

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
November 04, 2014

MEMBERS PRESENT: Dave Copeland Marelyn Shedd Dani Ramsay
 Scott Senter John Beckham

STAFF PRESENT: Kent Sharp Kim Tarrant Stanly Smith

GUESTS PRESENT: Jason Smith Abilene Chamber of Commerce
 Kate Alvarez Abilene Regional Airport
 Don Green Abilene Regional Airport
 Judy Wilhelm Small Business Development Center
 Jack Harkins TLP/PSC
 Jerry Reed Abilene Reporter News

1. CALL THE MEETING TO ORDER:

President Dave Copeland called the meeting to order at 1:30 p.m. at Abilene Laboratories, 1325 Pine St., Abilene Texas.

2. APPROVAL OF MINUTES FROM THE OCTOBER 27, 2014, BOARD MEETING:

John Beckham moved to approve the minutes from the October 27, 2014 board meeting. Marelyn Shedd seconded and the motion carried.

3. PRESENTATION OF ANNUAL REPORTS FOR FISCAL YEAR ENDED SEPTEMBER 30, 2014 BY: TEXAS TECH UNIVERSITY SMALL BUSINESS DEVELOPMENT CENTER, ABILENE INDUSTRIAL FOUNDATION, ABILENE CHAMBER OF COMMERCE MILITARY AFFAIRS COMMITTEE, AND CITY OF ABILENE AIRPORT BUSINESS DEVELOPMENT MANAGER:

Texas Tech University Small Business Development Center (SBDC):

Judy Wilhelm, Director of the SBDC, presented their FY 14 annual report to the DCOA. During FY 14 SBDC helped 321 business owners in Abilene by providing them business counseling sessions at no charge. SBDC provided 1,604 counseling sessions resulting in the creation of 237 jobs and 47 new businesses. A total of 2,583 counseling hours were billed to the DCOA. SBDC will continue working closely with Dyess personnel to establish new businesses in Abilene.

Abilene Chamber of Commerce (ACOC)/Abilene Industrial Foundation (AIF):

ACOC President Jason Smith reported both ACOC and AIF's annual report for FY 14. ACOC's Military Affairs had a successful BBQ event in September called "A West Texas Cookin'" at Bolling AFB in Washington, DC. They received positive feedback from participants and many people have already expressed their interest in attending next year's event. Dani Ramsay attended the event for the first time and commented that the funding was well spent and that it was a good opportunity for the Military Affairs committee to make an impression in the military community.

The AIF began FY 14 with three goals, and by the end of the year was able to accomplish all three of them. The first goal was developing and enhancing database on local businesses in order to keep track of them. AIF is now in the process of converting its website to enable users to reach the current and updated databases. The second goal was to improve its response rate to potential clients, and they were able to achieve a response rate of 100%. In order to achieve their third goal of increasing AIF's exposure to businesses, the AIF joined High Ground of Texas, a well-known Economic Development organization.

City of Abilene Airport Business Development (ABI):

Kate Alvarez, Marketing and Development Manager of Abilene Regional Airport, presented their FY 14 annual report. Ms. Alvarez emphasized the importance of marketing because ABI offers competitive fares to DFW. Their current marketing avenues are TV, radio, social media, and sponsorships which have resulted in a 15% increase in enplanements. Revenue from rental cars went up 42.6% due to the hail storm in June and the closure of a rental company located in town. Parking revenue was up 17.93%.

4. EXECUTIVE SESSION – SESSION 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 November 4, 2014, and the time is 2:08 p.m. Later, President Copeland announced the date is still November 4, 2014, and the time is 2:32 p.m. No vote or action was taken in Executive Session.

5. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING AMENDED LANGUAGE IN THE FY15 CONTRACT WITH THE ABILENE INDUSTRIAL FOUNDATION:

Mr. Sharp presented the President of the Abilene Chamber of Commerce and the Abilene Industrial Foundation Mr. Smith's request to amend the language and listed representative of AIF in the signature page in FY 15's contract between AIF and DCOA. The original contract was approved by the Board on August 26, 2014.

Scott Senter moved to approve Mr. Smith's request of amending the language and representative person in the signature page as presented. John Beckham seconded and the motion carried.

6. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING CHANGE ORDERS AND ADDITIONAL FUNDING FOR CONSTRUCTION TO ADD A DOGHOUSE TO HANGAR 1 AT THE ABILENE REGIONAL AIRPORT OCCUPIED BY EAGLE AVIATION SERVICES:

Hangar 1, which is equipped by Eagle Aviation, is now in process of doghouse construction to accommodate maintenance services for larger aircraft ordered by American Airlines. The Board approved resolution DCOA-2013.05 authorizing a contract with TLP/PSC to design modifications to Hangar 0, 1, and 3. On April 29, 2014 the Board approved resolution DCOA-2014.29 authorizing

modification construction to Hangar 1 and funding of \$2,642,049 to Lansford Company, with the final contract signed for \$2,473,722 leaving the difference of \$168,327 as contingency. Today, Mr. Sharp presented six change orders proposed by Mr. Lansford of Lansford Company which were addressed during the plan review process. The first change order is to chemically inject soil for stabilization rather than installing a lime subgrade econo-crete base and 10.5” of unreinforced concrete paving which saving is \$90,322. The second change order is to add ADA complied restrooms and entry ramp at a cost of \$68,096. The third change order is to add 2-hour fire rating walls to follow fire code requirement at a cost of \$64,805. The fourth change order is to create an equipment storage area between Hangar 1 and 2 and grade and concrete pave between the two hangars for easy access from both Hangars which Lansford’s value-engineering yielded a cost of \$145,883. The fifth change order is to install water line, a covered drain, and a sewer pipe into the existing oil/water separator to operate an open-air wash bay at a cost of \$27,934. The sixth change order is to upgrade the electrical service throughout the hangar to be able to terminate all power at a single location. This will allow the Fire Department to turn off all power to the hangar with a single lever in the event of an emergency. The estimated cost is \$12,500. Total funds requested for these six change orders is \$90,569 and the breakdown is \$228,896 for six change orders and \$30,000 for contingency, less the previously approved contingency of \$168,327.

Marelyn Shedd moved to approve resolution DCOA-2015.01. Dani Ramsay seconded with change to the newly funded contingency amount and the motion carried.


4. EXECUTIVE SESSION – SESSION 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 November 04, 2014, and the time is 2:35 p.m. Later, President Copeland announced the date is still November 04, 2014, and the time is 3:25 p.m. No vote or action was taken in Executive Session.

7. ADJOURNMENT:

The next meeting is scheduled for Tuesday, November 25, 2014, at 1:30 p.m. There being no further business the meeting was adjourned.



Dave Copeland, President