



BOARD MEETING MINUTES – JULY 11, 2016

**PRESENT:** Art Maberry, Kirby Andrews, Jerod Peek, Billy Whisenant, Ken Becker, Larissa Place, Melina Duran, David Vela, & Rory Burroughs

**CALL TO ORDER:** 10:40 AM by Art Maberry

**PRAYER:** Billy Whisenant

**WELCOME GUESTS:** Art welcomed our new Sweetwater Report Melina Duran. Ken welcomed our guest Rory Burroughs with Comprehensive Land Management.

Ken advised that Rory Burroughs with Comprehensive Land Management is here as a consultant regarding the Property SEED owns. Rory Burroughs: 20+ years in land management and ranch real estate background. After looking at the property, Rory would suggest chemically treating the smaller brush. This would allow it to die in 2-4 weeks and then would suggest mulching it all down. If SEED would like to haul the debris away this could cost much more money than the chemical/mulching option. Ken advised TCEQ would require SEED to haul the debris to an approved landfill which would increase costs. After the chemical and mulching the property could be maintained with just a basic mow 2-4 times a year depending on rain. He would suggest leaving larger trees and this would present a “park” like feeling. Much easier to sell the property with this visual than the current state. The chemical treatment is roughly \$100/acre. Mulching would range from \$300-\$500/acre with a larger mulcher or \$100-\$200 with a skid steer. Art thanked Rory for the consultation.

**ACTION ITEMS:**

**MINUTES:** Board to review and consider approving minutes from the June 2016 meeting. Kirby Andrews advised there was a correction on the previous minutes where he abstained from a vote. Based on the correction Jerod Peek made the motion to approve the minutes. Billy Whisenant seconded. The motion carried.

**FINANCIALS:** Board to review and consider approving the May 2016 financial statements. Billy Whisenant made the motion to approve the financials. Jerod Peek seconded. The motion carried.

**ACCOUNTS PAYABLE:** Board to review and consider approving accounts payable for July 2016. Kirby Andrews made the motion to approve the accounts payables. Billy Whisenant seconded. The motion carried.

**BUDGET REVIEW:** SEED provided a draft budget for the Board to review. Went through line by line advising the current numbers for this FY as of June 16, 2016. The Projected Income has increased based on current trends. One major area of changes was in the Travel/Related expenses. The amount did not change but it was shifted around for Larissa to attend a wind show and get ED training. Advised marketing materials will be purchased and would like to update some marketing tradeshow booth materials. Rental & Equipment will be less due to Ken’s computer, however we would like to add a Polycom system for conference calls. Executive Director advised he did not increase his salary but will leave that up to the Board to advise on. Proposed a 3.3% increase for the Asst. Marketing / Admin Dir. Position. Proposed a new category based on training. This would be solely for existing companies to utilize regarding retention.

Ken advised we can email a copy of the draft budget for further review.



The sweetest place in Texas for business.

**INDUSTRIAL PARK REVIEW:** Kirby advised he would like to talk more about this before any money is spent going further regarding planning. Billy would like to see it cleaned up and then let any future businesses do what they want with the property. Billy suggest we don't look into doing the roads/lights/electric but simply make it appealing to businesses and they can do what they want with this. Ken advised if we had not done what we did to the first one we wouldn't have the businesses here in Sweetwater. Kirby advised he still has reservations on the entrance regarding the slope. Ken advised maybe we should talk to TxDOT and not go through Hibbs & Todd to get additional information. Billy advised again he would like to clean it up and then just worry about mowing. He would be willing to put at least \$10,000.00 into that project. Kirby advised he would be willing to spend \$20,000.00 to get in the condition to market it to businesses.

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

- Larissa has been working with EDSuite to update the website. There have been no updates to the site since its existence and is very behind on technology and security features. The updates will allow the site to be a responsive design so it can be easily viewable on any device. Due to changes in the software the site will have a different look but the general feel will be the same.
- Larissa will be purchasing some giveaways for this FY budget. Not much was purchased due to Kirsten being gone. The inventory is pretty low. The purchases will include some industry specific items as well as some general items.
- Requesting additional marketing funds for a new tradeshow booth skin. The current one is outdated and does not have the SEED logo on it. Also requesting funds in the new budget for some Roll Up displays. These could be changed more easily and cost effectively and be taken virtually anywhere.
- Reminder about the E3 Summit coming up in August.

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

- Billy Whisenant has agreed to serve his last 3 year term if reappointed by the city commission.
- TST may be interested in selling SEED their 36 acres.
- Cape & Son have surpassed their requirements. They had a minimum of 1800 cars annually in 3 years. They have passed 1800 already in the first 6 months this year. Legal is working on a contract that will release SEED from any ownership of the engines.
- Ken will be going to the City Council in the morning to present the Dent Trucking / Logistics Solutions items to them.

**ADJOURN:** Board to consider adjourning. There being no further business, Billy Whisenant made the motion to adjourn. Kirby Andrews seconded. The motion carried. The meeting was adjourned.