

**DEVELOPMENT CORPORATION OF ABILENE, INC.**  
**BOARD MEETING MINUTES**  
**NOVEMBER 23, 2010**



<b>MEMBERS PRESENT:</b>	Paul Cannon Marelyn Shedd Dani Ramsay	Mike Schweikhard Scott Senter
<b>STAFF PRESENT:</b>	Richard Burdine Dan Santee	Kim Tarrant
<b>GUESTS PRESENT:</b>	Judy Wilhelm Bill Ehrie Jaime Adame Ruppert Rangel Dale Gannaway John Weidanz David Sougstad	SBDC Abilene Industrial Foundation Abilene Reporter-News Tittle Luther Partnership Emergent Technologies, Inc. TTUHSC/Receptor Logic ALSA/Emergent Technologies, Inc.

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 NOVEMBER 9, 2010 BOARD MEETING.** Marelyn Shedd moved to approve the minutes from the November 9, 2010 board meeting. Mike Schweikhard seconded and the motion carried.
3. **NOVEMBER 2010 SALES TAX REPORT.** The sales tax rebate for November (which represents September sales) for economic development was \$774,837.82 and is 2.19% above last year.
4. **PRESENTATION OF ANNUAL REPORT FOR FISCAL YEAR ENDED SEPTEMBER 30, 2010 BY TEXAS TECH UNIVERSITY SMALL BUSINESS DEVELOPMENT CENTER.** Judy Wilhelm presented the FY 2010 report from the Texas Tech University Small Business Development Center (SBDC). The SBDC has contracted with the DCOA since 1990, providing free business counseling services to clients in a 17-county region. Of the 800 clients the SBDC served in FY10, 356 were new clients and 444 were returning clients. The SBDC helped clients open 81 new businesses and create 251 jobs. While these numbers are down from FY09, it was pointed out that 25% of these were in Abilene, out of the entire region. Capital formation totaled nearly \$9 million, which is significantly down from the nearly \$16 million infused into the economy in FY09. It is painfully obvious that the slow economy is a major factor in FY 2010's lower numbers. There was some discussion on issues concerning helping clients with paperwork for SBA loans, etc. In addition to performing their contractual obligations, the SBDC is highly involved in the community.
5. **PRESENTATION BY EMERGENT TECHNOLOGIES, INC. OF REPORT OF ACTIVITIES AT THE ABILENE LIFE SCIENCES ACCELERATOR.** Dale Gannaway, President of Innovation Services with Emergent Technologies, Inc. (ETI) and David Sougstad, Executive Director of the Abilene Life Sciences Accelerator (ALSA), presented a report of activities. In the spring of 2009 a marketing plan was formed by ETI with a goal for the ALSA

to become a preeminent commercialization center for life sciences in West Texas. The ALSA is, in fact, the only facility west of Interstate 35 that is dedicated solely to life sciences commercialization. Several issues were addressed, including status updates of current client Receptor Logic, new client Enavail Pharmaceutical, and the prospect of several other companies becoming clients in the ALSA. ETI has referred prospective companies to the SBDC for help in formulating business plans. ETI has also begun discussions with Abilene Christian University (ACU) regarding internships for the College of Business graduates and is also working with Genesis Networks Solutions for IT needs at the ALSA.

- 6. PRESENTATION BY DR. JON WEIDANZ ON ABILENE'S BIOTECH ECOSYSTEM.** Dr. Jon Weidanz briefly summarized the process of Receptor Logic coming to the ALSA and then expanded on Abilene's bioscience ecosystem. He reviewed milestone accomplishments Abilene has achieved over the last three years and reviewed six components necessary to have a sustainable bioscience ecosystem in our community.

Dr. Weidanz also reviewed the Center for Immunotherapeutic Research (Center) located in the Texas Tech School of Pharmacy and the three research faculty members he has been able to recruit to the Center. They have been able to use about ten to twelve interns through Receptor Logic. The Center is in the process of developing a graduate program and over the long term, plans to develop a research fellowship program to bring in pharmacists and physicians.

- 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 Paul Cannon announced the date is November 23, 2010, and the time is 2:59 p.m. Mr. Cannon then announced the date is still November 23, 2010, and the time is 4:09 p.m. No vote or action was taken in Executive Session.

- 9. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AWARDING A BID AND APPROVING FUNDING FOR THE STRUCTURAL STEEL PACKAGE FOR CONSTRUCTION OF A NEW HANGAR AT THE ABILENE REGIONAL AIRPORT FOR USE BY EAGLE AVIATION SERVICES, INC.** On October 4, 2010 the DCOA authorized funding and contracts with Tittle Luther Partnership (TLP) for design services, Jacob & Martin for a topo survey, and Enprotec/Hibbs & Todd for a soils analysis for a new hangar for Eagle Aviation Services, Inc. (EASI). TLP developed bidding documents for the pre-engineered structural steel package and the bids were opened on November 18, 2010.

It is recommended that the DCOA award a bid to Thomas Hicks Construction of Abilene (Contractor) under Alternate 3 (including installation of a vertical-acting hangar door and fabrication of a standing-seam metal roof) and a contract to engineer, manufacture, fabricate and deliver the pre-engineered metal building including steel framing, wall panels, roof panels, insulation, hangar and personnel doors and related accessories for a new hangar at the Abilene Regional Airport to be occupied by EASI. Also recommended is total funding of \$743,125

which includes a 5% contingency. Once the DCOA awards a separate contract in January 2011 or later to a General Contractor (General) for construction operations at the project site, this pre-engineered metal building contract will be assigned to the General, whereby the Contractor will become a sub-contractor to the General.

Scott Senter moved to approve DCOA Resolution 2011.03 as recommended and revised to construct a new hangar next to Hangar 1 (known as Option 2-4) for EASI. Marelyn Shedd seconded and the motion carried.

- 8. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT DREAMWEAVER.** There was no information to present to the board at this time. Therefore, Mike Schweikhard moved to table this agenda item until such time as information is ready to present to the board. Scott Senter seconded the motion and it passed by unanimous consent.

**10. ADJOURNMENT.** The next board meeting is December 28<sup>th</sup> at the ALSA, 1325 Pine St.



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Paul Cannon, President