



Athens Economic Development Corporation

Board of Directors

Monthly Board Meeting

September 21, 2021

The Board of Directors of the Athens Economic Development Corporation (hereinafter referred to as AEDC) held a monthly board meeting on Tuesday, September 21, 2021 at 10 am in the Derek D. Daniels Room of the Athens Partnership Center located at 201 W Corsicana Street, Athens, Texas.

Directors' present: Will Traxson, John Trent, Randy Jones, Donna Meredith, Danny Tidmore and Mark Ferrell

Staff Present Joanie Ahlers, Executive Director and Valerie Franklin, Office Manager

Ex-Officio: City Manager Elizabeth Borstad, Mayor Toni Clay, Councilmen Robert Gross, Aaron Smith and Mark Carroll

Guest: Kristen Willingham, Carol Morton, Mandy Quigg and Chip Perryman

Call to Order

The meeting was called to order at 10 a. m. by President Will Traxson for all agenda items. A quorum was present.

Declaration of Conflict of Interest

None.

Public Communication

None.

Consider discussion and possible action regarding the approval of Minutes from AEDC Monthly Meeting on August 17 and Special Session on August 24, 2021.

John Trent made a motion to accept the August 17, 2021 monthly minutes and it was seconded by Mark Ferrell. The motion carried unanimously.

John Trent made a motion to accept the August 24, 2021 minutes for a special session. It was seconded by

Mark Ferrell. The motion passed unanimously.

Consider discussion and possible action regarding the approval of August 2021 Financials

Financial Manager Mandie Quigg explained sales tax collections for August which was June's collections came in about 6.36% lower than August 2020 that was \$165,452.73. However overall, we have exceeded our budget revenue for this year. Collecting 104.25%. Year over year through August we are 2.01% over the prior year. Expenditures year to date are at 44.15% and we still have the month of September and the last quarter of payroll expenses to incur. We will bring that back next month with September's financials.

A motion was made by Donna Meredith and seconded by Randy Jones to approve the August 2021 financials. The motion passed unanimously.

Consider discussion and possible action regarding AEDC Investment Policy

Executive Director Ahlers explained every year we must renew our investment policy as a board. There are no recommended changes to the policy this year. We will have five people on the committee, which is the Finance Director for the City, the AEDC executive director, the board president, the board treasurer and an at large board member. This year it was President Will Traxson, board member Cliff Bomer and Randy Jones. We will appointment that committee at our October board meeting when we have a new president, the treasurer and whomever else would like to serve.

A motion was made by Randy Jones and seconded by Donna Meredith to approve the investment policy. The motion carried unanimously.

Consider discussion and possible action regarding Cain Center Incentive payment

Finance Director Mandie Quigg talked about the payment request that was allotted for 20-21 of \$100,000 that the AEDC in the community development grant account for construction. Enclosed in the packet is an invoice from Berry and Clay construction for \$338,553.40 and the city is asking for \$100,000 reimbursement.

A motion was made by John Trent and seconded by Danny Tidmore to approve the \$100,000 reimbursement to the city for the Cain Center. The motion passed unanimously.

Consider discussion and possible action regarding technology property disposal to the City of Athens

Executive Director Ahlers explained the AEDC have an excess of equipment that is not being used. We have a baseline inventory and the second page is the inventory to be disposed of. The City can wipe the iPad and computers.

Will Traxson asked about where the property will be disposed. If we could turn the inventory over to the schools to use what they can.

Donna Meredith made a motion to dispose of the listed items as amended to include the iPad returned by Will Traxson and it was seconded by Mark Ferrell. The motion passed unanimously.

Consider discussion and possible action regarding contribution to Keep Athens Beautiful for annual courthouse fall and Christmas decorating

Carol Morton explained pumpkins costs are about \$2000 and this will help offset the costs and during

Christmas lights must be replaced on wreaths and trees and the nativity scene is being remodeled.

Mark Ferrell made a motion to approve \$1000 donation to Keep Athens Beautiful for the fall and Christmas decorating on the square. It was seconded by Randy Jones and passed unanimously.

Consider discussion and possible action regarding the USDA Revolving Loan Fund grant

Executive Director Ahlers talked about prior to 2013 the AEDC applied to the USDA for seed amount of money to start a revolving loan fund. When the program began there was a checklist of six items to comply with and now there are 16. Now would be a good time to repay the USDA the original amount of \$114,150, since Extreme Engineer recently repaid their loan in full. If we repay the monies AEDC would not have to report annually.

There were questions from board members about whether we could reapply later should Athens need it. Executive Director Ahlers stated it should not affect our ability to reapply. The funds are separate in a Vera Bank account. The balance is \$186,003.05 so we would return \$114,150 and we would keep the excess of \$71,853.05.

A motion was made by Donna Meredith to authorize Executive Director Ahlers to return \$114,150 to the USDA revolving loan program. It was seconded by Randy Jones and the motion carried unanimously.

Executive Session:

Pursuant to the Texas Government Code Section 551.072 – Deliberation Regarding Real Property: to Deliberate the purchase, exchange, lease or value of real property

The board entered in executive session at 10:21 am.

The board re-entered in open session at 11:16 am.

Consider discussion and possible action concerning items discussed under Agenda item #11

Randy Jones made a motion for Executive Director Joanie Ahlers to direct her to continue conversations with SLJ company to consider a possible land swap or sale. It was seconded by John Trent and the motion passed unanimously.

Director Randy Jones asked Mr. Perryman of SLJ if the board came up with a solution that both parties could tolerate but it would not be an exclusive arrangement. Mr. Perryman agreed for a solution but don't want to compete with AEDC

Consider discussion and possible action regarding AEDC FY22 budget

Executive Director Ahlers stated city council tabled the AEDC budget approval. They wanted to wait to have discussions with Mr. Perryman. This has been done and should anyone want to amend or discuss the budget, now is the time to do so.

President Traxson asked Mandie Quigg if HVAC and the extra \$71,000 from USDA RLF if these amounts needed to be amended. There was also discussion on the projected sales tax increase. Around \$223,000 is what the city projected. The revised amount of revenue will be around \$1.7 million dollars

Randy Jones explained we have excess revenues and some of the items represent reserves that already

exists. We are about to have an increase of accumulated reserves. This will take accounts receivable into cash even though it is not revenue to be recorded by liquid assets to be spent.

Randy Jones made a motion to amend the budget to increase the sales tax revenue projection to \$1.7 million. Danny Tidmore second and the motion passed unanimously.

New AEDC board member discussion

There have been several discussions but are having difficulties identifying potential new board members that live in City limits. Will Traxson requested that a committee be put together to vet and generate potential candidates for Council to consider. There was discussion about moving this item off the city's September 27, 2021 agenda and waiting until the next council meeting on October 11, 2021 to address this item and just start October 1st with six board members to allow for the best candidate to be identified. A list of names will be provided to city council. John Trent, Randy Jones and Donna Meredith will serve as the committee members and have the list compiled by October 6, 2021.

A plaque and a card were presented to President Will Traxson and he was thanked for his service on the AEDC Board. Refreshments were provided.

Adjourn

The meeting was adjourned at 11:37 a.m.

Randy Jones, Secretary

John Trent, Vice- President