

Blackwell Industrial Authority

Minutes of Board Meeting

Wednesday, November 16, 2016

Present: Darrel Grossardt, Ross Cline, Mike Jeffers, Mark Cordell

Absent: Mike Loftis

Others Present: John Robertson, Jim Menzer, Deanna Gilliland, Bill Williams

Topic	Discussion	Recommendation/Action
Call to Order	Chairman Darrel Grossardt called the meeting to order at 7:59 a.m.	No action necessary.
Review of Minutes	Minutes for the September 21st, 2016 meeting were reviewed.	Mike Jeffers moved to approve. Ross Cline seconds. Approved by Darrel Grossardt, Ross Cline, Mike Jeffers and Mark Cordell.
Review of Financials	Financial for September and October 2016	Mike Jeffers moved to approve. Ross Cline seconds. Approved by Darrel Grossardt, Ross Cline, Mike Jeffers and Mark Cordell.
Chairman's Report	Darrel reported that we would like say officially and personally welcome back Mark Cordell to the board great to have you again the last time he was on the board was in the 80s when we were out in the industrial park	No action necessary.
Directors Report	HMT -Loan closed so we are in the final stages of the design of the building they have concluded they are going to cut in the holes in the panels rather than the other way. I forwarded that to Tommy he has to sign off on that to make sure the measurements are correct. We are really close to digging dirt and getting this thing done. The panels are for exhaust due to the sandblasting they will be building a pit and this piece of equipment will be coming out of the pit. Darrel asked about the soil? John said we had that lined out in August so it should be okay since nothing has changed.	No action necessary
	Solar Conference – Wind Industry is a big business that if they do wind they normally do Solar also. Lawrence Beiel was there also and it was with the Governor's Economic Development Team which had the booth there. Lawrence had been working with a Solar company and we were invited to a reception that evening and had great conversations with them. I asked them how do you determine what you're looking for as far as a site.	No action necessary

	<p>Good contacts from all over China, Japan, Israel and Spain just everywhere. This just gives you an idea that technology is growing everywhere.</p>	
	<p>Houston Trip – Last Thursday I flew down to Houston and had a meeting with HMT corporate office at the woodlands they are a top rated business like Bricktown. I had lunch with the CFO spent about an hour and half with her we talked a lot about the business. I primarily wanted to thank them for their business and thank them for investing in Blackwell. She said they are just tickled to death about how well we have treated them and worked with them on helping them grow. They have over 1,000 employees I didn't know they were that large. We talked a little bit about the fact that they have never taken advantage of the state incentives that are available. I asked if there was a reason why and she said we really never wanted to mess with it so I explained how the new quality jobs works and with 2.5 M in new payroll created you're in a contract for 5 years you get 5% cash check back for 10 years. It's still just an application process and will require Tommy to make a trip to Oklahoma City and sit in front of a panel and answer some questions. I am in my 4 year and I have been planting that seed as you grow if you would have this in place on all new jobs you would get that 5% back and if you create 20-30 jobs and that about what Tommy has done since I have been here. Tommy will create another 25 jobs before this is said and done. There has been so much talk about advalorem abatement on the Windmill side but for Manufacturers still qualify and that program is still available and they getting ready to spend 1.5M on equipment and stuff on this new facility. They are starting to listen a little bit and we will be sending them more information when its time. That evening there was a reception I meet the lady that is Baker Hughes government relations she has 4 offices across the country I visited with her a lot since Baker Hughes has been in the area when the Oil was booming here and when it turns around they will be back so I planted that seed. She works with the highest level of Corporate she can so she will be a great connection for us. There were a lot of Ambassador's from Koasia and some other European countries</p>	<p>No action necessary</p>
	<p>Storage Tank – Received a call yesterday from a guy looking for a place to store some storage tanks for a 6-month period and we</p>	<p>No action necessary</p>

	will talk about this here in a little bit.	
	<p>Railroad – New lease for the railroad that has come through I have tried to make an appointment with that guy 3 different times and he has never replied to my emails to find out what is going on with the state. Obviously they have no bids on their 13-mile stretch of rail. Talking to Scott Nauer they have contacted him about renewal of a lease and he has not heard back from them. They were also trying to sell the short line of rail in Stillwater also and I think they have some attraction on that one. Darrell said the conversation that I had with Scott a month ago he didn't think they had gotten any bids on Stillwater either. Darrell thought there is a legislation that if they sold something like this they have to recover their total investment. John said he thought it is fair market value that they can't just transfer it to Blackwell and I think that was Allbaugh 3 years ago they could have but not now. Remember we wrote and email back in the original agreement that says BIA has the right of first refusal and after the OKC meeting I let the guys know that. And we sent them the documentation that we had and the certified letter I received stating the 1.3M is salvage value which is crazy. So we will keep proceeding like we have for the last few years.</p>	No action necessary
Website	<p>Darrell I recently became aware that our current website provider is wanting to turn loose of that responsibility. John mentioned that we have been working on this project for at least a year our website is a great website it's just outdated and we need current information. The bids we have been getting were in the \$10-\$18 thousand dollars. Cap McNailly's son is in town and this is what he does for a living he gave us a quote of \$2,000 down and \$500 a month to maintain it and keep us updated. 1st year would be \$8,000 and \$6,000 the following years. He made the same proposal to Tourism last night also. The City is also looking at him for their website and TJ is going with him also for his businesses. After the meeting last night Tourism is going to piggy back off the City website and put a tourism page on there. BIA is a little different. Mike Jeffers wanted to know if we could get a package deal. Chip has not talked him about a package but with the city it was \$150 not \$500. Just yesterday I received an email from an outfit out of Dallas it was like \$4,000 to build a website and they go through go daddy to host. Gabe said that our</p>	No action necessary

	current website doesn't show up since it's so old and he can keep us where we would always popup on someone's search engine at least top 3. December 1 st if your mobile capable you will be dropped from Google search. I need approval to keep searching and some kind of budget. Darrell wanted to know where that would come out on the spreadsheet marketing? We normally don't spend all of that money John has traveled some but that is what we have that money for. Website budget is \$5,000. Mike Jeffers said keep investigating and trying to work something out with the City. Darrell stated for John to keep doing what you're doing and I don't think anyone is comfortable with the maintenance fee.	
BNGR Lease	John asked Jim if had a chance to review that or not and he has looked at it and nothing jumped out at him. John said Darrell said the same also. It is pretty similar to the other one and we have been operating without one for a year now. Darrell stated that if you don't have a copy of the lease Deanna can email you one sit down and read it and bring it back next month. Jim said that he can sit down and red line it with the old one too.	No action necessary
Executive Session	Convene to Executive Session 8:26 am	Mike Jeffers moved to approve. Ross Cline seconds. Approved by Darrel Grossardt, Ross Cline, Mike Jeffers and Mark Cordell
Regular Session	Reconvene to Regular Session 9:15 am	Ross Cline moved to approve. Mike Jeffers seconds. Approved by Darrel Grossardt, Ross Cline, Mike Jeffers and Mark Cordell
Other New Business:		No action necessary
Next Meeting/Adjournment	Next meeting: December 21st, 2016 at 8 a.m.	Mike Jeffers moved to approve. Ross Cline seconds. Approved by Darrel Grossardt, Ross Cline, Mike Jeffers and Mark Cordell adjourn at 9:18 am

Respectfully submitted by: Deanna L Gilliland November 23rd, 2016.

Darrel Grossardt-Chairman

Mike Loftis-Secretary