

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
May 27, 2014

MEMBERS PRESENT:	Dave Copeland Scott Senter	Marelyn Shedd Dani Ramsay
MEMBER ABSENT:	John Beckham	
STAFF PRESENT:	Richard Burdine Stan Smith	Kim Tarrant
GUESTS PRESENT:	Jason Smith Gray Bridwell John Brogan Judy Wilhelm Gary Robinett Justin Jaworski Don Green Kate Alvarez	Abilene Chamber of Commerce/ Abilene Industrial Foundation Military Affairs Committee Military Affairs Committee Small Business Development Center Abilene Industrial Foundation Abilene Industrial Foundation Abilene Regional Airport Abilene Regional Airport

- 1. CALL THE MEETING TO ORDER:** President Dave Copeland called the meeting to order at 1:32 p.m. at Abilene Laboratories, 1325 Pine St., Abilene Texas.
- 2. APPROVAL OF MINUTES FROM THE APRIL 29, 2014, BOARD MEETING:** Marelyn Shedd moved to approve the minutes from the April 29, 2014 board meeting. Scott Senter seconded and the motion carried.
- 4. PRESENTATION OF SEMI-ANNUAL REPORTS FOR 6 MONTHS ENDED MARCH 31, 2014 BY CITY OF ABILENE AIRPORT BUSINESS DEVELOPMENT MANAGEMENT PROGRAM, ABILENE INDUSTRIAL FOUNDATION, AND TTU SMALL BUSINESS DEVELOPMENT CENTER:** Kate Alvarez, Marketing and Development Manager of the Abilene Regional Airport (ABI) reported its activities from October 1, 2013 to March 31, 2014. ABI has had a contract with Pink Goose Media since 2013. They have produced commercials starring Aaron Watson, which have produced positive responses. ABI sponsored five events in order to connect with the community, and are looking forward to sponsoring future events to show their presence in Abilene and the surrounding area. As of March 2014, revenues at ABI were up 22% due to the price advantage of flying from Abilene and an increased number of businesses using ABI. In 2013, average pricing from ABI to DFW was \$444 and MAF (Midland) to DFW was an average of \$412. As of April 2014, the average price from ABI to DFW stayed close to the prior year's price of \$445 compared to MAF to DFW where the average cost jumped to \$500.

Gary Robinett of the Abilene Industrial Foundation (AIF) presented its semi-annual report. One of the AIF's major projects for FY14 is to update Abilene's labor study in order to determine Abilene's workforce strength and possible areas of improvement. Mr. Robinett mentioned that this is the DCOA's 25th year since Abilene adopted the ½ cent sales tax increase for economic development, which is a great opportunity for AIF to celebrate the long history of Abilene's development. He hopes to locate a national media outlet in which to advertise Develop Abilene and showcase Abilene's capabilities. Staff continues visiting local companies as well as building relationships with new potential clients.

Texas Tech University Small Business Development Center (SBDC)'s semi-annual report was presented by the Director Judy Wilhelm. During the reporting period SBDC assisted 111 new and 53 existing businesses. Ms. Wilhelm reported they have had many established businesses return for assistance and that assisting existing businesses is as important as assisting new businesses. SBDC's clientele is not limited to Abilene but also the surrounding 16 counties. SBDC continues to give workshops and presentations at Dyess AFB. While helping a business bid on a Dyess project, the business won a \$5.1 million contract, and the U.S. Small Business Administration (SBA) Person of the year award in the female-owned business category. Staff recently moved its offices to space on Loop 322, but they are looking to move back to the downtown area.

- 5. DISCUSSION AND POSSIBLE APPROVAL OF THE DCOA'S SEMI-ANNUAL REPORT OF ACTIVITIES ENDING MARCH 31, 2014:** Richard Burdine presented the DCOA's semi-annual report. During the last six months the DCOA has approved seven projects and total funding of \$8,487,377. The return on the DCOA's investments includes commitments from all seven companies of 139.7 job creation, generating about \$4,134,049 in annual payroll. In addition, these companies will be spending an estimated \$46,270,480 in capital. The DCOA is proud to announce that all seven of these companies are Abilene-based and are creating jobs in Abilene with revenue back into the community.

Scott Senter moved to approve the DCOA's Semi-Annual Report of Activities through March 31, 2014 as presented. Marelyn Shedd seconded and the motion carried.

- 3. SALES TAX REPORT FOR MAY 2014 AND STATUS OF FUNDS REPORT FOR APRIL 2014:** Richard Burdine presented the May 2014 sales tax rebate report. The total sales tax rebate received was \$3,925,634.43, which represents March 2014 sales. The breakdown of the rebate is \$2,944,225.82 to the General Fund and \$981,408.61 to Economic Development. The total rebate is 1.67% below last year and .30% below the projected FY 14 budget. For October through May, sales tax is 1.67% below last year and 3.6% below the projected budget.

On the April 2014 Statement of Net Position, Cash and Cash Investments were \$18,513,385. The total Year-to-date revenue for is \$6,806,464. Expenses for April include 18 projects totaling \$540,749. The total amount of the three projects approved by the DCOA without signed contracts is \$1,087,850.

- 6. EXECUTIVE SESSION NO. 1:** I hereby announce we are going into Executive Session pursuant to Texas Government Code Sections 551.071, 072, 074 and 087 to consult with our legal counsel, discuss real property transactions, personnel matters, 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 Dave Copeland announced the date is May 27, 2014, and the time is 2:20 p.m. Later, President Copeland announced the date is still May 27, 2014, and the time is 2:35 p.m. No vote or action was taken in Executive Session.

- 7. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING FUNDING FOR DYESS AFB TELECOMMUNICATIONS & INTERNET IMPROVEMENTS:** Richard Burdine presented the Abilene Chamber of Commerce Military Affairs Committee's (MAC) needs for funding to improve telecommunications and internet connection at Dyess Air Force Base (Dyess). MAC has identified these needs in response to a future Base Realignment and Closure (BRAC) being debated in Congress. MAC knows many of the evaluation factors that would be used in a BRAC process and work to eliminate Dyess' deficiencies. Only one connection for telecommunications and one for high-speed data transmission and Internet serve the Base. Both of these connections need a second, independent connection to provide the required redundancy. The cost to provide a second

telecommunications connection is approximately \$21,000. The cost to provide a second high-speed data transmission and Internet connection will be forthcoming after installation of the telecommunications connection. The preliminary cost estimate is \$25,000 but it will be refined before it comes to the Board. Mr. Burdine recommended the DCOA assist in improving the long-term viability of Dyess, Abilene's biggest employer, by providing up to \$23,000 (including a 10% contingency) for a second telecommunications connection.

Dani Ramsey moved to approve Resolution No. DCOA-2014.32. Marelyn Shedd seconded and the motion carried.

6. **EXECUTIVE SESSION NO. 2:** I hereby announce we are going into Executive Session pursuant to Texas Government Code Sections 551.071, 072, 074 and 087 to consult with our legal counsel, discuss real property transactions, personnel matters, 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 Dave Copeland announced the date is May 27, 2014, and the time is 2:40 p.m. Later, President Copeland announced the date is still May 27, 2014, and the time is 3:40 p.m. No vote or action was taken in Executive Session.

8. **ADJOURNMENT:** The next meeting is scheduled for June 10, 2014. There being no further business the meeting was adjourned.



Dave Copeland, President