

**DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
JANUARY 22, 2013**

MEMBERS PRESENT: Paul Cannon Mike Schweikhard
Scott Senter Dani Ramsay
Marelyn Shedd

STAFF PRESENT: Richard Burdine Kim Tarrant
Mindy Patterson Daniel Santee

GUESTS PRESENT: Bill Ehrie, Abilene Industrial Foundation
Jon Weidanz, Texas Tech University
Health Sciences Center
John Mangalonzo, Abilene Reporter-News
Lee Ann Woods, Consultant
Harley Hall, Eagle Aviation Services

1. **CALL THE MEETING TO ORDER.** President Paul Cannon called the meeting to order at 1:36 p.m. in the conference room of the Abilene Life Sciences Accelerator, 1325 Pine Street, Abilene, Texas.
2. **APPROVAL OF MINUTES FROM THE JANUARY 8, 2013, BOARD MEETING.** Scott Senter moved to approve the minutes from the January 8, 2013 board meeting. Marelyn Shedd seconded and the motion carried.
3. **SALES TAX REPORT FOR JANUARY 2013.** Mindy Patterson, Director of Finance presented the January 2013 sales tax rebate report. The City's total rebate amount of \$2,914,841.72 represents November sales, which is 22.57% lower than January of 2012 and 2.23% below the projected FY2013 budget. The January actual rebate was \$728,710.43 for economic development. For the period October through January, sales tax is 7.72% below the same period last year and 3.06% above the projected FY2013 budget.
- 4.1 **EXECUTIVE SESSION #1.** 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 22, 2013, and the time is 1:40 p.m. Later, President Paul Cannon announced the date is still January 22, 2013, and the time is 1:53 p.m. No vote or action was taken in Executive Session.
5. **DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FUNDING TO IMPLEMENT A BUSINESS DEVELOPMENT**

PROGRAM FOR THE ABILENE LIFE SCIENCES ACCELERATOR, INCLUDING PROFESSIONAL SERVICES BY CONSULTANT LEE ANN WOODS. Consultant, Lee Ann Woods, presented her business development plan for the Abilene Life Sciences Accelerator (ALSA) for a 6-month renewal of her contract beginning February 1, 2013.

Ms. Woods explained the importance of re-purposing and re-positioning the ALSA and its potential to grow biotechnology and life sciences “ecosystems.” The plan includes focusing on the trend that pharmaceutical and life sciences companies are outsourcing contracts to 3rd party organizations to reduce their marketing costs. She also mentioned ways for ALSA to seek its funding by recruiting other businesses to gain attention and recognition.

She recommends the DCOA adapt to the evolving business model of a Contract Development and Manufacturing Organization (CDMO) and work closely with its anchor tenant, Texas Tech. This business model will in fact help recruit other companies and smaller labs and will allow ALSA and Abilene to grow in biotechnology, science based lab activities as well as manufacturing.

In order to meet the anchor tenant’s needs ALSA will focus on immunotherapeutic drug discovery and development. Reaching out locally and internationally is possible by developing a website, attending industry meetings and trade shows, but it is also important to inform the community and local universities about the services available to them in the ALSA.

Ms. Woods recommends the ALSA be re-branded as “Abilene Laboratories”, and she presented a budget to implement over the next 6 months the business development plan. The budget of \$102,400 includes website development and maintenance, brochures, marketing materials, newsletter set-up, public relations using a news release service, business materials (i.e. letterhead and business cards), industry association memberships, industry meetings and trade shows, In Market meetings in Abilene, a consultant fee of \$6,000/month paid to Ms. Woods, and a contingency line item.

Scott Senter moved to approve Resolution No. DCOA-2013.13 authorizing funding of \$102,400 over a 6-month period to implement a Business Development Program for the ALSA. Mike Schweikhard seconded and the motion carried.

6. **DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FUNDS TO PERFORM ENVIRONMENTAL ABATEMENT AND DEMOLITION OF AN EXTERIOR STRUCTURE AT THE DCOA-OWNED BLUE CROSS BLUE SHIELD BUILDING AT 4002 LOOP 322.** Mr. Burdine explained that DCOA has leased the building at 4002 Loop 322 to Blue Cross Blue Shield of Texas (BCBSTX) for the past 16 years to help support its current employment of 1050.

On the BCBSTX location, there is an abandoned cooling tower made of wood, which poses as a fire hazard and has asbestos-containing materials. Mr. Burdine suggested demolishing the abandoned cooling tower, which will allow BCBSTX to re-purpose the 3,000 square feet space. The estimated total funding to test and abate the asbestos-containing material and demolish is \$11,550.

Marelyn Shedd moved to approve Resolution No. DCOA-2013.12 as presented. Dani Ramsay seconded and the motion carried.

- 4.2 EXECUTIVE SESSION #2.** 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 22, 2013, and the time is 2:22 p.m. Later, President Paul Cannon announced the date is still January 22, 2013, and the time is 3:16 p.m. No vote or action was taken in Executive Session.

- 7. ADJOURNMENT.** The next DCOA Board meeting will be January 30th and all board members present said they would attend.



Paul Cannon, President