

PUBLIC NOTICE

DEVELOPMENT CORPORATION OF ABILENE, INC.

A meeting of the Development Corporation of Abilene, Inc. (“DCOA”) will be held on August 22, 2023, at 174 Cypress Street, 2nd Floor Board Room, Abilene, Texas commencing at 9:00 am to consider the Agenda set forth below.

The meeting may include members of the DCOA’s Board of Directors (“Board”) participating remotely by videoconference. In accordance with the Texas Government Code, the location of the meeting where a quorum of the DCOA’s Board will be physically present is 174 Cypress Street, 2nd Floor Board Room, Abilene, Texas and it is the intent of the DCOA to have a quorum present at that location.

Under Agenda Item 3, the opportunity for public comment will be announced and members of the public should identify themselves at that time should he or she choose to make any comments concerning any Items on the Agenda. Under Item 3 on the Agenda, public comments concerning Items on the Agenda are allowed for up to 3 minutes per person (or in the event that a person addresses the Board through a translator, such public comments on Items on the Agenda is allowed for up to 6 minutes).

AGENDA

August 22, 2023
9:00 am

1. Call the meeting to order
2. Invocation
3. Public Comment on Agenda Items
4. Governance Schedule
5. Approval of Minutes from the July 12, 2023 Board meeting
6. DCOA Financial Report for July 2023
7. DCOA Investment Committee Report
8. 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:
 - A. 551.071 (Consultation with Attorney)
 1. Service Agreements with the DCOA’s Service Providers (City of Abilene for the Airport Business Development Management Program, Texas Tech University for the Small Business Development Center, Military Affairs Committee of the Chamber of Commerce, Abilene Industrial Foundation, Abilene Independent School District, Wylie Independent School District, and the Big Country Society for Human Resource Management)
 2. Agreements with Hartmann’s Inc. for the purchase of property and license of


- parking spaces
 - B. 551.072 (Deliberations about Real Property)
 - C. 551.074 (Personnel Matters)
 - 1. President and CEO Evaluation
 - 2. President and CEO Compensation
 - 3. President and CEO Incentive Bonus
 - D. 551.087 (Business Prospect/Economic Development)
 - 1. Project Costello
9. Report from the President and CEO:
- A. Strategic Plan Objectives:
 - 1. Business Retention & Expansion Initiatives
 - 2. Business Attraction Initiatives
 - 3. Marketing & Brand Management Initiatives
 - 4. Workforce Development Initiatives
 - 5. Real Estate Initiatives
 - 6. Effective Operations Initiatives
 - B. Discussion and possible approval of a Resolution approving expenditures over \$50,000 as described in the President and CEO's report
10. Discussion and possible approval of a Resolution authorizing the DCOA's President to enter into the Fiscal Year 2024 Service Agreements with the City of Abilene for the Airport Business Development Management Program, Texas Tech University for the Small Business Development Center, Military Affairs Committee of the Chamber of Commerce, and Abilene Independent School District
11. Discussion on the Abilene Industrial Foundation and Wylie Independent School District
12. Discussion and possible approval of a Resolution awarding a bid for permanent parking improvements at property located on Fulwiler Road
13. Discussion and possible approval of a Resolution authorizing a lease agreement with Project Costello for property in Five Points Business Park
14. Discussion on next Board meeting date
15. 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 17th day of August, 2023 at 2:30 p.m.



Kaitlin Richardson,
Deputy City Secretary, TRMC



Misty Mayo, President & CEO

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.

Governance Schedule

FY 2023 DCOA Governance Schedule

2022			2023									
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Post Agenda (72 hrs prior to the meeting)
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	Monthly Board Meeting (minimum quarterly meeting)
			✓									Annual Meeting of Board of Directors (first regularly scheduled board meeting of the year)
					✓							State of the City Address by Mayor
										✓		Annual Economic Development Plan to City Council (prior to, or in conjunction with, the annual budget)
										✓		Annual Budget to City Council (sixty days prior to start of next fiscal year: August 1, 2023)
												Additional Meetings, as needed

Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Governance: Monthly Board Meeting Review
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	Approval of Last Meeting's Minutes
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	Financial Report Presented by DCOA Staff (Accounting Firm, As Requested)
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	Schedule Next Meeting Date
	✓				✓			✓				Quarterly Sales Tax Report
		✓					✓			✓		Written Quarterly Investment Report (within 45 days following the end of the quarter)
							✓					Review of Strategic Plan
								✓				Review of Governance Checklist

Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Governance: Semi-Annual & Annual Reviews
			✓									Presentation/Proclamation to Outgoing Board Members (City of Abilene and the Board)
			✓									Welcome New Board Member(s)
			✓									New Board Member(s) Onboarding
			✓									Officer Election (President, Chair, Vice Chair, Secretary, Treasurer & others, as determined)
			✓									Bank Account Signature Card
							✓					DCOA Insurance Coverage

FY 2023 DCOA Governance Schedule

Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Governance: Reports of Activity
✓												Partners Written Reports of Activity for activity from April 1, 2022 - September 30, 2022 due October 15, 2022
							✓					Partner Written Reports of Activity for activity from October 1, 2022 - March 31, 2023 due April 15, 2023
	✓						✓					Report of Activity from Partners

Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Governance: Annual Approvals
	✓											Annual Consideration and Commission for a Financial Audit
							✓					Review and adopt a written resolution approving the DCOA Investment Policy, Investment Strategy, and Procedures for Operation of the Investment Program (annually)
						✓						Financial Audit Prepared by 3rd Party Auditor
						✓						Financial Audit Presented to Board
						✓						Submit Required Report (Local Gov. Code 502.151) to Comptroller by April 1, 2023
							✓	✓				Annual Budget Request from Partners due June 1, 2023
							✓					Annual Budget to Board (sixty days prior to start of next fiscal year: August 1, 2023)
							✓					Staffing/Staff Evaluation (Staff Potential Conflicts of Interest)
										✓		New Fiscal Year Contracts for Partners

Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Project & Properties Review on Demand
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		Properties (as needed)
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		Projects (as needed)
	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		Board Approval of Expenditures Over \$50,000 (as required)
			✓							✓		• Benchmark Comparisons

Rev. 08/16/23

DCOA Board Meeting Minutes

July 12, 2023

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
July 12, 2023

MEMBERS PRESENT: Sam Vinson Vic Corley Shea Hall
Tracy Howle Floyd Miller*

**Floyd Miller joined the meeting by videoconference.*

STAFF PRESENT: Misty Mayo Julie Johncox Regi McCabe-Gossett
Ashley Whitmer Akane Thaxton Bonnie Brzozowski
Evan Steele Brock New Sevie Schonerstedt
Lindsay Dennis Rick Jones

GUESTS PRESENT: Chris Shelton, McMahon Surovik Suttle, PC
Officer Anderson, Abilene Marshal's Department

1. **CALL THE MEETING TO ORDER:** Chair Sam Vinson called the meeting to order at 10:00 am and introduced all Board Members present.

2. **INVOCATION:** Chair Sam Vinson offered the invocation.

3. **PUBLIC COMMENT ON AGENDA ITEMS:** Chair Sam Vinson announced an opportunity for the public to comment on any of the Agenda items. He further stated that there would be no votes or formal action taken during public comment, that this would allow members of the public to present ideas and information to the DCOA Board and staff pertaining to the items on the Agenda, and that if there was anyone who would like to make a public comment, to please state their name and address. No members of the public requested to make public comment. Thus, Chair Sam Vinson moved on to Agenda Item 4.

4. **GOVERNANCE SCHEDULE:** President & CEO Misty Mayo stated that the governance schedule for Fiscal Year 2023 is in the packet. The governance schedule is a tool that ensures the DCOA is operating on schedule, and it can be amended as needed. The DCOA is currently on schedule with both the governance schedule and strategic plan.

5. **APPROVAL OF MINUTES FROM THE MAY 10, 2023, BOARD MEETING:** Tracy Howle moved to approve the Minutes from the May 10, 2023, Board Meeting. Floyd Miller seconded, and the motion passed.

6. **DCOA FINANCIAL REPORT FOR MAY 2023 AND QUARTERLY SALES TAX REPORT:** Regi McCabe-Gossett, DCOA Controller, presented the Financial Report for May 2023. As of May 31, 2023, the DCOA's year-to-date total operating revenue was \$12,845,698 and cash at the end of the period was \$30,541,439, The DCOA's total assets were \$104,752,082, and the DCOA's total liabilities were \$162,140.

Regi McCabe-Gossett presented the Sales Tax Report for June 2023 as reported by the City of Abilene. The sales tax rebate for June is \$1,145,072, which represents April 2023 sales. The year-to-date sales tax rebate was 8.5% above last year and 4.9% above the budgeted amount.

7. EXECUTIVE SESSION: Chair Sam Vinson stated: I hereby announce we are going into Executive Session pursuant to Texas Government Code Sections 551.071, .072, .074, and .087 to consult with legal counsel, discuss real property transactions, personnel matters, and discuss economic development negotiations involving a business prospect, as set forth on the Agenda, and that any vote or action will be taken in open session.

Chair Sam Vinson announced the date is July 12, 2023, and the time is 10:10 am. Later, Chair Sam Vinson announced the date is still July 12, 2023, and the time is 12:17 pm, and that no vote or action was taken in Executive Session.

8. REPORT FROM THE PRESIDENT AND CEO: President & CEO Misty Mayo provided a report on the DCOA's Strategic Plan Initiatives.

Business Retention and Expansion Initiatives

Strategy – Establish a sustainable system for identifying, researching, and engaging existing Type A businesses.

- Federal, State, and Local Elected Officials & Representatives, DCOA Board Members, and DCOA Team welcomed Bridgestone Bandag executives to Abilene at Bridgestone Bandag's Groundbreaking in May
- 3 Business Retention and Expansion meetings with existing Type A companies regarding workforce needs and future expansion plans
- DCOA Team represented Abilene at the Governor's Small Business Summit where local manufacturer Hartmann's, Inc. was a guest panelist
- DCOA hosted an appreciation lunch to celebrate Hartmann's, Inc. being named the 2023 South Central Regional Exporter of the Year by the Small Business Administration (DCOA thanked Hartmann's, Inc. leadership and employees for their continued investment and commitment to Abilene)

Strategy – Develop programs to support the growth of existing businesses.

- Child Care Needs Assessment Completed – Intended to spur support & growth of Abilene's childcare infrastructure as we collectively build the Abilene of the future
 - Provided executive summary report as a resource to support Abilene's existing Type A employers and workforce
 - DCOA hosted consultant from Crescendo Consulting Group to present findings to community stakeholders.

Business Attraction Initiatives

Strategy – Implement systems that identify and engage targeted prospects, manage their interactions with the DCOA and lead them to an Abilene location decision.

- 3 Marketing Missions – Representing Abilene as the premier location for business at targeted industry marketing missions

- 1 Site Visit – Prospective company touring Abilene with DCOA Team to see Abilene’s assets
- 3 Meetings with Developers – Discussions on public/private partnerships for speculative buildings in Abilene
- 25 Request for Information (RFI) Submissions (January 1, 2023 – July 10, 2023) – Requests for detailed information about the community including, but not limited to, available sties, maps, utilities, infrastructure, and workforce demographics

Strategy – Utilize and expand data & software assets to perform next-level, competitive business retention and expansion, business development, promotion, and marketing operations.

- Developed and Implemented New Salesforce Module – New Salesforce Module will enhance our comprehensive and historical database to assist in tracking and forecasting each project’s real estate needs, including future land acquisition
- Developed enhanced data set – Strengthened Abilene’s competitive advantage proposition through extensive research and data compilation on Abilene’s economy, workforce, demographics, infrastructure, etc.

Strategy – Commission a competitive analysis and target industry study to prepare research that evaluates our resource capabilities and identifies prospect industries aligned with those resources.

- Completed Competitive Analysis – DCOA commissioned Site Selection Group to conduct a Competitive Analysis & Target Industry Study

Marketing & Brand Management Initiatives

Strategy – Promote existing growth to leverage positive messages for workforce, business retention and expansion, and business attraction

- Bright Past | Brighter Future Event – Celebration of the DCOA and our company partnerships as we joined thousands of communities world-wide to celebrate International Economic Development Week in May

Workforce Development Initiatives

Strategy – Examine all aspects of the regional workforce and create an action summary to support the needs identified.

- Toured & received an update on the career & technical education programs offered at the Abilene Independent School District’s Leadership & Innovation in Future Technologies Center

Strategy – Implement programs to sustain and enhance the skills and capabilities of the regional workforce aligned with targeted industries.

- Organizing a tour of Abilene Industry with Abilene Independent School District leadership to deepen the collaboration between industry and education to build a stronger pipeline for Abilene’s future workforce

Strategy – Further enhance and invest in education and training with educational partners, including an emphasis on exiting Dyess Airmen.

- Strengthened relationship with the Military Affairs Committee & Dyess Air Force Base through strategic planning focused on the recruitment and retention of Dyess Air Force Base’s exiting airmen

- \$5,000 committed by the DCOA to enhance training in career & technical education programs offered through the DCOA's NEXTU Program at Abilene Independent School District by funding equipment facility
- 3 Students from the DCOA's NEXTU Program at Abilene Independent School District were accepted into the YTexas Leadership Academy – DCOA connected Abilene Independent School District & Wylie Independent School District with scholarship opportunity

Real Estate Initiatives

Strategy – Implement a real-time sustainable system that identifies and inventories all real estate potentially suitable for the needs of targeted prospects, including consideration of acquisition & expansion of existing assets and Industrial Parks.

- 2 Appraisals completed for properties in East and West Abilene
- DCOA-owned Building C Improvements – Installed new loading dock door, rollup door, and angle iron supports for the DCOA's expansion project with ABI Windows
- Updated list of DCOA-owned properties to ensure it aligns with the Taylor County Appraisal District

Strategy – Plan for long-term opportunities related to economic development incentives, incentive zones, and emerging opportunities.

- Completed upgrades and improvements to the rail spur servicing the businesses located in the DCOA's Five Points Business Park

Strategy – Evaluate master plans for both Industrial Parks for updates and improvements.

- Analysis of DCOA-owned real estate assets completed by Site Selection Group

Effective Operations Initiatives

Strategy – Employ systems to ensure engagement of qualified and dedicated Staff and Board Members to ensure their contributions through effective training and education.

- DCOA Team Members attended the 2023 Texas Economic Development Council Mid-Year Conference where they received an update on industry trends and best practices
- 3 Team Members in Texas Economic Development Council's Future Leader Training Program

Strategy – Implement best practices for policies and financial management systems to ensure future strategic projects are considered, as well as appropriate budgeting, monitoring, recording, and reporting of financial practices.

- Initiated transition to new accounting software for enhanced reporting, staff efficiencies, and increased capacity

9. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION APPROVING A SEWER LINE EASEMENT AGREEMENT WITH PROJECT BONANZA: President & CEO Misty Mayo presented Resolution DCOA-2023.22, authorizing the DCOA to grant an easement to R7 Properties, LLC, a Texas limited liability company, an affiliate of ABI Windows, LLC, a Texas limited liability company who are collectively known as Project Bonanza.

The DCOA previously approved Resolution DCOA-2023.14 on March 1, 2023, approving an incentive for Project Bonanza and the Company is expected to make a \$42,500,000 capital investment and create 175 jobs over a period of 7 years.

As part of the incentive, the DCOA agreed to bring a sewer line to the Company's property and the DCOA now desires to grant the Company a sewer line easement which is across a neighboring tract next to the Company's property.

Tracy Howle made a motion to approve Resolution DCOA-2023.22, authorizing the DCOA to grant an easement to R7 Properties, LLC, a Texas limited liability company, an affiliate of ABI Windows, LLC, a Texas limited liability company who are collectively known as Project Bonanza. Shea Hall seconded, and the motion passed.

10. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION APPROVING (i) THE PURCHASE OF PROPERTY FROM HARTMANN'S INC.; (ii) AWARDED A BID FOR PERMANENT PARKING IMPROVEMENTS ON FULWILER ROAD; AND (iii) GRANTING A LICENSE TO HARTMANN'S INC. TO USE PARKING SPACES ON SAID PROPERTY: President & CEO Misty Mayo presented Resolution DCOA-2023.23, authorizing (I) the purchase of property from Hartmann's Inc., a Texas Corporation; and (II) granting a license to company to use parking spaces on the property being purchased by the DCOA.

The DCOA currently owns 1121 Fulwiler Road, Abilene, Texas which is also known as Building C/D. Building C/D is a single structure that is also known as Building C and Building D and since Building D is currently leased to a long-term tenant, the DCOA is in need of a parking solution for Building C.

The DCOA desires to purchase the property from the Company so that the DCOA can make paving improvements and other improvements to the property and use the improvements as a parking solution for Building C. In exchange for the Company selling the property to the DCOA for \$10.00, the DCOA would like to grant the Company a right to use up to 30 parking spaces on the property through a Parking Lot License Agreement.

Shea Hall made a motion to approve Resolution DCOA-2023.23, authorizing (I) the purchase of property from Hartmann's Inc., a Texas corporation; and (II) granting a license to company to use parking spaces on the property being purchased by the DCOA. Floyd Miller seconded, and the motion passed.

11. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING A STREET EXPENDITURE AGREEMENT FOR USE OF STREET EXPENDITURE FUNDS UNDER THE DCOA'S FISCAL YEAR 2019-2023 MASTER STREET EXPENDITURE AGREEMENT: President & CEO Misty Mayo reported the project has been completed.

12. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION APPROVING A REPLAT FOR LOT 7 IN FIVE POINTS BUSINESS PARK: President & CEO Misty Mayo presented Resolution DCOA-2023.24, authorizing the DCOA to replat property in Five Points Business Park.

The DCOA previously approved Resolution DCOA-2022.34 on September 21, 2022, to expand, enhance and improve both Fulwiler Road and Marigold Streets at Five Points Business Park by amending the scope of work in the EDA Grant to account for the high volume of heavy truck traffic. In completing the Street Project, the DCOA's engineer has recommended that the DCOA replat Lot 7 in Five Points Business Park to ensure that the Street Project can be completed as efficiently as possible and not disrupt the location of the existing utility lines.

Shea Hall made a motion to approve Resolution DCOA-2023.24, authorizing the DCOA to replat property in Five Points Business Park. Tracy Howle seconded, and the motion passed.

13. DISCUSSION OF THE NEXT BOARD MEETING DATE: Board Members considered dates for the next meeting, and Chair Sam Vinson announced that the next scheduled meeting of the DCOA Board of Directors is tentatively scheduled for August 22, 2023, at 9:00 am.

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

Sam Vinson, Chair

Shea Hall, Secretary & Treasurer

DCOA Financial Report for July 2023

Development Corporation of Abilene, Inc.
Statement of Net Position
As of July 31, 2023
Unaudited

	FY23 July 31, 2023	FY22 July 31, 2022
ASSETS		
Current Assets		
Cash & Cash Equivalents		
Cash	\$ 16,646,364	\$ 17,546,355
Investments	\$ 14,709,704	\$ 12,733,250
Total Cash & Cash Equivalents	\$ 31,356,068	\$ 30,279,605
Other Current Assets		
Accounts Receivable	\$ 2,800,360	\$ 2,428,879
Interest Receivable on Investments	\$ 107,977	\$ 94,295
Prepaid Expenses	\$ 386,262	\$ 459,635
Total Other Current Assets	\$ 3,294,600	\$ 2,982,809
Total Current Assets	\$ 34,650,667	\$ 33,262,414
Fixed Assets		
Land	\$ 2,694,232	\$ 2,715,874
Construction in Progress	\$ 1,237,752	\$ -
Building & Improvements	\$ 25,311,780	\$ 25,230,356
Other Improvements	\$ 21,933,404	\$ 21,933,404
Machinery & Equipment	\$ 7,264	\$ 7,264
Vehicles	\$ 70,862	\$ 70,862
Total Accumulated Depreciation	\$ (16,730,124)	\$ (15,279,995)
Total Fixed Assets	\$ 34,525,170	\$ 34,677,766
Notes Receivable		
Notes Receivable - Earning Economic Incentives	\$ 7,371,194	\$ 12,887,053
Notes Receivable - BE in Abilene	\$ 195,312	\$ 425,000
Notes Receivable - Long Term	\$ 4,851,572	\$ 5,344,569
Accrued Interest on Notes Receivable	\$ 287,849	\$ 221,106
Allowance for Accrued Interest on Notes Receivable	\$ (287,849)	\$ (218,208)
Total Other Assets	\$ 12,418,078	\$ 18,659,520
Lease Receivables from Contracts(GASB 87)	\$ 25,045,710	\$ -
TOTAL ASSETS	\$ 106,639,625	\$ 86,599,699
LIABILITIES & NET ASSETS		
Liabilities		
Current Liabilities		
Accounts Payable	\$ 60,425	\$ 178,148
Payroll Liabilities	\$ 100,801	\$ 73,297
Total Liabilities	\$ 161,226	\$ 251,446
Deferred Lease Revenue from Contracts (GASB 87)	\$ 24,785,243	\$ -
Net Assets		
Investment in Capital Assets	\$ 34,525,170	\$ 35,311,054
Unrestricted Net Assets	\$ (1,433,053)	\$ (886,199)
Restricted Net Assets	\$ 53,607,927	\$ 54,597,907
Net Income	\$ (5,006,889)	\$ (2,674,508)
Total Net Assets	\$ 81,693,156	\$ 86,348,254
TOTAL LIABILITIES & NET ASSETS	\$ 106,639,625	\$ 86,599,699

As companies complete contractual requirements this amount may reduce year over year based on active contracts.

The Government Account Standards Board (GASB) sets accounting requirements for governments and non-profits. GASB 87 added new requirements for how leases are presented on financials.

Restricted Net Assets Detail - Contractual Obligations & Operating Expenses	
Contracted Economic Development Expenses	\$ 42,027,536
FY 24-28 City Street Maintenance (Approved; Contract Pending)	\$ 10,000,000
June -Sept '23 DCOA Operating Expenses	\$ 1,580,391
	\$ 53,607,927

Development Corporation of Abilene
Revenues, Expenses, and Changes in Net Position
July 31, 2023
Unaudited

	July '23	FY23 YTD Oct '22 - July '23	FY23 Annual Budget
OPERATING REVENUES			
Sales and Use Tax	\$ 1,259,574	\$ 12,767,299	\$ 14,623,392
Interest Revenues	\$ 3,111	\$ 86,576	\$ 19,600
Land and Building Leases	\$ 296,039	\$ 2,979,013	\$ 3,285,529
TOTAL OPERATING REVENUES	\$ 1,558,724	\$ 15,832,888	\$ 17,928,521
OPERATING EXPENSES			
* Total Economic Development Expenses (Multi Year)	\$ 49,997	\$ 16,133,154	
Workforce Development Initiatives	\$ 180	\$ 103,792	\$ 400,000
Business Retention & Expansion	\$ 861	\$ 7,972	\$ 350,000
Abilene Industrial Foundation	\$ -	\$ 262,235	\$ 350,000
Small Business Development Center	\$ 13,700	\$ 118,644	\$ 253,000
Military Affairs Committee	\$ 23,838	\$ 279,541	\$ 437,000
Abilene Regional Airport Business Development	\$ -	\$ 151,731	\$ 231,959
ACU Griggs Center	\$ -	\$ -	\$ 45,500
Asset Management and Administration	\$ 248,710	\$ 2,837,948	\$ 4,430,761
* Property Maintenance (Multi Year)	\$ 159,684	\$ 1,062,656	\$ 1,120,000
Depreciation Expense	\$ 118,021	\$ 1,192,831	
TOTAL OPERATING EXPENSES	\$ 614,992	\$ 22,150,503	\$ 7,618,220
NET OPERATING REVENUE	\$ 943,732	\$ (6,317,615)	\$ 10,310,302
NON OPERATING REVENUES			
Miscellaneous Revenue	\$ -	\$ 15,100	\$ -
Investment Earnings	\$ 57,121	\$ 503,313	\$ 109,780
Investment Unrealized Gain/loss	\$ 19,554	\$ 59,954	\$ -
Gain/Loss on Disposal of Asset	\$ -	\$ 732,359	\$ -
TOTAL NON OPERATING REVENUES	\$ 76,674	\$ 1,310,726	\$ 109,780
NON OPERATING EXPENSES			
Miscellaneous Expense	\$ -	\$ -	
TOTAL NON OPERATING EXPENSES	\$ -	\$ -	
NET NON OPERATING REVENUES	\$ 76,674	\$ 1,310,726	
NET REVENUES	\$ 1,020,406	\$ (5,006,889)	\$ 10,420,082

* Includes approved multi year expenses.

FYTD 2023 Investments Market Value and Interest Earned			
Month	Market Value	% Change from Prior Month	Interest Earned
June '23	\$ 20,120,050	0.0%	\$ 54,888
July '23	\$ 20,188,202	0.3%	\$ 57,121
		Fiscal Year 2023 Total	\$ 503,313

Development Corporation of Abilene, Inc.
Statement of Cash Flow
July 2023
Unaudited

	FY23 YTD July '23
OPERATING ACTIVITIES	
Net Revenue	(\$5,006,889)
Adjustments to Reconcile Net Revenue to Net Cash Provided by Operations:	
Accounts Receivable	(\$42,600)
Current Portion of Notes Receivables	\$216,194
Purchase of Accrued Interest on Treasuries	(\$26,697)
Prepaid Expense/Escrow	\$78,712
Notes Receivables - Earning Economic Incentives	\$75,000
Accounts Payable	(\$776,838)
	(\$5,483,119)
INVESTING ACTIVITIES	
Construction in Progress	(\$1,197,041)
Fixed Assets	(\$59,783)
Accumulated Depreciation	\$1,192,831
Notes Receivables	\$5,511,471
Lease Receivables (GASB 87)	\$1,859,357
	\$7,306,836
FINANCING ACTIVITIES	
Deferred Lease Revenue (GASB 87)	(\$2,000,978)
	(\$2,000,978)
Net Cash Increase for Period	(\$177,262)
Cash at Beginning of Period	\$31,533,330
Cash at End of Period	\$31,356,068

Development Corporation of Abilene, Inc.
Economic Development Program Status
July 31, 2023

FY23 Economic Development Project Activity for Multi Year Contracts

Multi Year Capital Improvement Projects & Contracts	Project Budget Amount	Prior Years Spend	Current YTD FY23 Spend	Balance Reserved	Project Completed?
City Street Maintenance Fund 2019	8,500,000	4,958,150	1,088,858	2,452,993	
Building C Truck Maneuvering Area	1,803,870	-	1,237,752	566,118	
Bridgestone/Bandag (Project Eagle II) 2022	6,000,000	-	-	6,000,000	
ABI Windows (Project Bonanza) 2023	6,721,250	-	758,000	5,963,250	
Hendrick Operations Center Phase II (Project Saldo) 2023	909,500	-	-	909,500	
EASI De-Fuel Truck 2015	222,500	212,750	9,750	-	Yes
Great Lakes Cheese Incentive 2021	30,000,000	8,000,000	8,000,000	14,000,000	
Great Lakes Cheese Land & Infrastructure 2021	3,300,000	2,659,653	-	-	Yes
Workforce Development Initiatives - NEXTU FY 2023	100,000	-	56,760	43,240	
Marigold & Fulwiler St. Upgrade/EDA Grant Match 2021	3,000,000	152,986	134,388	2,712,626	
United Ag & Turf (Quality Implement) 2021	500,000	250,000	50,000	200,000	
BCBS Parking Lot 2022	273,201	136,601	136,601	-	Yes
Lancium 2021	2,500,000	-	-	2,500,000	
BWJ Metalworks 2022	100,000	-	100,000	-	Yes
ACU Next Lab 2021	2,930,000	-	586,000	2,344,000	
Hendrick Medical Center Operations Center 2021	1,540,000	-	-	1,540,000	
Dyess AFB DEAAG/Matching Grant 2021	536,337	527,045	-	9,292	
TSTC New Abilene Campus 2017	4,000,000	1,779,600	-	2,220,400	
TOTAL Multi Year Capital Projects	\$ 72,936,658	\$ 18,676,784	\$ 12,158,109	\$ 41,461,418	

Multi Year Economic Incentives Principal Reductions*	Economic Incentive Budget	Prior Years Expensed	Current YTD FY23 Expense	Remaining Economic Incentive Budget	Contract Completed?
BE in Abilene 2018	\$ 200,000	\$ 125,000	\$ 75,000	-	Yes
BE in Abilene 2019	200,000	50,000	45,885	104,115	
BE in Abilene 2020	250,000	116,667	41,667	91,667	
Primal Pet Group 2015	9,500,000	4,002,432	5,497,568	-	Yes
Broadwind Towers 2016	570,628	456,503	114,126	-	Yes
FDLIC 2020	1,035,000	258,750	258,750	517,500	
Hartmann's 2020	900,000	-	-	900,000	
Abimar Foods 2020	2,000,000	666,667	666,667	666,667	
Primal Pet Group 2021	3,160,000	-	-	3,160,000	
Bavarian - Extrusion Concepts 2020	400,000	-	-	400,000	
Chike Next Level Blending 2020	387,000	-	-	387,000	
Primal Pet Group 2022	1,372,988	-	172,988	1,200,000	
Vista Flags 2021	60,000	20,000	20,000	20,000	
United Ag & Turf (Quality Implement) 2021	300,000	-	100,000	200,000	
TOTAL Multi Year Economic Incentive Principal Reduction Earned	\$ 20,335,616	\$ 5,696,018	\$ 6,992,650	\$ 7,646,948	

*These incentives are expensed as Principal Reductions based on client's contractual compliance reports.

APPROVED PROJECTS - NOT STARTED:

	Amount Reserved
JLUS Implementation/Matching Grant (Fall 2023)	\$ 55,000
TOTAL PENDING SIGNED CONTRACTS	\$ 55,000

DCOA Investment Committee Report

DCOA INVESTMENT COMMITTEE REPORT

Portfolio Summary For Q2 2023 (April-June 2023)

PORTFOLIO SUMMARY	
Beginning Market Value for Reporting Period (4/1/2023)	\$ 20,058,437.97
Ending Market Value for Reporting Period (6/30/2023)	20,120,050.17
\$ Change in Market Value for Reporting Period (Apr-Jun 2023)	61,612.20
% Change in Market Value for Reporting Period (Apr-Jun 2023)	0.31%
Total Accrued Interest for the Period (Apr-Jun 2023)	101,140.44

DCOA INVESTMENT POLICY REQUIREMENTS	
Article IV(C) - Portfolio Yield Must Be Higher Than 91-day Treasury Bill Yield	
6/30/23 DCOA Portfolio Yield	5.08%
6/30/23 91-day Treasury Bill Yield	5.43%

Article IX(A) - The Market Value of the pledged collateral must be equal to or greater than 102% of the principal and accrued interest for cash balances in excess of Federal Deposit Insurance Corporation (FDIC) insurance coverage.

First Financial Bank Cash Balance in Excess of FDIC Insurance Coverage	\$ 11,141,914.40
Collateral Required for at 102% of Balances	\$ 11,364,752.69

Market Value of Pledged Collateral as of 6/30/23	\$ 19,882,246.51
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Report from the President and CEO

VISION

The Vision of the Development Corporation of Abilene is to build the future Abilene.



MISSION

The Mission of the Development Corporation of Abilene is to lead economic growth in Abilene by attracting and sustaining industries that support job creation, foster strong business, and ensure a prosperous community.

BUSINESS RETENTION AND EXPANSION

Influence business growth in the community.

Create a culture that engages existing targeted-industry businesses as the catalyst for sustaining and growing our economic base.

BUSINESS ATTRACTION

Promote Abilene as the premier location for business.

Strengthen Abilene's competitive advantage by activating strategies that attract consistent and sustainable investment for the community.

MARKETING AND BRAND MANAGEMENT

Market the community aggressively and proactively.

Develop a robust marketing strategy for DevelopAbilene encompassing communication systems and strategic research to support all initiatives of the DCOA under a highly recognizable brand.

WORKFORCE DEVELOPMENT

Implement innovative workforce initiatives to support Type A Companies.

Initiate new innovative approaches to broaden workforce capacity, creating a sustainable pipeline of available workforce and support systems for existing and future Type A Companies.

REAL ESTATE

Prioritize real estate assets that spur Abilene's future growth.

Lead industry development initiatives and strategic projects that most effectively impact long-term economic development success.

EFFECTIVE OPERATIONS

Ensure effectiveness to continue long-term success and impact for Abilene in economic development.

Establish sustainable mission-critical operations that maximize the DCOA's effectiveness in implementing strategies aligned with the Mission.

BUSINESS RETENTION & EXPANSION STRATEGIES

- Establish a sustainable system for identifying, researching, and engaging existing Type A businesses.
- Develop programs to support the growth of existing businesses.
- Become a hub for creative and innovative business.



BUSINESS ATTRACTION STRATEGIES

- Implement systems that identify and engage targeted prospects, manage their interactions with us, and lead them to an Abilene location decision.
- Commission a competitive analysis and target industry study to prepare research that evaluates our resource capacities and identifies prospect industries aligned with those resources.
- Utilize and expand data & software assets to perform next-level, competitive business retention and expansion, business development, promotion, and marketing operations.

MARKETING AND BRAND MANAGEMENT STRATEGIES

- Identify and develop resources needed to draw prospect interest and confirm the appropriateness of an Abilene location.
- Utilize proactive marketing to implement organizational and industry marketing, and state, national, and international outreach efforts.
- Promote existing growth to leverage positive messages for workforce, business retention and expansion, and business attraction.

WORKFORCE DEVELOPMENT STRATEGIES

- Examine all aspects of the regional workforce and create an action summary to support the needs identified.
- Implement programs to sustain and enhance the skills and capabilities of the regional workforce aligned with targeted industries.
- Further enhance and invest in education and training with educational partners, including an emphasis on exiting Dyess Airmen.

REAL ESTATE STRATEGIES

- Implement a real-time sustainable system that identifies and inventories all aspects of available real estate potentially suitable for the needs of targeted prospects, including consideration of acquisition & expansion of existing assets and Industrial Parks.
- Analyze and evaluate costs and benefits of all DCOA properties to determine the best use for each property and formulate plans to implement.
- Plan for long-term opportunities related to economic development incentives, incentive zones, and emerging opportunities.
- Evaluate master plans for both Industrial Parks for updates and improvements.

EFFECTIVE OPERATIONS STRATEGIES

- Employ systems to ensure engagement of qualified and dedicated Staff and Board members to ensure their contributions through effective training and education.
- Manage engagement of Partners to help deliver aspects of the DCOA's comprehensive responsibilities.
- Implement best practices for policies and financial management systems to ensure future strategic projects are considered, as well as appropriate budgeting, monitoring, recording, and reporting of financial practices.

BUSINESS RETENTION & EXPANSION INITIATIVES

REPORT FROM PRESIDENT & CEO

July 12, 2023 – August 21, 2023



DCOA Attended Texas State Technical College Groundbreaking in August



Texas State Technical College (TSTC)

48,139

Square Foot Expansion of Current Abilene Facility

DCOA partnered with TSTC through incentives for the main campus in 2016 & 2017

4

New Programs

- Diesel Equipment Technology*
- Electrical Lineworker & Management Technology*
- HVAC Technology*
- Plumbing Pipefitting Technology Programs*

BUSINESS RETENTION & EXPANSION INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023

5

Business Retention & Expansion Meetings with local existing Type A Companies regarding workforce needs & future expansion plans

2

Local existing companies attended event with DCOA Team Members which provided an opportunity to fully understand the current needs & future plans of both companies

Improved data on largest companies by employee count in the Abilene Metropolitan Statistical Area



TEXAS TECH UNIVERSITY
HEALTH SCIENCES CENTER
at Abilene

DCOA President & CEO provided economic development perspective on the future expansion of the Abilene campus during the Texas Tech University Health Sciences Center Institutional Master Planning process

- The Institutional Master Planning (IMP) process strives to create a framework of fundamental knowledge of available resources, opportunities, limitations, current and future commitments, facilities, people, funding, and ideas.
- This work will pave the way for the university's advancement to successfully grow future initiatives while ensuring alignment of the mission, vision, and resources that will be necessary to maintain excellence in academics, research, and patient care.



BUSINESS ATTRACTION INITIATIVES

REPORT FROM PRESIDENT & CEO

July 12, 2023 – August 21, 2023



2 Marketing Missions

Representing Abilene as the premier location for business at targeted industry marketing missions

BUSINESS ATTRACTION STRATEGY – Implement systems that identify and engage targeted prospects, manage their interactions with us, and lead them to an Abilene location decision.



1 Site Visit

Prospective company touring Abilene with DCOA Team to experience Abilene's competitive advantages

BUSINESS ATTRACTION STRATEGY – Implement systems that identify and engage targeted prospects, manage their interactions with us, and lead them to an Abilene location decision.



4 Meetings with Developers

Discussions on public/private partnerships for speculative buildings in Abilene

BUSINESS ATTRACTION STRATEGY – Implement systems that identify and engage targeted prospects, manage their interactions with us, and lead them to an Abilene location decision.



1 Refined Salesforce Activity Tracking that assists in the identification and engagement of prospects

BUSINESS ATTRACTION STRATEGY – Implement systems that identify and engage targeted prospects, manage their interactions with us, and lead them to an Abilene location decision.



1 Engaged a subject matter expert to review and expand utility information which will enhance Request for Information (RFI) responses

BUSINESS ATTRACTION STRATEGY – Implement systems that identify and engage targeted prospects, manage their interactions with us, and lead them to an Abilene location decision.



Develop **Abilene**
DEVELOPMENT CORPORATION OF ABILENE

BUSINESS ATTRACTION INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023

22 RFIs SUBMITTED

October 1, 2022 – August 10, 2023

REQUESTS FOR INFORMATION (RFIs)

Requests for detailed information about the community including, but not limited to, available sites, maps, utilities, infrastructure, and workforce demographics

AVERAGE EXISTING BUILDING SQUARE FOOTAGE DEMAND

268,017

From 22 RFIs

RFI SOURCES

18

RFIs received from the Governor's Office of Economic Development & Tourism

4

RFIs received from site selection consultants representing companies

AVERAGE ACREAGE DEMAND

160

From 22 RFIs



MARKETING & BRAND MANAGEMENT INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023

Awarded Certificate of Excellence for the “DCOA is FIRED UP” Campaign from the Southern Economic Development Council



The **DCOA is FIRED UP** campaign featured a custom grill tool set, creatively designed to capture the attention of site selectors. The "fired up" message conveyed the DCOA's passion and dedication to collaborating with them. This well-executed campaign resonated strongly, leaving a lasting impression and garnering positive feedback. The DCOA is proud to showcase the innovative approach in promoting Abilene as a top destination for businesses.

MARKETING & BRAND MANAGEMENT INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023

Completed Abilene Promotional Video Package

Developed assets for social media & intentional topic specific videos highlighting Abilene's strategic location, workforce & education, & business parks

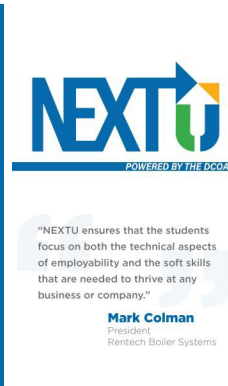
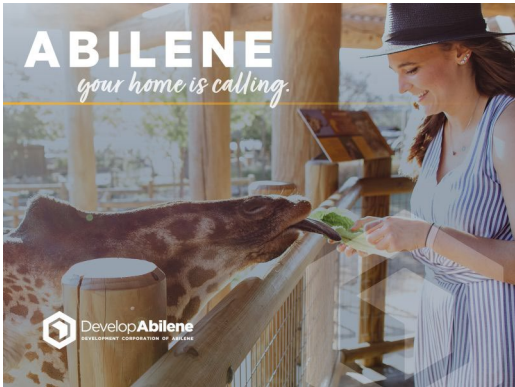
Leveraged new video promoting Abilene, Texas as the premier location for business expansion through Salesforce email marketing (2,600+ people received)



MARKETING & BRAND MANAGEMENT INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023

SOCIAL MEDIA UPDATE Follow @DevelopAbilene



MARKETING & BRAND AWARENESS STRATEGY – Promote existing growth to leverage positive messages for workforce, business retention and expansion, and business attraction.

WORKFORCE DEVELOPMENT INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023



DCOA Facilitated Industry Tour for Abilene Independent School District

Intentionally facilitating collaboration between industry and education to build a stronger pipeline for Abilene's future workforce

50+

Team Members from Abilene Independent School District toured local manufacturers

Superintendent, Board of Trustees Members, Leadership Team & Educators

2

Local Manufacturers Visited

Chike Nutrition & Hartmann's, Inc.

WORKFORCE DEVELOPMENT INITIATIVES

REPORT FROM PRESIDENT & CEO

July 12, 2023 – August 21, 2023



Meeting with Hardin-Simmons University's Dean to strengthen relationship and better understand the university's current engineering program

WORKFORCE DEVELOPMENT STRATEGY

Further enhance and invest in education and training with educational partners, including an emphasis on exiting Dyess Airmen.



Strategic discussions with Wylie Independent School District regarding continued investment and expansion of the DCOA's NEXTU Program & Career and Technical Education offerings

WORKFORCE DEVELOPMENT STRATEGY

Further enhance and invest in education and training with educational partners, including an emphasis on exiting Dyess Airmen.



Continued strategic planning focused on the recruitment and retention of Dyess Air Force Base's exiting airmen with Military Affairs Committee

WORKFORCE DEVELOPMENT STRATEGY

Further enhance and invest in education and training with educational partners, including an emphasis on exiting Dyess Airmen.

REAL ESTATE INITIATIVES

REPORT FROM PRESIDENT & CEO

July 12, 2023 – August 21, 2023



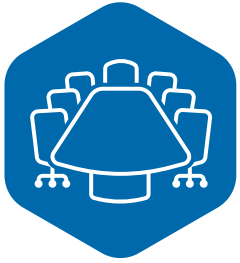
Launched sewer line installation project and the Atmos Gas line extension project to provide service to ABI Windows



Completed real estate transaction with Hartmann's, Inc. for a permanent parking solution for the DCOA's Building C & contiguous properties in the DCOA's Five Points Business Park

EFFECTIVE OPERATIONS INITIATIVES

REPORT FROM PRESIDENT & CEO
July 12, 2023 – August 21, 2023



DCOA Team Member represented Abilene at the High Grounds of Texas Board of Directors Meeting
Regional Marketing Organization

EFFECTIVE OPERATIONS STRATEGY

Employ systems to ensure engagement of qualified and dedicated Staff and Board members to ensure their contributions through effective training and education.



DCOA Team Member attended the 2023 Southern Economic Development Council Annual Meeting where they received an update on industry trends and best practices

EFFECTIVE OPERATIONS STRATEGY

Employ systems to ensure engagement of qualified and dedicated Staff and Board members to ensure their contributions through effective training and education.



DCOA Team Member represented Abilene at the Texas Midwest Communities Network Board of Directors Meeting
Regional Representation Opportunity

EFFECTIVE OPERATIONS STRATEGY

Implement best practices for policies and financial management systems to ensure future strategic projects are considered, as well as appropriate budgeting, monitoring, recording, and reporting of financial practices.



DCOA Team Members completed 6 training courses

Public Funds Investment Training (Certification)

Financing for Underserved Communities in Texas

Master Series Course: Conflict Management

Texas A&M Engineering: OSHA Regulations

Council of Development Finance Agencies Summer School

Lasso: How to Fill Out an RFI

EFFECTIVE OPERATIONS STRATEGY

Employ systems to ensure engagement of qualified and dedicated Staff and Board members to ensure their contributions through effective training and education.



Completed testing of new accounting software and preparing system to go live at the end of August

EFFECTIVE OPERATIONS STRATEGY

Implement best practices for policies and financial management systems to ensure future strategic projects are considered, as well as appropriate budgeting, monitoring, recording, and reporting of financial practices.



RESOLUTION NO. DCOA-2023.28

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”) APPROVING EXPENDITURES GREATER THAN OR EQUAL TO \$50,000.

WHEREAS, the DCOA’s President (“President”) has provided a report of upcoming DCOA expenditures, each of which are expected to be greater than or equal to \$50,000 (the “Report”).

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

PART 1. Each expenditure described in the Report is hereby approved and the President shall be and hereby is authorized to make and/or contract for each expenditure described in the Report.

The President is further authorized to, if necessary, on behalf of the DCOA, negotiate, enter into and execute all agreements, make expenditures under said agreements, and to take any steps necessary which are consistent with and necessary to effectuate the actions outlined above.

PART 2. This Resolution takes effect immediately upon passage.

ADOPTED this the 22nd day of August, 2023.

ATTEST:

Shea Hall
Secretary/Treasurer

Sam Vinson
Chairman of the Board

APPROVED AS TO FORM:

Chris Shelton, Attorney at Law

EXPENDITURES OVER \$50,000

REPORT FROM PRESIDENT & CEO

VENDOR	CONTRACT AMOUNT	DETAILS
City of Abilene	\$515,581.68	<p>Economic Development Administration (EDA) Grant <i>April 2023 – July 2023</i></p> <p><i>DCOA & City of Abilene applied for & received a \$1,837,500 EDA Grant for the infrastructure upgrades to Marigold Street & Fulwiler Road in Five Points Business Park</i></p> <p><i>DCOA committed matching funds necessary to be awarded the Economic Development Administration Grant</i></p>

Fiscal Year 2024

Service Agreements with the DCOA's Service Providers

*City of Abilene for the
Airport Business Development Program*

*Texas Tech University for the
Small Business Development Center*

*Military Affairs Committee of the
Chamber of Commerce*

Abilene Independent School District

RESOLUTION NO. DCOA-2023.25

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”) AUTHORIZING APPROVAL OF THE FISCAL YEAR 2024 SERVICE AGREEMENTS WITH THE CITY OF ABILENE (THE “CITY”), THE ABILENE CHAMBER OF COMMERCE (“ACOC”), TEXAS TECH UNIVERSITY AND ITS DESIGNATED AGENT, THE SMALL BUSINESS DEVELOPMENT CENTER (“SBDC”), AND ABILENE INDEPENDENT SCHOOL DISTRICT (“AISD”).

WHEREAS, the DCOA’s agreements with the City, the ACOC, the SBDC, and AISD are collectively referred to herein as the **“FY24 Service Agreements”**; and,

WHEREAS, the DCOA’s Board of Directors (the **“Board”**) has approved a Fiscal Year 2024 Budget that includes expenditures for each of the FY24 Service Agreements; and,

WHEREAS, the DCOA provides annual funding of up to \$268,714.34 for certain services performed by the City in its administration of the Airport Business Development Management Program (**“Airport Program”**) at the Abilene Regional Airport and the Board finds that the Airport Program will help the DCOA promote and develop new and expanded business enterprises by allowing the DCOA to promote Abilene as a community that has access to daily commercial flights; and,

WHEREAS, the DCOA provides annual funding of up to \$437,000.00 for certain services performed by the ACOC in its pursuit of additional missions and improvements for Dyess Air Force Base (the **“Project”**), as directed by the ACOC’s Military Affairs Committee and the Board finds that an expenditure on the Project is for the creation or retention of primary jobs and suitable for the development, retention, or expansion of Dyess Air Force Base; and,

WHEREAS, the DCOA provides annual funding of up to \$210,000 for certain expenses incurred by the SBDC to provide counseling services and contract procurement services to small business owners and entrepreneurs based within the City of Abilene (the **“SBDC Program”**) which allows the SBDC to continue to leverage federal and state funds in providing assistance to small businesses and entrepreneurs and the Board finds that the SBDC Program will recruit and/or develop businesses in Abilene, including Abilene’s small business owners and entrepreneurs; and,

WHEREAS, as part of a partnership with AISD, the DCOA provides annual funding of up to \$52,500.00 for a program designed to transition AISD students from high school into local vocational training programs in the following pathways: Airframe & Powerplant, Applied Agricultural Engineering, Engineering, Electrical Power and Controls, Information Technology Support Services, Industrial Systems, Programming and Software Development, Welding, and/or other fields that fit the criteria of a primary job as defined in Texas Local Government Code Section 501.001 et. seq. (**“NEXTUniversity”**). The Board finds that the expenditure on NEXTUniversity will create or retain primary jobs that are suitable for the development, retention, or expansion of manufacturing facilities, industrial facilities, distribution centers, and other industries listed in Section 501.101(2) of the Texas Local Government Code.

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

- PART 1.** DCOA hereby authorizes and approves of the FY24 Service Agreements and the DCOA’s President (“**President**”) is hereby authorized, on behalf of the DCOA, to negotiate, enter into and execute all of the FY24 Service Agreements, make the expenditures described above, and to take any steps necessary which are consistent with and necessary to effectuate the actions outlined above.
- PART 2.** 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 funding commitment herein is extended in writing by the President prior to the expiration date.
- PART 3.** This Resolution takes effect immediately upon passage.

ADOPTED this the 22nd day of August, 2023.

ATTEST:

Shea Hall
Secretary/Treasurer

Sam Vinson
Chairman of the Board

APPROVED AS TO FORM:

Chris Shelton, Attorney at Law

**Resolution Awarding a Bid for
Permanent Parking
Improvements at Property
Located on Fulwiler Road**

DCOA'S BUILDING C PERMANENT PARKING



- Permanent parking solutions for DCOA's Building C & Contiguous Properties in Five Points Business Park
- Proposed parking layout plan will create approximately 79 permanent parking spaces (Hartmann's, Inc. will have use of up to 30 spaces)
- Solicited bids in accordance with DCOA's Construction Procurement Policy

DCOA'S BUILDING C PERMANENT PARKING

Solicitation of Bids/Proposals Outlined in DCOA'S Construction Procurement Policy

Scoring Sheet

Company Name
Received Date/(Time)

Bond and Cost
Bid bond
Total Overall Project Cost (Labor, Material, Bonds)
Overall Category Score: Lowest 25 - Highest 0 (25 points max)

Qualifications
Licensure for Business
Average number of current full-time employees
Estimated Revenue: Current year/Previous year
Insurance/Worker's Compensation Insurance Experience Modification Rate (EMR), Total Recordable Frequency Rate (TRFR) for incidents
Similar Project Experience
Team Experience/Qualification
Overall Category Score: Most qualified 25 - Least qualified 0 (25 points max)

Bid Information:
Attachment: Current Project
Attachment: Team members and company references
Complete Attachment: Additional pertinent items
Bid Accuracy/Scope of Work
Overall Category Score: Most Compliant 15 - Least Compliant 0 (15 points max)

Project Start
Project Duration
Estimated Completion Date
Overall Category Score: Most favorable 25 - Least Favorable 0 (25 points max)

Company:
Company Location
Previous experience with DCOA
Company's overall reputation
Overall Category Score: Most suitable 10 - Least suitable 0 (10 points max)

Total All Categories: Add (1) to (5) (100 points max)
--

eHT hired by the DCOA to analyze, design, prepare bid packet, administer the solicitation of bids process as outlined in the DCOA's Construction Procurement Policy, and manage construction of this project

3 Companies Submitted Bids

Bids were scored in accordance with the DCOA's Construction Procurement Policy

Epic Construction	58
Bontke Brothers Construction	81
Atlas Construction	94



DCOA'S BUILDING C PERMANENT PARKING

Solicitation of Bids/Proposals Outlined in DCOA'S Construction Procurement Policy



3 Companies Submitted Bids

Bids were scored in accordance with the DCOA's Construction Procurement Policy

eHT hired by the DCOA to analyze, design, prepare bid packet, administer the solicitation of bids process as outlined in the DCOA's Construction Procurement Policy, and manage construction of this project

	A	B	C
Company Name	Epic Construction	Bontke	Atlas Direst and Construction
Received Date/(Time)	8/15/2023	8/16/2023 9:09 AM	8/16/2023 1:43 PM
Bond and Cost			
Bid bond	\$ 50,000.00	\$ 20,000.00	\$ 29,000.00
Total Overall Project Cost (Labor, Material, Bonds)	\$ 403,525.00	\$ 383,560.00	\$ 287,326.00
Overall Category Score: Lowest 25 - Highest 0 (25 points max)	5	15	23
Qualifications			
Licensure for Business	Not required in Texas	Not required in Texas	Not required in Texas
Average number of current full-time employees	35	75	48
Estimated Revenue: Current year/Previous year	\$23M/\$14M	\$35M/\$32M	\$7.8M/\$5M
Insurance/Worker's Compensation Insurance Experience Modification Rate (EMR), Total Recordable Frequency Rate (TRFR) for incidents	EMR 1.11 (2023) + .11	EMR .69 (2022) TRFR 0 (2022) MH 201,737 (2022) - .31	EMR .84 (2022) -.16
Team Experience/Qualification	Great	Great	Great
Overall Category Score:	19	22	21
Most qualified 25 - Least qualified 0 (25 points max)			
Bid Information:			
Attachment: Current Project	Marigold St. and Maple St. (City of Abilene)	EN10th (City of Abilene) FM608 (TX Dot), ACU	Taylor Electric Gypsum Sweetwater
Attachment: Team members and company references	eht, Jacob & Martin	City of Abilene, Jacob & Martin	Taylor Electric, Blackrock Drilling
Complete Attachment: Additional pertinent items	N/A	Yes	N/A
Bid Accuracy/Scope of Work	Good	Good	Good
Overall Category Score:	15	15	15
Score: Most Compliant 15 - Least Compliant 0 (15 points max)			
Project Start	9/15/2023	9/15/2023	9/15/2023
Project Duration	120 days	40 days	30 days
Estimated Completion Date	1/13/2024	10/25/2023	10/15/2023
Overall Category Score:	9	19	25
Most favorable 25 - Least Favorable 0 (25 points max)			
Company:			
Company Location	Abilene, TX	Abilene, TX	Abilene, TX
Previous experience with DCOA	Access, Bldg. C Turnaround, Marigold	Bldg. C retaining wall	Shredding, fire roads, sidewalk replacement
Company's overall reputation	Great	Great	Great
Overall Category Score:	10	10	10
Most suitable 10 - Least suitable 0 (10 points max)			
Total All Categories: Add (1) to (5) (100 points max)	58	81	94

RESOLUTION NO. DCOA-2023.26

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”) AUTHORIZING THE AWARD OF A BID FOR IMPROVEMENTS TO PROPERTY ON FULWILER RD., ABILENE, TAYLOR COUNTY, TEXAS AND LOCATED IN FIVE POINTS BUSINESS PARK

WHEREAS, the DCOA desires to make paving improvements and other improvements to Building C in Five Points Business Park (the “**Improvements**”); and,

WHEREAS, bids were solicited for the Improvements in accordance with the DCOA’s Construction Procurement Policy; and,

WHEREAS, each contractor’s bid was evaluated and scored in accordance with the DCOA’s Construction Procurement Policy and the highest-ranking contractor is [_____].

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

PART 1. DCOA hereby authorizes the award of a bid to [_____] for the Improvements in the amount of [\$_____].

The DCOA’s President (“**President**”) is hereby authorized to, on behalf of the DCOA, negotiate, enter into and execute all agreements, make all expenditures under said agreements, and to take any steps necessary which are consistent with and necessary to effectuate the actions outlined above.

PART 2. Funding under this Resolution is contingent 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 President.

PART 3. This Resolution takes effect immediately upon passage.

ADOPTED this the 22nd day of August, 2023.

ATTEST:

Shea Hall
Secretary/Treasurer

Sam Vinson
Chairman of the Board

APPROVED AS TO FORM:

Chris Shelton, Attorney at Law