Minutes of Regular Board Meeting
of the
Gun Barrel City Economic Development Corporation

The Gun Barrel City Economic Development Corporation met in Regular Session at the office located at 1720 West Main Street, Gun Barrel City, Texas, 75156 on June 17, 2014 at 5:05 p.m. Rankin called the meeting to order at 5:00 p.m. with the following directors present: Osborne, Janow and Damiano. A quorum was established. Pat Cassady and Jim Cavanaugh were absent.

Citizens in attendance: Councilmen Dennis Baade and Ron Wyrick, Connie Holubar/Outreach PR. Frank Minich/Boots to Business and David Scans/Citizen, Mayor Jim Braswell.

Citizen's Comment: None

1. Discuss and/or take action to approve the minutes of the regular EDC meeting on May 20, 2014 and the special meeting on May 27, 2014.

   Janow made a motion to approve the minutes for May 20th and May 27th. Osborne seconded. All directors voted 'aye'. Motion carried.

2. Discuss and/or take action to approve the May 2014 financial.
   Baade: I'm filling in for Jim Cavanaugh while he is out of town. I checked over the May financials starting with April to make sure the balances where carried forward. Everything looked fine; nothing unusual to report. Sales tax was up nearly 7% from last year. Damiano made a motion to approve the financials as presented. Janow seconded. All directors voted 'aye'. Motion carried.

3. Discuss and/or take action to accept the September 30, 2013 audit report.
   Baade: Again, Jim was not available so I had done the audit report in the past and I looked at it with Rita. I had several questions which I asked the auditors and you will see some of the details of the questions. They have to do the financials for government entities and they have to do them in a different way than what you are used to looking at. What I try to do is verify what they say to the actual numbers of September 30, 2013 financials they we produce. So when I can't do that, that's when I question the auditors. I went back to the auditors and they answered all my questions and I'm satisfied that they did their job. They always do a statement to the effect that we don't have enough internal control, so they issue their disclaimer, which I'm used to seeing. They don't set with Jim when the financials are actually prepared month after month making sure things are reported properly. We don't have a document; they don't set through that so they can't make any statement of the accuracy of the reports. That's the EDC responsibility. That's the monthly process that Jim goes through. I used to go through it. All of their numbers were good, they didn't make any mistakes.
   Rankin: Are there any questions about the audit? Is there anything we need to address at all, Dennis?
   Baade: No.
   Janow made a motion to accept the audit. Osborne seconded. All directors voted 'aye'. Motion carried.
   Rankin: I did set down when Dennis was going through the audit with Rita and Gary so there was more eyes looking at it than just Dennis.

4. Discuss and/or take action on MuniServices's IST quarter 2014 invoice for $1,287.33.
Rankin: And I believe Dennis, you can correct me if I'm wrong, this is one half of the first quarter?
Damiano: The total annually is $5,400.
Rankin: I was just wondering how we got to this number. Does anyone know? Maybe we have to pay it quarterly and this is probably our first payment if we split it half with the city. Would that be more likely?
Baade: Twelve fifty would be one fourth of five thousand for the year; so this is a full quarter.
Osborne: So the $1,287 is for our payment of the first quarter.
Baade: First quarter of 2014; it's the full amount.
Osborne: If I understand right, the city gets the same bill and we are splitting it with them?
Baade: I think you will pay this one and the city will pay the next one.
Rankin: Oh, ok. If that is the case can I hear a motion?
Osborne made a motion on MuniService invoice for $1,287.33. Janow seconded. All directors voted 'aye'. Motion carried.
Damiano: My only question is does the city pick up the next quarter?
Rankin: Yes, that's what Dennis is thinking will be the case.

5. Discuss and/or take action to add MuniServices to FY 2014/2015 Budget.

We have already had that discussion in our board meeting before that we would split the cost of this service in half with the city. So it would go into our budget next year.
Damiano: So we add twenty-seven hundred to the budget?
Rankin: Yes.
Damiano: Do we get anything out of it?
Rankin: Yes, if I needed to find out right a way what would be a comparable sales tax to a business that wanted to locate here and wanting incentives, this is my way of finding quickly how much sales tax I might expect from that company. And I could figure out how much of an incentive I might want to give to those new businesses or new prospects. By looking at the sales tax numbers you can see what other businesses of like kinds are making in a year's time. We don't see the exact number, only the mayor and city manager can see the exact numbers, but they can give us a rounded up number to see what ball park we are working in. Dennis, any questions? You've got that look.
Dennis Baade: I was just thinking, I think the City Treasurer can look at the numbers too in addition to the city manager and mayor. They can tell us to the nearest thousands. The reason the EDC can't see it is Texas law.
Osborne: So it's twenty-five seventy five for the year for us, just doubling the twelve eighty-seven.
Rankin: It comes in handy when we were talking to Applebee's. How was Chili's doing? We know how to plan ahead, think through what we might want to offer. Any questions?
Janow made a motion to add the MuniServices to our Fiscal Yr 2014/2015 budget.
Damiano: We add one half of the MuniService cost.
Rankin: Yes add one half of the MuniServices.
Osborne: Per year.
Rankin: To the Fiscal Year 2014/2015 budget. May I have a second?
Damiano seconded. All directors voted 'aye'. Motion carried.

6. Open Public Hearing for Project Office Space-EDC Project 2014-002
   Rankin opened the Public Hearing for Project Office Space-EDC Project 2014-002
   Ron Wyrick: Are we talking about the office place across the street?
   Rankin: It will now probably be down the street in the medical district.
   Ron Wyrick: Okay, I know where we are going now, that's all I need.

7. Close Public Hearing for Project Office Space-EDC Project 2014-002.
   Rankin closed the Public Hearing Office Space-EDC Project 2014-002.

8. Open Pubic Hearing for Façade Improvement Program-EDC Project 2014-004
   Rankin opened the Public Hearing for the Façade Improvement Program.
   Ron Wyrick: Has anyone come forward on this?
   Rankin: We haven't put it out there yet, because we've got to get all of the guidelines approved. What we are doing is approving going forward with the project. Hopefully we will have this started by September, at the latest. But we will be rolling it out with a marketing plan.

9. Close Pubic Hearing for Façade Improvement Program-EDC Project 2014-004.
   Rankin closed the Public Hearing for the Façade Improvement Program.

10. Discuss, review and/or take action to approve the revised GBC EDC Standing Rules.

    Rankin: We went back and made our revisions at our last board meeting. You have in your packet those revisions that can be seen in black line and red. It shows what we struck through and what we added. I'd like to open it for conversation if there is something you would like to change.
    Damiano: Which document are you looking at, because in the packet there were a number of documents?
    Rankin: Actually it boils down to these three pages. Where you have the red line and you can actually see what you are taking out and putting in.
    Damiano: I spent some time in going over this. We did not talk about the Boots to Business. The Boots to Business was not discussed in its entirety. This is the first time we've been able to look at the dialogue relating to Boots to Business and the other one that's here as well. These are both, what I'm saying is if we approve the first page of this, then we probably should have some discussion on the other stuff. Does that make sense?
    Rankin: What I'd like to do tonight is to go through it and if there are any changes to any paragraph so we can finalize our policy for Standing Rules so we can get it off the table. So if there is discussion on any of these items, tonight is the night.
    Damiano: In your agenda packet, under item 10 there are a couple of emails preceding it. I saw some things that we didn't discuss. When I got to looking at it, I got to wondering which package are we talking about. There is this one and then there is one that has all kinds of corrections and changes in it. Which one is that?
    Rankin: That is the one that I sent back with the formatting changes. I don't know it really didn't need to be in there, it was the same thing.
    Damiano: It's not the same thing. There are some differences.
    Rankin: There are some differences.
    Damiano: But they are not highlighted.

Rankin: Which we did not need it in there. I do not want to use this one, because this is something I sent to Pat Cassady, just for informational purposes, just conversation and it was not for the board. So-.
Damiano: Okay. I got to wondering-.
Rankin: It should not have been in there.
Damiano: Because there were a lot of differences. What confused me was on the agenda issue, if you didn't approve it on the agenda you (the president) had a right to rewrite it without going back to submitter. The original said the submitter was the only one that could change it or withdraw.
Rankin: This is old; this shouldn't even be in there.
Damiano: This is just for clarification purposes. The other piece on it was the president appoints the head of committees.
Rankin: That was discussion with Pat and me; because we were having some issues and I just wanted to toss that out there just to go through it with her.
Damiano: How did it wind up in the packet?
Rankin: Lord knows. It was just supposed to be a discussion with people that were working on policies.
Damiano: Just for clarification, the Visions Committee right now the other document had everything coming through the EDC coming to the Visions Committee. What concern me about it is we have a process for that. Someone comes in and requests some assistance, they fill out some forms, they come in and do a presentation and we assign a team to them, which we are not following and we should be.
Rankin: That format that you are talking about there is usually-whenever they are actually ready to start the process of talking about incentives and negotiating, that's when they actually come in we start from that point.
Damiano: So the board can get a better handle on who they are and what they want?
Rankin: As long as it's just research and fact finding and they are just coming in for fact finding and research it's not taken a solid vision yet, then we are not really needing to follow procedure like you are talking about under Visions. But once they say they are serious about it, that's when we bring it to the board, they will fill out their entire application, they bring it to the board, we look at what would be correct for an incentive and then we approve it.
Damiano: And I am concerned about process. Project Office Space is one of them. Nobody has been included.
Rankin: Not yet, because it's still fact finding. We are not to a point where the EDC will be involved.
Damiano: The EDC is involved.
Rankin: No really all I'm doing is meeting with them to answer questions when they have them and I gave them a visual so they could talk amongst themselves. But as far as the EDC offering or being a part of that, other than offering them a visual so they could work, that's all we've done.
Damiano: We paid for a building; an architectural design.
Rankin: We paid for an architectural design and that was more of a marketing piece than it was-and what I hoped we could do was maintain a business that we currently have. For me that was not 'us' going out there and-we are not at the point where we are making the deal. We are not at a point where we are offering an incentive. We are not at a point; anything like that. All we are doing is facilitating and negotiations between a land owner and a company.

Damiano: You know I understand, but I guess I'm wondering where the cutoff point on that is.
Rankin: Whenever the landowner says I'm going to work a deal with Emergicon-I'm sorry-with their office and the developer, that's when we will bring it to the board. When they have a letter of intent, when they are all ready work their deal, that's when they need to bring it to us. As I set there in those meetings, it is the landowner talking to the Office Space people-they have a developer-they being the landowner- the landowner has a developer-we came in and said we have a developer if you want to use them and right now we are just trying to see if the developer can bring enough information to the table. Here is the Performa, here is what your lease rate would be, and here is something we can offer you. Is this acceptable, will this work?
Damiano: Here is my argument Linda and I'm not trying to pick a fight. As an EDC we have money in the game on this one; we have $10,000.
Rankin: But we haven't spent $10,000.
Damiano: No, we've spent part of it and I understand there is a phase 2 coming?
Rankin: Not yet.
Damiano: Okay, not yet.
Rankin: I doubt there is actually.
Damiano: Okay.
Rankin: Because right now where we are at-.
Damiano: All I'm saying is we have money in the game. We have given money to someone to do something and I'm trying to work it out.
Rankin: So what do you prefer t see?
Damiano: I'm trying to work it out.
Rankin: I can't figure out what you are wanting.
Damiano: I think it should have been brought before the EDC.
Rankin: We did, we had an executive session and talked about it. And we talked about even approving the money to do that. So it's been in executive session three times, no twice. I feel like I've brought it to this board every time there was a development. Every meeting I've brought it back to this board.
Damiano: I was taking what you said and once they want something they fill out the form and come in and make a presentation.
Rankin: The reason I say all of that is because it's been in all of our minutes and other people have taken our minutes and abused them.
Damiano: I understand that too.
Rankin: So what else do I need to do?
Damiano: I'm trying to figure out what we are doing and how we do it.
Rankin: You work a deal. What you do is take the people that come in, you have to set down and answer their questions. You have to talk with them and see if there is some possibility there. I don't know why the whole board would be involved in it. If a fellow came in to your office and said can you answer some questions for me? And that one person sets there and says here's the traffic count, here is how our demographics look and here is how it looks for next year and we are predicting this in the future. None of that is the EDC trying to sell something. All it is helping those people make a good decision and see if it's a fit for them. So for me to bring it to the board, I don't know what I would say to the board other than we had a conversation, which is what I did.
Osborne: I'm good with this.

Rankin: I just don't know what else to say. So is the Visions Committee the one you are discussing.
Damiano: If we are talking about the first three documents, or the first two pages.
Rankin: This is what Pat and them are going to go by; Pat and Rita.
Osborne: This is different than those. Let's not beat that anymore.
Rankin: These were my discussion with Pat.
Osborne: I'm good with these.
Rankin: One thing I will say about what you read Gary, is that when we had a conflict going on there would have been something in writing that would have allowed the president to take control of the situation and that was the only reason I even discussed that with here about the president appointing-. You understand what I am saying?
Damiano: I understand what you are saying, but the president doesn't run the board, the board runs it.
Rankin: I understand that, but to avoid some of the situations that we ran into, it was a possibility it could have helped. But we chose not to do it; to say it. So we are not going there. What else on the policy and procedures would you like to discuss? On the Go Texan Committee you brought that up.
Damiano: I just meant that we hadn't seen the write up.
Rankin: It was in the Go Texan book and we were just going to try to make sure the marketing efforts in that were pursued. Same for the Boots to Business; we wanted to pursue a marketing plan for Boots to Business. By having those two committees, I think we are in good shape. So By-laws are clear, Budget and Finance Committee is clear, Visions Committee is clear, Existing Businesses Assistance Committee is clear, Go Texan Committee, Boots to Business Committee and Ad Hoc Committees. On the Ad Hoc Committees that's the only one we put a time limit for the committee. Any other questions; is there anything you want corrected, or anything you want to add?
Damiano: My confusion was resulting from the additions of the other documents on the agenda packet. I didn't know which one we were approving.
Osborne made a motion to approve the revised EDC Standing Rules. Damiano seconded.
(This is where you call for other discussion, before you call for a vote.)
Rankin: All in favor?
Rankin: Any opposed?
Damiano: It's too late to talk about it.
Rankin: It's not too late to talk about it.
Damiano: Okay, let's talk about the attendance policy. Someone can miss six meetings and stay on the EDC.
Rankin: No, it's in here. It says any Director who misses two consecutive regular meetings.
Damiano: Meaning they can miss six meetings in a year.
Rankin: Okay. So how would you like that to be worded?
Damiano: I don't have any idea. My thing would be to simplify it. Are we talking about regular meetings or special meetings?
Rankin: Regular meetings.
Damiano: What does the board think? Should a director be able to miss six meetings?
Rankin: The intention was that if someone developed cancer and was going to be out for six meetings, this gives us the ability to go ahead and designate someone to take their place. It depends on what's going on with your board. You might have someone that misses two regular

meetings and if it's not excused, if it's not because you broke your leg; that's what it was for. I think if you wanted to miss every other meeting and you say I can still be on the board, at sometime this board is going to address that, because it's not excused. So if you would rather say 'misses two consecutive regular meetings without an excused absence or any two without an excused absence; maybe not consecutive. I'm not trying to knit pick it.
Osborne: I think we are adults, not high school where you get a note from Mom saying that you stubbed your toes. You know, lets deal with the problem; this sounds good to me. If we have somebody abuses that, then we have a meeting and we take care of it.
Damiano: Here's the resolution then 'miss two meeting per year, if it's driven by a circumstance totally out of your control. I think the board would have some discretion say look, due to the circumstance Osborne missed three meeting in a row, for whatever reason. The board should take action.
Osborne: Absolutely.
Rankin: If you miss two actually?
Osborne: I mean that.
Rankin: It's just because the business that we have to take care of as a board is critical and its timely and it can't set and we have to have our quorum and we need working people.
Damiano: It's just one meeting a month if things are functioning correctly.
Janow: I'll make the motion
Rankin: He's made the motion, you want to second it?
(Evans: There was no motion on the floor.)
Janow: Yes.
Rankin: All in favor? All directors said 'aye'. Motion carried. We can always go back and revisit these.
Osborne: That's what will happen if there is an abuse. Right now let's just say that we have nobody that's going to do that.
Rankin: Always remember that we can go back and revisit this. This hasn't been revised in five or six years. So this was the first time in a long time.

11. Discuss and/or take action to approve $1,000 for the initial startup for marketing of the 175 Corridor./Rankin
Rankin: In your packet you have a memorandum that I wrote just to bring you guys up to date where we stood with the Corridor group. And just yesterday and today I have been receiving new information and I'm going to pass this around. This map sort of indicates where we are trying to get demographics from starting from Seagoville to Athens. It was difficult to try to draw a boundary line in the software to get what we needed for demographics. But if we are going to sell this region we have to (a) be able to say how much population are you going to be attracting, (b) you have to able to give the traffic count (c) you have to be able give sales numbers (d) you have to be able to break it down by industry. We had to target an area so we could run the demographics on this area. Anyway we weren't real happy with the numbers we got back on this one so we are going to be redoing it. But this is what the 175 Corridor will represent; all of the sales that would funnel into the cities that are along 175. Additionally and I think this was in your packet last month, the community objectives, what each of the cities want to achieve through their EDC. You've got your contact list. Lee Ayres is the EDC Director in Kaufman and he went ahead and filed for us to have an EIN number so we can open a bank account. He set us up as a 501 (c) 6, non-profit, so we can go ahead and put funds in an account so we can purchase

marketing. And again this alliance is only for marketing purposes right now. It's possibly may want to assist with some politics in trying to get things done along the 175 Corridor, but for now it's only for marketing purposes. We also got the cost to do the cover on the 'Red News' that we talked about last time and the inside page. The cost is twenty-eight fifty-$2,850.00. It would be split between the eight cities; so twenty-eight fifty split eight ways.
Damiano: So what are we doing?
Rankin: Hang on-we are setting up a bank account and in this bank account each city has agreed that they can, except me, I have not agreed to anything, let me get that on the record. I am asking for you to approve $1,000 to be placed into the bank account like the other cities will be doing and out of that $8,000 that goes into the bank account we will be purchasing the $2,850 marketing with Red News and we will be purchasing a booth at the Speakers Series in the fall.
Damiano: How much is the booth?
Rankin: I think its twenty-five hundred, something like that. What the Corridor group will do is-they've already contacted getting bids for someone to do their logo, someone to do the graphics for the ads and will also be looking at what they can do for a back drop for our booth. Something that we could either set on a table or have behind in a back drop or else on the front of the skirting of the table. That hasn't been decided; we've only met twice. But right now we are at the point where everybody puts in the $1,000. Once we know we've got the money, then we can decide how we are going to market it.
Osborne: I support this a hundred percent. I'm for putting in the thousand dollars just because this is a good alliance with all of these people. This is the corridor for Kemp, Kaufman; I mean this is a no brainer for us. That's nothing, that's chicken change, that's picking up tin can. The big player is Kaufman, they are rolling.
Rankin: All the cities along 175 right now are pushing hard and I highly recommend we look at that.
Damiano: What happens next? We spend five of the eight.
Rankin: Until we have a meeting I can't say.
Damiano: I'm just asking.
Rankin: I don't know. Gary I really don't. I think when we went into this it was let's see how we all work together for one year and let's see if what we like what we are doing.
Damiano: I think it's a great idea.
Rankin: So right now that's as far as I can give you a vision on it.
Osborne: I'm for it; I support it.
Rankin: That's all I can say.
Damiano: All the way through this, is everybody going to kick in equal amounts of money? I'm not sure all of them can.
Rankin: All of them should kick in the $1,000. We set it low enough for everybody to put in an equal amount and share equally in everything. Then they talked about having a pay as you go. If any of the alliance want to participate in something as a group and not everyone can, then they will be individually responsible for participating as that group.
Damiano: This is some of the facts I'm looking for. If you spend five of the eight then that means somebody is coming back for more money. That's a given. I didn't know if there is a budget put together for this for one year out.
Rankin: We haven't had a chance. Right now I'm just trying to make sure my board and our city council are agreeable to it. So until I can go back to that group and say we are in it and let's set down and do the next step. I had to have approval.

Osborne: We just need to move along on this thing. This is an important thing. If you've already got seven people from other cities saying that they are committed to looking at this to do something well let's do it.
Damiano: Jim, I agree with you.
Osborne: So we haven't had this conversation with these people before?
Rankin: No.
Osborne: This is a deal. Let's not look at ways to knit pick it where we could make it fail. These other people are going to have some good ideas if they want to grow their city.
Rankin: One thing I will mention is one of the members has been in several of the alliance in the I20 corridor and they are in one south of them. They've been down that road. They've been guiding us on some of those options. It's not like we are cutting the grass for the first time. They know what they are doing.
Janow: We just have to cut a check for a $1,000?
Rankin: And put it in the bank account. They've asked if I would agree to be the treasurer. At this point and time it depends on what my board says and what our city council says. I would be agreeable, because that way I know where the money is going and I know how it's going out.
Janow: To do that-.
Rankin: It's not very time consuming.
Osborne: You always want to be the treasurer so you know where the money is.
Rankin: That's what I thought.
Janow: I recommend that you do the treasurer.
Rankin: So do you want to discuss another part of this?
Damiano: No I'm fine; I think it's a great idea.
Rankin: Okay. We just haven't got as far along as you are. I can't answer your questions.
Janow made the motion to appoint you to represent-can't understand the motion.
Rankin: That's a motion on the table.
Damiano: We can't do that, can we?
Rankin: I don't think Sandy I can do that because it's not an agenda as that item. I can only tonight approve the $1,000. I have to approve just what's on the agenda. I can bring it back to the board next month. Meanwhile I'll probably open a bank account. Do I have a motion to approve the $1,000 for the initial start up?
Osborne: I make a motion that we approve the $1,000 for the initial start up for marketing of the 135 Corridor.
Rankin: Do I hear a second?
Damiano seconded. All directors voted 'aye'. Motion carried.

12. Discuss and/or take action on Orasi monthly report./Thompson
Rankin: Jack had told me ahead of time that he couldn't be here. Is there anything you would like to say? I will tell you this. He has been excellent at doing some things for us this month. He was able to get me the graphics of the demographics of the 175 Corridor. He's been talking to Carlos who's doing our feasibility study had some questions and he did discuss that with him and work with him on it. On the Project Office Space he has had a lot of conversation with his developer and they have been working-in his office they have been working on the proforma for Project Office Space with that developer. He has been instrumental in helping our prospect with the land get some numbers pull together; just what it would cost to build and lease. I'm very pleased with the work he's done this month for us. Do I have a motion to approve his report?

Janow: What is Carlos's official title?
Rankin: Sandy, I'm sorry I don't have that with me. Something like an engineer.
Osborne: He is a professional engineer.
Rankin: Yeah, I sorry, I don't have his card.
Janow: Is he a land-?
Rankin: His company-actually we are having the whole company work for us. He is just our representative. He is doing a lot of the work on it, but he has other people in the company of one hundred that's helping to put this together for us. They are covering everything from water, sewer, gas, electrical, land topographic, every aspect of roads, TX DOT.
Janow: What did he charge?
Rankin: Right now we are on the first site. We agreed to $17,500 for the feasibility study on two sites. Right now he is working on the first site.
Damiano: So they are back to work on that?
Rankin: Yes.
Damiano: Good.
Rankin: He's back to work on that and he's hoping to have that ready by July. We had their presentation back in November, they did their presentation and then we approved them. Whenever you get your final report, I think you will be extremely happy because it's very detailed, very detailed. So can I have approval on the monthly report? Do you want to approve it; do you want to say anything?
Tape ran out and not turned over.
Osborne made a motion to approve the Orasi's monthly report. Janow seconded. All directors voted 'aye'. Motion carried.

13. Discuss and/or take action on Outreach PR monthly report. /Holubar.
Damiano made a motion to approve Outreach PR monthly report. Osborne seconded. All directors voted 'aye'. Motion carried.

14. Discuss and/or take action to approve $1,500 for the printing and installation of the first 2014 billboard.
What I need tonight is a motion to go ahead and approve the printing and the installation of the billboard. Do y'all have any questions about that? We are going to be using the same billboard we had.
Osborne: The freebee. The guy decided to do it again.
Rankin: So we are not paying for our billboard. All we have to do is pay for our graphics, printing and installation.
Osborne moved to approve the printing and installation of the 2014 billboard. Janow seconded. All directors voted 'aye'. Motion carried.

15. Discuss and/or take action to add a new member to the Boots to Business committee.
Rankin: Jim Braswell as Chairman and knowing what you've been working on with that committee do you have anything you would like to add about what it takes to be a member of the Boots to Business.
Braswell: Well, the biggest part is finding a candidate which either out of lack of effort or we really haven't had too many. We've only had one since I've been involved and they found him before I came on. It just takes time. We've got avenues out there, to find people. We've made

trips to Dallas to meet with folks up there that are involved. Connie's contacted people around the state that's gone nationally with it. I think she's contacted everybody from Washington to San Antonio.
Janow: What type of a person does it take?
Braswell: A veteran that would be able to match a dollar amount; Armed Forces of any kind.
Are you talking about the people that would be on the Boots to Business?
Rankin: Well he is talking right now about-.
Multiple conversations.
Rankin: But as far as, I just wanted this board to know what is required and what it takes to be on the Boots to Business committee. So I wanted to have some input from Jim first as what to expect.
Holubar: I can add one thing to that. We did have other people to come and speak with us that were interested in finding out about it. A lot of times once they found out it was a dollar to dollar match or they don't have the credit score or whatever then they go by the wayside. You spend time in meetings sometimes with people that's not going to go anywhere, but somebody has got to meet with them. Dennis has met with some of them by himself; he's had some group sessions with people. There are some of those and they are sort of in an Ad Hoc format.
Rankin: Anyone who wants to be an entrepreneur and who is a veteran is a candidate.
Holubar: And they have to have a decent credit score and no penalties.
Damiano: Jim, Connie, what is the biggest hurdle? Is it the matching?
Braswell: The last one we talked to was matching.
Rankin: The guy with Royal Jump was having to set down and do all the paperwork.
Holubar: A lot of personal disclosure.
Braswell: It's the same application that you have on the EDC.
Baade: I voted so I'll take the blame.
Rankin: There is no blame.
Baade: This is free money in a way. It's not like a loan. It can be up to fifty thousand, not necessarily. You can have one guy come in and if he has matching funds he could take it all. For fifty thousand bucks, I'm sure going to check them out.
Rankin: I don't think there is anything wrong with our application system.
Braswell: I think promoting the program and still rely on Connie a lot to steer the committee toward finding applicants. Whomever you choose to chair, the chairman of it, once they get involved it's when people come forward. We get calls from here at the office from Rita.
Are we marketing it with any consistency now?
Holubar: We really haven't done anything. We put an ad in the Chamber's Magazine. That's our newest thing. Supposedly the magazine goes pretty far and wide. We've got some people helping us with it. We are on some websites.
Rankin: That's why we will have the committee. One thing I might mention is if we are doing our marketing budget we do need to put something in there. Y'all might want to meet and decide what you want to do so we can cover that.
Holubar: We've talked about it.
Rankin: Currently our members are Holubar, Frank, and that's it. Tonight our purpose is to elect a new member to chair the committee and carry forward the Boots to Business. I would like to know if anyone at the board meeting tonight would like to do that. I will say I've talked to Pat and she says that she would be willing to take care of it too. But if you are interested by all means.

Damiano: I'll take it. I'm interest. I'm a vet.
Rankin: Okay.
Braswell: I'll be more than happy to set down and go over, Connie and I, if you need any help.
Rankin: Thank you, Gary. Let's go ahead and take a vote on it.
Osborne moved to add Gary Damiano as a new member to the Boots to Business Committee. Janow seconded. All directors voted 'aye'. Motion carried.

16. Discuss and/or take action to add a new member to the RBEG committee. Currently we have Pat Cassady and Jim Cavanaugh serving on that committee. It will probably run out in another month or two.
Damiano: There is no reason for it to run out.
Rankin: The grant is only good for so long.
Damiano: I know but they told us that we exceed that deadline.
Rankin: How far?
Damiano: Indefinitely.
Rankin: Interesting.
Damiano: The money is still there.
Rankin: Okay, do I have any nominees?
Braswell: May I say one thing? There is a possible project right now with Family Resource.
Damiano: There is another one floating around too.
Braswell: There are real negative issues with the building. Now they may sell the property they are now setting on and move across the street and build a whole new building. And take the Seven Points and bring it here. So they have all the paperwork in front of them right now, Richard is working on that. Somebody really needs to get with him and guide him.
Rankin: So is that still under the city council's command or is it under the EDC's command?
Damiano: City council.
Braswell: RBEG.
Damiano: Marty's is heading it up.
Rankin: Is that still the same situation? Okay. Is there anyone wanting to be on our RBEG Committee?
Damiano: I can't
Janow: And what is it?
Damiano: It's the Rural Enterprise Grant. It's a grant program to us from the USDA. The money is free. We put it out as low interest loans to businesses to start a business or expand a business.
Rankin: Primarily we try to find prospects for that purpose.
Janow: Yeah, I'd be interested.
Rankin: Do I hear a motion?
Damiano made a motion to put Sandy on RBEG. Osborne seconded. All directors voted 'aye'. Motion carried.
Rankin: You will be working with Marty Goss.

17. Discuss and or/take action to finalize the Michael Thompson and Dino Perelli matters
Rankin: All this is just housekeeping. We finalized the last litigation piece and we had a $179.00 invoice, the last one to come in. I would just like a motion from this board to say that we are finalizing any action-.
Damiano: We are writing it off, aren't we?

Rankin: Yes we are going to write it off at the end of this year, but it's also to finalize litigation going forward.
Damiano made a motion to cease and desist all actions relating to collections on Dino Pirelli and Michael Thompson. Osborne seconded. All directors voted 'aye'. Motion carried.

Adjourned:

Approved by: Linda Rankin
Linda Rankin, President

Attest by:
Gary Damiano, Vice President