

**DEVELOPMENT CORPORATION OF ABILENE, INC.  
BOARD MEETING MINUTES  
OCTOBER 13, 2009**

<b>MEMBERS PRESENT:</b>	Joe Crawford Marelyn Shedd Scott Senter	Mike Schweikhard Paul Cannon
<b>STAFF PRESENT:</b>	Richard Burdine Mindy Patterson	Kim Tarrant Dan Santee
<b>GUESTS PRESENT:</b>	Jaime Adame Tommy Harlan Ed Merrifield Greg Pogue Dale Gannoway Jack Harkins Robert O. Briley	Abilene Reporter-News Emergent Technologies, Inc. “ “ “ “ “ “ Tittle Luther Partnership City Council/Aaron’s

- 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 SEPTEMBER 23, 2009 MEETING.** Scott Senter moved to approve the minutes from the September 23, 2009 meeting. Paul Cannon seconded and the motion carried.
- 3. SALES TAX REVENUE FOR OCTOBER 2009 AND STATUS OF FUNDS REPORT FOR AUGUST 2009.** Mindy Patterson reported the sales tax rebate for October (which represents August sales) for economic development was \$671,904, which is 4.48% below last year for the same period. The DCOA had an undesignated fund balance of nearly \$10.5 million as of August 31, 2009.
- 4. DISCUSSION & POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING THE CEO TO EXECUTE A CONTRACT WITH EMERGENT TECHNOLOGIES, INC. FOR PERSONNEL, BUSINESS RECRUITMENT, BUSINESS ACCELERATION AND STRATEGIC PLANNING SERVICES FOR THE ABILENE LIFE SCIENCES ACCELERATOR.** Scott Senter moved to untable this item. Marelyn Shedd seconded and the motion carried.

At the July 14, 2009 meeting, representatives from Emergent Technologies, Inc. (ETI) presented a description of the services their team can offer to help ensure the success of the Abilene Life Sciences Accelerator (ALSA). On August 4<sup>th</sup> the board authorized the CEO to negotiate a contract with ETI, whereby they will provide personnel, business recruitment and business acceleration and development services for ALSA clients and assist the DCOA with ALSA marketing, strategic planning and operations.

After extensive negotiations with ETI, staff recommends total funding of \$1,380,180 payable over three years as follows: for salaries and travel (\$708,180), management fee (\$228,000), marketing/recruiting fee (\$320,000) and job creation incentive fee (\$124,000).

Mike Schweikhard made a motion to approve Resolution No. DCOA-2010.02 as presented. Paul Cannon seconded and the motion carried.

**6. DISCUSSION & POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING A CHANGE ORDER TO THE JEFF LUTHER CONSTRUCTION CONTRACT FOR THE ABILENE LIFE SCIENCES ACCELERATOR TO BUILD-OUT SHELL SPACE AND ALLOCATING FUNDS NECESSARY TO PAY FOR THE BUILD OUT.** This item was moved from the number 6. position on the agenda to number 5.

The board has previously authorized funding and an agreement with the Tittle Luther Partnership (TLP) to develop plans and specifications for the build-out of 7,450 sq ft of lab/office/meeting space in the north end of the Abilene Life Sciences Accelerator (ALSA). From TLP's specifications, Jeff Luther Construction prepared a cost proposal of \$1,017,217 for the build out of the north end only, or \$136.54/sq ft. They also provided a cost proposal of \$1,247,201 to include the additional 2,698 sq ft of shell space in the south end, or \$122.90/sq ft. The completion date for either option is the same (April 1, 2010 - - assuming they begin on or around November 1, 2009). Adding 9% A&E fees and 8% contingency the totals for both options are: \$1,190,144 for the north end only and \$1,459,225 for both the north and south ends.

The difference between the two options is \$269,081 or \$99.73/sq ft. Jeff Luther Construction also estimated construction of the south end only at \$298,360 or \$110.90/sq ft. A future savings of at least \$30,137 or \$11.17/sq ft, can be realized by including the south end build-out at this time. Also, typical disruptions (dust, vibration, power surges, etc.) that come with remodeling work in an occupied building can be avoided.

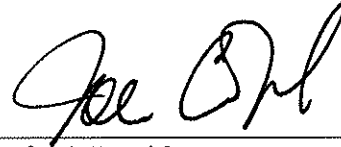
A motion was made by Scott Senter to approve Resolution No. DCOA-2010.01 to build-out both the north and south ends of the ALSA as recommended by staff including funding of \$1,459,225. The motion was seconded by Mike Schweikhard and it carried.

The meeting was adjourned at 2:00 pm for a press conference to announce the contract with ETI for operations and marketing of the ALSA. After the press conference, the meeting reconvened at 2:35 p.m.

**5. 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 October 13, 2009, and the time is 2:35 p.m. Mr. Crawford then announced the date is still October 13, 2009, and the time is 3:35 p.m. No vote or action was taken in Executive Session.

7. **ADJOURNMENT.** The next regularly scheduled board meeting is October 27, 2009. There being no further business, the meeting was adjourned.



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Joe Crawford, President