

PUBLIC NOTICE

DEVELOPMENT CORPORATION OF ABILENE, INC.

A meeting of the Development Corporation of Abilene, Inc. (“DCOA”) will be held on September 21, 2023, at 174 Cypress Street, 2nd Floor Board Room, Abilene, Texas commencing at 9:00 a.m. 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

September 21, 2023
9:00 a.m.

1. Call the meeting to order
2. Invocation
3. Public Comment on Agenda Items
4. Governance Schedule
5. Approval of Minutes from the August 22, 2023 Board meeting
6. DCOA Financial Report for August 2023 and Quarterly Sales Tax Report
7. 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. Agreement(s) with the City of Abilene in reference to street expenditures
 2. Lease Agreement with Project Costello
 - B. 551.072 (Deliberations about Real Property)
 1. Acquisition of property in North Abilene
 - 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 Liberty
 - 2. Project Campo
- 8. 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
- 9. Discussion and possible approval of an award of an Incentive Bonus and/or an amendment to the DCOA's President and CEO's Employment Agreement, salary, and/or benefits
- 10. Discussion and possible approval of an amended and restated Resolution authorizing a Street Expenditure Agreement for use of the 2023 street expenditure funds
- 11. Discussion and possible approval of a Resolution authorizing the President to enter into a contract to acquire property in North Abilene and expend funds for due diligence prior to purchase.
- 12. Discussion and possible approval of a Resolution authorizing an agreement with Project Campo
- 13. Discussion on next Board meeting date
- 14. 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 14th day of September at 1:41 pm 2023.



 City Secretary



 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
										✓		President & CEO Annual Review
							✓					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. 09/21/23

DCOA Board Meeting Minutes

August 22, 2023

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
August 22, 2023

MEMBERS PRESENT: Sam Vinson Vic Corley Shea Hall
Tracy Howle

MEMBERS ABSENT: Floyd Miller

STAFF PRESENT: Misty Mayo Regi McCabe-Gossett
Ashley Whitmer Akane Thaxton Lindsay Dennis
Evan Steele Brock New Sevie Schonerstedt
Rick Jones Samuel Roberts, Intern

GUESTS PRESENT: Chris Shelton, McMahon Surovik Suttle, PC
Doug Williamson, Abilene Chamber of Commerce
Officer Anderson, Abilene Marshal's Department

1. **CALL THE MEETING TO ORDER:** Chair Sam Vinson called the meeting to order at 9:00 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 a 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 JULY 12, 2023, BOARD MEETING:** Shea Hall moved to approve the Minutes from the July 12, 2023, Board meeting. Tracy Howle seconded, and the motion passed.
6. **DCOA FINANCIAL REPORT FOR JULY 2023 AND QUARTERLY SALES TAX REPORT:** Regi McCabe-Gossett, DCOA Controller, presented the Financial Report for July 2023. As of July 31, 2023, the DCOA's year-to-date total operating revenue was \$15,832,888 and cash at the end of the period was \$31,356,068. The DCOA's total assets were \$106,639,625, and the DCOA's total liabilities were \$161,226.

7. DCOA INVESTMENT COMMITTEE REPORT: Regi McCabe-Gossett, DCOA Controller, provided the Q2 2023 Investment Committee Report. The DCOA's investment strategy meets the requirements of the DCOA's Investment Policy, and the limited options set forth in the Texas Government Code, as referenced in the DCOA's Investment Policy.

Portfolio Summary for Period Q2 2023 (April-June)

- Beginning Market Value = \$20,058,437.97 (April 2023)
- Ending Market Value = \$20,120,050.17 (June 2023)
 - % Change in Market Value = 0.31%
- Total Accrued Interest Revenue = \$101,140.44
- Total Interest Payments Received = \$165,287
- Bond Portfolio Yield = 5.08%
 - Current 91-Day U.S. Treasury Bill Yield = 5.43%
- Estimated Annual Income = \$685,052

8. 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 August 22, 2023, and the time is 9:15 am. Later, Chair Sam Vinson announced the date is still August 22, 2023, and the time is 11:46 am, and that no vote or action was taken in Executive Session.

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

- DCOA attended Texas State Technical College (TSTC) Groundbreaking in August. TSTC will have an expansion of the current Abilene facility by 48,139 square feet. DCOA partnered with TSTC through incentives for the main campus in 2016 and 2017. Four new programs will be added: Diesel Equipment Technology, Electrical Line Worker & Management Technology, HVAC Technology and Plumbing Pipefitting Technology Programs.
- 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.
- 5 Business Retention & Expansion Meetings with local existing Type A Companies regarding workforce needs & future expansion plans
- 2 Local existing companies attended an 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

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.

- 2 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 experience Abilene’s competitive advantages
- 4 Meetings with Developers – Discussions on public/private partnerships for speculative buildings in Abilene
- Refined Salesforce Activity Tracking that assists in the identification and engagement of prospects
- Engaged a subject matter expert to review and expand utility information which will enhance Request for Information (RFI) responses
- 22 RFIs Submitted between October 1, 2022 – August 10, 2023 – requests for detailed information about the community including, but not limited to, available sites, maps, utilities, infrastructure, and workforce demographics
- 268,017 average existing building square footage demand
- 18 RFIs received from the Governor’s Office of Economic Development & Tourism
- 4 RFIs received from site selection consultants representing companies
- 160 average acreage demand

Marketing & Brand Management Initiatives

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

- 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.
- 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)
- Social Media Update – Follow @DevelopAbilene

Workforce Development Initiatives

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

- 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 and Hartmann’s, Inc.

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

- Meeting with Hardin-Simmons University’s Dean to strengthen relationships and better understand the university’s current engineering program.
- Strategic discussions with Wylie Independent School District regarding continued investment and expansion of the DCOA’s NEXTU Program & Career and Technical Education offerings
- Continued strategic planning focused on the recruitment and retention of Dyess Air Force Base’s exiting airmen with Military Affairs Committee

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.

- 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

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 High Grounds of Texas Board of Directors Meeting (Regional Marketing Organization)
- DCOA Team Member attended the 2023 Southern Economic Development Council Annual Meeting where they received an update on industry trends and best practices
- DCOA Team Members completed 6 training courses
 - Public Funds Investment Training (Certification)
 - Financing for Underserved Communities in Texas
 - Master Series Course: Conflict Management (Certification)
 - Texas A & M Engineering: OSHA Regulations (Certification)
 - Council of Development Finance Agencies Summer School
 - Lasso: How to Fill Out an RFI

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 Member represented Abilene at the Texas Midwest Communities Network Board of Directors Meeting (Regional Representation Opportunity)
- Completed testing of new accounting software and preparing system to go live at the end of August

DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION APPROVING EXPENDITURES OVER \$50,000 AS DESCRIBED IN THE PRESIDENT AND CEO’S REPORT:

President & CEO Misty Mayo presented Resolution 2023.28, approving expenditures greater than or equal to \$50,000 for approval. Tracy Howle made a motion to approve Resolution DCOA-2023.28, approving expenditures greater than or equal to \$50,000. Shea Hall seconded, and the motion passed.

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:

Shea Hall made a motion to approve Resolution DCOA-2023.25, 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. Tracy Howle seconded, and the motion passed.

11. DISCUSSION ON THE ABILENE INDUSTRIAL FOUNDATION AND WYLIE INDEPENDENT SCHOOL DISTRICT:

President & CEO Misty Mayo reported that the Abilene Industrial Foundation and Wylie Independent School District have multiyear contracts that do not require further approval for Fiscal Year 2024 but that they both have Service Agreements with the DCOA like the other entities set out in Item 10 above.

12. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AWARDDING A BID FOR PERMANENT PARKING IMPROVEMENTS AT PROPERTY LOCATED ON FULWILER ROAD:

Tracy Howle made a motion to approve Resolution DCOA-2023.26, authorizing the approval of the highest-ranking contractor: Atlas Dirt and Construction the bid for permanent parking improvements at property located on Fulwiler Road in the amount of \$287,326.00. Shea Hall seconded, and the motion passed.

13. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING A LEASE AGREEMENT WITH PROJECT COSTELLO FOR PROPERTY IN FIVE POINTS BUSINESS PARK:

Vic Corley made a motion to approve Resolution DCOA-2023.27, authorizing a lease agreement with Project Costello for property in Five Points Business Park. Shea Hall seconded, and the motion passed.

14. 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 September 21, 2023, at 9:00 am.

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

Sam Vinson, Chair

Shea Hall, Secretary & Treasurer

DCOA Financial Report for August 2023

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

	FY23	FY22
	August 31, 2023	August 31, 2022
ASSETS		
Current Assets		
Cash & Cash Equivalents		
Cash	\$ 17,930,962	\$ 18,425,641
Investments	\$ 14,334,413	\$ 12,731,884
Total Cash & Cash Equivalents	\$ 32,265,375	\$ 31,157,525
Other Current Assets		
Accounts Receivable	\$ 2,781,857	\$ 2,475,351
Interest Receivable on Investments	\$ 106,386	\$ 73,532
Prepaid Expenses	\$ 360,144	\$ 481,246
Total Other Current Assets	\$ 3,248,388	\$ 3,030,128
Total Current Assets	\$ 35,513,763	\$ 34,187,653
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	\$ (16,848,146)	\$ (15,399,949)
Total Fixed Assets	\$ 34,407,149	\$ 34,557,811
Notes Receivable		
Notes Receivable - Earning Economic Incentives	\$ 7,371,194	\$ 12,608,277
Notes Receivable - BE in Abilene	\$ 170,156	\$ 400,000
Notes Receivable - Long Term	\$ 4,771,901	\$ 5,292,091
Accrued Interest on Notes Receivable	\$ 287,849	\$ 221,106
Allowance for Accrued Interest on Notes Receivable	\$ (287,849)	\$ (218,208)
Total Other Assets	\$ 12,313,251	\$ 18,303,265
Lease Receivables from Contracts(GASB 87)	\$ 23,589,822	\$ -
TOTAL ASSETS	\$ 105,823,985	\$ 87,048,729
LIABILITIES & NET ASSETS		
Liabilities		
Current Liabilities		
Accounts Payable	\$ 55,263	\$ 437,389
Payroll Liabilities	\$ 140,123	\$ 85,081
Total Liabilities	\$ 195,386	\$ 522,470
Deferred Lease Revenue from Contracts (GASB 87)	\$ 23,271,829	\$ -
Net Assets		
Investment in Capital Assets	\$ 34,407,149	\$ 35,311,054
Unrestricted Net Assets	\$ (234,101)	\$ (886,199)
Restricted Net Assets	\$ 52,514,614	\$ 54,597,907
Net Income	\$ (4,330,892)	\$ (2,496,503)
Total Net Assets	\$ 82,356,770	\$ 86,526,260
TOTAL LIABILITIES & NET ASSETS	\$ 105,823,985	\$ 87,048,729

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	\$ 41,461,418
FY 24-28 City Street Maintenance (Approved; Contract Pending)	\$ 10,000,000
Remaining FY23 DCOA Operating Expenses	\$ 1,053,196
	\$ 52,514,614

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

	Aug '23	FY23 YTD Oct '22 - Aug '23	FY23 Annual Budget
OPERATING REVENUES			
Sales and Use Tax	\$ 1,441,691	\$ 14,208,990	\$ 14,623,392
Interest Revenues	\$ 3,502	\$ 90,077	\$ 19,600
Land and Building Leases	\$ 344,695	\$ 3,323,709	\$ 3,285,529
TOTAL OPERATING REVENUES	\$ 1,789,888	\$ 17,622,776	\$ 17,928,521
OPERATING EXPENSES			
* Total Economic Development Expenses (Multi Year)	\$ 25,000	\$ 16,573,736	
Workforce Development Initiatives	\$ 57,651	\$ 161,578	\$ 400,000
Business Retention & Expansion	\$ 673	\$ 8,644	\$ 350,000
Abilene Industrial Foundation	\$ -	\$ 262,235	\$ 350,000
Small Business Development Center	\$ 6,981	\$ 125,625	\$ 253,000
Military Affairs Committee	\$ 43,066	\$ 322,607	\$ 437,000
Abilene Regional Airport Business Development	\$ -	\$ 179,151	\$ 231,959
ACU Griggs Center	\$ -	\$ -	\$ 45,500
Asset Management and Administration	\$ 351,556	\$ 3,197,033	\$ 4,430,761
* Property Maintenance (Multi Year)	\$ 40,781	\$ 1,205,160	\$ 1,120,000
Depreciation Expense	\$ 118,021	\$ 1,310,852	
TOTAL OPERATING EXPENSES	\$ 643,730	\$ 23,346,622	\$ 7,618,220
NET OPERATING REVENUE	\$ 1,146,158	\$ (5,723,845)	\$ 10,310,302
NON OPERATING REVENUES			
Miscellaneous Revenue	\$ -	\$ 15,100	\$ -
Investment Earnings	\$ 56,867	\$ 560,180	\$ 109,780
Investment Unrealized Gain/loss	\$ 25,361	\$ 85,314	\$ -
Gain/Loss on Disposal of Asset	\$ -	\$ 732,359	\$ -
TOTAL NON OPERATING REVENUES	\$ 82,228	\$ 1,392,954	\$ 109,780
NON OPERATING EXPENSES			
Miscellaneous Expense	\$ -	\$ -	
TOTAL NON OPERATING EXPENSES	\$ -	\$ -	
NET NON OPERATING REVENUES	\$ 82,228	\$ 1,392,954	
NET REVENUES	\$ 1,228,386	\$ (4,330,892)	\$ 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
July '23	\$ 20,188,202	0.3%	\$ 57,121
August '23	\$ 20,270,329	0.4%	\$ 56,867
		Fiscal Year 2023 Total	\$ 560,180

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

	FY23 YTD Aug '23
OPERATING ACTIVITIES	
Net Revenue	(\$4,330,892)
Adjustments to Reconcile Net Revenue to Net Cash Provided by Operations:	
Accounts Receivable	(\$24,097)
Current Portion of Notes Receivables	\$222,205
Purchase of Accrued Interest on Treasuries	(\$25,106)
Prepaid Expense/Escrow	\$104,830
Notes Receivables - Earning Economic Incentives	\$75,000
Accounts Payable	(\$763,932)
	(\$4,741,993)
INVESTING ACTIVITIES	
Construction in Progress	(\$1,197,041)
Fixed Assets	(\$59,783)
Accumulated Depreciation	\$1,310,852
Notes Receivables	\$5,610,287
Lease Receivables (GASB 87)	\$2,561,068
	\$8,225,383
FINANCING ACTIVITIES	
Deferred Lease Revenue (GASB 87)	(\$2,751,345)
	(\$2,751,345)
Net Cash Increase for Period	\$732,045
Cash at Beginning of Period	\$31,533,330
Cash at End of Period	\$32,265,375

Development Corporation of Abilene, Inc.
Economic Development Program Status
August 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	46,354	103,646	
BE in Abilene 2020	250,000	116,667	66,667	66,667	
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	1,333,333	-	Yes
Primal Pet Group 2021	3,160,000	-	-	3,160,000	
Bavarian - Extrusion Concepts 2020	400,000	-	80,000	320,000	
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	\$ 7,764,786	\$ 6,874,812	

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

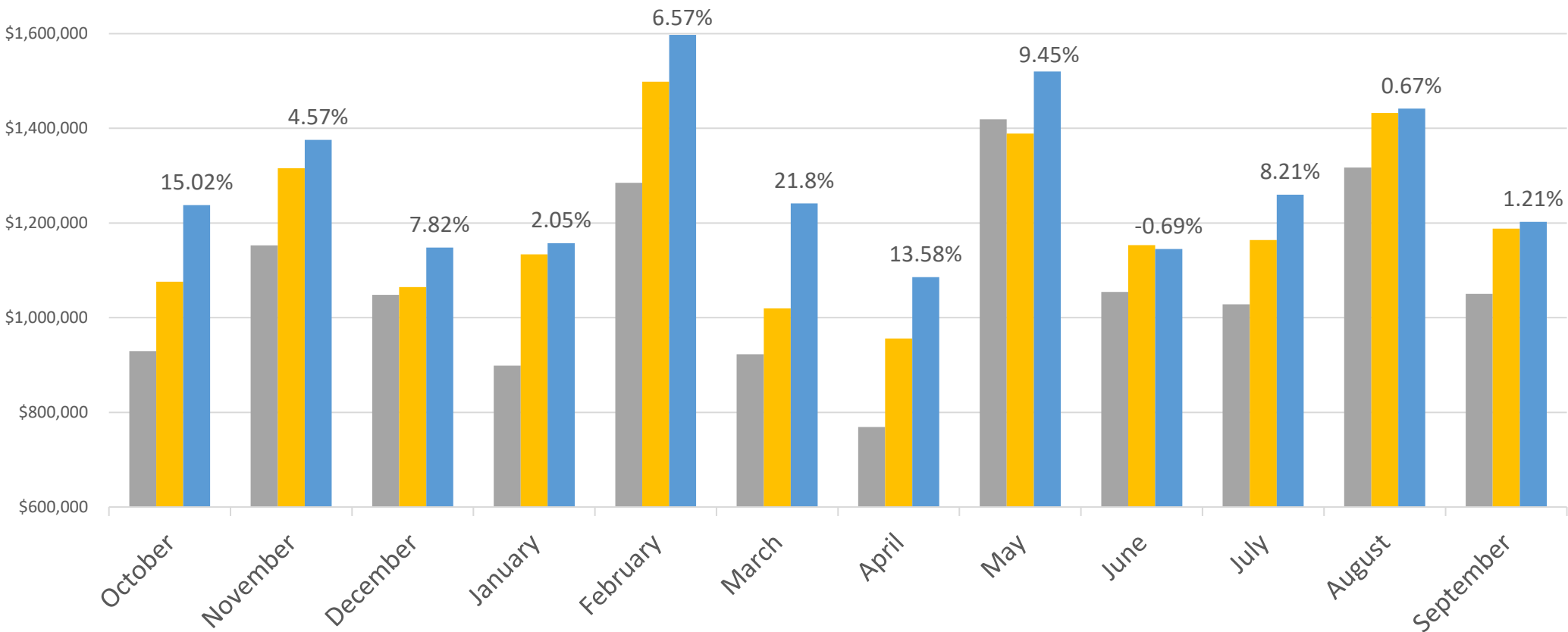
APPROVED PROJECTS - NOT STARTED:

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

DCOA Quarterly Sales Tax Report

FISCAL YEAR 2023 YEAR TO DATE SALES TAX

September 2023 Sales Tax Revenue Report for Economic Development
Representing July 2023 Sales
% Change is FY23 Compared to FY22



Source: City of Abilene

■ FY21 ■ FY22 ■ FY23



September Rebate: \$1,202,398.94
YTD: +7.1 % last year
+5.7% budget

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
August 23, 2023 – September 20, 2023

5

Business Retention & Expansion Engagements with Type A Existing companies

BUSINESS RETENTION & EXPANSION STRATEGY –

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

2

Business Retention & Expansion meetings with existing Type A companies regarding workforce training needs

BUSINESS RETENTION & EXPANSION STRATEGY –

Develop programs to support the growth of existing businesses.

2

Business Retention & Expansion meetings with existing Type A companies regarding future expansion plans

BUSINESS RETENTION & EXPANSION STRATEGY –

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



DCOA Team Members join the AbiMar Foods Team to visit their new Welcome Center

BUSINESS RETENTION & EXPANSION STRATEGY – *Develop programs to support the growth of existing businesses.*

BUSINESS RETENTION & EXPANSION INITIATIVES

REPORT FROM PRESIDENT & CEO
August 23, 2023 – September 20, 2023

NEXT

Nuclear Energy eXperimental Testing

DCOA Team celebrated the Grand Opening of the Gayle and Max Dillard Science and Engineering Research Center at Abilene Christian University

Home to the Nuclear Energy eXperimental Testing Laboratory (NEXT Lab)

BUSINESS RETENTION & EXPANSION STRATEGY – Develop programs to support the growth of existing businesses.



Nuclear Energy eXperimental Testing Laboratory (NEXT Lab)

25,895

Square Foot Research & Development Facility

DCOA partnered with NEXT Lab through incentives for the project in 2018 & 2021

2021 Project

\$29.3 Milion

Capital Investment

28

Jobs Retained

37

Jobs Created

BUSINESS ATTRACTION INITIATIVES

REPORT FROM PRESIDENT & CEO
August 23, 2023 – September 20, 2023



5 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.



4 Site Visits

Prospective companies and/or site consultants 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.



1 Meeting with State Level Electric Utility Executive

Assessed electrical capacities of current and future DCOA real estate, positioning Abilene to be more competitive in site readiness.

BUSINESS ATTRACTION STRATEGY – Prepare research that evaluates our resource capacities and identifies prospect industries aligned with those resources; consideration for commissioning a competitive analysis and target industry study

BUSINESS ATTRACTION INITIATIVES

REPORT FROM PRESIDENT & CEO
August 23, 2023 – September 20, 2023

24 RFIs SUBMITTED

October 1, 2022 – September 13, 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

374,881

From all RFIs received

*AVERAGE ACREAGE DEMAND

114.51

*less than 1000 acres required

From all RFIs received

MARKETING & BRAND MANAGEMENT INITIATIVES

REPORT FROM PRESIDENT & CEO
August 23, 2023 – September 20, 2023

SOCIAL MEDIA UPDATE Follow @DevelopAbilene



“This past Saturday DCOA President and CEO Misty Mayo, EVP and COO Julie Johncox, and DCOA Board Member Tracy Howle represented The DCOA at the 70th Annual Military Affairs Committee Air Force Gala. The DCOA has had a long-standing partnership with Dyess Air Force Base for over 30 years, most recently committing \$1.3 million in matching grants for upgrades and improvements at Dyess Air Force Base. These improvements are critical to increase the value of Dyess to our nation’s defense and strengthen its position as one of our country’s premier air force bases.”



WELDON HURT
Mayor Of Abilene

The DCOA demonstrates Abilene’s commitment to supporting the businesses that have made Abilene their home which allows them to expand and thrive.

“The DCOA demonstrates Abilene’s commitment to supporting the businesses that have made Abilene their home which allows them to expand and thrive. Moreover, these efforts ensure that our workforce is highly skilled and equipped with advanced training opportunities. I am grateful for the leadership and collective efforts of the DCOA in making decisions and partnering with companies that are best for our community. Their success is a success for all of Abilene.” | Mayor Weldon Hurt
#DevelopAbilene

WORKFORCE DEVELOPMENT INITIATIVES

REPORT FROM PRESIDENT & CEO
August 23, 2023 – September 20, 2023

NEXTU Program Update

NEXTU, powered by the DCOA, is designed to enhance workforce training opportunities to create a pipeline of skilled local employees prepared to meet the demands of Abilene-based Type A employers.

61%

Growth in Dual Credit Enrollment at
Abilene Independent School District &
Wylie Independent School District

54 Dual Credit Students in 2022
87 Dual Credit Students in 2023



"I chose to do the internship because I thought it would be fun and I was hopeful that I could get a good job there because that was what I wanted my career to be in. I would recommend this for others. I think it was a great way for someone to get into what they want to do, and it'll help them better their knowledge and understanding of what they are getting into."

**Cesar Perez, NEXTU Student at Wylie High School
Intern at BWJ Metalworks**

REAL ESTATE INITIATIVES

REPORT FROM PRESIDENT & CEO

August 23, 2023 – September 20, 2023



Completed repairs of fire suppression system infrastructure at Hangar 2 allowing EASI to operate at full capacity.

REAL ESTATE STRATEGY – Evaluate master plans for both Industrial Parks for updates and improvements.

EFFECTIVE OPERATIONS INITIATIVES

REPORT FROM PRESIDENT & CEO

August 23, 2023 – September 20, 2023



DCOA Team Member attended the 2023 Association for Supply Chain Management Conference 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 Members completed 3 training courses.

Public Funds Investment Training (Certification)
Private Public Partnership Financing (Course)
TEDC Economic Development Sales Tax Workshop (Training)

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 implementation of Oracle's NetSuite accounting system.

Enables staff to perform advanced analysis & accounting processes.

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.

EXPENDITURES OVER \$50,000

REPORT FROM PRESIDENT & CEO

VENDOR	AMOUNT	DETAILS
City of Abilene	92,217.20	Defense Economic Adjustment Assistance Grant (DEAAG) Matching Funds for Dyess Air Force Base Fiber Optic and 5G upgrades. Approved with Resolution 2022.01 (Military Affairs Committee)

**Discussion and possible approval
of an award
of an Incentive Bonus and/or
an amendment to the
DCOA's President and CEO's
Employment Agreement, salary,
and/or benefits**

**Resolution authorizing
a Street Expenditure
Agreement for use
of the 2023
Street Expenditure funds**

RESOLUTION NO. DCOA-2023.30

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”) AMENDING AND RESTATING THE DCOA’S PREVIOUS AUTHORIZATION FOR THE 2023 STREET EXPENDITURES.

WHEREAS, the DCOA previously approved Resolution No. DCOA-2022.24 on August 19, 2022 in relation to the 2023 street projects and the DCOA now desires to approve this Resolution amending and restating Resolution No. DCOA-2022.24; and,

WHEREAS, the DCOA was requested by the City of Abilene to fund \$8.5 million over 5 years toward street expenditures required or suitable for infrastructure necessary to promote or develop new or expanded business enterprises; and,

WHEREAS, the City of Abilene has presented a request for the use of \$1,799,427.53 for 2023 street projects, which includes a portion of South 27th Street/Southwest Drive from Barrow Street to South Danville Drive (the “**Street**”); and,

WHEREAS, after consideration and discussion, the DCOA’s Board of Directors finds that an expenditure of \$1,799,427.53 in 2023 for the reconstruction of the Street is required or suitable for infrastructure necessary to promote or develop new or expanded business enterprises.

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

PART 1. DCOA authorizes an expenditure not to exceed \$1,799,427.53 in 2023 for the reconstruction of a portion of South 27th Street/Southwest Drive from Barrow Street to South Danville Drive as requested by the City of Abilene. 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. 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 DCOA’s President prior to the expiration date.

PART 3. This Resolution takes effect immediately upon passage.

ADOPTED this the 21st day of September, 2023.

ATTEST:

Shea Hall
Secretary/Treasurer

Sam Vinson
Chairman of the Board

**Resolution authorizing the
President to enter into a
contract to acquire property
in North Abilene and expend
funds for due diligence prior
to purchase**

RESOLUTION NO. DCOA-2023.29

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”) AUTHORIZING THE DCOA’S PRESIDENT (“PRESIDENT”) TO ENTER INTO A PURCHASE CONTRACT FOR CERTAIN PROPERTY IN NORTH ABILENE AND EXPEND FUNDS ON DUE DILIGENCE FOR SAID PROPERTY.

WHEREAS, certain property in North Abilene (the “**Property**”) is for sale and its acquisition would be beneficial to the DCOA; and,

WHEREAS, the DCOA’s President needs the authority to enter into a purchase contract for the Property and to expend the funds necessary to conduct due diligence activities on the Property; and,

WHEREAS, the purchase contract will allow for a termination option if the DCOA pays a termination fee (the “**Termination Fee**”); and,

WHEREAS, closing on the purchase of the Property will occur only after the staff’s receipt and review of any studies conducted and approval by the DCOA Board of Directors (the “**Board**”), through additional Board action, to complete the purchase of the Property.

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

- PART 1.** DCOA hereby authorizes the President to enter into a purchase contract for the Property with a Termination Fee and to expend the funds necessary in order to conduct due diligence activities on the Property. The President will return to the Board for authorization to complete the purchase of the Property upon completion of the due diligence activities on the Property.
- PART 2.** 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 prior to the expiration date.
- PART 3.** The President is hereby authorized to, on behalf of the DCOA, negotiate, enter into and execute all agreements, make any expenditures described above, and to take any steps necessary which are consistent with and necessary to effectuate the actions outlined above.
- PART 4.** This Resolution takes effect immediately upon passage.

**Resolution authorizing
an agreement with
Project Campo**

RESOLUTION NO. DCOA-2023.31

A RESOLUTION OF THE DEVELOPMENT CORPORATION OF ABILENE, INC. (“DCOA”) AUTHORIZING AN INCENTIVE, INCLUDING A CONTRACT FOR THE TRANSFER OF REAL PROPERTY, FOR PROJECT CAMPO (“COMPANY”).

WHEREAS, Company and the DCOA have determined that 922 N. 13th Street, Abilene Texas 79601, described on Exhibit A, attached hereto and fully incorporated herein (the “**Property**”), is suitable for the Company’s operation in Abilene; and,

WHEREAS, Company currently projects, over a 2-year period, a capital investment of \$130,000 and to retain the employment of 12 full-time employees (“**FTEs**”); and,

WHEREAS, the DCOA estimates the value of the Property to be \$49,900; and,

WHEREAS, as part of the transfer of the Property to the Company, the DCOA may purchase an Owner’s Policy of Title Insurance covering the Property at a cost of up to \$570.80 and pay other ordinary closing costs related to the transfer of the Property to the Company (the “**Closing Costs**”); and,

WHEREAS, the DCOA’s staff requests the DCOA’s Board of Directors (the “**Board**”) approve (i) the transfer of the Property to the Company; and (ii) the payment of all Closing Costs related to the transfer of the Property to the Company; and,

WHEREAS, the Board finds that Project Campo (i) creates and/or retains primary jobs, and (ii) is suitable for the development, retention or expansion of research and development facilities and/or any other facilities described 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 the transfer of the Property to the Company, as an incentive, in exchange for the Company’s capital investment of \$130,000 and retention of at least 12 FTEs over a 2-year period.
- PART 2.** DCOA hereby authorizes the payment of all Closing Costs related to the transfer of the Property to the Company.
- PART 3.** 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 DCOA’s President (“**President**”) prior to the expiration date.
- PART 4.** The President is hereby authorized to, on behalf of the DCOA, negotiate, enter into and execute all agreements, make the expenditures described above, and to take any steps necessary which are consistent with and necessary to effectuate the actions outlined above including, but not limited to, revising the legal description on Exhibit A.
- PART 5.** This Resolution takes effect immediately upon passage.

ADOPTED this the 21st day of September, 2023.

ATTEST:

Shea Hall
Secretary/Treasurer

Sam Vinson
Chairman of the Board

APPROVED AS TO FORM:

Chris Shelton, Attorney at Law

Exhibit A

The South 50 feet of the East 140 feet of Block A of the McNairy's Subdivision of Lot 2, Block 201 of the City of Abilene, Taylor County, Texas as shown by Plat recored in Volume L, Page 637, Deed Records, Taylor County, Texas.