

MINUTES

**AMARILLO ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS**

August 15, 2017

The meeting of the AEDC Board of Directors was held in the 801 S. Fillmore, Suite 205, Amarillo, Texas at 11:00 am on August 15, 2017. Board members in attendance were:

Voting Members	Board Position	Present	No. Meetings Held	No. Meetings Attended
Brian Heinrich	Chairman	Y	18	18
Laura Street	Vice-Chairman	Y	6	6
Tom Bivins	Director	Y	56	47
Brian Bruckner	Director	Y	39	35
Craig Gualtiere	Director	Y	18	17

Also in attendance were the following staff members:

BARRY ALBRECHT	PRESIDENT & CEO
DOUG NELSON	SR. VICE-PRES. FINANCIAL SERVICES
BRIAN JENNINGS	SR. VICE-PRES. BUS. DEVELOPMENT
REAGAN HALES	VICE-PRES. MARKETING & COMMUNICATIONS
CHRIS LYLES	OFFICE ADMINISTRATOR

Also in attendance was the following professional representatives:

MICK MCKAMIE	CITY ATTORNEY-CITY OF AMARILLO
KYLA FRYE	WT ENTERPRISE CENTER
DAVID TERRY	WT ENTERPRISE CENTER
JEFF REID	WT ENTERPRISE CENTER
JOE LOVELL	LOVELL LOVELL ISERN & FARABOUGH
TONY DeLISI	AVALANCE CONSULTING
CLAY STRIBLING	AMARILLO AREA FOUNDATION

ITEM 1: Chairman Heinrich established that a quorum was present and called the meeting to order.

ITEM 2: Chairman Heinrich requested a motion to approve the minutes of the June 20, 2017 Board of Directors meeting. Director Bruckner made a motion to approve as presented. Director Gualtiere seconded the motion. The motion was approved.

ITEM 3: Jeff Reid, Executive Director of the WT Enterprise Center provided a history of the EnterPrize Challenge grant program, including data associated with the program.

Members of the board asked questions, which were answered by the Enterprise Center staff as well as Amarillo EDC staff.

Director Gualtiere asked if the Enterprise Center would ever consider putting a member of the Amarillo EDC Board of Directors on the EnterPrize Challenge judging panel.

Mr. Reid deferred the question to the staff of the Amarillo EDC. President Albrecht volunteered to research the possibility.

Chairman Heinrich asked that Director Gualtiere's inquiry be placed on the agenda of a future meeting of the Amarillo EDC Board of Directors for further discussion.

ITEM 4: President Albrecht provided an introduction of the proposed FY 2017-2018 budget.

Director Gualtiere inquired about the travel budget, indicating he felt it might be too low. Senior Vice-President of Financial Services Nelson stated that though the travel budget in the Operating budget seems low, most of the travel is in the Marketing portion of the budget.

Vice-President of Marketing and Communications Hales stated that the budget also includes salary for additional staff members who may participate in the marketing initiatives.

Chairman Heinrich asked how the budget incorporated the Strategic Plan. President Albrecht stated that some of the personnel and events costs were realigned to open opportunities in areas of need identified in the Strategic Plan.

Chairman Heinrich asked for any questions or comments in regard to the proposed budget. There were none.

Director Gualtiere made a motion to approve the proposed budget as presented. Vice-Chair Street seconded the motion. The motion was approved.

ITEM 5: Chairman Heinrich adjourned the meeting into executive session at 11:36 am.

No action was taken during the executive session because none is permitted by law. The public session reconvened at 12:25 pm.

ITEM 6: Senior Vice-President of Business Development Jennings introduced Tony DeLisi, Senior Consultant, Avalanche Consulting. Mr. DeLisi provided information on key points from the comprehensive study for economic strategy (CEDS), the Strategic Plan.

He also stated that after a detailed incentive analysis regarding a Type A vs Type B economic development organization, with the Amarillo EDC being a Type A, based on the analysis, the Amarillo EDC should remain a Type A economic development organization.

Mr. DeLisi answered questions posed by the board.

ITEM 7: Chairman Heinrich requested a motion to accept the Strategic Plan as presented. Director Gualtiere made a motion to accept the Strategic Plan. Director Bivins seconded the motion. The motion was approved.

ITEM 8: Project #17-04-03, ACE Scholarship Expansion: Clay Stribling, President and CEO, Amarillo Area Foundation gave a presentation on the ACE Scholarship expansion project. He stated that the Amarillo Area Foundation is currently working with partners at Amarillo College, Amarillo Independent School District, and the Amarillo EDC to expand the ACE program and revitalize it for a new generation of Amarillo students.

Based on the model presented, the estimated financial obligation for each partner would be as follows:

- Year 1 - \$318,908.93
- Year 2 - \$510,254.29
- Year 3 thru 6 - \$669,708.75

Total funding per partner = \$3,507,998.22

Mr. Stribling provided answers to questions posed by the board members.

ITEM 9: Chairman Heinrich asked if there was any comments, questions or further discussion. There was none.

Vice-Chair Street made a motion to approve the Amarillo EDC the opportunity to become a partner in the ACE Scholarship program. Director Bivins seconded the motion. The motion was approved.

ITEM 10: Project #17-04-02, The Fairly Consulting Group, LLC and Occunet, LLC: President Albrecht presented information on an expansion project for this employer. The Fairly Group provides risk management consulting services to companies across the nation. Occunet specializes in insurance management and medical cost containment. They operate offices in Amarillo, Houston and Denver.

The expansion project prescribes The Fairly Group and Occunet receive a potential grant of UP TO \$1.8 million to be paid upon the achievement of annual performance requirements. The Amarillo EDC will monitor and reconcile annual performance metrics by the company to ensure compliance.

Chairman Heinrich stated this project is an expansion, not a retention as the company is already in Amarillo and will be bringing new jobs to the area.

Vice-Chair Street stated that the office in Amarillo is the headquarters for The Fairly Group, LLC and Occunet, LLC.

Director Bivins made a motion to approve the project as presented. Director Bruckner seconded the motion. The motion was approved.

ITEM 11: A report was not given due to time constraints.

ITEM 12: The next meeting of the Amarillo EDC Board of Directors will be scheduled after polling the board members for their best availability.

ITEM 13: No public comment was made.

ITEM 14: The Amarillo Economic Board of Directors meeting on August 15, 2017 was adjourned at 1:16 pm.

The undersigned certifies that the foregoing information is correct.



Brian Heinrich, Chairman