



BOARD MEETING MINUTES – May 7, 2018

PRESENT: Billy Whisenant, Carolyn Lawrence, Jerod Peek, Gil Cherry, Ken Becker, Larissa Place, David Vela, Karen Hunt, Don Zullo (Texas All Natural), Charles Wood (Texas All Natural), John Brinkman (IcyBreeze)

CALL TO ORDER: 10:28 AM by Billy Whisenant

PRAYER: Gil Cherry

PRESENTATION: Don Zullo and Charles Wood presentation for Texas All Natural. They have purchased 2 buildings on the North side of town, the 2 cotton storage buildings across from Nolan Park. They manufacture 100% Natural soil amendment. This product will save water and rebuild the soil. There are no animal parts, no manure and no chemicals. This has been approved by TX Soil Council. The rainfall is currently at 4% in any given month which makes growing anything a struggle. And currently, consumers are more aware and there is a demand for organic products. Pets are also having problems due to the chemical in the sod. This product is the solution to all those concerns. Currently, Nolan County has approved Texas All Natural to harvest the mesquite from along the roadways. They will have Fisher County and Jones County as well. They are only harvesting the wood that people don't want. Jerod Peek asked if they are working with private owners? Yes but the cost is about \$500/acre to clear mesquite. The buildings they are in now, they plan on remodeling once they are in operation. Each plant will have 8 employees. 12 employees on the roads getting timber, which would be a total of 20-24 employees. They see this product taking off since it has 6x more nutrients than miracle grow. They would recommend putting the product on the top of the ground and it should last about 3 years. They will also be making a profit from the by products as well. Along with the County, they plan on working with the Jaycees in the future.

PRESENTATION: John Brinkman presentation for IcyBreeze. John brought a cooler with ice in it so the Board could see the full functionality. There is a pump in the bottom that takes the cold water and cycles it through. The battery will run 6-7 hours on the low speed. He recently obtained a contract with Ludlums and with that all but 2-3 parts will be made in Sweetwater. The plastic is even made in the U.S. The Fan and pump are not made in the U.S., that technology is just overseas. The big benefit of Ludlums is the items are made and just driven right over, this has taken out shipping costs. Right now, 90% of the sales are to the aviation industry. This is a patented product. This is the only insulated cooler that is made in the U.S. There is 2x the foam as a Yeti, but it is not bear proof. On a 100 degree day this cooler will blow 65 degree air. It is ideal for hunting, tailgating, construction, camping, sport outings and anything outdoors. IcyBreeze is currently the official sponsor of the Baseball Youth Sports. They have over 1.5 million in sales. John's previously built homes and his entire life was in sales. He started man camps in Tom Green County. He expanded to Big, Pecos and Sterling City. Investors have now expanded even more. IcyBreeze was a good fit for his personality. He wants to take it from 1-2 Million \$ profit to worldwide. He plans on going to Australia in a couple months. They are currently working on contracts with Dick's Sporting Goods and Academy. In 4 months 20% of their sales came from website. 50-60% of sales will be from Texas. They do have a new design coming out. They are not concerned with finding labor in Sweetwater for the manufacturing. They have had great luck so far. They currently have 2 FTE but once they are at full production they will be at 6-8 production FTE with 2-3 sales FTE.

ACTION ITEMS:

MINUTES: Board to review and consider approving minutes from the April 2018 meeting. Carolyn Lawrence Peek made the motion to approve the minutes. Jerod Peek seconded. The motion carried.

FINANCIALS: Board to review and consider approving the March 2018 financial statements. Carolyn Lawrence made the motion to approve the financials. Jerod Peek seconded. The motion carried.

ACCOUNTS PAYABLE: Board to review and consider approving accounts payables. Jerod Peek made the motion to approve the accounts payables. Gil Cherry seconded. The motion carried.



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MDD RULES OF OPERATION: Billy Whisenant asked about the residence requirements for Board members. He currently does not live within City limits but he does operate a business within the City limits. Jerod Peek advised that all current SEED Board members qualify for the Board under the new Rules of Operation. Billy asked about item 2.10a – “Plan shall be complimentary...” Billy asked why this sentence was in there. Jerod Peek and David Vela advised the commission will play a bigger role now so it should be complimentary to what the City Commissioner’s visions are. Billy asked about 3.01 – when does someone’s term begin? Jerod and Ken advised that when the MDD board elects their officers that is when their term begins. Billy asked about 4.02 – why was the term “may” used instead of “shall”. David Vela advised this board can not require his presence at a meeting but someone from the City will attend when possible. This board does not have power over City employees. Billy asked about 5.01 – why was this necessary. Jerod advised it is state requirement. Board to review and consider approving MDD Rules of Operation. Jerod Peek made the motion to table the vote till the joint City Commissioners meeting tomorrow. Gil Cherry seconded. The motion carried.

CONTRACT WITH DAN SANTEE FOR LEGAL SERVICES RELATING TO MDD DEVELOPMENT: The contract has serves to transition from SEED to MDD. The way the contract is now, is that we would go through City contract after the transition, however the Sweetwater Economic Development should have its own contract with Mr. Santee. Should there be a maximum amount? Billy suggested an hour limit, David Vela stated that it would require more than that and would be difficult to know the hours or dollar timeframe to get all the work done. Jerod advised there will be a lot of house cleaning and tax data for Mr. Santee to review. Carolyn advised that Ken should be free to call Mr. Santee whenever there is a question and knows that Ken will not take advantage of the services. David feels as though no cap in the paperwork is needed, the Board reviews the A/P every month and they can monitor the numbers. Board to review and consider approving contract with Dan Santee for Legal Services relating to MDD development. Carolyn Lawrence made the motion to approve the contract with Mr. Santee. Jerod Peek seconded. The motion carried.

FUNDING CONTRACT BETWEEN TEXAS COMMUNITIES GROUP AND THE CITY OF SWEETWATER: The contract will be voted on tomorrow at the City Commissioners meeting. The contract is \$6000.00 which Sweetwater Economic Development would fund. Carolyn Lawrence made the motion to approve the funding for the Contract between Texas Communities Group and the City of Sweetwater. Jerod Peek seconded. The motion carried.

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

- There will be a joint meeting with the City Commissioners and Sweetwater Economic Development tomorrow. 1a and 1b are commission items to vote on. The vote for MDD was 79% for. At this meeting they will appoint the interim board and interim officer. 1d will be the inter-local agreement. This will be sent out to the board later today.
- Sales tax will be out Wednesday.

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

- Larissa won’t be able to attend joint meeting tomorrow. Senior Interviews are happening for all 4 Nolan County schools this week.
- Larissa and Karen Hunt went to the quarterly TMCN meeting in Abilene. A representative from TxDot was there. Advised the best way to get information on projects and timelines is to visit the website. Abilene Regional Airport also presented on the history of the airport and that is people want more airlines in Abilene then they need to fly out of Abilene more.
- Ken and Karen attended the quadrant TMCN meeting at the WASP Museum. The guest speaker was a grant writer who will write grants for free. There were representatives from the non-profits in town, along with City and County representatives.



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

- Ken attended the TSTC graduation in Abilene. Stan Lambert spoke this year. They always acknowledge that Ken is attending.
- Met the new SISD High School Principal. He starts July 1, 2018.
- Dr. McFarland and Ken went to WACO for the manufacturing program tour. It is expensive but a good program.
- We are setting up a program for "non traditional" students on May 23rd. 4 manufacturers will present to the students who are non college bound.
- Ken continues to do wind tours. The most recent was for Texas Tech who Rod Wetsel will be teaching for now.
- We hosted the Leadership Sweetwater Economy tour. Went to Buzzi and USG.
- Atzlan was in town and visited with Gil and Carolyn. They also met with the County Commissioners.
- May 21-23 Ken will be at the Oil and Gas conference in Ft. Worth which is focused on the Permian Basin.
- Ken would like to say that SEED has served this community very well and hopes to only continue down that path with the new MDD.

ADJOURN

Board to consider adjourning. Jerod Peek made the motion to adjourn the meeting. Gil Cherry seconded. The motion carried.