

5. **PRESENTATION OF SEMI-ANNUAL REPORTS FOR 6 MONTHS ENDED MARCH 31, 2013 BY: CITY OF ABILENE AIRPORT BUSINESS DEVELOPMENT MANAGEMENT PROGRAM AND ABILENE INDUSTRIAL FOUNDATION.** Don Green reviewed the FY13 Semi-Annual Report from the Abilene Regional Airport Business Development Program. He informed the board that Melissa Murphy resigned. She was in charge of airport marketing and he wants to fill that vacancy as soon as possible. YTD enplanements are flat for the first six months of FY13. Rental car revenue is down 2% while parking lot revenue is up 4%.

They have done six presentations/events so far this FY, including hosting the Sweetwater Chamber Coffee and attending a Brownwood Chamber Luncheon. Airport staff attended the Network USA conference and met with United Airlines, Boutique Air, Allegiant and American Eagle. The Airport contracted with Pink Goose Media for production of new commercial spots, an operations video and a passenger process video. Mr. Burdine pointed out that Airport staff continually compares Abilene's fares with Midland and D/FW to stay competitive.

Discussion continued about Abilene's old and air traffic control towers, the air traffic controllers nationwide and possible changes to Abilene Airport's budget in FY14.

Gary Robinett reviewed the FY13 Semi-Annual Report from the Abilene Industrial Foundation. The marketing budget so far is on track. As in prior years, spending is usually about 30-35% of the marketing budget for the first half of the fiscal year. Things tend to really ramp up during the spring and summer. Activity has increased with more viable inquiries and leads to which the AIF has responded. In the first six months of FY13 AIF staff has spent a considerable amount of time on retention visits because 70% of job creation comes from existing companies. He reports that all our manufacturers are in very good shape and have grown.

The AIF has completely rebuilt their website in the year and made it more site-selector friendly. They have added functions such as a report builder and build their own report. They have added a property search function. They are in the process of updating and converting the Dyess video into high definition.

AIF staff has focused their attendance at trade shows, conferences and networking activities that are specific to Abilene and its target market. Many of the small workshops are related to the Cline Shale development.

Mr. Robinett stressed the importance of having available property and buildings to show and sell to prospective clients when they come to Abilene.

6. **DISCUSSION AND POSSIBLE APPROVAL OF THE DCOA'S SEMI-ANNUAL REPORT OF ACTIVITIES ENDING MARCH 31, 2013.** Richard Burdine reviewed this report. Among the projects highlighted were Pactiv's expansion, the Enterprise

Drive extension, The Center at Abilene Labs - TTUHSC SOP, TMAC, Vine Street property renovations and repairs, Eagle Aviation Services Inc., Five Points Business Park improvements, Blue Cross Blue Shield, and Fehr Foods expansion.

Marelyn Shedd asked if the DCOA is still funding the welding training. Mr. Burdine answered that yes, the DCOA had previously approved funding for 6 more welder training sessions, which have yielded success for most graduates in obtaining jobs as welders. Meetings will be held soon with the parties involved to assess the need for continued welder training. All parties want to make sure there will be welder jobs available in the future before deciding to conduct more training sessions.

Scott Senter moved to approve, by oral resolution, the DCOA's Semi-Annual Report of Activities ending March 31, 2013 as presented. The motion was seconded by Marelyn Shedd. Motion carried.

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 May 15, 2013, and the time is 2:15 p.m. Later, President Cannon announced the date is still May 15, 2013, and the time is 2:46 p.m. No vote or action was taken in Executive Session.

8. **DISCUSSION & POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FUNDING FOR THE ENTERPRISE DRIVE EXTENSION RIGHT-OF-WAY ACQUISITION AND PUTTING THE ENTERPRISE DRIVE EXTENSION CONSTRUCTION PROJECT OUT TO BID.** TxDOT is in the process of converting the access roads for I-20 from 2-way to 1-way in an effort to reduce the number of traffic accidents caused by access road traffic not yielding to on and off ramp traffic. Coca Cola Refreshments USA Inc. has a manufacturing plant on Enterprise Dr. on the north side of I-20, just south of State Hwy 351. Coca Cola leases warehouse space in WindStar, the large warehouse on the north access road of I-20.

The change of traffic flow largely impacts the route taken by Coca Cola's trucks returning to the plant from WindStar, making it a round trip of almost five miles and increasing their operating costs by an estimated \$500,000/year. This puts the Abilene plant at a competitive disadvantage with its Coca Cola "sister" plants.

Because of the construction of new retail stores, Hwy 351 has become increasingly busy, making left turns difficult and sometimes dangerous from either direction onto and from Hwy 351.

A viable solution is to extend Enterprise Dr. from Hwy 351 to E. Lowden Rd. and installing a traffic signal at the intersection of Hwy 351 and Enterprise Dr., the street that runs adjacent to Coke's plant and intersects with E. Overland Trail. WindStar would extend its driveway south to intersect with E. Lowden Rd. along with major renovations/additions to the warehouse space that Coca Cola leases at a cost of about \$5.22 million, which will allow Coke's trucks to travel back to the plant using a shorter route.

The land needed to extend Enterprise Dr. to E. Lowden Rd. is owned by Region 14 Education Service Center. The 1.86 acres needed was appraised at \$890,000, which includes not only the right-of-way (ROW) area totaling .905 acre for the extension of Enterprise Dr. but also a .955 acre parcel west of the ROW that will be severed from the Region 14 land and no longer useful to Region 14. The severed parcel is prime retail space and will be sold by the DCOA to offset the ROW costs. Region 14 has agreed to accept \$840,000 for the ROW.

There is a metal storage structure on this land through which the street extension will cut, that needs to be demolished. The appraiser estimates it will cost \$14,000 to demolish, assuming no environmental issues are present. The construction cost estimate for the extension of Enterprise Dr. is \$225,000.

Staff requests funding and authorization to purchase 1.86 acres of land from Region 14 for \$840,000, demo the existing meal structure for \$14,000, and put the road construction project out for bid. Once received, the bids will be submitted to the DCOA for consideration and possible contract award. Also requested and recommended is \$2,450 for a market appraisal of the land and \$20,000 contingency for closing costs, environmental studies, abatement, etc., for total funding of \$876,450.

Note: Dani Ramsay left the meeting at 2:54 pm before the vote was taken.

Marelyn Shedd moved to approve Resolution No. DCOA-2013.20 as presented. Scott Senter seconded and the motion carried.

9. **ADJOURNMENT.** The next regularly scheduled meeting is June 11th and is okay with Marelyn Shedd, Paul Cannon and Scott Senter. There being no further business the meeting was adjourned.



Paul Cannon, President