

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
NOVEMBER 9, 2010

MEMBERS PRESENT:	Paul Cannon Marelyn Shedd Dani Ramsay	Mike Schweikhard Scott Senter
STAFF PRESENT:	Richard Burdine Melissa Murphy	Kim Tarrant
GUESTS PRESENT:	Bill Ehrie Jaime Adame Dawn Wagner Patricia Hippely	Abilene Industrial Foundation Abilene Reporter-News Citizen of Abilene Taylor County Tea Party

1. **CALL TO ORDER.** Paul Cannon called the meeting to order at 1:34 p.m. in the Abilene Life Sciences Accelerator Conference Room, 1325 Pine St., Abilene, Texas.
2. **APPROVAL OF MINUTES FROM THE OCTOBER 4, 2010 BOARD MEETING.** Scott Senter moved to approve the minutes from the October 4, 2010 board meeting. Mike Schweikhard seconded and the motion carried.
3. **OCTOBER 2010 SALES TAX REPORT AND PRELIMINARY SEPTEMBER 2010 STATUS OF FUNDS.** The sales tax rebate for October (which represents August sales) for economic development was \$661,858.71 and is 1.5% below last year. The undesignated fund balance was just under \$14 million as of September 30, 2010.
5. **PRESENTATION AND POSSIBLE APPROVAL OF THE DCOA ANNUAL REPORT OF ACTIVITIES FOR FY 2010.** Mr. Burdine reviewed the six key goals the DCOA Board has identified in the City's economic development efforts and how each approved project meets one or more of these goals. He then reviewed the DCOA-Approved Assistance chart for FY10 and pointed out that Project RC (\$15,000) chose not to execute an agreement with the DCOA because of a downturn in their business. The DCOA provided a total of \$2,612,155 in assistance to five companies (excluding Project RC), 40% of which went to local companies. Among the other projects and programs, the Abilene Life Sciences Accelerator and the SBIR/STTR Program were highlighted.

Marelyn Shedd made a motion to approve the DCOA Annual Report of Activities for FY 2010 as presented. Dani Ramsay seconded and the motion passed by unanimous consent.
4. **PRESENTATION OF ANNUAL REPORTS FOR FISCAL YEAR ENDED SEPTEMBER 30, 2010 BY THE ABILENE INDUSTRIAL FOUNDATION AND THE CITY OF ABILENE AIRPORT BUSINESS DEVELOPMENT.** Bill Ehrie presented the FY 2010 report from the Abilene Industrial Foundation (AIF). Of the 115 leads received, 74 were responded to and ten prospect files were opened. The AIF made 81 local retention visits and 89 consultant visits. The AIF focused significantly on promotion and advertising for the Spec 3 building, as well as marketing opportunities and trade show activity in the biotech sector. Of the \$140,000 marketing budget, \$120,680.87 was spent. The AIF website continues to be a

very successful and viable marketing tool, with significant feedback received by the AIF. Realizing the growing prominence of social media, the AIF has expanded into Facebook to use it as a business networking tool. The AIF's marketing and retention efforts go hand in hand with the efforts of the Chamber's Military Affairs Committee (MAC) in supporting Dyess AFB.

Melissa Murphy presented the FY 2010 report from the City of Abilene Airport Business Development Management program. They made several presentations to civic groups in Abilene and surrounding cities throughout the year, taking advantage of the opportunity to promote the advantages of flying from Abilene versus driving to another airport. They have sponsored several events in an effort to connect with the community. The Abilene Regional Airport has used several venues to market the airport including television, radio and print ads, sponsorships and the website.

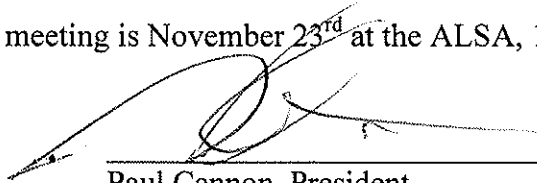
The *ABI-VIP Passenger Rewards Program* is going strong and growing. There are currently 1,000 passengers registered in the program. Airport staff is also focusing on monthly *Passenger Appreciation Days*. These are sponsored by local businesses (mainly hotels) that provide free refreshments for departing passengers.

For FY 2010, enplanements were down 10%, rental car revenue was down 14% and parking lot revenue was down 9%. Airport staff is continuing efforts to bring another airline to Abilene with a broader service area than just to/from the west.

6. **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 Paul Cannon announced the date is November 9, 2010, and the time is 2:02 p.m. Mr. Cannon then announced the date is still November 9, 2010, and the time is 4:02 p.m. No vote or action was taken in Executive Session.

7. **ADJOURNMENT.** The next board meeting is November 23rd at the ALSA, 1325 Pine St.



Paul Cannon, President