

**DEVELOPMENT CORPORATION OF ABILENE, INC.**  
**BOARD MEETING MINUTES**  
**JUNE 23, 2009**

<b>MEMBERS PRESENT:</b>	Joe Crawford Marelyn Shedd Scott Senter	Mike Schweikhard Paul Cannon
<b>STAFF PRESENT:</b>	Richard Burdine Mindy Patterson Sarah Chen	Kim Tarrant Dan Santee Don Green
<b>GUESTS PRESENT:</b>	Bill Ehrie Judith Wilhelm Andrew Carlson Jaime Adam	Abilene Industrial Foundation SBDC KTAB/KRBC TV Abilene Reporter-News

- 1. CALL TO ORDER.** Joe Crawford called the meeting to order at 1:30 p.m. in the Develop Abilene conference room located at 174 Cypress, 3rd floor, Abilene, TX.
- 2. APPROVAL OF MINUTES FROM APRIL 13, 2009 MEETING.** Scott Senter made a motion to approve the minutes from the April 13, 2009, meeting. Mike Schweikhard seconded, and the motion carried.
- 3. SALES TAX REPORT FOR JUNE 2009 AND STATUS OF FUNDS REPORTS FOR MARCH AND APRIL 2009.** Mindy Patterson, Director of Finance for the City of Abilene, reported the sales tax rebate for economic development for June 2009 was \$653,710.68, which is 3.43% above this same time last year.
- 4. APPOINTMENT OF 2009 PROJECT EVALUATION AND BUDGET & FINANCE STANDING COMMITTEES OF THE DCOA.** President Joe Crawford appointed the following people to serve on both DCOA standing committees: Scott Senter, Mike Schweikhard, Charlie Black, John Stearns, Dani Ramsay, Tucker Bridwell and Ray Ferguson.
- 5. PRESENTATION OF SEMI-ANNUAL REPORTS FOR 6 MONTHS ENDED MARCH 31, 2009 BY: ABILENE INDUSTRIAL FOUNDATION, TTU SMALL BUSINESS DEVELOPMENT CENTER AND CITY OF ABILENE AIRPORT BUSINESS DEVELOPMENT MANAGEMENT PROGRAM.** Bill Ehrie reviewed the semi-annual report for FY09 from the Abilene Industrial Foundation. The AIF has spent \$30,818 of its FY09 marketing budget of \$140,000. From the 32 leads received, the AIF responded to 17 and opened four prospect files. The AIF made 29 retention visits and hosted 13 consultant visits. So far this fiscal year, they have hosted one manufacturers' luncheon, attended three trade shows and attended four conferences.

Judy Wilhelm reviewed the TTU SBDC's report. For the first half of FY 2009, the SBDC helped a total of 34 businesses open. They helped create 235 jobs with a total capital investment of \$13.5 million. They offered several workshops for the first half of FY09 and were also involved with Abilene Christian University's second annual Springboard Idea Challenge.

Don Green summarized the 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 continues with its marketing campaign, running ads on local television and radio stations, as well as print ads in various publications. Enplanements were down 11% which is mostly attributed to the loss of Continental Airlines on October 1, 2008. Continental was about 15% of the airport's total enplanements. Fortunately, American Eagle has picked up some of those passengers. The Abilene Airport BDMP has used SABRE Airline Group as its consultant for the last several years. However they are now using Ian Hunt Airline Consultants. While the Ian Hunt group is very aggressive, they have been cautioned to provide solid data and not speculation. The Small Community Air Service Development (federal) Grant is about to expire on September 30, 2009. This grant is to be used specifically and exclusively to provide air service to the west from Abilene Regional Airport. Staff has inquired about extending it for another year. The ABI-VIP Passenger Rewards Program was started in November 2008 and has been more successful than anticipated, resulting in about 500 participants. The new parking lot opened in November 2008 with a rate increase of 55%. Parking lot revenue was up about 47%.

- 6. DISCUSSION AND POSSIBLE APPROVAL OF THE DCOA'S SEMI-ANNUAL REPORT OF ACTIVITIES ENDING MARCH 31, 2009.** Richard Burdine reviewed this report. Some of the items highlighted include Tower Tech Systems dba Texas TTSI, Springboard Idea Challenge, Life Sciences Accelerator, the Abilene Independent School District STEM High School and Eagle Aviation hangar improvements.

Mike Schweikhard moved to approve this report as presented. Paul Cannon seconded and the motion carried.

- 7. 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.

President Joe Crawford announced the date is June 23, 2009 and the time is 2:09 p.m. Mr. Crawford then announced the date is still June 23, 2009 and the time is 2:44 p.m. No vote or action was taken in Executive Session.

- 8. DISCUSSION & POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING PURCHASE OF 122 ACRES ADJACENT TO THE FIVE POINTS BUSINESS PARK.** The estate of Burl Harris owns 122.14 acres located north of Five Points Business Park, between Marigold and I-20, east of Arnold Blvd. Florida Power & Light had an option on the land that expired the first of the year, making it available for purchase. About 25% of the land lies within the flood plane; however I-20 frontage for the Park would significantly increase visibility from I-20. Previous transactions have greatly minimized developable space in the Park.

Staff recommends the DCOA authorize the purchase of said 122.14 acres for \$3,950/acre plus the costs for additional surveys if necessary, including 3% interest on an owner-financed note for two years; for an estimated total funding of \$510,968.50.

A motion was made by Paul Cannon to approve resolution DCOA-2009.15 as presented above. The motion was seconded by Marelyn Shedd and the motion carried. Scott Senter abstained from voting.

- 9. DISCUSSION & POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT LW.** Project LW is a 1½ year-old company with four employment positions plus the owner, based in another Texas city. It sells and assembles for sale, airplane kits produced by a foreign company. Even though Project LW is negotiating with several Texas cities, Abilene seems to be its preferred location, subject to availability of hangar space. The company will relocate five current positions, all paying more than \$30,000/yr in salary and benefits, and plans to add positions as the company grows.

Staff recommends the DCOA approve funding of up to \$69,000 for job creation and relocation expenses.

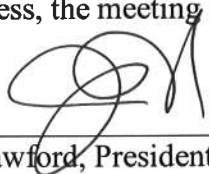
Mike Schweikhard moved to approve resolution DCOA-2009.16 as presented above. Scott Senter seconded and the motion carried.

The DCOA Board went back into Executive Session at this time.

**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.

President Joe Crawford announced the date is June 23, 2009 and the time is 2:53 p.m. Mr. Crawford then announced the date is still June 23, 2009 and the time is 3:56 p.m. No vote or action was taken in Executive Session.

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

  
\_\_\_\_\_  
Joe Crawford, President