other related documents on behalf of the DCOA.

ADOPTED this the 23rd day of April, 2018.

ATTEST:

Greg Blair
Secretary/Treasurer

John Beckham
President

APPROVED AS TO FORM:

Mark Zachary, Attorney at Law

DEVELOPMENT CORPORATION OF ABILENE, INC.

BOARD AGENDA

MEETING DATE: April 23, 2018

PROJECT: Road Construction Match Funds – Hwy 36 at Abilene Regional Airport

STAFF: Kent Sharp, CEO

BACKGROUND INFORMATION

A Metropolitan Planning Organization (MPO) is a federally mandated and federally funded transportation policy-making organization that is made up of representatives from the local government and local transportation authorities. The Abilene MPO is the regional transportation-planning agency responsible for working with local, state, and federal agencies along with many community partners, transportation providers, and citizens. The goal is to accomplish regional planning under one voice, which will provide the greatest benefit while at the same time reflecting the concerns of the communities within the study area, which includes Abilene, Impact, and Tye, the Caps, Elmdale, Hamby, and Potosi, some rural areas in Taylor County adjacent to the Abilene city limits plus the entire Lake Fort Phantom area in the southeastern corner of Jones County.

Last summer, the MPO met several times and discussed the need for improved traffic flow and driver safety along the frontage roads for Loop 322, particularly in the area of the new construction for TSTC's Abilene campus. It was decided that TxDOT will relocate the exit ramp on the east side of the Loop approximately ½ mile southward and the remaining frontage road will be made one-way due to anticipated increased traffic with the opening of TSTC's new campus.

TSTC's new campus is projected to open in August this year after construction of the initial structure is completed. The new campus is located on Navajo Trail adjacent to the airport on 51.9 acres of land. The site will be designed for multiple buildings and 13-15 technical programs.

THE REQUEST

The frontage road change will make it difficult for drivers needing access from Hwy 36 to the new TSTC campus or other sites nearby. As an in-kind contribution to the project, City staff have designed a road from Hwy 36, which will connect the highway with Navajo Trail. The City's Public Works Dept. estimates the road will cost \$409,000. Bids will be advertised on Sunday, April 22, 2018, with a bid opening and Council approval to occur in May. TSTC has committed to funding \$300,000 of the construction only cost and the City is requesting the DCOA fund the remainder estimated at \$109,000. Because bid opening hasn't yet occurred, DCOA's funding will be capped at \$140,000.

DCOA's funding is contingent upon approval by City Council of the construction project.

FISCAL IMPACT

Contingent match funding not to exceed \$140,000

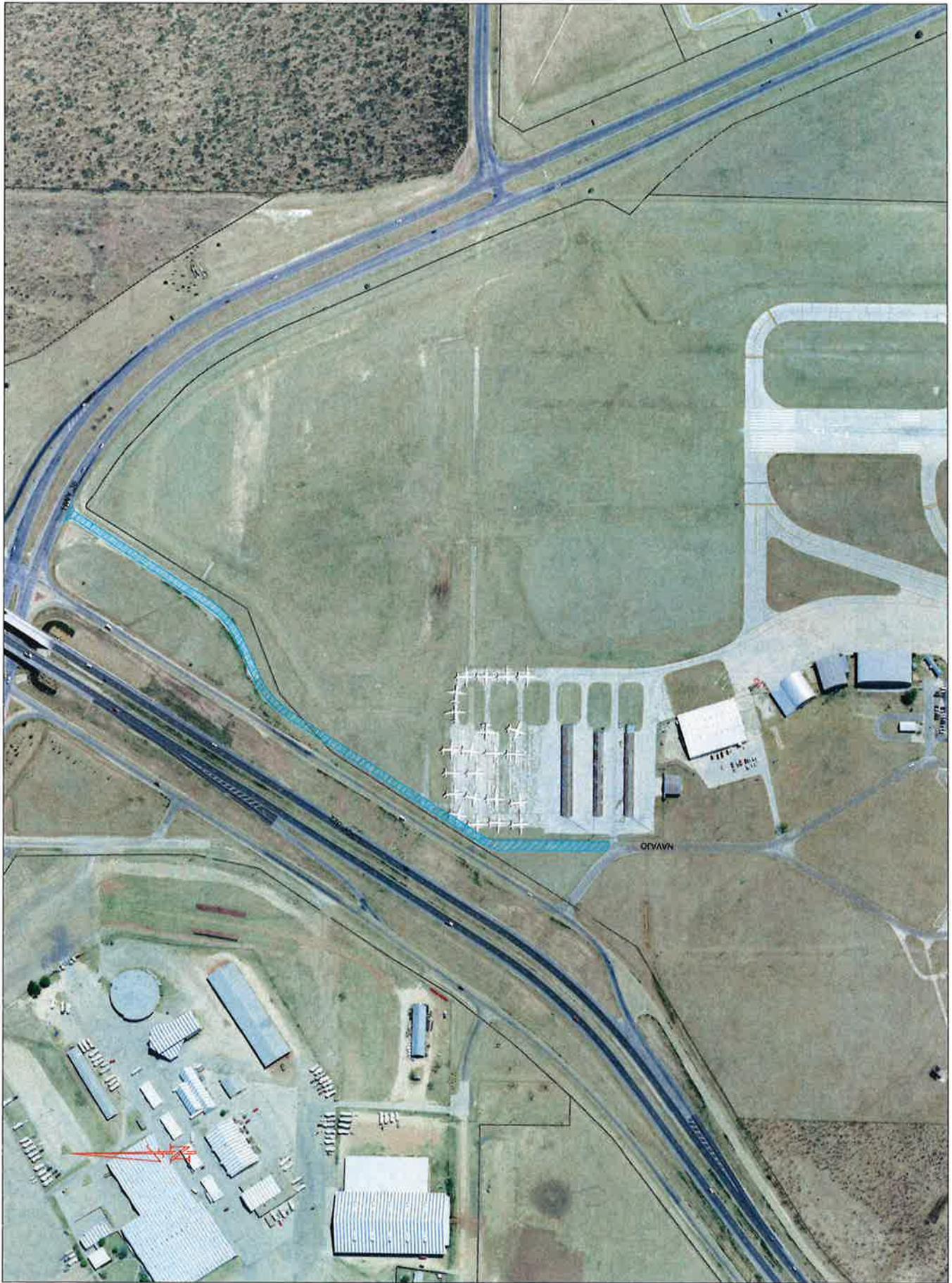
STAFF RECOMMENDATION

Staff recommends the board approve resolution DCOA-2018.17 authorizing match funding not to exceed \$140,000 to assist with construction of a new road for access from Hwy 36 to sites on Navajo Trail occupied by TSTC and other businesses. Funding is contingent on City Council approval of the construction project.

ATTACHMENTS

Drawing of new road at Abilene Regional Airport
Resolution DCOA-2018.17

<https://dcoa.sharepoint.com/Shared Documents/DCOA/Meeting Memos/FY2018/Road Construction at Airport 04-23-18.docx>



SCALE 1"=200'

CITY OF ABILENE

RESOLUTION NO. DCOA-2018.17

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (DCOA), ABILENE, TEXAS AUTHORIZING MATCH FUNDING TO ASSIST WITH CONSTRUCTION OF A NEW ROAD (ROAD) FOR ACCESS FROM HWY 36 TO SITES ON NAVAJO TRAIL, ABILENE, TAYLOR COUNTY, TEXAS, OCCUPIED BY TSTC AND OTHER BUSINESSES.

WHEREAS, the Abilene Metropolitan Planning Organization (MPO) is the regional transportation-planning agency responsible for working with local, state, and federal agencies along with many community partners, transportation providers, and citizens to accomplish regional planning under one voice; and,

WHEREAS, during 2017, the MPO met several times and discussed the need for improved traffic flow and driver safety along the frontage roads for Loop 322, particularly in the area of the new construction for TSTC's Abilene campus on Navajo Trail; and,

WHEREAS, it was decided that TxDOT will relocate the exit ramp on the east side of the Loop approximately ½ mile southward and the remaining frontage road will be made one-way due to anticipated increased traffic with the opening of TSTC's new campus; and,

WHEREAS, TSTC's new campus is projected to open in August this year after construction of the initial structure is completed on a site that will be designed for multiple buildings and 13-15 technical programs; and,

WHEREAS, the Loop 322 frontage road change will make it difficult for drivers needing access from Hwy 36 to the new TSTC campus or other sites nearby; and,

WHEREAS, as an in-kind contribution to the project, City staff have designed a road from Hwy 36, which will connect the highway with Navajo Trail at an estimate for of \$409,000; and,

WHEREAS, TSTC has committed to funding \$300,000 of the construction cost and the City is requesting the DCOA fund the remainder estimated at \$109,000; and,

WHEREAS, because bid opening hasn't yet occurred, DCOA's funding will be contingent on City Council approval of the construction project and capped at \$140,000; and,

WHEREAS, Staff proposes the board authorize up to \$140,000 as match funds to assist with construction of a road for access from Hwy 36 to sites on Navajo Trail occupied by TSTC and other businesses.

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

PART 1. DCOA hereby authorizes up to One Hundred Forty-Thousand and no/100's (\$140,000.00) as match funds for construction of a new road from Hwy 36 that will provide access to sites on Navajo Trail occupied by TSTC and other businesses. DCOA's funding is contingent upon City Council's approval of the road construction project, projected to occur in May 2018, and receipt by City of \$300,000 from TSTC as a match for funding. DCOA's funding is for road construction only, shall cover the cost of

construction LESS \$300,000, and shall not exceed \$140,000.

PART 2. Funding under this resolution is contingent upon City Council approval of the construction project and upon execution of all necessary agreements. The funding 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, enter into and execute a final agreement and all other related documents on behalf of the DCOA.

ADOPTED this the 23rd day of April, 2018.

ATTEST:

Greg Blair
Secretary/Treasurer

John Beckham
President

APPROVED AS TO FORM:

Mark Zachary, Attorney at Law

Information for Item #9
will be available during the board meeting