

**DEVELOPMENT CORPORATION OF ABILENE, INC.**  
**BOARD MEETING MINUTES**  
**November 1, 2005**

<b>MEMBERS PRESENT:</b>	<b>Stan Lambert</b> <b>Syd Niblo</b>	<b>Dee Moore</b> <b>Ray Ferguson</b>
<b>MEMBER ABSENT:</b>	<b>Joe Crawford</b>	
<b>STAFF PRESENT:</b>	<b>Richard Burdine</b> <b>Kim Tarrant</b> <b>John Dugan</b>	<b>Dan Santee</b> <b>David Wright</b>
<b>GUESTS PRESENT:</b>	<b>Melissa Borden</b> <b>Jerry Hitt</b> <b>Victor Sotello</b> <b>Bill Ehrie</b>	<b>Abilene Reporter-News</b> <b>KTXS TV</b> <b>KTAB TV</b> <b>Abilene Industrial Foundation</b>

1. **CALL TO ORDER.** Ray Ferguson called the meeting to order at 1:30 p.m. in the Chamber of Commerce conference room located at 174 Cypress, 2nd floor, Abilene, TX.
2. **APPROVAL OF MINUTES FROM SEPTEMBER 20, 2005 BOARD MEETING.** Syd Niblo made a motion to approve the minutes from the September 20, 2005 meeting. Dee Moore seconded. The motion carried by unanimous consent.
3. **PRELIMINARY FINANCIAL AND STATUS REPORTS FOR AUGUST 2005.** David Wright presented the preliminary August 2005 reports. The sales tax rebate for October is \$593,795.84 which represents August sales and is 10.54% above last year. Assets as of August 31, 2005 totaled nearly \$25.5 million, total liabilities are a little over \$2.5 million, and the DCOA had an undesignated fund balance of just over \$13.6 million.
4. **EXECUTIVE SESSION: Pursuant to Tex.Gov't Code Sec. 551.072, an executive session may be held to discuss the possible exchange, lease, or value of real property associated with a project to be funded by the DCOA's negotiations with a third party discussion in executive session, any action or vote will be taken in public.**

At 1:35 p.m. the Board went into Executive Session. At 2:20 p.m. the Board reconvened and announced that no vote or action was taken in Executive Session.

Board Member, Syd Niblo, left the meeting at the end of the Executive Session.

5. **THIS ITEM, "DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT AT", WAS MOVED AND DISCUSSED AFTER THE EXECUTIVE SESSION.** Richard Burdine explained that Project AT is an existing Abilene company and is part of a worldwide leader in outsourced teleservices. They have won recognition as one of the fastest-growing teleservices agencies in the United States.

The Company announced it would be closing its Abilene operation and transferring the business to offices outside the area, laying off 136 employees. However, a major client is very

pleased with the performance of Project AT, so they decided to maintain the Abilene operation and expand here. The operation will be moved to a larger facility to allow for expansion, which will result in projected total employment of 550 within three years and a total annual payroll of \$6,864,000 after all jobs have been created.

The DCOA proposed a job retention/creation incentive package as follows: \$1,000 for each of the 136 existing positions paying under \$15,000/year and \$1,500 for each of the 414 projected new positions paying under \$15,000/year, for a total incentive package of \$757,000. This would include a \$500,000 forgivable loan at 0% interest for up to five years, advanced up front. Principal reductions shall be earned and applied annually over three years. An additional \$257,000 would be payable after the above loan has been fully earned.

A motion was made by Stan Lambert to approve Resolution DCOA-2006.02. Dee Moore seconded, and the motion carried.

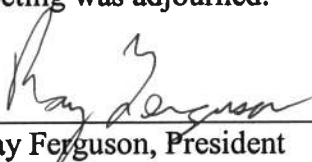
6. **THIS ITEM, "DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FUNDING FOR DEVELOPMENT SERVICES AND FOR STAFF TO SOLICIT PROPOSALS FOR INSTALLATION OF UTILITIES AND ROAD CONSTRUCTION ON DCOA-OWNED LAND ON FM 18 FOR DEVELOPMENT OF A NEW MANUFACTURING PLANT", WAS MOVED AND DISCUSSED AFTER THE EXECUTIVE SESSION.** Richard Burdine informed the board that the DCOA owns 231.91 acres located north of FM 18. The immediate need is a development site for Robinson Fans. Robinson Fans would like to build their new plant on a 14-acre lot located north of FM 18 on DCOA-owned land with an option to buy a second 10-acre lot adjacent and to the north of the first lot.

The DCOA is working with the engineering firm of Enprotec/Hibbs & Todd (EHT). Staff requests the board authorize funding in the total amount of \$35,000 for a contract with EHT to perform the survey and development plan tasks, while ratifying an already incurred expense of \$645 for the first draft of a preliminary development plan.

Staff also requests the board authorize them to solicit proposals for installation of water and sewer to the property line and construction of a road extending north from FM 18 to accommodate both lots.

A motion was made by Dee Moore to approve Resolution DCOA-2006.01. Stan Lambert seconded, and the motion carried.

7. **ADJOURNMENT.** There being no further business, the meeting was adjourned.

  
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Ray Ferguson, President