

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
October 11, 2016

MEMBERS PRESENT:	Dave Copeland	Marilyn Shedd	John Beckham
	Dani Ramsay	Jack Rich	
STAFF PRESENT:	Kent Sharp	Kim Tarrant	
GUESTS PRESENT:	Mark Zachary -	McMahon Law Firm	
	Bruce Kreitler -	City Council	
	Don Green -	Airport	
	Kate Alvarez -	Airport	

1. **CALL THE MEETING TO ORDER:** President Dave Copeland called the meeting to order at 1:33 p.m. at 174 Cypress St., 3rd floor conference room, Abilene Texas.

2. **APPROVAL OF MINUTES FROM THE SEPTEMBER 30, 2016 BOARD MEETING:** Jack Rich moved to approve the minutes from the September 30, 2016, board meeting as amended. John Beckham seconded and the motion carried.

3. **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 October 11, 2016, and the time is 1:35 p.m. Later, President Copeland announced the date is still October 11, 2016, and the time is 2:07 p.m. No vote or action was taken in Executive Session.

4. **DISCUSSION AND POSSIBLE APPROVAL OF FY 2017 CONTRACTS WITH ABILENE INDUSTRIAL FOUNDATION WITH INCREASED BUDGET AMOUNT, CITY OF ABILENE FOR AIRPORT BUSINESS DEVELOPMENT, ABILENE CHAMBER OF COMMERCE MILITARY AFFAIRS AND TTU SMALL BUSINESS DEVELOPMENT CENTER:** Kent Sharp, CEO of the DCOA presented the annual contracts for FY 2017 with the City of Abilene for Airport Business Development, Abilene Chamber of Commerce Military Affairs (ACoC), and Small Business Development Center (SBDC). The funding for all three contracts was approved by the Board and City Council during the budget process last summer. These are the same contracts as last year in regards to the language, but with updated dates and dollar amounts.


Mr. Sharp further explained that the funding for the Abilene Industrial Foundation (AIF) for FY 2017 was also approved last summer, that there is approximately \$60,000 remaining in the FY 2016 budget for salaries/benefits, and that the AIF has requested (with accompanying detail) a one-time payment of \$60,000 relating to the work performed in FY 2016 by the Chamber President for the AIF on behalf of the DCOA to begin implementation of the new strategic plan developed by TIP Strategies, Inc. Mr. Sharp also reported that the amount of time spent on the strategic plan by the Chamber President was not anticipated in the FY 2016 contract budget, and that budgeted amounts remain under AIF's 2016 contract with the DCOA for salaries and benefits to cover this request.

Jack Rich made an inquiry concerning introducing a motion to approve this request and then made a motion to approve the annual contracts as presented with the Abilene Industrial Foundation, the Airport Business Development Management Program, the Abilene Chamber's Military Affairs Committee and the Small Business Development Center, with the following change to the AIF contract as presented: the FY 2017 budget in the contract should be reflected as \$619,775 (including changing the Operating Expenses amount to \$471,775) and a provision added to the FY 2017 contract to provide for a one-time \$60,000 payment to the AIF from the amounts remaining in the FY 2016 budget for salaries/benefits to account for unplanned work performed by the Chamber President during FY 2016 relating to implementation of the new strategic plan developed by TIP Strategies, Inc., upon receipt and approval of an invoice for that purpose. John Beckham seconded and the motion carried.

5. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING SPONSORSHIPS FOR ABILENE CHRISTIAN UNIVERSITY'S 2016 STARTUP WEEK AND 2017 SPRINGBOARD COMPETITION: Kent Sharp requested \$7,500 for a Platinum Level sponsorship of the 2016 Startup Week for Entrepreneurship at ACU scheduled for November 14-18th. He also requested \$25,000 for a Platinum Level sponsorship of the 2017 Springboard Competition. The DCOA has sponsored the Springboard Competition in years past at the \$5,000 level, and this will be the first time for DCOA to sponsor the Startup week.

John Beckham made the motion to approve resolution No. DCOA-2017.01 as presented. Dani Ramsay seconded and the motion passed. Marelyn Shedd and Jack Rich abstained from voting due to a real or perceived conflict of interest.

6. ADJOURNMENT: There being no further business the meeting was adjourned.



Dave Copeland, President