

DEVELOPMENT CORPORATION OF ABILENE, INC.
BOARD MEETING MINUTES
April 19, 2017

MEMBERS PRESENT: Dave Copeland Jack Rich
 Greg Blair Jack Rentz

MEMBERS ABSENT: John Beckham

STAFF PRESENT: Kent Sharp Kim Tarrant Mike Rains
 Rick Jones

GUESTS PRESENT: Bruce Kreitler - City Council; Mark Zachary - McMahon Law Firm; Brian Yates - Chamber Military Affairs Committee; Kate Alvarez and Don Green - Abilene Regional Airport; Judy Wilhelm - Small Business Development Center; Justin Jaworski, Shea Hopkins and Audrey Schroyer - Abilene Industrial Foundation; Mike Mikeworth - Venture Call, LLC

1. **CALL THE MEETING TO ORDER:** President Dave Copeland called the meeting to order at 1:30 p.m. at 174 Cypress St., 3rd floor conference room, Abilene Texas.

2. **APPROVAL OF MINUTES FROM THE MARCH 16, 2017 AND MARCH 22, 2017, BOARD MEETINGS:** Jack Rich moved to approve the minutes from the March 16, 2017 and March 22, 2017 board meetings. Jack Rentz seconded and the motion carried.

3. **SALES TAX REPORT FOR APRIL 2017 AND FINANCIAL REPORT FOR FEBRUARY 2017:** Mike Rains with the Finance Department presented the sales tax report for April 2017 and financial report for February 2017. The sales tax rebate for April is \$3,040,768.94, which represents February sales. Economic Development received \$760,192.23, which is 2.42% below last year and 2.42% below the projected FY 17 budget amount. For the period October through April, sales tax is .29% below last year and .29% below the projected FY 17 budget amount. The DCOA's current assets as of February 28, 2017 total \$23,670,931. The February 2017 revenues totaled \$1,174,047 and total expenditures were \$541,652 with \$293,993 being spent on three different projects.

4. **PRESENTATION OF SEMI-ANNUAL REPORTS OF ACTIVITIES FOR SIX MONTHS ENDED MARCH 31, 2017 BY: TEXAS TECH UNIVERSITY SMALL BUSINESS DEVELOPMENT CENTER, ABILENE CHAMBER OF COMMERCE MILITARY AFFAIRS COMMITTEE, CITY OF ABILENE AIRPORT BUSINESS DEVELOPMENT MANAGEMENT PROGRAM AND ABILENE INDUSTRIAL FOUNDATION:**

Texas Tech University Small Business Development Center (SBDC):

Judy Wilhelm, Director of the SBDC, presented their semi-annual report to the DCOA. The SBDC is celebrating 30 years of service and will join with the Abilene Chamber of Commerce in May in celebrating Small Business Week. The SBDC has mainly focused on meeting the needs of their small business clients and has limited the number of outreach programs due to reduced staffing and the State of Texas hiring freeze. SBDC will continue to assist local educators on various programs involving student groups. They are currently working with the Abilene library to hold seminars at the various branches to make the general public aware of the SBDC and how they can help small businesses.

Abilene Chamber of Commerce Military Affairs:

Brian Yates, Vice President for Military Affairs gave an overview to the new board members why money from economic development is used to help retain Dyess Air Force Base (Dyess). There are five specific areas defining the Military Affairs Committee (MAC) role: 1) Dyess personnel - because 75% of personnel live off base, their children go to our schools, they shop and eat in local establishments bringing economic dollars into the community; 2) Infrastructure – Improvements are needed that will benefit Dyess not only in the present, but the future as well; 3) Engaging with elected leaders, state representatives, senators and national level leaders; 4) Engaging with senior air force leaders to stay on top of plans and policies and find out if things are changing, being restructuring or relocating; and 5) Telling the Dyess story by letting others know how and in what ways Abilene supports Dyess.

City of Abilene Airport Business Development (ABI):

Kate Alvarez, Marketing and Development Manager of Abilene Regional Airport presented their semi-annual report to the board. As of March 2017, enplanements are up 8% over the same period one year ago, even though the price differential is starting to be wider by almost a \$150, leaving from Abilene vs. Midland or Dallas. Revenue from rental cars is up 14% and parking lot revenue is up 23% partially due to a rate increase in July of 2016. ABI's current marketing avenues are TV, radio, sponsorships and social media with Facebook, Twitter and Instagram. ABI will continue to study the airline market and economy as marketing efforts are continued. An additional resource for future airport growth includes potential industrial development on airport property.

Abilene Industrial Foundation (AIF):

Justin Jaworski, Director of Business and Marketing for the AIF presented their semi-annual report to the DCOA. From October 2016 to March 31, 2017 the AIF has followed up on 42 contacts, 11 of those were new businesses and 11 involved available

commercial/industrial real estate. There is still a need for “super sites”, which is available property of 150-300 acres. Most of the leads followed up on become unqualified due to the lack of acreage available or an empty spec building with adequate square footage. The AIF is continuing to promote Abilene through press releases and media events. One such event was recognizing the completion of Coca Cola’s plant expansion costing an estimated \$32 million. AIF started a new endeavor this year with the workforce initiative and a partnership with the Communities in Schools of the Big Country (CIS) to make high school students aware of the availability of industrial workforce training programs, which can lead to well-paying jobs upon graduation.

5. DISCUSSION AND POSSIBLE APPROVAL OF THE DCOA’S SEMI-ANNUAL REPORT OF ACTIVITIES FOR THE PERIOD OCTOBER 1, 2016 THROUGH MARCH 31, 2017: Kent Sharp presented the DCOA’s Semi-Annual Report for the period October 1, 2016 to March 31, 2017. Mr. Sharp summarized the projects approved by the DCOA board during that time period, including the new TSTC Abilene campus and Communities in Schools. If approved by the board, Mr. Sharp will present the Semi-Annual Report to City Council on May 11, 2017.

6. 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 April 19, 2017 and the time is 2:26 p.m. Later, President Copeland announced the date is still April 19, 2017 and the time is 2:58 p.m. No vote or action was taken in Executive Session.

7. DISCUSSION AND POSSIBLE APPROVAL OF A RESOLUTION AUTHORIZING A LEASE EXTENSION WITH PACTIV FOR THE DCOA-OWNED PROPERTY AT 6450 FIVE POINTS PARKWAY, ABILENE, TEXAS: Kent Sharp requested approval of resolution DCOA-2017.09 extending the lease with Pactiv located at 6450 Five Points Parkway for an additional five years beginning September 1, 2018, with increased lease rates. The right to extend is in their current lease dated July 1, 2009. The resolution would also give the CEO and the DCOA’s legal counsel authority to negotiate the lease extension with Pactiv.

Jack Rich made the motion to approve resolution DCOA-2017.09 extending the lease with Pactiv. Greg Blair seconded and the motion passed.

8. DISCUSSION OF NEXT MONTHLY BOARD MEETING: President Copeland announced the next scheduled meeting of the DCOA Board would be Tuesday, May 16, 2017 at 1:30 p.m.

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



Dave Copeland, President