



The sweetest place in Texas for business.

BOARD MEETING MINUTES – MARCH 13, 2017

PRESENT: Jerod Peek, David Welch, Carolyn Lawrence, Ken Becker, Larissa Place, David Vela, Joe Grant, Rick Denbow

CALL TO ORDER: 10:29 AM by Jerod Peek

PRAYER: Carolyn Lawrence

UPDATE FROM TSTC: Rick Denbow Sr. Field Development Director TSTC

- Continue to raise funds for TSTC
- Single accreditation
- West Texas is 40% of the footprint in the state
- Striving towards more education and less administration
- Funded by placement strictly
- Over 80% placement
- TX Workforce Commission tracks progress of workers
- Vitality study of programs: what the industries need so TSTC can provide solutions
- Sales Culture: Business approach vs. education approach. "Sales department isn't the whole company but the whole company better be the sales department"
- Expanding revenue mix
- Expanding workforce training: Grant for Buzzi and USG in Industrial maintenance and safety
- Students numbers – SEED donated for new student enrollment
 - Fall 16' – 488 enrolled
 - Fall 15' – 382 enrolled
 - Spring 16' – 283 enrolled
 - Spring 17' – 499 enrolled
- Continuing the new student enrollment program and assisting with scholarship money
- Now offer a money back guarantee – 5 programs (associate degree)
 - November 2016 – if they don't get a job within 6 months of graduation they will get their tuition back
- Dual Credit Program with all High Schools
 - Fall 16' – 1800 (state wide)
 - Fall 17' – 2500 (state wide)
 - Fall 18' – 5000 (estimated state wide)
- Housing is still available at Sweetwater location
- TSTC will be seeking a donation from SEED again this year.

ACTION ITEMS:

MINUTES: Board to review and consider approving minutes from the March 2017 meeting. David Welch made the motion to approve the minutes. Carolyn Lawrence seconded. The motion carried.

FINANCIALS: Board to review and consider approving the February 2017 financial statements. Carolyn Lawrence made the motion to approve the financials. David Welch seconded. The motion carried.

ACCOUNTS PAYABLE: Board to review and consider approving accounts payables. David Welch made the motion to approve the accounts payables. Carolyn Lawrence seconded. The motion carried.

BLACKLAND: Currently there are 24 employees in Sweetwater

- 14.25 FTE
- 2 permanent crews in DFW area
- Struggling with workforce
- No payment necessary at this time



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CITY MANAGER UPDATE (David Vela): The board was updated on the following topics.

- Sales tax numbers don't come in until Wednesday. David will update SEED with those figures when available
- Seeing indications of economy improving
- Parks survey – this is still open until the 17th. 411 submissions as of 2 weeks ago. The City would like there to be 580-1000. Company handling the survey feels as though we have had a good response.
- Commission Chambers received an update using funds from Suddenlink. These funds are specifically used for this purpose and no tax dollars are used. There is new paint, New HD TV with camera, 2 new TV's for audience and camera, new mics with one wireless for podium, new speaker system. They will be debuting this April 11th
- New golf course management. Mr. Taylor and his spouse will be handling the golf course. Spouse will handle the business/marketing side while Mr. Taylor will handle the management of the facility.
- City owns over 180 properties due to foreclosures. They are working on a new process that will allow the auctioning off these properties to get them back on the tax roll.

MARKETING/ADMIN UPDATE (Larissa Place): The board was updated on the following topics:

- Senior Interviews are set.
 - May 2-3 SISD & BISD
 - May 10 RISD & HISD
- SEED has shared the Parks Survey on our social media.
- We have the magazine with the Logistics article.
- The SEED/City joint meeting will be held on May 18th.
- SEED hosted a lunch for BNSF and Cape & Son
- Ken assisted Rod Wetzel in a wind farm tour for UT Law students
- SEED has arranged a Meet & Greet with Jodey Arrington for April 14th at the RPMH Wellness Classroom from 10-11:30am
- Budget
 - In house – May
 - Draft – June
 - Approval – July
- Ken will be working on his presentation to the City for their Budget hearing meeting

EXEC DIR. UPDATE (Ken Becker): The board was updated on the following topics:

- Logistics Support took over the USG contract. The two engines SEED helped purchased will be used for the Buzzi contract and their previous engines will now be working on the USG contract.
- Rail park – 2 unit trains/month, over 800 semis
- Cape & Son have a new customer
- Manufacturing – there are openings in most of the larger manufacturers in Sweetwater
- Oil/Gas – doing well. There are 418 rigs in the state of Texas, 315 of those in the Permian Basin
- Ken plans to contact Allen who used to be with HEB Logistics regarding some pointers in that industry.
- TSTC and SHS will be doing a technical dual credit program with 5 subjects. They will be doing a survey with the students to find out the interest but plan to begin this coming fall
- GrayCo has decided to lease their property. Ken will be talking to Blackland to see if they are still interested in the space as they have needed more land for some time now



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EXEC DIR. UPDATE (Ken Becker): Continued

- Legislation – Chapter 313 is in trouble. Ken has been asked to testify in support of the bill. He has obtained support letters from all ISD's in Nolan County. Unsure when he may have to travel to Austin.
 - SB277 – this bill plans to restrict wind farms of being within a 30 mile radius of an air force base. There is already regulation in place for this issue and a government bill is not necessary.
- Wind – companies are making plan to rework 20 year turbines and extend their contracts another 15-20 years. They are in the early stages of repowering, including blades being reworked.

ADJOURN: Board to consider adjourning. There being no further business, David Welch made the motion to adjourn. Carolyn Lawrence seconded. The motion carried.