

Minutes
Joint Workshop
4B Corporation / Economic Development Partnership / Lufkin City Council
January 12, 2011
Ellen Trout Zoo- Education Center

Mayor Gorden called a Lufkin City Council Work session to order on January 12, 2011 at 7:45am with the following members thereof to wit:

Jack Gorden Jr.	Mayor
Don Langston	Mayor Pro-Tem
Victor Travis	Councilmember, Ward No. 1
Robert Shankle	Councilmember, Ward No. 2
Lynn Torres	Councilmember, Ward No. 3
Rufus Duncan	Councilmember, Ward No. 5
Phil Medford	Councilmember, Ward No. 6
Paul L. Parker	City Manager
Keith Wright	Deputy City Manager
Bruce Green	City Attorney

The meeting was opened in prayer by Deputy City Manager Keith Wright.

Mayor Jack Gorden then turned the meeting over the Chairman of the Lufkin 4B Corporation Trey Henderson.

Chairman of the Lufkin 4B Corporation Trey Henderson then called a 4b meeting to order on January 12, 2011 at 7:48am with the following members thereof to wit:

Trey Henderson	Chairman
Lynn Torres	Vice-Chairman
Andra Self	Secretary
Mayor Jack Gorden	Treasurer
Phil Medford	Board Member
Jim Watkins	Board Member
Bob Brown	Board Member
Jim Wehmeier	Economic Development Director
Jenae Fenley	Economic Development Assistant
Paul L. Parker	City Manager
Bruce Green	City Attorney

Guest: David Perkins, Jerry Johnson, Casey Robertson, Trent Ashby, Mark Hicks, Jerry Huffman, Trey Denman, Max Alvis, Roy Knight, David Perkins, Kristi Gay, Judge Suiter, James Flournoy, Mike Barnes

The following partnership members were not in attendance: Jeff Chance, Keith Johnson, Kenneth Timmons, Larry Phillips, Pat Patranella, Ronnie Robinson

Approval of Minutes

Minutes of the 4B Meeting held on November 9, 2010 presented with no correction by Secretary of the Board, Andra Self. Board Member Bob Brown motioned to accept the minutes and Vice Chair Lynn Torres seconded the motion. A unanimous affirmative vote was recorded.

Strategic Planning Presentation

Jim Wehmeier introduced Mike Barnes with The Mike Barnes Group and explained to everyone

that The Mike Barnes Group was the group chosen to do a “Target Marketing / strategic planning process” for Lufkin/Angelina County economic development.

Mike Barnes greeted the group and explained to everyone how much he had enjoyed working with Lufkin stakeholders and businesses. He explained in brief his presentation and stated that this was a thorough outline of strengths, weakness, opportunities and threats for Lufkin/Angelina County.

Mike Barnes explained that the analysis generally assessed Lufkin/Angelina County’s assets and liabilities versus key economic development criteria, including key criteria for select target industry. He stated the following economic development criteria included:

- Business Climate
- Workforce/Education
- Infrastructures/Sites
- Quality of Life
- Economic Development and Marketing

Mike Barnes covered the strengths and weaknesses as well as opportunities and threats for the Business Climate, Workforce/Education, Infrastructures/Sites, Quality of Life, Economic Development and Marketing for Lufkin/Angelina County. Mike Barnes was happy to note that there were NO weaknesses in the Business Climate part of his study. He stated that stakeholders in Lufkin/Angelina County found the Business Climate to be very positive. Mike Barnes stated that he was very pleased overall with the Workforce/Education part of his plan. He noted the excellent relationship between the community and Angelina College as well as pilot projects offered to the community.

Mr. Barnes then explained to the group that after having discussion with the stakeholders of Lufkin/Angelina County it was apparent that Infrastructure/Sites were perceived as a major strength for the community. He was very pleased with the reasonable inventory of quality buildings, good highway access as well as nice looking highways and close proximity to Houston airport. Mr. Barnes then moved on to the Quality of Life of Lufkin/Angelina County and was very pleased to say that one of his first impressions of Lufkin is a city whose population is much larger than the U.S. Census indicates. He noted he was very pleased to see the abundance of retail, restaurants, hotels and outstanding golf courses, etc. He stated Lufkin/Angelina County was the “Gem of the Region” with excellent medical facilities and outdoor recreation. He stated that one weakness that he found was a concern for young professionals finding Lufkin adequate for their needs and that young people were migrating out to larger cities.

Mike Barnes then covered the Economic Development and Marketing. Mr. Barnes commended the staff on how well they do for a two person team, but feels a third person is necessary to enhance the Economic Development activities. He stated that one of the missing components is the Business Retention/Expansion Program, and a third employee could visit at 2 companies a week, or about 100 a year. He stated that this is a high priority with Lufkin EDC and a BREP would illustrate the willingness to recommend and extend incentives to the expansions of existing business and industries. He noted that with the staff size it is easy to see the Business Retention/Expansion Program not getting the attention it deserves. Mr. Barnes noted how the Economic Development Program has considerable improvement over the previous years and the staff is well underway with recruiting new and higher level jobs.

Mike Barnes then covered the primary targets for Lufkin/Angelina County. He stated that food product machinery manufacturing, environmental consulting services, research development, interior and graphic designs, and business support services all take advantage of the infrastructure, sites, workforce, and educational foundation available within Lufkin/Angelina County. He then covered the secondary targets for Lufkin/Angelina County. He stated that soil preparation and cultivating, postharvest crop activities, sawmill and woodworking machinery, machine shops, general freight trucking, packaging machinery manufacturing and metal working machinery manufacturing are all things found in Lufkin, but he suggests adding more to what Lufkin/Angelina County already has.

Mr. Barnes then covered a five year plan for Lufkin/Angelina County. He stated that year one

Lufkin/Angelina County host a prospect function, conduct a marketing trip with allies, attend trade shows and create and distribute newsletters. He urged Lufkin EDC to research global opportunities. He stated that year two Lufkin EDC increase marketing trips, participate in international event with allies and host larger events in Lufkin/Angelina County. He stated that year three, Lufkin EDC should evaluate efforts and adjust as needed, continue to expand marketing trips and expand trade shows if beneficial!! He stated that in year four expand year three's efforts and be flexible and creative. Mr. Barnes then noted in year five evaluate years one through four and implement a strategy that works!

Mike Barnes the answered questions of the attendee's and concluded his presentation by thanking the staff and everyone in the room for allowing him to do this study for Lufkin/Angelina County. He urged everyone to read over the study and please contact him if they have any other questions.

Update on Lufkin Business Park

Director Wehmeier stated to the group that construction of the Lufkin Business Park is well underway with phase 2 of the pre-development. Mr. Wehmeier then stated that the secondary road into the park (East Park Ave.) will be the first road developed because it will be IMC's main access road. He was happy to announce that Phase 2 which includes clearing, site balancing, both of the road entrances construction and installation of utilities is scheduled to be complete by April 2011. Don Langston explained to the group that the IMC Building finish goal is March 2011 with about three weeks of startup time before beginning operations in April..

James Flournoy with Klotz Associates covered phase 3 of the project. He stated that phase 3 will begin in 45 days and it includes the rest of the site work, along with all remaining drainage and detention as well as the complete re-build of Moffett Rd. Mr. Flournoy noted that this phase is scheduled to be complete within 6-9 months.

Committees

Chairman Perkins stated that the new 2011 Lufkin/Angelina County Economic Development Partnership officers would be:

David Perkins	Chairman
Jim Watkins	Vice-Chair
Jeff Chance	Secretary
Trey Denman	Treasurer

David Perkins, Chairperson of the Partnership, discussed the individual committee assignments. Mr. Perkins then stated the following committee assignments for 2011: Trey Denman would chair the Finance Committee, Don Langston would chair the Building & Sites Committee, Trent Ashby would chair the Legislative Committee, The staff will take the lead on BRE Visits with Ronnie Robinson still chairing the Industry Appreciation Event and Kristi Gay would chair the nominations committee.

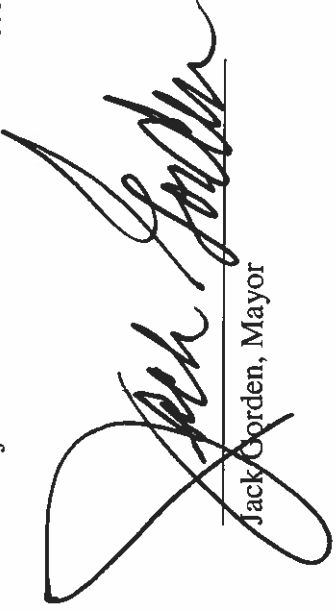
David Perkins then explained to the Partnership Board that if anyone would like to be on a committee to please let him know. He also asked for each individual committee to get together before the next partnership meeting to discuss 2011 goals.

Jerry Huffman reminded everyone in attendance about First Friday, Lufkin Angelina County Day in Austin and the upcoming Chamber Banquet.

Trey Henderson thanked everyone in attendance and also thanked Mike Barnes and his firm for putting in the effort for the study for Lufkin/Angelina County. He then urged everyone to read this study and implement the final product.

Adjourn

There being no further business for consideration, Chairman Trey Henderson adjourned the meeting at 9:50am. And Mayor Jack Gorden Adjourned the Council work session simultaneously.



Jack Gorden, Mayor

ATTEST:



Renee Thompson, City Secretary