

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
JANUARY 11, 2011

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| MEMBERS PRESENT: | Paul Cannon Scott Senter | Mike Schweikhard Dani Ramsay |
| MEMBER ABSENT: | Marelyn Shedd | |
| STAFF PRESENT: | Richard Burdine Mindy Patterson | Kim Tarrant Dan Santee |
| GUESTS PRESENT: | Bill Ehrie Jaime Adame Jack Harkins Dawn Wagner Pat Hippely | Abilene Industrial Foundation Abilene Reporter-News Tittle Luther Partnership TCTP “ |

1. **CALL TO ORDER.** Paul Cannon called the meeting to order in the Develop Abilene Conference Room, 174 Cypress St., third floor, Abilene, Texas.
2. **APPROVAL OF MINUTES FROM THE NOVEMBER 23, 2010 BOARD MEETING.** Scott Senter moved to approve the minutes from the November 23, 2010 board meeting. Mike Schweikhard seconded and the motion carried.
3. **OFFICER ELECTIONS: PRESIDENT, VICE PRESIDENT, SECRETARY/TREASURER.** The current officers are Paul Cannon as President, Mike Schweikhard as Vice President and Marelyn Shedd as Secretary/Treasurer. Dani moved to re-elect the same slate of officers. Scott seconded and the motion carried.
4. **DECEMBER 2010 SALES TAX REPORT.** The sales tax rebate for December (which represents October sales) for economic development was \$647,118.73 and is 2.53% above last year (year-to-date totals) and is up 7.45% from the December 2009 rebate.
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 Paul Cannon announced the date is January 11, 2011, and the time is 1:41 p.m. Mr. Cannon later announced the date is still January 11, 2011, and the time is 2:35 p.m. No vote or action was taken in Executive Session. A five-minute break was taken, after which the meeting resumed.

6. **DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING AMENDED ASSISTANCE FOR TELEPERFORMANCE (TPUSA).** Teleperformance USA (TPUSA) is the worldwide leading provider of outsourced CRM and contact center services. TPUSA has multiple centers throughout the U.S. which provide services including customer care and outbound sales. TPUSA's Abilene operation entered into an Agreement for

Financial Assistance with the DCOA, effective 8/1/06, whereby the DCOA agreed to provide job retention/creation incentive assistance totaling \$757,000 payable over five years, in exchange for TPUSA's retention of 136 FTEs and the creation of 414 new jobs for a total of 550 FTEs. As of now, TPUSA has earned and been paid \$370,280 for four years of job retention/creation, leaving an unearned balance of \$386,720.

Subject to assistance from the DCOA, TPUSA will be awarded a contract to serve customers of a major utility company (MUC) from the Abilene facility, which will result in the hiring of up to 250 new FTEs. There is enough funding leftover from the original Agreement to cover the fifth and final year of incentive payments under the Agreement and years one and two of MUC FTE payments (\$250,000). An additional \$125,000 is needed for the third year of the MUC contract.

Staff recommends the board approve an addendum to the existing Agreement that will reallocate \$250,000 of the remaining unearned \$386,720 balance and provide new funding of \$125,000 for positions created via the MUC contract. The MUC FTE payments will not exceed \$500/FTE/year for a total of \$375,000 over three years, payable at no more than \$125,000/year.

Scott Senter made a motion to approve Resolution No. DCOA-2011.08 as recommended. Dani Ramsay seconded and the motion passed by unanimous consent.

- 7. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AWARDING A GENERAL CONTRACT AND APPROVING FUNDING FOR CONSTRUCTION OF A NEW HANGAR AT THE ABILENE REGIONAL AIRPORT FOR USE BY EAGLE AVIATION SERVICES, INC.** On Nov. 23, 2010, the DCOA approved Resolution No. DCOA-2011.03 which authorized a contract with Thomas Hicks Construction, Inc. (THC) for a pre-engineered metal building plus total funding of \$743,125 (includes a 5% contingency). Subsequently, THC developed a proposal for the general contract work on the hangar at a total cost below the low estimate of \$5,473,194, including the previously-awarded structural steel package.

In order to simplify the contracting process, staff recommends the board rescind Resolution No. DCOA-2011.03 and award a general contract to Thomas Hicks Construction, Inc. and approve total funding of \$4,770,000 (includes a 6% contingency) for the construction of a new hangar at the Abilene Regional Airport to be occupied by Eagle Aviation Services, Inc.

Dani Ramsay moved to approve Resolution No. DCOA-2011.09 as presented. Mike Schweikhard seconded and the motion passed.

- 8. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING ASSISTANCE FOR PROJECT PT.** Project PT is a contact center with several sites throughout the U.S. providing 24/7 services to its utility company associate members. Most employees will need to be bilingual and the Company is currently working with the Texas Workforce Center to fill positions. Project PT intends to create 17 new FTEs and invest \$605,000 in capital. The Company intends to provide job training for new employees. Also, there will be some new employee trainers that will have to relocate to Abilene.

Staff recommends total funding of \$296,500 to be paid in arrears over three years as follows: up to \$199,750 in job creation incentives; up to \$90,750 in capital investment incentives (15% of actual capital investment); a job training grant of up to \$5,000 paid at \$250/ea for 20 new, part-time employees upon completion of required training; and a relocation grant of up to \$1,000 to cover 100% of lodging expenses for new employee trainers.

Mike Schweikhard made a motion to approve Resolution No. DCOA-2011.07 as presented. The motion was seconded by Scott Senter and passed by unanimous consent.

9. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FUNDING TO THE WEST TEXAS COALITION FOR INNOVATION AND COMMERCIALIZATION (WTCIC) FOR FY2011. The WTCIC is one of eight regional centers supporting 83 counties that review applications to the Texas Emerging Technology Fund (TETF). TETF is a multi-million dollar fund established several years ago to encourage research and commercialization of technology. However, no funds were allocated for the cost of operating the regional review committees.

To help with the necessary match to state funds, the WTCIC has asked six of the Economic Development Corporations which are members of the WTCIC for \$5,000 each to support operations through August 2011.

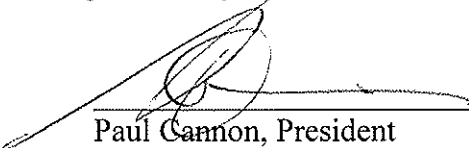
A motion was made by Dani Ramsay to approve Resolution No. DCOA-2011.05 as presented. The motion was seconded by Mike Schweikhard and carried.

10. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING THE PURCHASE OF PROPERTY AT 922 N. 13TH STREET IN ABILENE FROM THE ABILENE IMPROVEMENT CORPORATION. The Abilene Improvement Corporation (AIC) recently acquired 922 North 13th which is located at the northwest corner of North 13th and Walnut Streets and is behind the Abilene Life Sciences Accelerator (ALSA). As the ALSA fills up with tenants, additional parking will be needed. The lot has a small brick structure on it and until the lot is needed for overflow parking, the structure can be used for storage for the ALSA.

The AIC Board has agreed to sell the property to the DCOA for \$35,000 (\$5/sq ft). Staff recommends the board authorize purchase of the property from the AIC for \$35,000 plus an additional \$15,000 for closing costs, minor improvements, and other related expenses.

Scott Senter moved to approve Resolution No. DCOA-2011.06 as presented. Mike Schweikhard seconded and the motion carried.

11. ADJOURNMENT. The next board meeting is January 25th at the ALSA, 1325 Pine St.


Paul Cannon, President