



investment of \$14.8 million. Ms. Wilhelm attributed much of the success of these high numbers to their extra full-time and rural counselors, which have enabled the SBDC to help more clients. The SBDC offers a weekly entrepreneurial series to help new and existing businesses.

Don Green and Melissa Murphy summarized the semi-annual report from the Abilene Airport Business Development Management Program (BDMP). They are focused on community outreach through speaking engagements to various civic organizations, highlighting the advantages of flying from Abilene versus driving to another airport. The BDMP started a new marketing campaign in November 2007, running testimonial commercials on local television and radio stations. The BDMP updated its website and now offers a fare watcher which constantly features real-time discount fares from Abilene to various destinations. The BDMP has been successful in identifying a need for air service to the Western U.S. through the market analysis and other related market research done by SABRE Airline Consultants. The goal is to create a Request for Proposals to solicit additional airline service from targeted airlines believed to offer the service needed for this market.

- 5. DISCUSSION AND POSSIBLE APPROVAL OF THE DCOA'S SEMI-ANNUAL REPORT OF ACTIVITIES ENDING MARCH 31, 2008.** Richard Burdine presented this report and pointed out some of the highlights. These include the PWP Phase 2 126,000 square-foot expansion (Spec 2 building) currently under construction. The dirt work is in progress for the Spec 3 building construction. The Center for Immunotherapeutic Research at the TTU School of Pharmacy continues to develop. The Biotech team (biotech education) is present at all levels – high school, college, and grad school. They are working together in preparation to train the future workforce that will be in demand through Receptor Logic. Mrs. Baird's is proceeding with their \$2.5 million expansion.

A motion was made by Dee Moore to approve this report as presented by oral resolution. Paul Cannon seconded and the motion passed by unanimous consent.

- 6. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ADDITIONAL ASSISTANCE FOR GENESIS NETWORKS SOLUTIONS.** In September 2006, Genesis Networks Solutions (GNS) was established in Abilene. Its primary business is software testing and quality assurance with clientele that includes AT&T and Amdocs, Ltd. GNS has experienced rapid growth and will meet their initial job creation goal of 143 in the next 60 days. GNS is ready to substantially expand their operation and create an additional 150 jobs, with 60% of new hires anticipated to move to Abilene. Subsequent to the board packet distribution, GNS staff discussed with economic development staff a second capital investment incentives option as follows: a provision of up to a \$300,000 3-year, no interest loan using furnishings and equipment as collateral at a loan to value ratio of 50% of the new or depreciated value. First lien and a landlord's waiver on collateral will be required.

Board members suggested language be added to the resolution where any funds advanced under the Job Creation Incentive must be secured by a letter of credit or other acceptable collateral. Staff recommends the DCOA approve total assistance of up to \$2,088,000 for Phase 2 expansion in exchange for the creation of 150 new jobs, all paying in excess of \$35,000/year in salary and non-mandatory benefits, e.g., health insurance including above-mentioned revisions.

Stan Lambert moved to approve Resolution No. DCOA-2008.13 Revised as presented. The motion was seconded by Paul Cannon and it carried by unanimous consent.

**7. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING A CONTRACT AND FUNDS TO REPAIR THE ROOF AT 4109 VINE ST., ABILENE, TX.**

The DCOA owns the property located at 4109 Vine Street and leases it to Affiliated Food Stores (AFS). For more than a year the roof on the property has leaked in various places. The Dept. of State Health and the City of Abilene Health Dept. have cited AFS numerous times for the unsanitary conditions of the food storage areas due to the roof leaks. The amount of rain received in 2007 forced AFS to vacate the southern portion of the property, resulting in a loss of about 24,000 sq. ft. of warehouse and office space, yet they continue paying expenses on the unused space.

Staff retained the services of Perry Haynes Engineering Services, to develop a plan for repair/replacement that could be bid consistently by all bidders. Several bids were solicited and received on repairing the roof, with American Metals the lowest bidder for a steel roof in the amount of \$512,288. The only bid received for interior repairs was from Spencer Construction in the amount of \$3,950.

Action on this item was tabled until after Executive Session.


**8. EXECUTIVE SESSION.** I hereby announce we are going into Executive Session pursuant to Texas Government Code Sections 551.071, .072, and .087 to consult with our legal counsel, discuss real property transactions, and discuss economic development negotiations involving a business prospect, as set forth on the agenda. Any vote or action will be taken in open session.

The date is April 29, 2008 and the time is 2:42 p.m. The date is still April 29, 2008 and the time is 3:04 p.m. No vote or action was taken in Executive Session.

**7. Continuing with Item #7 - Roof Repair at 4109 Vine Street.** Staff recommends the DCOA authorize contracts and funding in the total amount of \$544,550 to repair the roof and interior at 4109 Vine Street as follows: Perry Hanes \$2,500, American Metals \$512,288, Spencer Construction (interior repairs) \$3,950 plus a 5% repair contingency of \$25,812.

Dee Moore moved to approve Resolution No. DCOA-2008.08 as presented. Stan Lambert seconded the motion and it carried.

**9. ADJOURNMENT.** The next regularly scheduled board meeting is May 27, 2008. There being no further business, the meeting was adjourned.

  
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Joe Crawford, President