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MINUTES
ANGELINA COUNTY CHAMBER OF COMMERCE
BOARD OF DIRECTORS
JANUARY 16, 1987/10:30 A.M.
CHAMBER BOARD ROOM

Board Members Present: C. Smithhart, B. McMullen, T. Moore, D. Gipson, J. Haley, B. Brown, J. Benson, K. Arnold, J. Barrett, W. Borgfeld, G. Deer, E. Glass, J. Gorden, D. Green, C. Keith, M. Mathis, H.J. Shands, Jr.

Board Members Absent: C. Kent, J. Darnell, T. Dunn, C. Grum, J. Hicks, C. Keith, P. Smart, J. Sweeney.

Others Present: C. Stemple (Small Business Council Chairman), C. Arnold (Expo Center), J. Huffman (C of C), K. Alderman (ABC), C. Doolan (LVCB), G. Hunt (C of C), B. Williams (Tourist Council).

President Claude Smithhart presided at the meeting

MINUTES: Minutes of the December Board of Directors meeting have been mailed to directors.

> Motion: A motion approving the minutes as submitted was made by Bob Brown and seconded by Jerry Benson.

TRANSPORTATION COUNCIL: Jerry Huffman reported for Chairman Dan Jones. The Transportation Council met on January 14 and adopted two resolutions for the Board's approval. 1) that the proposal made by the State Department of Highways and Public Transportation for FM 819 be supported at the hearing on January 23 and 2) the Chamber support the State Legislature making the temporary 5¢ per gallon tax on fuel permanent with the proceeds staying as they are now.

> Motion: Jerry Benson made a motion seconded by Bob Brown that the resolution concerning FM 819 be approved.

> Motion: Mike Mathis made a motion seconded by Butch McMullen that the resolution concerning the 5¢ per gallon fuel tax be approved.

TOURIST COUNCIL: Chairman Bettie Williams reported. In the first meeting for the year, the Tourist Council made plans to work on the following for the year: 1) athletic contests 2) marketing Cultural Events as tourist attractions. 3) day leases for deer hunting in the area 4) 20th Birthday Celebration for Ellen Trout Zoo. 5) Greet conventions that meet in Lufkin. 6) Annual mini-tour to promote events. 7) Promote Lake Sam Rayburn.

> Motion: Doran Gipson made a motion to approve the mini-tour. Motion was seconded by Jim Haley.

SMALL BUSINESS COUNCIL: Chairman Chuck Stemple reported that the Small Business Council planned to continue sponsoring seminars for small businesses hosting quarterly breakfast workshops, publishing a small business newsletter, as well as other programs to benefit small business.

ANGELINA BEAUTIFUL CIEAN: Kaye Alderman, ABC Coordinator, reported that she is working on paint brush mania, a project where paint is supplied to the underprivileged to improve the appearance of their homes.

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LVCB: It was reported that the mini-tour has been scheduled for March 31 and April 1 this year; the Sam Rayburn Tabloid is now being distributed.

EXPOSITION CENTER: Charles Arnold presented a list of events scheduled for the expo center for the year showing 125 days booked.

FINANCIAL: The December 1986 Financial Statement was presented, reflecting expenses of $50,009.25 and income of $21,956.61 and a balance of $6,594.68 as of December 31, 1986 in the operating account and $69,732.34 in the reserve account.

Motion: A motion to approve the December financial statement was made by Jerry Benson and seconded by Ed Glass.

BUDGET: Jim Haley, Treasurer, presented a proposed 1987 budget (as attached) with projected income of $185,000 and projected expenses of $195,760.

Motion: Mike Mathis made a motion to approve the proposed budget as presented. Jerry Benson seconded the motion.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Bob Brown told the Board that a reception would be hosted by the council recognizing Pilgrim's Pride on February 12 at 5:15 p.m. Other plans of the council include:

* recognition of other existing industries
* inviting industry leaders to lunch to make them aware of the efforts being made by the council - tentative date Feb. 20.
* fourm to discuss economic development - tentative date February 27.
* Allies contact will be made one on one rather than as a group.
* retrain economic development team
* complete criteria for TEX-CEL certification by TEDC.
* continue promotion of "We Want Your Company in Lufkin".

BUSINESS MIXER POLICY: Policy regarding policy was presented as attached for approval.

Motion: Jerry Benson made a motion seconded by Doran Gipson that the policy be approved.

CHECK SIGNATURE POLICY: Jerry Huffman asked that a policy be adopted requiring at least one volunteer to sign Chamber checks.

Motion: Bob Brown made a motion seconded by Jim Haley that Chamber checks require signature of at least one volunteer.

There being no further business the meeting was adjourned.

Claude Smithhart, President

Jerry W. Huffman, EVP

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BUSINESS AFTER HOURS

CHECK LIST

It is necessary that Business After Hours follows a fairly structured format so that members will know what to expect from month to month and so that each sponsor will know exactly what they are expected to do or not to do.

DATE: THIRD THURSDAY, Bi-Monthly

TIME: 5:30 P.M. to 6:30 P.M.

LOCATION: Dictated by each sponsor

REFRESHMENTS:

Wine, beer or open bar for 1 hour. Coffee or other non-alcoholic beverages available. Hors d' oeuvres (should be kept light & limited).

REGISTRATION: A registration table should be available. A box for drawing door prizes. A poster recognizing door prize donors. Chamber will provide name tags (stick-on) and membership listing to check members in.

DOOR PRIZES: Sponsor is responsible for securing door prize(s) to be used as attendance incentives.

Door prize drawings should be held sometime between 6:15 and 6:25 p.m., just before ending the social hour.

PROGRAM: Should begin and end around 5:45-6:00 p.m. after the majority of guests have arrived.

Suggested Topics: The following is a list of topics a sponsor might consider (but not limited to).

a. Welcome by CEO
b. Introduction of staff/board members, etc.
c. Company purpose, goals, scope (brief)
d. Introduce new product line/service, etc.
e. Growth history/projections

Note: Special programs such as slide presentations, plant/facilities tours should be offered and scheduled to follow the social hour and not use the social hour to hold guests captive.

ADMISSION: Business After Hours is by invitation only. Invitations are sent to Chamber members in good standing. Special guests brought by members must be cleared through the Chamber prior to attending.

Each member attending is required to bring a supply of business cards. A business card is required at the door to check against the Chamber's membership listing, a business card is attached to the members name tag, a business card is used for drawing door prize(s), and of course the member should have plenty additional cards to pass around to other guests.

At the discretion of each host, an RSVP may or may not be required.

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ANGELINA COUNTY CHAMBER OF COMMERCE

BUSINESS AFTER HOURS

PURPOSE: To provide chamber members an opportunity to meet informally bi-monthly at local business establishments to visit and share ideas and opinions, socialize, make business contacts, meet new people, and learn more about their hosts business.

SPONSORSHIP: Business After Hours is co-sponsored by the Chamber's Public Relations Division and a local member host bi-monthly. Member's interested in hosting Business After Hours should contact the Chamber for details.

RESPONSIBILITIES:

CHAMBER :

1. Secure each sponsor and coordinate all arrangements.
2. Publicize the event.
3. Do all mailings to general membership.
4. Provide name tags and other Chamber materials necessary for the function.
5. Provide volunteer registration assistance when necessary.
6. Advise sponsor in any other way to assure the event is a success.

SPONSOR:

1. Pay $150 to Chamber to cover cost of printing and postage of a membership mailing.
2. Provide an open bar and snacks for guests (60-100) for a one hour period.
3. Arrange for door prize(s) or other attendance incentives.
4. Coordinate any program/tour to be conducted during time frame allowed.

ANTICIPATED RESULTS:

It is hoped that Business After Hours will result in Chamber members becoming better acquainted. That through acquaintances and contacts made at these functions the members may prosper in their personal business endeavors and recognize the need to work together for the prosperity of Lufkin and Angelina County.

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ADDITIONAL SERVICES:

The Public Relations Division will be glad to help each host in planning Business After Hours. If you wish assistance/advise in ordering and setting up a bar, catering services, invitations, etc. please call the Chamber office.

If your place of business is not large enough to host Business After Hours, you may wish to hold it at the Civic Center or in a local hotel or restaurant. The sponsor is responsible for any additional rental/use fees charged for one of these locations.

Special orientations, welcome speeches or facilities tours are at the discretion of the sponsor. This is an excellent opportunity to inform, promote, sell your business. Programs must not last more than 10-15 minutes.

It is recommended by other Chambers involved in Business After Hours that hosts offer special programs such as slide presentations, plant tours, product demonstrations, etc. following the social hour. It is absolutely essential that all Business After Hours functions follow a routine format so that members know what to expect each month and are given the opportunity to socialize the major portion of the time.

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MINUTES
BOARD OF DIRECTORS
FEBRUARY 13, 1987/11:00 A.M.
CHAMBER OF COMMERCE

Board Members Present: C. Smithhart, J. McMullen, C. Kent, D. Gipson, J. Haley, B. Brown, K. Arnold, J. Barrett, W. Borgfeld, J. Darnell, G. Deer, T. Dunn, E. Glass, J. Gorden, D. Green, M. Mathis, H.J. Shands, Jr., J. Sweeney, Pete Smart.

Board Members Absent: T. Moore, J. Benson, C. Grum, J. Hicks, C. Keith.

Others Present: P. Estes (Education Council), J. Hallmark (Cultural Arts Council), C. Edwards (Public Relations Council), Curtis Doolan (LVCB), C. Arnold (Expo), K. Alderman (ABC), G. Hunt (Staff), J. Huffman (Staff).

President Claude Smithhart called the meeting to order:

MINUTES: Minutes of the January 16, 1987 meeting had been mailed to members.

> **Motion:** Motion to approve minutes as presented was made by Dr. Charles Kent and seconded by Jim Haley.

PUBLIC RELATIONS COUNCIL: Chairman Cyndy Edwards presented a policy for participation and membership in the Public Relations Council, as attached, for the Board's approval.

> **Motion:** Motion to approve this policy was made by Mike Mathis and seconded by Jim Barrett.

EDUCATION COUNCIL: Patti Estes, Chairman of the Education Council, reported they were, for 1987, continuing the Adopt-A-School Program, creating a new Junior Achievement Program within the schools and working with the Literacy League. The First Friday Program in March will be about education.

CULTURAL ARTS COUNCIL: Joanne Hallmark, chairman of the Cultural Arts Council reported that sub-committees were meeting with representatives of existing cultural entities to find out how our council can assist them.

ANGELINA BEAUTIFUL CLEAN: Kaye Alderman, coordinator reported the recycling center has been approved by the ABC Executive Committee and plans are proceeding for finding funding and location.

Also, a welcome sign will be bought with the 50¢ money from the City. She said the second phase of landscaping at the schools is underway.

LVCB: Curtis Doolan said that 5000 brochures had been distributed at the Houston Boat Show and representatives are now at the St. Louis Vacation Show promoting Sam Rayburn. Two fam tours are scheduled thru Lufkin - one for tour operators on March 16 and a travel editors tour the first of April. The mini tour is scheduled for April 14 & 15

EXPO CENTER: Charles Arnold presented a written calendar of upcoming events at the Expo Center and urged everyone to attend the tractor pull over the week-end.

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TEXAS FOREST FESTIVAL: Bubba Henderson, chairman reported that seven had attended a fairs seminar at A&M, getting some good ideas. He announced that the Younger Brothers had been booked to perform on Friday and Saturday during the festival. Also, there will be pig races, a professional lumberjack show and the carnival.

LEADERSHIP LUFKIN COUNCIL: Butch McMullen, chairman of the Leaderhsip Lufkin Council, reported that a seminar would be sponsored for Leadership Lufkin graduates and participants on February 26.

FINANCIAL REPORTS: Treasurer Jim Haley presented the financial statement for January. Income was $118,946.73, Expenses $51,244.82, and bank balance as of January 31 was $74,296.59.

> **Motion:** Motion was made by Doran Gipson that the financial statement be approved as presented. Butch McMullen seconded the motion. Motion carried.

ECONOMIC DEVELOPMENT COUNCIL: Bob Brown, Chairman expressed his appreciation to everyone for their attendance at the reception for Pilgrim's Pride. Also, he reported that plans were progressing for Angelina County Day in Austin.

DIBOLL CIVIC CENTER: Pete Smart said work on the Arthur & Lottie Temple was back on tract and going well.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County
Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES

BOARD OF DIRECTORS/FRIDAY, MARCH 13, 1987/11:00 A.M./CHAMBER OFFICE

PRESENT: C. Smithhart, J. McMullen, C. Kent, J. Gorden, T. Moore, J. Haley, B. Brown, K. Arnold, D. Gipson, W. Borgfeld, J. Darnell, G. Deer, G. Glass, D. Green, J. Benson, T. Dunn.

ABSENT: C. Keith, J. Hicks, M. Mathis, J. Sweeney, P. Smart, J. Barrett.

OTHERS PRESENT: S.W. Henderson, III (Forest Festival), Kaye Alderman (AB/C), Curtis Doolan (LVCB), Jerry Huffman (EVP), D. Jones (Transportation)

Regular Session:

V.A. CLINIC: C. Smithhart reported we had received word from Congressman Wilson's Office that the VA Clinic was one step closer to reality. The bill appropriating funds for the clinic had cleared committee and was awaiting approval of the House and Senate. Approval would give $1.2 million in construction funds and $2 million in operation funds. He added this had been a two year project of the Chamber and commended all those who had helped so far in this effort.

MINUTES: Minutes of the March 13, 1987 meeting had been mailed to members.

Motion: Motion to approve was made by Jim Haley and seconded by Jack McMullen.

TEXAS FOREST FESTIVAL: S.W. Henderson reported plans were proceeding well for the Forest Festival in May. All invitations to exhibitors and food consessionaires had been mailed. Dates were set for May 13-17.

MEMBERSHIP DRIVE RESULTS: B. Brown reported a successful membership drive in early March, signing up 66 new members for a total of $9,050, $5,200 in cash. He added this brought the Chamber membership roles to 645 - a new record. He commended D. Gipson, C. Kent, J. McMullen and J. Benson for their personal efforts and the help from all of their team members.

ANGELINA BEAUTIFUL/CLEAN: Coordinator K. Alderman reported on the bill in the State Legislature to limit refuse haulers. Also, the Clean Team presentations were continuing in area businesses. Diboll was strongly pursuing the Governor's Award for this year and several new projects would be announced in April.

LUFKIN VISITOR/CONVENTION BUREAU: Manager C. Doolan reported a delegation of tour directors had been hosted here March 16 and another scheduled April 9-10 for Texas Tourist Development Tour Directors. Also, the Mini-Tour to fourteen area communities would be held April 14-15. Doolan said he had also attended the ETCC Tourist Meeting in March and a special tournament for outdoor writers would be hosted on Rayburn in early summer.

ANGELINA COUNTY DAY IN AUSTIN: B. Brown told the Board Angelina County Day in Austin would be either April 7 or April 21 depending on scheduling. The Board would receive notice soon and he urged all to attend.

CALENDAR ITEMS: EVP J. Huffman reported calendar items for next month. He urged Board to attend Jr. Livestock Show Buyers BBQ on March 31.

Executive Session

FINANCIAL REPORTS: J. Haley, Treasurer presented the February Financial Statements for the Chamber and Lufkin Visitor/Convention Bureau. Statements are attached.

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Motion: Financial Statements were approved on motion by J. Benson, second by C. Kent.

NEW MEMBERS: Haley presented the list of 66 new members from the membership drive, as attached.

MOTION: New Members were approved on motion by T. Moore, second by J. Gorden.

ECONOMIC DEVELOPMENT REPORT: B. Brown reported the EDC had hosted an industrial prospect twice during the last week. If it materialized the company could employ in excess of 100. Brown said the EDC would continue to work with diligence on this prospect. He also reported a reception to honor another existing industry would be held in May or June.

TRANSPORTATION COUNCIL REPORT: Chairman D. Jones reported the Transportation Council had met and with a vote of 7 for, 2 against, and one abstention, recommended support of the trucking de-regulation bill (HB787). Discussion followed. Consensus was for the Board to not take a stand on this issue until a referendum to members had been mailed, time permitting.

APPOINTMENT TO BOARD: C. Smithhart reported we had received a letter from Clifford Grum resigning from the Board due to business commitments. He asked the Board to accept the appointment of Nick Leaverton to fill this vacancy.

Motion: Motion was made to approve the appointment of Leaverton by T. Moore, second by J. Gorden.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES OF
THE ANGELINA COUNTY BOARD OF DIRECTORS/APRIL 10, 1987/11:00 A.M.

BOARD PRESENT: T. Moore, J. Benson, N. Leaverton, M. Mathis, C. Kent, C. Smithhart, J. Gorden, J. Haley, D. Green, B. Brown, P. Smart, W. Borgfeld, K. Arnold, D. Gipson.

BOARD MEMBERS ABSENT: J. McMullen, J. Barrett, J. Darnell, G. Deer, J. Hicks, E. Glass, C. Keith, H.J. Shands, T. Dunn

OTHERS PRESENT: Jerry Huffman (staff), Georgia Hunt (staff), Charles Arnold (Expo), Kaye Alderman (ABC), Bubba Henderson (Texas Forest Festival), Nick Waldo.

President Claude Smithhart presided at the meeting. He recognized Nick Leaverton as a new member of the Board.

MINUTES: Minutes of the March Board of Directors meeting has been mailed to members.

> **Motion:** Mike Mathis made a motion to approve the minutes as mailed. Jack Gorden seconded the motion.

ANGELINA COUNTY DAY IN AUSTIN: Bob Brown told the Board that a reception and dinner was planned for April 20 in Austin with a delegation to be recognized on April 21 before the House and Senate. He urged everyone to attend if possible.

LIVESTOCK SHOW: It was reported that the Annual Jr. Livestock Show was successful and that the Barbecue for buyers was well attended.

LVCB: Curtis Doolan reported. He said Lufkin had good coverage recently with The Dallas Morning News, Recommend Texas Magazine, and The Eyes of Texas program. The Tourist Council had hosted a dinner for 22 AAA Travel Counselors on Lake Sam Rayburn on April 9. The mini tour to promote area activities and attractions is scheduled for April 14 & 15.

AB/C: Kaye Alderman reported that she was working with Diboll on their application for the Governor's Award. She announced the Keep Lufkin Beautiful Week will be April 25 - May 2 with the Great Texas Trash off on April 27. Bids are being taken on the entrance sign planned for Highway 59 North.

EXPO CENTER: Charles Arnold told the board that the entire inside had just been completely repainted and that a large amount of repair work had been done. He also reported the events that was scheduled in the next few weeks including the Lions Rodeo, the Optimist Clubs' 4 wheel rodeo and a dog show.

TEXAS FOREST FESTIVAL: Chairman Bubba Henderson told the Board that everything was going well for the Forest Festival scheduled for May 14,15 & 16. Entries are coming in in the various events. He said we needed good weather and good attendance.

FINANCIAL REPORT: Treasurer Jim Haley presented the financial reports for the Chamber and the Lufkin Visitor and Convention Bureau.

> Motion: Jerry Benson made a motion seconded by Nick Leaverton to approve the March, 1987 Financial Statements.

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ECONOMIC DEVELOPMENT COUNCIL: Bob Brown presented a report prepaid by ACCRA on the cost of living index that the Chamber is participating in. The report shows that we are 5.5% below the national average.

TRUCKING DEREGULATION: Discussion followed on the trucking deregulation issue. EVP Jerry Huffman reported the referendum had been sent to membership and about 10% response so far. He asked the Board how the results should be presented and no decision was made at this time.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry W. Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES/BOARD OF DIRECTORS/MAY 8, 1987/CHAMBER OF COMMERCE

BOARD MEMBERS PRESENT: C. Smithhart, C. Kent, D. Gipson, K. Arnold, J. Darnell, G. Deer. E. Glass, J. Gorden, D. Green, N. Leaverton, C. Keith, P. Smart, J. Sweeney.
BOARD MEMBERS ABSENT: J. Barrett, B. McMullen, T. Moore, J. Haley, B. Brown, J. Benson, T. Dunn, J. Hicks, M. Mathis.

OTHERS PRESENT: B. Henderson (Texas Forest Festival), C. Arnold (Expo), K. Alderman (ABC), C. Doolan (LVCB), G. Hunt, J. Huffman (Staff), N. Waldo (Lufkin Daily News).

President Claude Smithhart called the meeting to order.

MINUTES: Minutes of the April Board Meeting had been mailed to directors.

Motion: Doran Gipson made a motion to approve the minutes as presented. Gary Deer seconded the motion.

TEXAS FOREST FESTIVAL: Chairman Bubba Henderson told the Board of Directors that the Texas Forest Festival was progressing well - entries in all events are coming in ahead or on schedule and participation in booth spaces is good. A tabloid will be published in the Lufkin Daily News and the Free Press next week.

AGRI-BUSINESS COUNCIL: Jerry Huffman reported for Mike Penn to relate plans of the Agri-Business Council to expand the Livestock Show to other exhibits and competition other than agriculture related projects.

LVCB: Curtis Doolan reported that 28 people had gone on a mini tour of 15 East Texas cities telling about 600 people about Lufkin and area events and attractions.

Also, Lufkin hosted 23 travel counselors from TTDA for an evening on April 29.

ABC: Kaye Alderman told the board the Keep Lufkin Beautiful Week was held last week and was successful, that Angelina Beautiful Clean was working on a sawmill park theme for a recycling center; and that Diboll had completed and mailed their entry for the Governor's Award.

EXPO CENTER: Charles Arnold told directors that there is a ATV Rodeo scheduled for this Saturday. The Texas Forest Festival next week and an Expo Cutting Horse Show on May 22, 23 and 24. The Lufkin High School Graduation is scheduled for May 30. Horse shows will be going on during the majority of time in June.

FINANCIAL REPORT: Jerry Huffman reported for Treasurer Jim Haley. Income for April was $95,795.89 and expenses were $153,481.72. Bank balance as of May 31 was $142,721.44. New members were presented for approval.

Motion: A motion to approve the April financial report and the new members as submitted was made by Charles Kent and seconded by Dale Green.

ANNUAL AUDIT: The 1986 Audit was presented by Lynn Montes of Axley & Rode.

Motion: Jack Gorden made a motion approving the annual audit. Dale Green seconded the motion.

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ECONOMIC DEVELOPMENT: Jerry Huffman reported that the Prison Task Force was meeting regularly and working toward getting a prison built here.

V.A. HOSPITAL: It was reported that Jack Gorden, Gary Deer and Dan Jones had gone to Washington and testified before the House Appropriation Sub-Committee. This will be approved in the 1988 budget.

BOARD VACANCY: A letter was received from H.J. Shands, Jr. resigning from the Chamber Board. The Exeuctive Committee recommended that Jay Shands be appointed to fill this vacancy.

> Motion: Dale Green made a motion that H.J. Shands, III (Jay) be appointed to serve the remainder of the term of H.J. Shands, Jr. Pete Smart seconded the motion.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry W. Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICAL MINUTES

BOARD OF DIRECTORS/CHAMBER OF COMMERCE/JUNE 12, 1987/11:00 A.M.

Board Present: C. Smithhart, B. McMullen, C. Kent, T. Moore, D. Gipson, J. Haley, B. Brown, J. Benson, J. Darnell, J. Barrett, K. Arnold, G. Deer, T. Dunn, J. Gorden, M. Mathis, D. Green, E. Glass, C. Keith, J. Shands, W. Borgfeld, P. Smart.

Board Members Absent: J. Hicks, J. Sweeney, N. Leaverton

Others Present: Tom Paxson (Adopt-A-School); C. Stemple (Small Business Council); Cyndy Edwards (Public Relations); Wm. Hoffman (L. Daily News); Shelly Seals (KTRE); Georgia Hunt (Staff); Curtis Doolan (LVCB); Kaye Alderman (ABC); Jerry Huffman (Staff).

President Claude Smithhart called the meeting to order and welcomed Jay Shands to the Board of Directors.

MINUTES: Minutes of the May Board meeting had been mailed to the directors.

Motion: A motion was made by Bob Brown to approve the minutes as submitted. Jack Gorden seconded the motion. Motion carried.

ADOPT-A-SCHOOL: Adopt-A-School Chairman Tom Paxson reported that five schools were participating in the program this year. Participation guidelines have been adopted this year. A membership drive will be conducted August 1-31.

SMALL BUSINESS COUNCIL: Chairman Chuck Stemple reported for the Small Business Council. He told the Board that a seminar called "Attitudes Up" is scheduled for August 12. The second Small Street Journal had been published and is ready for distribution. Also, a small business social is scheduled for June 16 at Kurth Lake. Also, the Small Business Council is working with the Texas Employment Commission on a survey to help inform small businesses of TEC's service.

PUBLIC RELATIONS COUNCIL: Cyndy Edwards told Board members that the Public Relations Council was having good response at ribbon cuttings, etc. Also, a new point system has been put in place, encouraging more participation, including recruitment of new chamber members. A cook-out is planned for July 14. The Public Relations Council members are delivering new chamber plaques at this time.

ANGELINA BEAUTIFUL CLEAN: Kaye Alderman, coordinator of the program, told Board Members that Diboll had not won the Governor's Award that the community had sought, but had come in second. The Alcoa Aluminum recycling program is getting underway. Also, a bi-annual membership drive is in process for Angelina Beautiful Clean.

LVCB: Curtis Doolan, Manager, reported. Lufkin has hosted the North & East Texas County Judges and Commissioners, the Houston Happy Hikers, and an East Texas Chamber Group Tour Seminar in the last two weeks. The Optimist Club and the Texas Home Economists are both scheduled to have conventions here in August and the East Texas Historical Association will be coming here in the spring of 1988.

COUNCIL APPOINTMENTS: President Smithhart asked for approval to appoint Tom Billingsley as the Chairman of Leadership Lufkin Council and Sherman Collins chairman of the Law Enforcement Council.

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Motion: Jerry Benson made a motion to approve these two appointments. Mike Mathis seconded the motions.

FINANCIAL STATEMENTS: Jim Haley presented the financial statement for the month of May, 1987, which reflected $20,617.34 in income, $50,175.78 in expenses for the month and a closing bank balance of $113,521.86 as of May 31, 1987.

Also a list of delinquent and past due accounts was presented totaling $18,371. A letter will be sent to these members.

Motion: Mike Mathis made a motion seconded by Butch McMullen that the May, 1987 financial report be approved as presented. Motion carried.

ECONOMIC DEVELOPMENT: Chairman Bob Brown said the Prison Task Force was diligently pursuing the location of a prison in Angelina County, and felt very confident at this time. A delegation will make a presentation to state officials in the near future.

Also, the possibility of a VA Clinic being located here is still very strong, since a delegation went to Washington to appear before the funding sub-committee.

NEW CHAMBER BUILDING: A letter of commitment has been received from Bob Bowman offering to pay a price of $132,500 for the existing Chamber office building. The Executive Committee recommended this offer be accepted.

Motion: Mike Mathis made a motion accepting Bob Bowman's offer of $132,500 to purchase the existing Chamber office building and property. Jerry Benson seconded the motion. There was no opposition to the motion.

FUND RAISING CAMPAIGN: Claude Smithhart asked for approval to appoint Murphy George as Chairman of the fund campaign for the new building. Also approval of himself, Butch McMullen, Murphy George and Jerry Huffman as the site selection committee.

Motion: Jim Haley made a motion to approve Murphy Goerge as chairman of the fund campaign and also Smithhart, McMullen, George and Huffman as the site selection committee. Jack Gorden seconded the motion.

Smithhart asked for input on the site.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
SPECIAL MEETING/BOARD OF DIRECTORS/JUNE 30, 1987/11:00 A.M./C OF C

Board Present: C. Smithhart, J. Haley, J. McMullen, B. Brown, J. Benson, E. Glass, M. Mathis, D. Gipson, J. Barrett, K. Arnold, C. Keith, J. Shands, G. Deer, T. Moore, T. Dunn, J. Darnell.

Board Absent: Charles Kent, Jack Gorden, Jack Hicks, Dale Green, Nick Leaverton, Walter Borgfeld, Pete Smart

Others Present: Murphy George, B. Henderson and Jerry Huffman (EVP)

ARCHITECT SELECTION: Presentation was made by three member architects, on the new chamber of commerce facility. Each board member was given the proposal of each. After discussion, motion was made by Mike Mathis, second by Jim Haley, to accept the proposal made by Weiner, Hill, Morgan and O'Neal and authorized President Smithhart and EVP Jerry Huffman to enter into an agreement with this firm for architectural services of 5.8% for the new building. The motion passed unanimously.

SITE SELECTION REPORT: Murphy George reported the site selection of the new building was down to three locations. He advised the Board there was a slim possibility one of the sites might get donated. The Site Selection Committee hoped to have a recommendation at the Chamber's next Board meeting. George commented the total cost of land and building was still estimated to be in the $500,000 range.

PRISON REPORT: Bob Brown updated the Board on the Prison Task Force goal for a new State Prison for Angelina County. The group had been to Austin twice in the last week and visited with several state officials including Al Hughes, Chairman of the Prison Board and House Speaker Gib Lewis. All indications still seemed very positive.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
BOARD OF DIRECTORS/JULY 10, 1987/CHAMBER OF COMMERCE

Board Present: C. Smithhart, J. McMullen, T. Moore, D. Gipson, J. Haley, B. Brown, J. Benson, J. Barrett, K. Arnold, G. Deer, J. Sweeney, M. Mathis, D. Green, E. Glass, N. Leaverton, J. Shands, W. Borgfeld, P. Smart.

Board Members Absent: C. Kent, J. Darnell, T. Dunn, J. Gorden, J. Hicks, C. Keith.

Others Present: J. Huffman (staff), G. Hunt (staff), Murphy George (Bldg. fund Ch.), C. Stemple (Small Business Ch.), C. Arnold (Expo), C. Doolan (LVCB).

President Claude Smithhart presided at the meeting.

MINUTES: Minutes of the June Board of Directors meeting have been mailed to directors prior to the meeting.

Motion: Dale Green made a motion to approve these minutes as presented. Motion was seconded by Mike Mathis.

EXPO CENTER: Charles Arnold reported. The Peruvian Paso Horse Show is this week-end, with the Youth Rodeo beginning Tuesday. The second annual Expo Garage Sales is Saturday, August 15, the Shriners Circus will be in September. Charles asked board members for ideas of events and activities that could be held at the Exposition Center.

LVCB: Curtis Doolan reported. Members of the Tourist Council had attended the Texas Society of Association Executives Convention and Exhibition in June, making contacts for prospective district and area meetings or conventions.

AB/C: Kaye Alderman told Board Members the "Bag in Box" program is now underway. She will be doing the photometric index in July to measure litter in Angelina County.

SMALL BUSINESS COUNCIL: Chuck Stemple, Chairman made a recommendation on behalf of the Small Business Council that the Chamber oppose the 6% sales tax on insurance premiums that is being considered in the state legislature.

Motion: Jerry Benson made a motion for the Chamber to send a letter to state legislators opposing sales tax on insurance premiums. The motion die for lack of a second.

POLICY: Jack Sweeney suggested that a policy manual be prepared stating what the Chamber will and will not support.

CALENDAR: Board Members were urged to attend First Friday immediately following the Board Meeting and also the Business Mixer on Thursday, July 16 at the Fitness Connection.

FINANCIAL STATEMENT: Treasurer, Jim Haley presented the June, 1988 Financial Statement which reflected income of $19,760 for the month and $33,128 in expenses and a bank balance of $100,530.44 as of June 30, 1987.

Motion: A motion to approve the financial statement as presented was made by Jerry Benson and seconded by Mike Mathis.

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ECONOMIC DEVELOPMENT: Bob Brown, Chairman of the Economic Development Council told Board members they are still very optimistic about the prison being located in Angelina County. The County Commissioners' Court will appoint a non-profit organization next week to have a vehicle in place to sell bonds if we are chosen as the location for a prison.

Also, the Veterans Administration Hospital is still waiting on appropriations, and will be located in Lufkin once those are committed.

CHAMBER BUILDING UPDATE: It was reported that a site had not yet been chosen for the Board's approval but would be before a meeting of the Board scheduled for Wednesday, July 15. Chairman of the Building Fund, Murphy George, reported $90,500 had already been pledged by 10 firms.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
ANGELINA COUNTY CHAMBER OF COMMERCE/BOARD OF DIRECTORS/12:00 NOON/ WEDNESDAY, JULY 15, 1987/K-BOB'S RESTAURANT.

Board Present: C. Smithhart, T. Dunn, J. Barrett, D. Green, K. Arnold, J. Benson, B. Brown, C. Kent, J. Sweeney, M. Mathis, B. McMullen, W. Borgfeld, Jack Gorden.

Board Absent: T. Moore, J. Darnell, J. Haley, G. Deer, D. Gipson, J. Hicks, E. Glass, N. Leaverton, C. Keith, J. Shands, III, P. Smart.

Others Present: M. George (Bldg. fund Ch.), J. Huffman & G. Hunt (staff)

Claude Smithhart, President, called the meeting to order.

SITE SELECTION RECOMMENDATION: Smithhart reported to the Board that the site selection committee - himself, Murphy George, Butch McMullen and Jerry Huffman - had reviewed numerous sites throughout the area of 59S and Loop 287. From the standpoint of price, location and acreage they had after much searching narrowed it down to two sites.

Site A. Chestnut & Loop 287, 2½ acres / total cost $150,000 - owners Borgfeld & Ricks (1± acre) and Sam Sharp (1½± acre).

Site B. Loop 287 next to GMAC, 1½ acres; total cost $162,000 - owners Wilbur Alexander, Ted Lankford, Lamar Clark and Ken Rogers.

Smithhart said the site committee recommendation was Site A due to the price and the fact it had access on three streets.

Motion: Tom Dunn made a motion to authorize Claude Smithhart and Jerry Huffman to negotiate the purchase of the 2½ acre site at Chestnut and the Loop for a price not to exceed $150,000 and providing zoning could be changed on the tract owned by Sam Sharp (1½± acres). Second was made by Mike Mahtis and the motion carried unanimously.

Smithhart thanked the Board and asked them to keep the site confidential until earnest money contracts could be completed.

FUND DRIVE: Murphy George, Chairman of the fund drive, made a presentation to the Board on the Chamber's building fund drive and what the reasons and need were. He asked the Board to accept the responsibility of calling on the Chamber's top 100 + members to help kick the drive off. Each Board member was given 3-5 prospects and asked to report by the following week. George urged the Board to work the prospects as quick as possible and try to get pledges over a 5 year period.

Discussion followed by the Board on the need for a new building and the selling tools needed to answer members questions when the contacts were made.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County
Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
BOARD OF DIRECTORS/ANGELINA COUNTY CHAMBER OF COMMERCE/AUGUST 14, 1987/ CHAMBER OFFICE

Board Present: C. Smithhart, J. McMullen, Jr., C. Kent, T. Moore, D. Gipson, B. Brown, J. Benson, J. Darnell, J. Barrett, G. Deer, J. Gorden, D. Green, E. Glass, J. Shands, W. Borgfeld, P. Smart, C. Keith.

Board Absent: N. Leaverton, M. Mathis, J. Sweeney, J. Hicks, T. Dunn, K. Arnold, J. Haley.

Others Present: T. Billingsley (JA), T. Paxson (Adopt-A-School), M. Penn (Agri-Business), Curt Fenley (Leadership Lufkin), Kaye Alderman (AB/C), C. Arnold (Expo), G. Hunt (Staff), J. Huffman (Staff).

President Claude Smithhart presided at the meeting.

MINUTES: Minutes of Board Meetings held on June 30, July 10, and July 15 had been mailed to Directors. It was noted that a correction should be made on the June 30 minutes - Walter Borgfeld was present at that meeting.

Motion: Jack Gorden made a motion to approve minutes with the correction being made. Doran Gipson seconded the motion.

EDUCATION COUNCIL: Tom Billingsley, Chairman of the Junior Achievement Program reported that 3 pilot JA programs would start in Angelina County when school began. One is Diboll High School and the second is Lufkin High School. Corporate sponsors are providing funding and resource people for these classes. Champion and Lufkin Industries are sponsoring the Lufkin classes and Temple-Eastex is sponsoring the Diboll class.

ADOPT-A-SCHOOL: Chairman Tom Paxson presented copies of communication guidelines for the Adopt-A-School program to the Board for their approval.

Motion: Charles Kent made a motion seconded by Jerry Benson to approve these guidelines.

Paxson told the directors that Adopt-A-School was being changed to a calendar year rather than a school year, with the membership drive to be held in November. Also, Zavalla will be a part of the program this year.

AGRI-BUSINESS COUNCIL: Chairman Mike Penn asked the Baord for approval of the expansion of the Junior Livestock Show to include other areas of interest such as Home Economics, Vocational Programs, and arts and crafts.

Motion: Motion to expand the Annual Junior Livestock Show was made by Bob Brown and seconded by Jerry Benson.

LAW ENFORCEMENT COUNCIL: Jerry Benson reported. The first Law Enforcement Council meeting was held on July 29. Regular meetings will be held the second Tuesday of each month. A council job description was presented for approval.

Motion: Thomas Moore made a motion to approve the Law Enforcement Council job description. Gary Deer seconded the motion. Motion carried.

CULTURAL ARTS COUNCIL: Jerry Huffman reported for Joanne Hallmark. The Cultural Arts Council is expanding the community calendar. Beginning in October, a 3 month calendar will be run in the Lufkin Daily News once each month. Also, a media seminar is scheduled for September 3 for media representatives to tell organization representatives how to go about getting publicity for their events and functions.

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LEADERSHIP LUFKIN: Curt Fenley presented the 1987-88 Leadership Class for approval.

Motion: The 1987-88 Leadership Lufkin Class was approved upon motion made by Jay Shands and seconded by Thomas Moore.

Curricula Changes: Curt Fenley also reported that some changes were being made to the curriculum for 1987-88 class for the purpose of emphasizing the functions of the Chamber. An overnight orientation will be held this year for the first time.

Motion: Butch McMullen made a motion that curriculum changes in the Leadership Program be ratified. Jack Gorden seconded the motion.

ANGELINA BEAUTIFUL/CLEAN: Kaye Alderman reported. The photometric index has been completed. The City of Lufkin approved the proposed botanical garden at the zoo as a project for the 50¢ funds from the City utilities.

LVCB: Director Curtis Doolan submitted a budget proposal for the Lufkin Visitor and Convention Bureau for the 1987-88 year.

Motion: The LVCB budget of $111,030 was approved upon motion made by Curtis Keith and seconded by Walter Borgfeld.

EXPO CENTER: Charles Arnold reported on upcoming activities which are scheduled for the Angelina County Exposition Center . They were: Garage Sale - August 15, Hunter/Jumper Horse Show - August 29, Shrine Circus - September 1, Champion Company Picnic - September 19, and a monster truck show the last week-end of September.

CHAMBER BUILDING FUND: A total of $265,675 has been pledged to date for the Chamber building.

DIRECTORS NOMINATING COMMITTEE: President Smithhart asked Thomas Moore to serve as chairman for a new directors nominating committee which consists of Bubba Henderson, Jack Sweeney, Kenzy Hallmark, and Butch McMullen.

FINANCIAL REPORT: EVP Jerry Huffman reported income of $33,319.63 for the month of July and disbursements of $34,122.23. Cash balance as of July 31 is $100,485.99.

NEW MEMBERS: Two new members, Luther DeBerry and Career Development Center were presented for approval.

Motion: Motion was made by Jerry Benson to accept the July Financial Report and the two new members. Second was made by Thomas Moore.

ECONOMIC DEVELOPMENT COUNCIL: Bob Brown told Board members that Angelina County is "still more than in the running" for a maximum security prison.

POLICY STATEMENT: Jerry Huffman presented a policy statement and asked everyone to study it and it would be brought back at the next board meeting for discussion and approved.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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MINUTES : ANGELINA COUNTY CHAMBER OF COMMERCE
EXECUTIVE COMMITTEE OF THE BOARD
TUESDAY, AUGUST 25, 1987, 5:00 P.M./CHAMBER OF COMMERCE

Present: C. Smithhart, B. Brown, D. Gipson, T. Moore, B. McMullen, C. Kent, J. Benson, J. Haley.

Absent: None

Others Present: J. Huffman (EVP)

Claude Smithhart, President, called the meeting to order.

BUILDING PLANS: Jerry Hill presented a proposed layout for the new Chamber building design and discussed concept. Consensus of the entire committee was the layout was excellent and to have Hill proceed with outside design.

BUILDING SITE: C. Smithhart informed the committee the Chamber had been offered the lot next to the existing Chamber building by Jay Shands of First RepublicBank. In addition, the old Vincent Motel could be purchased for $50,000±. If Jody street could be closed, the site could possibly be suitable. Committee asked Smithhart to get Shands to offer a written specific proposal to be brought to the full Chamber Board for discussion. Concern was expressed about our already having earnest money on the Loop site and that many members felt the Loop site was good. Smithhart said he would visit with J. Shands.

UPDATE ON FUND DRIVE: J. Huffman reported the building fund drive to be at $294,000 with 200-250 prospects still not heard from. Wrap-up was due Wednesday, August 26. At that time we would have a better idea of where we were.

EDC EXPENDITURES: Huffman updated the Executive Committee on EDC funds and expenditures over the last twelve months, as shown by the attached statement. Bottom line showed a balance available for economic development of $76,189.91.

COMMUNITY IMAGE CAMPAIGN: Huffman suggested the Chamber hire a professional marketing agency to put together a comprehensive community image campaign for internal use. This firm could also provide the 10-12 minute audio visual presentation designed for the new Board room of the new Chamber building. Committee agreed we should pursue this goal and instructed Huffman to get bids on possible costs.

WATER RESOURCES: The Chamber had purchased 7.5% of rights to the new proposed Eastex Lake in 1983 at a cost of $7500. To pursue those rights the Angelina & Neches River Authority, Lake sponsor, needed another $24,000± from the Chamber or for the Chamber to assign its rights to other entities who wanted the water. In either case, the Chamber would be reimbursed its $7500 when the project went to construction. After discussion, T. Moore made the motion that the Chamber assign its rights to all the water districts in Angelina County for their use, second by J. Haley, motion carried. Huffman was instructed to contact the water districts and urge them to accept this assignment.

CITY GRANT: Huffman notified the committee that the City had received a special EDA Grant of $65,000, of which the Chamber would match 25%, to conduct a study on our economic development needs; what kind of industries we should target, a targeted list, what were our strengths and weaknesses, etc. Bob Brown and Huffman would be working with the City on the specifications of this grant.

PRISON UPDATE: B. Brown reported that the proposals for the 2250 bed prison must be submitted by September 21, 3:00 p.m. He said all indications still were good that we were a front runner.

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AB/C CONTRACT: J. Huffman reported a written contract needed to be done between Angelina Beautiful/Clean and the Chamber to clear up existing problems in the structure of the two and provide longterm understanding of the relationship between the two. Consideration for such a contract to include:

A. Expenses: Chamber should be reimbursed for all expenses incurred on behalf of AB/C, in particular the salary and benefit package for the AB/C Director.

B. Services: The Chamber will provide AB/C with the services of its organization to include: Bookkeeping, office space, utilities, partial secretarial assistance, receptionist and overall supervision of the Director at no charge to AB/C.

C. Term: Term of contract shall be for one year and shall continue to be automatically renewed unless written notice by either party is received thirty (30) days prior to expiration date.

D. Employees: All employees of AB/C will be under the employment of the Chamber and the supervision of the Chamber's EVP. The Director of AB/C will be hired with approval of the AB/C Board. Employees of AB/C will operate under the policy and procedures manual for all Chamber employees. Only full time employees will qualify as eligible for: hospitalization, long term disability insurance, dental insurance, paid vacation, and retirement (except for any additional requirements imposed on eligibility).

E. Insurance: All forms of insurance needed for AB/C will be obtained by the Chamber such as, but not limited to, public liability, boiler, fire and extended coverage, burglary, and theft. The Chamber shall be named co-insured and all expenses incurred for the cost of such insurance shall be reimbursed to the Chamber by AB/C.

F. Job Description: The Director of AB/C will comply with the job description attached to this contract and will be available as a staff member of the Chamber to assist in Chamber activities as well as those of AB/C.

After discussion Jerry Benson made the motion that the Chamber draw up a contract with AB/C with the above considerations spelled out and such contract be presented to the AB/C Board. B. Brown seconded, motion unanimously carried.

PART-TIME HELP: Huffman asked the Executive Committee to approve the hiring of a VOE student for 20 hours a week at minimum wage. With one possible leave of abscence imminent, due to pregnancy, this would help alleviate some of the help situation for the present. Motion was made to approve this request by Jerry Benson, second by B. Brown, carried unanimously.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

J. Huffman, EVP

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ECONOMIC DEVELOPMENT
MARKETING PLAN

Statement of Income/Expenses
September 1986 - August 1987

INCOME	Pledges	LVCB	Totals
	40,800.00	30,500.75	71,300.75
EXPENSES:			
Printing	72.56	7,799.06	
Consultants	5,200.00	1,624.00	
Advertising	5,137.42	12,200.42	
Travel/Convention	1,528.39	3,411.96	
Dues/Subscriptions	978.45	.00	
Computer	3,870.00	4,009.45	
Industry Recognition	124.11	.00	
Prospect Development	475.36	.00	
VA Clinic Development	984.50		
Prison Development	3,262.41	.00	
Miscellaneous	314.89	.00	
Tax Abatement Dev.	1,662.00	.00	
Video	1,000.00	.00	
Photography, etc.	.00	1,455.86	
	24,610.09	30,500.75	55,110.84
Balance	16,189.91	.00	16,189.91

Balance	16,189.91	
	45,000.00	(Dedicated from Lufkin Industrial Foundation)
	15,000.00	(Dedicated from Pineywoods Foundation)
	76,189.91	

Available for Economic Development Efforts.

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL
MINUTES/BOARD OF DIRECTORS/SEPTEMBER 11, 1987/CHAMBER OF COMMERCE

Board Members Present: Claude Smithhart, Mike Mathis, Kenneth Arnold, Gary Deer, Curtis Keith, Pete Smart, Tom Dunn, Bob Brown, Jack McMullen, Jr., Jim Haley, Jay Shands, Doran Gipson, Charles Kent.

Board Members Absent: Jerry Benson, Thomas Moore, Jack Darnell, Jim Barrett, Jack Gorden, Jack Hicks, Jack Sweeney, Dale Green, Ed Glass, Nick Leaverton.

Others Present: Nick Waldo (Lufkin Daily), Jerry Huffman (EVP), Georgia Hunt (Staff), Curtis Doolan (LVCB), Charles Arnold (Expo), Murphy George, Bubba Henderson, Kaye Alderman (ABC).

President Claude Smithhart presided at the meeting.

MINUTES: Minutes from the August 1987 Board of Directors meeting had been mailed to board members.

Motion: A motion was made by Tom Dunn and seconded by Walter Borgfeld to approve the August, 1987 Board minutes.

TOURIST COUNCIL: Bettie Williams, Chairman of the Tourist and Convention Council reported on a mini-retreat that was held on September 10. There were approximately 25 people present. One of the major problems cited at this retreat was media coverage. A strategic plan will be developed from goals discussed at this meeting.

LUFKIN VISITOR & CONVENTION BUREAU: Curtis Doolan reported that Lufkin will host an East Texas Chamber of Commerce fam tour on September 14. The convention bureau has been working on convention leads.

ANGELINA BEAUTIFUL/CLEAN: Kaye Alderman said ABC is currently taking bids for the recycling center. The proposed site is the old sewer plant on Loop 287. Construction will begin soon on the botanical garden at Ellen Trout Zoo. KTRE is working on some new PSA's.

EXPO CENTER: Charles Arnold told Board members of upcoming events which included a quarterhorse show, a monster truck show, a dog show and on all black participant rodeo. Also a group of Superior Motor Home Owners will stay at the Expo Center while they tour Lufkin. KTRE is doing a 30 second promotion of the Expo Center.

NOMINATING COMMITTEE REPORT: Jerry Huffman presented the Board of Directors Nominating Report for Thomas Moore, Chairman of the Committee, who was absent. The committee recommended the following to serve three year terms of the board, beginning January 1, 1988: Ted Lankford, Bill Simpson, Mitch Brooks, Jay Shands, Nick Leaverton, Gene Samford, Everett Jackson, James Gibbs.

Motion: Jim Haley made a motion to ratify this list of directors pending approval of the membership. Charles Kent seconded the motion. Motion carried.

OFFICERS NOMINATING COMMITTEE: President Smithhart asked Walter Borgfeld to serve as chairman of the officers nominating committee with Charles Kent and Doran Gipson. This committee will report at the October board meeting.

FIRST FRIDAY: Announcement was made that Alan Hightower would be the First Friday speaker on October 9.

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FINANCIAL STATEMENTS: Treasurer Jim Haley presented the August financial statement which reflected income of $30,138.73, expenses of $42,193.00, and a bank balance of $88,431.22 as of August 31, 1987. A balance of $14,999.47 is shown in the LVCB account for the one month remaining of their fiscal eyar.

Motion: A motion was made by Tom Dunn and second by Doran Gipson to approve the August financial statements. Motion carried.

NEW MEMBERS AND DELINQUENTS: The following new members were presented for approval:

A) Career Development Center
B) Luther DeBerry
C) K&N
D) Little Italy

There is $14,000 in delinquent dues. It was suggested that someone be hired to contact these delinquent members and paid a percentage of those collected.

Motion: A motion was made by Charles Kent that John Powers be asked to contact delinquent accounts and that Jerry Huffman negotiate the percentage to be paid. Doran Gipson seconded the motion. Motion carried.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Bob Brown reported. The V.A. Outpatient Clinic was announced on September 10. It will take 18 months - 2 years for it to open.

Also, the probability of a prison being located is still very good and that he is very confident about it. Brown stated that Temple-Eastex has been overly accommodating in making things available for our proposal. There are two sites currently being considered, one on Highway 103W and one at Peavy Switch.

POLICY RECOMMENDATIONS: Curtis Keith recommended that churches and religious institutions be included in the Statement of Policy. The Statement of Policy presented at the August meeting was discussed. There was some concern about item 2 under Business Climate which reads "Oppose legislation considered derogatory to business".

Motion: A motion was amde by Bob Brown and seconded by Mike Mathis this item #2 be omitted from the statement and this Statement of Policy be adopted. Motion carried.

FUND DRIVE: Murphy George presented a contribution list for the new Chamber office building, reflected a total of $340,000 in pledges. He said that another $60,000 will come in that has not been totally committed. Mr. George stated that he had some ocncerns: 1) about comments being made about the location, 2) about the fact there had not been very much positive in the media about the fund drive. He said he felt the credibility of the Chamber Board was at stake. He recommended that we move rapidly to have a ground breaking ceremony.

Murphy George was commended for the good job he had done on the fund drive.

A financing plan for the building will be presented at the October Baord meeting.

SITE DISCUSSION: Jay Shands told the Baord that First RepublicBank had made a proposal to give the land next to the existing Chamber Building as an alternative. He said the offer was sincere but he felt the Board should stay together and he just wanted them to be aware of the offer.

Motion: Mike Mathis made a motion seconded by Doran Gipson that a resolution be adopted to thank First RepublicBank and Jay Shands for their generous offer but declined due to the fact that more real estate was needed and that it was felt the Chamber needed a more visible location. Motion unanimously carried.

Walter Borgfeld did not participate in this discussion and abstained from voting.

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Positive Media – Bob Brown told the Board there had been enough negatives and the Chamber board needed to stand together once a decision had been made. He suggested that Board members meet with Joe Murray, Lufkin Daily News publisher, to try to have constructive input into media. Mr. Brown is to set up a meeting.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
BOARD OF DIRECTORS/OCTOBER 9, 1987/11:00 A.M./CHAMBER OFFICE

Board Members Present: C. Smithhart, B. McMullen, T. Moore, D. Gipson, J. Haley, B. Brown, J. Benson, J. Barrett, G. Deer, T. Dunn, J. Sweeney, D. Green, E. Glass, N. Leaverton, C. Keith, W. Borgfeld, P. Smart.

Board Members Absent: C. Kent, J. Darnell, K. Arnold, J. Gorden, J. Hicks, M. Mathis.

Others Present: C. Arnold (Expo), J. Huffman (EVP), G. Hunt (Staff), C. Doolan (LVCB).

President Claude Smithhart presided at the meeting.

MINUTES: Minutes of the September Board of Directors meeting had been mailed. One correction was noted: Dale Green was present at this meeting.

Motion: Motion to accept the September 11 Board Minutes with the noted change that Dale Green was present was made by Bob Brown and seconded by Butch McMullen.

LVCB: Manager Curtis Doolan reported that a very successful fam tour had spent the night of September 14 and that he had already heard from 4 of the tour operators about visiting Lufkin. Also, he reported that the Hotel/Motel Association has begun a new year with Jean Mullikin as President. He told the Board that the Lake Sam Rayburn Association had begun this new fiscal year and had elected Dusty Rhoades as Chairman.

A list of convention services offered by the Lufkin Visitor and Convention Bureau was presented.

Motion: A motion was made by Doran Gipson to approve the list of convention services. Bob Brown seconded the motion. Motion carried.

AB/C: Jerry Benson, Chairman of Angelina Beautiful/Clean reported. A retreat had been held and about 40 additional goals for Angelina Beautiful/Clean was the result. A tentative location has been decided for the recycling center. Also, work is progressing for gaining the Governor's Award for Beautification for 1988.

EXPO CENTER: Charles Arnold manager of the Exposition Center reported. The Black Rodeo was cancelled. Events scheduled in the near future include a dog show, a cutting horse show and a mule and harness show.

CRIMESTOPPERS: Board member Tom Dunn told the board that Crimestoppers had begun through the Chamber of Commerce in October of 1983. Since its inception the program has been highly successful due to the support of the community. The Crimestopper Jail-A-Thon will be held on November 6&7 at the Lufkin Mall to raise funds.

Mr. Dunn was congratulated on being appointed to the National Crimestoppers Board of Directors.

NOMINATING COMMITTEE REPORT: Doran Gipson reported. The officers nominating committee recommended the following officers for 1988:

President - Bob Brown
President-Elect - Tom Richards
Treasurer - Jim Haley
Vice Presidents - Butch McMullen
Doran Gipson
Pete Smart
Walter Borgfeld

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Motion: Thomas Moore made a motion to accept these officers by acclamation. Dale Green seconded the motion.

CALENDAR ITEMS: Board members were reminded of the Allies Day Dinner and asked to RSVP. Other events they were reminded of were the Small Business Cook-out on October 15, and the Business Card Exchange, hosted by N&J Constructors, on October 20.

FINANCIAL STATEMENT: Treasurer Jim Haley presented the September, 1987 Financial Statement which reflected income of $31,005.88, expenses of $33,694.16, and a bank balance of $86,503.45 as of October 31, 1987.

Motion: Doran Gipson made a motion to approve the September Financial Statement. Second was made by Butch McMullen. Motion carried.

PRISON UPDATE: Bob Brown, Chairman of the Economic Development Council gave an update of progress of obtaining a prison facility for our area. On Tuesday, October 6, 4 people from the prison site committee visited Lufkin to view the proposed sites. Their Board is to meet October 15 to make a decision. Bob Brown commended Jerry Huffman for his work on the prison proposal.

Also, Brown commented that he thought it was terrible that we were getting so much negative in the newspaper when things are so good. He gave an example of an article about the prison porposal which stated that there was opposition to it.

BUILDING UPDATE: Plans for the new Chamber building were presented. Final plans will be ready Wednesday, October 15.

Motion: The plans were approved by a motion made by Ed Glass and seconded by Doran Gipson.

INTERIM FINANCING FOR NEW BUILDING: All financial institutions making contributions will participate in the loan with Lufkin Federal being the lead institution. An interim loan of $600,000 was approved with the following resolution:

BORROWING RESOLUTION
ANGELINA COUNTY CHAMBER OF COMMERCE

"BE IT RESOLVED that the President and ;utive Vice President be and they are eby authorized to obtain a loan from kin Federal Savings and Loan Association Lufkin, Texas upon such terms as they may em appropriate for the purpose of paying e purchase price for the property located t the intersection of Loop 287 and Chestnut Street in the City of Lufkin, Texas, the acquisition of which has heretofore been authorized; and

BE IT FURTHER RESOLVED that the President and Executive Vice President be and they are hereby authorized to obtain a loan from Lufkin Federal Savings and Loan Association upon such terms as they may deem appropriate to construct a building on the hereinabove described property; and

BE IT FURTHER RESOLVED that the loan authorizations above referred to may be in the form of one loan, the total amount of which is not to exceed $600,000.00 and that he property and improvements to be nstructed thereon be used as collateral for repayment of said loan; and

BE IT FURTHER RESOLVED that the President and Executive Vice President be and they are hereby authorized to execute such notes, loan agreements, deeds of trust, and other documents as they may deem necessary or appropriate and as may be required by the lender in connection with the aforesaid loan; and

BE IT RESOLVED that any and all actions taken by the President and Executive Vice President prior to the adoption of this resolution and any and all documents executed by the President and Executive Vice President prior to the adoption of this resolution which are in accord with the authority granted herein, are hereby expressly ratified and confirmed."

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Motion: Motion to approve the resolution for interim financing was made by Thomas Moore and seconded by Jerry Benson. Motion carried.

WATER RIGHTS: The Chamber has 7½% water rights on Eastex Lake. It was proposed these rights be released and re-assigned.

Motion: Bob Brown made a motion to release the Chamber's rights to Eastex Lake and let the Upper Neches River Authority reassign them. Jim Haley second the motion. Motion carried.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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INTERIM LOAN Principal 19 MONTHS
NATIONAL PRIME RATE

BORROWING RESOLUTION
ANGELINA COUNTY CHAMBER OF COMMERCE

"BE IT RESOLVED that the President and Executive Vice President be and they are hereby authorized to obtain a loan from Lufkin Federal Savings and Loan Association of Lufkin, Texas upon such terms as they may deem appropriate for the purpose of paying the purchase price for the property located at the intersection of Loop 287 and Chestnut Street in the City of Lufkin, Texas, the acquisition of which has heretofore been authorized; and

BE IT FURTHER RESOLVED that the President and Executive Vice President be and they are hereby authorized to obtain a loan from Lufkin Federal Savings and Loan Association upon such terms as they may deem appropriate to construct a building on the hereinabove described property; and

BE IT FURTHER RESOLVED that the loan authorizations above referred to may be in the form of one loan, the total amount of which is not to exceed $600,000.00 and that the property and improvements to be constructed thereon be used as collateral for the repayment of said loan; and

BE IT FURTHER RESOLVED that the President and Executive Vice President be and they are hereby authorized to execute such notes, loan agreements, deeds of trust, and other documents as they may deem necessary or appropriate and as may be required by the lender in connection with the aforesaid loan; and

BE IT RESOLVED that any and all actions taken by the President and Executive Vice President prior to the adoption of this resolution and any and all documents executed by the President and Executive Vice President prior to the adoption of this resolution which are in accord with the authority granted herein, are hereby expressly ratified and confirmed."

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
SPECIAL MEETING/BOARD OF DIRECTORS/NOVEMBER 3, 1987/11:00 A.M./C of C

Board Members Present: M, Mathis, P. Smart, K. Arnold, D. Green, J. Darnell, B. McMullen, N. Leaverton, J. Haley, J. Benson, D. Gipson, W. Borgfeld, B. Brown, C. Keith, C. Smithhart, E. Glass.

Board Members Absent: T. Moore, C. Kent, J. Barrett, G. Deer, T. Dunn, J. Gorden, J. Hicks, J. Sweeney, J. Shands.

Others Present: Murphy George, Chairman Building Fund Drive, S.W. Henderson, III, Lufkin Federal, Curtis Doolan (LVCB), Georgia Hunt (Staff), Jerry Huffman (EVP).

President Claude Smithhart called the meeting to order.

SELECTION OF GENERAL CONTRACTOR: The following bids were received for the construction of the new Chamber office building: Temple Associates ($504,700), Moore Brothers ($533,500), Timberline Construction (502,900), L. Richardson & Son ($499,900), R.H. Duncan ($446,420).

Motion: Jerry Benson made a motion to accept R.H. Duncan Construction as the general contractor for building the Chamber office. Motion was seconded by Jim Haley. Motion carried.

Murphy George related that our records indicated the R.H. Duncan had not contributed to the building fund and he thought this should clarified. Rufus Duncan was very instrumental in securing the existing Chamber building and had added the Board room to it at no cost to the Chamber at that time. This is a significant contribution.

WAIVER OF BOND: Approximately $6000 could be saved if the bond is waived for the contractor.

Motion: Mike Mathis made a motion that the contractor's bond be waived. Jack Gorden seconded the motion.

CONTINUANCE OF ARCHITECT: The architect's fee to oversee the project will be an additional 1%.

Motion: Motion was made by Butch McMullen to retain Jerry Hill to oversee the building process. Tom Dunn seconded the motion.

COMMITTEE TO MAKE DECISION ON CHANGES: President Smithhart recommended himself, Jerry Huffman, Bob Brown, and Thomas Moore as a committee to approve changes to the original plans.

Motion: Walter Borgfeld made a motion this committee be approved. Doran Gipson seconded the motion. Motion carried.

BUILDING FUND NEEDS: At present the building fund is approximately $250,000 less than we will need at the end of 5 years. There was discussion about what should be done about this. Murphy George said there was still some contributions that had not been made and he would get 8-10 people together to call on the 200+ members who had not been contacted. Also, more detailed information on costs and financing will be prepared for the November 13 board meeting.

GROUND BREAKING: Monday, October 9, 11:30 a.m. was set for the date for the ground breaking for the new office building. General consensus was that everyone should be invited.

There being no further business, the meeting was adjourned.

Claude Smithhart, President

Jerry Huffman, EVP

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Angelina County Chamber of Commerce
P.O. Box 1606 Lufkin, Texas 75901
AC 409 / 634-6644

OFFICIAL MINUTES
BOARD OF DIRECTORS/NOVEMBER 13, 1987/11:00 A.M./C of C

Board Members Present: C. Smithhart, B. McMullen, D. Gipson, B. Brown, J. Benson, K. Arnold, G. Deer, T. Dunn, J. Gorden, M. Mathis, D. Green, N. Leaverton, C. Keith, J. Shands, P. Smart.

Board Members Absent: C. Kent, T. Moore, J. Haley, J. Darnell, J. Barrett, J. Hicks, J. Sweeney, E. Glass, W. Borgfeld.

Others Present: Mike Penn (Agri-Business Council), B. Williams (Tourist/Convention Council), S.W. Henderson, III, Kaye Alderman (ABC), G. Hunt (Staff), Jerry Huffman (EVP)

President Claude Smithhart called the meeting to order.

MINUTES: Minutes of a special called Board meeting on November 3, 1987 and the regular October Board meeting have been mailed to members.

Motion: A motion to accept these two sets of minutes was made by Doran Gipson. Dale Green seconded the motion; motion carried.

PLANNING RETREAT: President-elect Bob Brown reported. The planning retreat held on October 27 was a success. There were some new original ideas which surfaced. The goals from the retreat will be distributed to the committees for implementation in 1988. New director and committee chairmen orientations will be held in December.

TOURIST COUNCIL: Chairperson Bettie Williams reported for the Tourist Council. She presented recommendations for changes for 1988. Also, she reported that the Tourist Council would be manning the Town Well during Winterfare on November 21.

The Tourist Council would like to have approval for an annual Tourism Award honoring Leeland Petty and Lester Adkison.

Motion: A motion to approve this award was made by Bob Brown and seconded by Butch McMullen.

1988 JUNIOR LIVESTOCK SHOW AND YOUTH FAIR: Mike Penn, Agri-Business Council Chairman, told the Board members that the 1988 Jr. Livestock Show was being expanded into a County Youth Fair which would include, in addition to livestock, exhibits and competition in the areas of arts and crafts, industrial education and home economics. Rules and regulations for each of these areas were presented for the Board's approval.

Motion: A motion to approve rules and regulations as submitted for the Jr. Livestock Show. The Arts and Crafts Division, the Home Economics Division and the Industrial Education Division of the 1988 Angelina County Youth Fair was made by Doran Gipson and seconded by Mike Mathis.

LUFKIN VISITOR AND CONVENTION BUREAU: Curtis Doolan, Manager of the Lufkin Visitor and Convention Bureau reported. He had been to Austin to visit executive directors of several state agencies asking them to consider having regional and/or area meetings in Lufkin. Lufkin got the bid on the Junior Beefmasters Convention which will be held here in July 1988.

He is working with Special Olympics personnel on getting the Special Olympics Softball Tournament here. The Lufkin Visitor and Convention Bureau is publishing the Sam Rayburn Tabloid again this year to be used for vacation and sports shows. There have been inquiries from five schools for football play-offs.

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ANGELINA BEAUTIFUL/CLEAN: Kaye Alderman, coordinator reported. She had made a presentation at a Keep Texas Beautiful meeting in Athens earlier in the week. The local aluminum recycling program is progressing well. Construction on the botanical garden at Ellen Trout Zoo will begin next week and should be finished by January 1.

ANGELINA COUNTY EXPO CENTER: Charles Arnold, manager of the Expo Center, reported on upcoming events scheduled at the center. These included an Arabian Horse Show the following week-end, a roping the Sunday after Thanksgiving, and the annual garage sale December 5. The First Methodist Church will be having their Little Bethlehem production on December 11 & 12.

FINANCIAL REPORT: Executive Vice President presented the October 1987 Financial Statement. It reflected monthly expenses of $39,852.87 and monthly income of $27,481.22. Bank Balance as of October 31, 1987 was $74,598.66.

Motion: Motion was made by Jack Gorden and seconded by Jerry Benson to approve the financial statement as presented.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Bob Brown reported. Woodville is getting one of the prisons. He said Lufkin was just outbid. He reported that prospects were interested in the White's building and in the Lufkin Steel Building.

NAME CHANGE: Jerry Huffman told the board that the Chamber's name needed to be changed due to the fact that many legal documents were drawn up in the name of Angelina County Chamber of Commerce rather than Angelina County Chamber of Commerce, Inc.

Motion: Mike Mathis made a motion to delete "Inc." from the Chamber's name. Jack Gorden seconded the motion.

BUILDING UPDATE: Smithhart reported that builders were now working on the site. There was a good crowd for the groundbreaking. To date a total of $416,000 + has been pledged.

The note for the building will be a five year payout note, paying principal once each year and interest twice. The loan will accomodate the cash flow.

There being no further business, the meeting was adjourned.

Claude Smithhart, EVP

Jerry Huffman, EVP

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MINUTES
BOARD OF DIRECTORS
DECEMBER 11, 1987/11:00 A.M
CHAMBER OF COMMERCE

BOARD MEMBERS PRESENT: C. Smithhart, B. McMullen, C. Kent, D. Gipson, J. Haley, B. Brown, J. Benson, J. Darnell, J. Barrett, J. Gorden, J. Sweeney, M. Mathis, D. Green, E. Glass, C. Keith, J. Shands, W. Borgfeld, P. Smart.

BOARD MEMBERS ABSENT; T. Moore, J. Barrett, K. Arnold, G. Deer, T. Dunn, J. Hicks, N. Leaverton.

OTHERS PRESENT: P. Estes (Education Council), Dan Jones (Transportation Council), Charles Arnold (Expo), Curtis Doolan (LVCB), Georgia Hunt (Staff), Jerry Huffman (Staff).

President Claude Smithhart called the meeting to order.

MINUTES: Minutes of the November 13, 1987 Board Meeting had been mailed to Board Members.
MOTION; Jim Haley made a motion seconded by Doran Gipson to approve these minutes as presented. Motion carried.

TRANSPORTATION COUNCIL RECOMMENDATIONS: Dan Jones, Chairman of the Transportation Council reported. The Transportation Council recommended that the Chamber adopt a resolution to the Texas Department of Highways and Transportation to participate in the building of a road spur to serve the site of the new Diboll High School.
MOTION: A motion to approve this recommended resolution was made by Bob Brown and seconded by Walter Borgfeld. Motion carried.
The Transportation Council will have a delegation at the Texas Department of Highways & Public Transportation Commission meeting on January 27 to present this recommendation, along with other projects.

EDUCATION COUNCIL: Patti Estes, Chairman, reported that the Adopt-A-School program is going well, and is in the midst of a membership drive with a goal of 10 new adopters. The Junior Achievement Program is off to a good start. Diboll wants to expand from 1 to 3 classes for next semester. She reported on other projects the council was working on such as an awards program , and assisting with the Angelina County Youth Fair.

LVCB: Curtis Doolan, Manager of the Lufkin Visitor and Convention Bureau, reported. The magazine "Texas Fisherman" will feature Sam Rayburn in the February issue. He is working with a group trying to bring a softball tournament here in June. A turf grass seminar has been scheduled for 1987. The third football playoff game will be held in Lufkin Saturday next.

ABC: Jerry Benson, chairman, reported. Texas is the top state in the nation of Keep America Beautiful. The Zoo project is making progress.

EXPO: Charles Arnold, Manager, invited everyone to attend Old Bethlehem at the Expo Center on Friday or Saturday. A cutting horse show will be held December 21 & 22, a steer roping January 1.

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DIBOLL CIVIC CENTER: Jack Sweeney told board members the Diboll Civic Center is substantially complete.

FINANCIAL STATEMENT: Treasurer Jim Haley presented the financial statement for the month ending November 30, 1987. Expenses for the month were $35,747.51 and income was $49, 222.46 (which included a $20,000 transfer from reserve). Bank balance as of November 30, 1987 was $38,423.41.

MOTION: Motion was made by Jerry Benson and seconded by Jack Gorden to approve the November financial statement.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Bob Brown reported. There has been no activity other than phone calls. The White's Building has been shown twice. The Fantas group has been employed to develop a study with the grant money that has been approved.

NOMINATING COMMITTEE REPORT: Walter Borgfeld told the Board members that Tom Richards has resigned as President-elect.

MOTION: Borgfeld made a motion submitting Ray Polk as President-elect. Charles Kent seconded the motion. Motion Carried.

NEW BUILDING UPDATE: It was reported that concrete was being poured for the foundation.

COMMENTS FROM THE PRESIDENT: Claude Smithhart thanked everyone for the work for the past year.

ANNUAL BANQUET: President Claude Smithhart announced that Jeanne Kirkpatrick would be the speaker for annual banquet scheduled for January 26.

Claude Smithhart, President

Jerry Huffman, EVP

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MINUTES
BOARD OF DIRECTORS
JANUARY 8, 1988/ 11:00 A.M.
CHAMBER OF COMMERCE

Board Members Present: Bob Brown, Ray Polk, Butch McMullen, Claude Smithhart, Doran Gipson, Jim Haley, Walter Borgfeld, Kenneth Arnold, Mitch Brooks, Jim Barrett, Jerry Benson, Jack Gorden, Ted Lankford, Dale Green, Bill Simpson, James Gibbs, Nick Leaverton, Gene Samford, Curtis Keith, Mike Mathis.

Board Members Absent: Pete Smart, Jack Darnell, Gary Deer, Tom Dunn, Ed Glass, Jay Shands, Everett Jackson.

Others Present: Kaye Alderman (ABC), Curtis Doolan (LVCB), Jerry Huffman (Staff), Georgia Hunt (Staff).

Bob Brown, President, called the meeting to order. He welcomed new members to the board.

MINUTES: Minutes of the December 1987 Board of Directors meeting were approved.

Motion: Jim Haley made a motion to approve the December 1987 minutes. Doran Gipson seconded the motion.

AB/C REPORT: Coordinator Kaye Alderman reported. The new chairman, beginning in April, will be Gene Samford. The botanical gardens at the zoo should be complete in approximately 2 weeks.

LVCB REPORT: Manager Curtis Doolan reported. The Convention Bureau sponsored the Pineywoods Classic and Roadrunner Classic basketball tournaments, bringing about 50 teams to Lufkin. As a result of the mail out to local people asking for support, a coaching clinic has been scheduled for June for about 250 coaches.
The Sam Rayburn Tabloid has been printed and is now being distributed at the Houston Boat Show and the Kansas City Sprots Show.
A press conference is being held on January 15 in Nacogdoches on the Tripple Crown Softball Tournament. Doolan asked board members to attend. It was suggested that a bus load of people be organized and taken to Nacogdoches so that Lufkin will be well represented.
The Special Olympics Softball Tournament will be hald in Lufkin in 1989 and 1990.

ECONOMIC DEVELOPMENT: Jack Gorden submitted the 1988 goals of the Economic Development Council (attached) with their chairmen for adoption.

Motion: Motion was made by Walter Borgfeld and seconded by Gene Samford to approve the goals of the Economic Development council.

REACCREDITATION: President Bob Brown appointed Jim Stephens to be chairman of the Chamber's Reaccreditation Committee.

FINANCIAL REPORT: Jim Haley presented the December 1988 and end of the year financial reports. It reflected an operating reserve balance of $25,885.35 at the end of 1988. The bank balance as of December 31, 1988 was $44,195.22.
Also, the Lufkin Visitor & Convention Bureau statement showed a total of $20,883 spent in the first 3 months of the 1988-89 year with a balance of $90,146.28 in the budget for the remaining 9 months.

Motion: Jerry Benson made a motion, seconded by Nick Leaverton, to approve the financial report. Motion carried.

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1988 BUDGET: A budget for 1988, as attached, was submitted. It had been amended from the originally submitted budget to reflect cutbacks for a balanced budget. These cuts were explained. The Budget Committee recommended that the budget balance of $182,400 be adopted with the provision that a fund-raising committee and a long-range financial planning committee be adopted.

Motion: Gene Samford made a motion to adopt the budget providing the proposed committees are established and that budget is reviewed regularly and promptly, giving special consideration to adding budget cuts and reviewing staff salaries when monies are available. Jerry Benson seconded the motion. Motion carried.

SIGNATURE RESOLUTIONS: A resolution to approve the following persons to sign checks, requiring staff members and volunteer's signatures is needed: Jim Haley, Treasurer; Ray Polk, President-Elect; Bob Brown, President; Claude Smithhart, Imm. Past President; Georgia Hunt, Administrative Assistant; Jerry Huffman, EVP.

Motion: Doran Gipson made a motion for a resolution approving the above mentioned signatures as stated for signing checks for 1988. Jerry Benson seconded the motion. Motion carried.

There being no further business, the meeting was adjourned.

Bob Brown, President

Jerry Huffman, EVP

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MINUTES
BOARD OF DIRECTORS
FEBRUARY 12, 1988/11:00 A.M.
CHAMBER OF COMMERCE

Board Members Present: B. Brown, R. Polk, C. Smithhart, W. Borgfeld, D. Gipson, P. Smart, J. Haley, K. Arnold, M. Brooks, J. Barrett, J. Benson, J. Darnell, G. Deer, T. Dunn, J. Gorden, D. Green, C. Keith, Gene Samford, H.J. Shands III.

Board Members Absent: B. McMullen, J. Gibbs, E. Glass, E. Jackson, T. Lankford, N. Leaverton, M. Mathis, B. Simpson.

Others Present: Patti Estes (Education Council), Sheila Telford (Tourist Convention Council), Simon Henderson, III (Texas Forest Festival), Kaye Alderman (ABC), Curtis Doolan (LVCB), Jerry Huffman (staff), Georgia Hunt (Staff).

President Bob Brown presided at the meeting.

MINUTES: Minutes of the January 8, 1988 meeting had been mailed to board members prior to the meeting.

Motion: Jim Haley made a motion to accept the minutes. Gene Samford seconded the motion. Motion carried.

EDUCATION COUNCIL UPDATE: Patti Estes, Chairman of the Education Council reported. She presented nomination forms for Adopt-A-School recognition and for Teacher Recognition. Also, the Education Council has active programs in Adopt-A-School, Junior Achievement,and they are working on an Honors Card Program, and are plan to help with the Youth Fair.

AGRI-BUSINESS: Jerry Huffman reported. The Agri-Business Council recommended that a 4% fee be charged on the Livestock Auction Sale to make the Junior Livestock Show self-sustaining. Any money not used would be carried forward for next year's show.

Motion: Doran Gipson made a motion approving the 4% fee to be charged on the Jr. Livestock Auction. Jim Haley seconded the motion.

TOURIST/CONVENTION COUNCIL: Chairman Sheila Telford reported that rather than going on a mini-tour, the mini-tour sub-committee would like to host all newspaper editors within a 50 mile radius for an overnight stay in Lufkin. Also, they would like to make some one day trips to make presentations to targeted audiences.

TRANSPORTATION COUNCIL: Jerry Huffman reported. The Transportation Council recommended the Chamber endorse a resolution (as attached) concerning fuel tax. The resolution should be changed to indicate all fuel taxes rather than diesel.

Motion: A motion to endorse a resolution concerning taxes on fuel was made by Tom Dunn and seconded by Jerry Benson. Motion carried.

CULTURAL ARTS COUNCIL: Jerry Huffman reported. The Cultural Arts Council would like approval of the Board of Directors to sponsor a fund raiser called Texas Toast. Proceeds would be a 50/50 split between Chamber and Cultural Arts Council.

Motion: Jerry Benson made a motion to allow the Cultural Arts Council to sponsor the fund raiser called Texas Toast. Doran Gipson seconded the motion. Motion carried.

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TEXAS FOREST FESTIVAL: Simon W. Henderson, III told board members that the Forest Festival Committee would like to change the time of the Texas Forest Festival to the third week of September.

Motion: Gene Samford made a motion to change the Texas Forest Festival from May to the third week in September. Ray Polk seconded the motion. Motion carried.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Jack Gorden reported. The reception hosted for Southwest Color was a success. However, the attendance from Chamber supporters was disappointing.

ANGELINA BEAUTIFUL/CLEAN: Coordinator Kaye Alderman told board members that the $60,000 highway department project at the Expo Center should begin soon.

LVCB: Curtis Doolan, manager of Lufkin Visitor & Convention Bureau, thanked board members who attended the news conference in Nacogdoches. He is currently working with 5 other cities in East Texas who are putting together a slide presentation and visiting in the Valley during March with winter Texans about coming to our area. Doolan reported that 100+ coaches had attended the coaching clinic and 110+ were at the turf grass seminar.

ANGELINA COUNTY EXPOSITION CENTER UPDATE: Manager Charles Arnold reported. In March, three horse shows scheduled; an East Texas Angus Sale, and a Boy Scouts of America Scoutarama. Scheduled for April 3 is miniature horse show and sale.

SPECIAL PROJECTS COMMITTEE: President Bob Brown appointed James Gibbs and Everett Jackson to serve as co-chairmen of a committee to investigate a special fund raising project for the chamber.

Motion: Jim Haley made a motion to approve James Gibbs and Everett Jackson as co-chairmen of the special projects committee. Doran Gipson seconded the motion.

FINANCIAL REPORT: Treausrer Jim Haley presented the financial statement for January, 1988. It reflected income of $139,841.43, expenses of $51,214, with a net income of $88,626.43.

Motion: A motion was made by Jim Barrett and seconded by Mitch Brooks to approve the January, 1988 Financial Statement. Motion carried.

ANNUAL BANQUET FINANNCIAL CONDITION: Executive Vice President Jerry Huffman told the board members that we will have a net loss of about $4900. The Bar Asosciation has been asked to help with the expenses.

MEMBERSHIP DUES INCREASE: To formalize the decision to increase dues the board was asked to make a formal motion.

Motion: Gene Samford made a motion that membership dues for 1989 be increased to $200 minimum and all others be increased by 20%. Jim Haley seconded the motion. Motion carried.

NEW BUILDING FURNITURE AND LANDSCAPTING: Jerry Huffman asked for approval to seek bids on the furnishings and landscaping for the new office building.

Motion: Dale Green made a motion to allow Jerry Huffman to get bids for furniture and for landscaping at the new Chamber building. Gary Deer seconded the motion. Motion carried.

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INDUSTRIAL PROSEPCT: Economic Development Council Chairman Jack Gorden reported that a company employing 120 people eventually was looking at Lufkin to locate. They had been brought to Lufkin by the Texas Department of Commerce. Another contact that has been here before will be back on February 23.

ABC MANAGEMENT CONTRACT: A management contract (as attached) which has been approved by the ABC Board and the Chamber's Executive Committee, was presented by Jerry Benson.

Motion: Jim Haley made a motion that the contract be approved. Doran Gipson seconded the motion. Motion carried.

MEMBER VISITATION PROGRAM: Jerry Huffman presented a proposal for a membership visitation program. Staff members Huffman, Hunt and Doolan would call a board member to go with them to visit Chamber members who are not active in the organization.

Motion: Curtis Keith made a motion to approve this plan for visitation of Chamber members. Claude Smithhart seconded the motion.

There being no further business, the meeting was adjourned.

_____ _____

Bob Brown, President Jerry Huffman, EVP

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MANAGEMENT AGREEMENT

THE STATE OF TEXAS

COUNTY OF ANGELINA

This Agreement is made and entered into this the day of 1988, by and between the ANGELINA COUNTY CHAMBER OF COMMERCE, INC. (hereinafter called the "Chamber"), and ANGELINA BEAUTIFUL/CLEAN (hereinafter called "AB/C"), both nonprofit corporations.

WITNESSETH:

Whereas, AB/C and the Chamber both exist for the purpose of serving the people and bettering the communities of Angelina County, Texas; and whereas AB/C and the Chamber can mutually benefit from coordinating the activities of each entity; and whereas the Chamber has acquired, during its existence, expertise in operating non-profit organizations such as AB/C;

NOW, THEREFORE, in consideration of the foregoing and the mutual covenants hereinafter contained, AB/C and the Chamber agree as follows:

1. APPOINTMENT AND ACCEPTANCE: AB/C agrees to coordinate its activities with those of the Chamber and the Chamber agrees to provide operation expertise to AB/C.

2. EXPENSE PAYMENT: AB/C is to pay all expenses incidental to the position of coordinator of AB/C, as an employee of the Chamber, to include Salary, FICA, retirement, hospitalization, FUTA, dental insurance, long term disability, TEC taxes and workman's compensation.

3. FURNISHED SERVICES: AB/C will pay a monthly fee of $300 per month to the Chamber for administrative services to include: secreterial assistance, receptionist assistance, general bookkeeping, office space, utility cost, office maintenance, janitorial, meeting room space and building taxes and insurance.

AB/C will be responsible for its own general operation. The Coordinator of AB/C, as the chief administrator of the organization, will be responsible for seeing that AB/C operates in accordance with its by-laws, charter and all rules and regulations that pertain to a 501(C)(3) organization. AB/C will have the responsiblity of filing all necessary forms with any and all federal and state agencies concerning its operations to include IRS Form 990, etc.

All financial instruments for AB/C will be co-signed by the Coordinator and an officer of the AB/C Board to include checks, loan agreements, contracts, etc. The Chamber will assume no financial responsibility for AB/C, its operations or activities.

4. INSURANCE: All forms of insurance needed for AB/C will be obtained by the Chamber, including but not limited to, workmans compensation, public liability, boiler, fire and extended coverage, burglary and theft. The Chamber shall be named co-insured. All expenses incurred for the cost of such insurance shall be reimbursed to the Chamber by AB/C.

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7. JOB DESCRIPTION: The Coordinator of AB/C will comply with a job desrciption approved by the AB/C Board of Directors attached to this contract, and will cooperate with and assist the Chamber in its activities.

8. CONFLICTS: Conflicts, if any, between the AB/C Bylaws and this Agreement or the AB/C Bylaws and the Chamber will be controlled by and resolved in conjunction with the terms and provisions of the AB/C Bylaws and the interpretation of same by the AB/C Board of Directors.

9. TERM AND RENEWAL: This Agreement shall commence on the date of execution of same and continue in force and effect for a one (1) year period. The Agreement will be automatically renewed, under the same terms and conditions contained herein, for subsequent one (1) year periods unless written notice of termination is received from either party thirty (30) days before the date of expiration; with the same termination notices and renewal terms applying to each renewal period.

10. MISCELLANEAOUS PROVISIONS:

a. This Agreement shall be construed under and in accordance with the laws of the State of Texas, and all obligations of the parties created hereunder are preformable in Angelina County, Texas.

b. This Agreement shall be binding on and inure to the benefits of the parties hereto and their successors and assigns except as otherwise expressly provided herein.

c. This Agreement and all copies of this Agreement, insofar as they relate to the rights, duties and remedies of the parties, shall be deemed to be one agreement. This Agreement may be executed concurrently in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.

EXECUTED on the 1 day of February, 1988 in Angelina County, Texas.

ANGELINA COUNTY CHAMBER
OF COMMERCE

ATTEST: _____

BY: _____

ANGELINA BEAUTIFUL/CLEAN

ATTEST: _____

BY: J K Benson
CHAS.

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MINUTES/BOARD OF DIRECTORS/THURSDAY, MARCH 10, 1988/11:00 A.M.

Board Members Present: *Mike Mathis, Walter Borgfeld, Jack Gorden, Mitch Brooks, Ed Glass, Butch McMullen, Dale Green, Jerry Benson, Doran Gipson, Ted Lankford, Claude Smithhart, Bill Simpson, Bob Brown, Gary Deer, Jay Shands, James Gibbs.*

Board Members Absent: *Ray Polk , Pete Smart, Jim Haley, Jim Barrett, Jack Darnell, Tom Dunn, Everett Jackson, Curtis Keith, Nick Leaverton, Gene Samford.*

Others Present: *Patti Estes, (Education Council), Charles Arnold (Expo), Yonna Pounders and Jimmy Cloonan (KTRE), Dale Hutson (Lufkin Daily News), Georgia Hunt (staff), Jerry Huffman (staff).*

President Bob Brown presided at the meeting.

MINUTES: *Board members had received minutes of the February Board of Directors meeting in the mail prior to the meeting.*

Motion: The February 12, 1988 Board of Directors minutes were approved by a motion from Doran Gipson and a second by Walter Borgfeld.

LEADERSHIP LUFKIN: *Patti Estes, Chairman reported there have been some changes in curriculum for the Leadership Lufkin Class this year which have improved the program. Also, Leadership Lufkin Council formed and manned a phone bank on the evening before the election at RepublicBank. The purpose of the calls were to get out the bote. Some 2100 households were contacted. The council plans to continue this program before all elections.*

ECONOMIC DEVELOPMENT COUNCIL: *Chairman, Jack Gorden, reported. A breakfast had been hosted for representatives of the medical community to enlist their help for the Chamber in promoting Lufkin as a regional medical center for the entire East Texas area.*

CULTURAL ARTS COUNCIL: *Jerry Huffman reported. Peter Fox from the Texas Arts Council will be conducting a retreat on Wednesday, March 16 to assist the council in planning their direction.*

SMALL BUSINESS COUNCIL: *Lynn Pavlic was unable to attend but he prepared a printed update of the Small Business Council activities, which included the publication of the first Small Street Journal for 1988, the first small business breakfast with approximately 40-45 in attendance, plans for 3 small business socials for 1988, plus other planned activities and programs.*

ANGELINA BEAUTIFUL/CLEAN: *Chairman Jerry Benson reported in the absence of coordinator Kaye Alderman. He said he was repeating last month, but the botanical garden at the zoo should be ready in the next 30 days. The Alcon Aluminum trailer is about one-half full. He said he had met with Police Chief Collins to discuss constructive ways of working on the litter problem at Howards parking lot. He asked for nominations for beautification awards.*

EXPO CENTER UPDATE: *Manager, Charles Arnold, encouraged everyone to attend the Youth Fair at the Exposition Center this week-end. There is a beef referendum meeting scheduled at the Expo Center on March 17, and the miniature horse show scheduled for Easter Week-end is getting bigger.*

Mike Mathis urged participation in the Youth Fair sale since the community bases the success of the fair on the success of the sale.

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RE-ACCREDITATION CHAIRMAN: *Bob Brown asked for approval of re-accreditation sub-committee chairmen as follows:*

Organization - Walter Borgfeld
Finance - Jim Haley
Plant & Equipment - Gary Deer

Motion: Jack Gorden made a motion seconded by Doran Gipson these chairmen be approved.

FINANCIAL REPORT: *EVP Jerry Huffman presented the Chamber's financial report for February 1988, reporting a $77,684.41 bank balance as of February 29, 1988, and that $102,000 has been received in dues income. Also, he presented LVCB's financial statement which is well in line with their budget.*

Motion: Jerry Benson made a motion to approv the financial report as submitted. Ted Lankford seconded the motion. Motion carried.

NEW MEMBERS: *Ben Hillman, Shirley Creek Marina Corp, Darwin "Bo" Smith, Joy Smith, and Triad Typewriter were submitted for approval.*

Motion: Mike Mathis made a motion, seconded by Walter Borgfeld, to approve these new members.

FURNITURE BIDS: *Furniture bids for the new office building have been received and opened. They are: Castleberry's - $21,300; Oasis Office Supplies - $28,000 and Story-Wright - $19,136. Of this amount about $3,000 would be for Lufkin Visitor & Convention Bureau, and about $3,000 for Angelina Beautiful/Clean, leaving the Chamber portion to be about $13,000. This is only for desks and chairs, not incidental furniture peices.*

Motion: Butch McMullen made a motion seconded by Jack Gorden to accept the low bid from Story-Wright of $19,136.

NEW LOGO FOR SIGNS: *A new logo of "The Chamber - Angelina County and Lufkin". was presented.*

Motion: The new logo was approved by a motion made by Jerry Benson and seconded by Ted Lankford.

INDUSTRIAL PROSPECT REPORT: *Jack Gorden reported that a prospect had been in Lufkin recently and a small group had dinner and visited with him in Rufus Duncan's home. He seems extremely interested.*

MEMBER VISITS: *Bob Brown told board members that he and Jerry Huffman had visited with 6 chamber members. He asked board members to avail themselves to staff members to make these calls - to call staff when they had some free time.*

MANAGER'S REPORT: *Jerry Huffman reported Angelina Beautiful/Clean will apply to the Pineywoods Foundation for $25,000 to fund the landscaping for the new building.*

Also, Angelina Beautiful/Clean is paying a $300 management fee to the Chamber. With these funds, Jerry Huffman asked approval to give pay increases for staff members as follows: Georgia Hunt $800/year, Beverly Ball $600/year, Sally Allen $600/year, Dana Daniel $500/year.

Motion: Motion was made by James Gibbs to approve these salary increases. Jerry Benson seconded the motion.

There being no further business, the meeting was adjourned.

Bob Brown, President *Jerry Huffman, EVP*

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MINUTES/BOARD OF DIRECTORS/APRIL 8, 1988/ 11:00 A.M./CHAMBER OF COMMERCE OFFICE

Board Members Present: Bob Brown, Claude Smithhart, Doran Gipson, Pete Smart, Jim Haley, Mitch Brooks, Jack Darnell, Gary Deer, Jack Gorden, James Gibbs, Curtis Keith, Ted Lankford, Mike Mathis, Bill Simpson

Board Members Absent: Ray Polk, Walter Borgfeld, Kenneth Arnold, Jim Barrett, Jerry Benson, Tom Dunn, Ed Glass, Dale Green, Nick Leaverton, Gene Samford, H.J. Shands, III

Others Present: Mike Penn, Curtis Doolan, Charles Arnold, Georgia Hunt, Jerry Huffman

President Bob Brown presided at the meeting.

MINUTES: Minutes of the March 10, 1988 Board of Directors meeting had been mailed to board members prior to the meeting.

Motion: Motion was made by Mike Mathis and second by Doran Gipson to approve the minutes as mailed.

AGRI-BUSINESS COUNCIL REPORT: Mike Penn, Chairman of the Agri-Business Council reported. Although the total amount of the sale was down due to the lesser number of animals sold, the average per animal was up. The expansion from the Junior Livestock Show to a Youth Fair (adding Home Economics, Arts, & Crafts and Industrial Education division) was very well received. More participation in these areas is expected for 1989. Plans are now being made to expand the fair to include other areas of competitions and exhibits.

Also, the Agri-Business Council is investigating a fall breeding show to be held in conjunction with the Texas Forest Festival.

Another area in which the Agri-Business Council is involved is researching new agriculture related areas available and feasible for Angelina County.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Jack Gorden reported the first session of a team training program for the Economic Development Council was held Tuesday, April 5. There will be two additional sessions on the next two Tuesdays. Texas Utilities representatives from Dallas are coordinating the training program. Board members were encouraged to attend.

There has been another meeting with the medical community. The promotion program is progressing well. The plan is in the process of being approved by the hospitals.

The EDA grant has been finalized and Ray Perryman has been hired to do a survey. Plans are to have this completed within 4 months.

LVCB REPORT: Curtis Doolan, manager of the convention bureau told board members that he had visited the valley, delivering a tabloid prepared by 6 East Texas cities promoting this area to winter Texans. A group from Lufkin attended the East Texas Tourist Conference which will be hosted in Lufkin in 1989. The softball association representatives are in Lufkin meeting with parks and recreation personnel for the upcoming tournament.

ANGELINA BEAUTIFUL CLEAN: There was no one present from ABC to report.

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EXPO CENTER: Charles Arnold reported that a class from A&M has visited the Exposition Center to begin plans for landscaping with beautification monies from the State Department of Highways and Public Transportation. Mr. Arnold reported on events scheduled in the near future at the Expo Center. They are: a garage sale on April 16; the annual Angelina Benefit Rodeo April 27-30; Texas Forestry Association Annual Equipment Show and Spring Meeting the second weekend in May, and Southwest Color's employee picnic the second Sunday in May.

FINANCIAL STATEMENT: Treasurer Jim Haley presented the financial report for March 1988. Dues income for the year to date totals $155,000. Bank balance as of March 30, 1988 is $104,124.79. The financial statement for Lufkin Visitor and Convention Bureau, which is half through their year, is very much in line with their budget.

Motion: Doran Gipson made a motion to approve the financial report. Ted Lankford seconded the motion.

NEW MEMBERS: Lufkin Firefighters Association was presented as a new member for the Board's approval.

BINDING ARBITRATION: Brown brouoght up for discussion with the Board the issue of Collective Bargaining for firemen which was on the City of Lufkin's May 7 ballot. discussion followed:

Motion: Motion was made by Claude Smithhart that the Chamber Board pass a resolution opposed to the "binding arbitration" part of the collective bargaining agreement to be voted on May 7 and notify the Chamber membership of this opposition and that the resolution read the Board was not opposing Collective bargaining but only the "binding arbitration" part which was not to be considered in the best interest of the City. Jim Haley seconded the motion. Motion carried unanimously.

There being no further business, the meeting was adjourned.

Bob Brown, President

Jerry Huffman, EVP

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MINUTES/BOARD OF DIRECTORS/FRIDAY, MAY 13, 1988/11:00 A.M/CHAMBER OFFICE

Board Members Present: Bob Brown, Ray Polk, Butch McMullen, Jim Haley, Walter Borgfeld, Kenneth Arnold, Mitch Brooks, Jim Barrett, Jack Darnell, Jerry Benson, Gary Deer, Tom Dunn, Ted Lankford, Dale Green, James Gibbs, Gene Samford, Ed Glass, Mike Mathis, Jay Shands.

Board Members Absent: Claude Smithhart, Doran Gipson, Pete Smart, Jack Gorden, Bill Simpson, Everett Jackson, Nick Leaverton, Curtis Keith

Others Present: Dale Hutson (Lufkin Daily News), Jason Pointer (KJCS), Curtis Doolan (LVCB), Kaye Alderman (ABC), Georgia Hunt (Staff), Jerry Huffman (EVP)

President Bob Brown presided at the meeting.

MINUTES: Minutes of the April 8, 1988 meeting of the Angelina County Chamber of Commerce Board of Directors had been mailed prior to the meeting.

Motion: Motion to approve these minutes was made by Mike Mathis and seconded by Jack Darnell. Motion carried.

EDUCATION COUNCIL REPORT: Patti Estes, Chairman of the Education Council reported. She asked for approval to begin an "ALL A's" honors card program beginning in September. Businesses would be asked to give substantial gifts or discounts to students for a six week period.

Motion: Mike Mathis made a motion seconded by Ted Lankford to allow the Education Council to begin the honors card program. Motion carried.

Also, Patti Estes told the board that a Teachers Recognition Reception would be held on Monday, May 16 recognizing a teacher from each campus in Angelina County and honoring a county "Teacher of the Year" who would be submitted to TEA for State Teacher of the Year. Board members were urged to attend.

SMALL BUSINESS COUNCIL: Jerry Huffman reported. The Small Business Council would like to create a Small Business Development Center which would be funded through 50% local funds and 50% from the Small Business Administration. The purpose of this center would be to work with small businesses on anything they might need for them to become established and prosper.

Motion: Jerry Benson made a motion to approve the Small Business Development Center being created. Mike Mathis seconded the motion. Motion carried.

AGRI BUSINESS UPDATE: It was reported that the Angelina County Youth Fair lost $353, due to the number of animals auctioned being less than in previous year.

Fall Breeding Show: The Agri-Business Council would like to sponsor a heifer show as a part of the Texas Forest Festival in September; also they would like to join the Texas Club Calf Association for a cost of $150.

Motion: Mike Mathis made a motion to allow the Agri-Business Council to sponsor the heifer show in September and to authorize them to join TCCA. Ray Polk seconded the motion. Motion carried.

ECONOMIC DEVELOPMENT COUNCIL REPORT: Bob Brown reported. Mike Whiteman and members of the Agri-Business Council are working with A&M economists on an agri-business economic assessment for Angelina County. This is a pilot program for the State of Texas.

EDA GRANT: Ray Perryman is currently working on the program for our community and should be finished in August.

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MEMBERSHIP DRIVE: Membership Chairman Ray Polk reported the membership blitz held May 3-5 netted 79 new members for a total of $16,100.00 in membership dollars.

LVCB REPORT: LVCB Manager Curtis Doolan reported. He had attended a program in Austin on April 27 devoted to explaining the improvements and expansion of the Tourist Division of the Texas Department of Commerce.
Also, the Tourist Council and LVCB have ordered holders for community calendars to be placed in strategic locations. LVCB has entered into a joint project with the Lufkin Area Council of Garden Clubs, providing organization signs for 4 entrance signs into the city.
The Triple Crown Softball Tournament will be held Memorial Day Week-end. Calls are being received from those who will be attending.

ABC: Kay Alderman announced that Angelina Beautiful/Clean's new year would begin May 1. The chairman for the coming year will be Rufus Duncan, Jr. Major emphasis will be put on community awareness of the program.

LEADERSHIP LUFKIN: President Bob Brown urged Board members to attend the Leadership Lufkin Graduation Banquet on May 27. Brown announced Mark Gipson as Leadership Lufkin Chairman-elect for 1989-90.

FINANCIAL REPORT: Treasurer Jim Haley presented the financial statement for April, 1988. Bank balance as of April 30, 1988 was $90,425.86. Income for the month totaled $85,771.56 and expenses were $142,308.06. The financial status of LVCB is well in line with the budget.

Motion: Mike Mathis made a motion to accept the April, 1988 financial report. Dale Green seconded the motion.

A list of new members (as attached) was presented.

Motion: Jim Haley made a motion to accept these new members. Jay Shands seconded the motion.

RE-ACCREDITATION: Recommendations from the re-accreditation sub-committees had been mailed to board members. They were asked to endorse these recommendations so they could be included in the re-accreditation report.

Motion: Ray Polk made a motion seconded by Jay Shands to approve these recommendations as submitted. Motion carried.

BUILDING FUND UPDATE: The Chamber office building has been officially sold to Bob Bowman. $90,584 was cleared in the closing. On the new building, $270,000 has been paid to Lufkin Federal. Total expense is expected to be about $680,000.
Jerry Huffman requested approval to purchase board room furniture. Thirty-five chairs and fifteen tables will cost $12,715.

Motion: Jack Darnell made a motion to approve the purchase of this furniture. Butch McMullen seconded the motion. Motion carried.

There being no further business, the meeting was adjourned.

Bob Brown, President

Jerry Huffman, EVP

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ANGELINA COUNTY
CHAMBER OF COMMERCE

P.O. BOX 1606 / 515 SOUTH FIRST / LUFKIN, TEXAS 75901 / AREA CODE 409-634-6644

NEW MEMBERS

LUFKIN LANES	$200.00
STEBBINS & ROBERTS INC.	250.00
ANGELINA EYE CENTER	400.00
BYRD INSURANCE AGENCY	200.00
BET PRESLEY FINE JEWELRY	200.00
MOTION INDUSTRIES	250.00
ZIMCO AIR	200.00
ANGELINA CO. FARM BUREAU	200.00
LUFKIN MACHINE & DIE, INC.	200.00
PET JUNGLE	250.00
GALA HALLMARK #8	200.00
OSCAR'S	250.00
GENCO INDUST OF LUFKIN	250.00
STEPHEN SHIRLEY	50.00
DOCTOR'S MEDICAL CENTER	200.00
PATRICIA J. MOORE, M. Ed.	50.00
KINNEY SHOE CORP.	250.00
HAROLD M. CHAFIN	50.00
PARTY PLUS	200.00
MEL COLE, M.D.	200.00
HUNAN'S RESTAURANT	200.00
RAY COWART'S UPHOLSTERY	200.00
UNITED BILT HOMES, INC.	200.00
DH INVESTMENT	200.00
GONZALES MEXICAN RESTAURANT	150.00
REV. JOHN ZABELSKAS	50.00
LEEVES PHARMACY	200.00
COMMERCIAL FLOOR CARE	200.00
C.G. GRIGG	50.00
C. TOM SUMNER	50.00
VERNON CUPIT	50.00
FULLER'S BUFFET	200.00
JAMES E. DUNLAP	50.00
BAR-B FOODS	400.00
ANNON CARD	50.00
SCOTT TAYLOR	200.00
CLAYTON E. DARK	200.00
CARNES MOTOR CO.	200.00
JIM WILLIAMS MENSWEAR	200.00
RONALD J. SCHAEFFER	200.00
TAYLOR MCKEWEN, DDS	200.00
PAUL MAYBERRY	50.00
ANGELINA DENTAL LAB	200.00
THE TINT SHOP	200.00
TEXAS BURGER	250.00
EDWARD D. JONES & CO.	200.00

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KID'S STUFF	200.00
AAA TROPHY, T-SHIRTS, & SPORTSHOP	200.00
SOUTHSIDE AUTO SUPPLY	200.00
MCADAMS LUMBER	250.00
DONALD B. CARROLL & ASSOC.	200.00
BOOTS FURNITURE & APPLIANCE	200.00
LA UNICA TORTILLA FACTORY	200.00
LUFKIN STANDARD ELECTRIC	200.00
MAC'S DELI & GROCERY	200.00
SOUTHLAND HEALTH CARE CENTER	250.00
TACO U.S.A.	300.00
SHELL AUTO SERVICE	200.00
HILL PLUMBING	200.00
LEWIS FURNITURE	200.00
BASKIN-ROBBINS #1413	200.00
GIBBS DIESEL INJECTION & MACHINE COMPANY	250.00
HAVARD SALES MANAGEMENT COMPANY	200.00
EAST TEXAS ADVERTISING RELATIONS, INC.	200.00
BREWER CONSTRUCTION	150.00
CRAIG'S STORES OF TEXAS, INC.	300.00
CINEMA FOUR	400.00
ECKERD'S	300.00
FOOT ACTION	200.00
LANE BRYANT	200.00
WICKS 'N STICKS	200.00
VILLA PIZZA	300.00
WORLD BAZAAR	250.00
MISSION JEWELERS	250.00
MILLER'S OUTPOST	250.00
GORDON'S	250.00
RENFRO'S	250.00
PRIMAVERA RESTAURANT	300.00
CORN DOG 7	250.00

TOTAL NEW MEMBERS 79
TOTAL $ VALUE $16,100.00

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MINUTES
BOARD OF DIRECTORS
FRIDAY, JUNE 10, 1988/11:00 A.M.
CHAMBER OFFICE

Board Members Present: Bob Brown, Ray Polk, Jim Haley, Walter Borgfeld, Pete Smart, Jack Darnell, Jerry Benson, Tom Dunn, Jack Gorden, Ted Lankford, Dale Green, Bill Simpson, James Gibbs, Ed Glass, Curtis Keith, Gene Samford, Mike Mathis.

Board Members Absent: Butch McMullen, Doran Gipson, Claude Smithhart, Kenneth Arnold, Mitch Brooks, Jim Barrett, Gary Deer, Jay Shands.

Others Present: Curtis Doolan (LVCB), Kaye Alderman (ABC), Jerry Huffman (staff), Georgia Hunt (staff), Lynn Pavlic (Small Business Council).

President Bob Brown presided at the meeting.

MINUTES: Minutes of the May 1988 Board of Directors meeting had been mailed to board members prior to the meeting.

Motion: Gene Samford made a motion seconded by Jim Haley to approve these minutes as submitted.

SMALL BUSINESS COUNCIL: Lynn Pavlic, Chairman of the Small Business Council reported. He told board members the council was pursuing establishing a Small Business Development Center. A proposed budget has been submitted to the University of Houston, the sponsor of the program. Also, the Small Business Council will host a social on July 7 and a breakfast seminar had been held on June 8.

ECONOMIC DEVELOPMENT COUNCIL: Chairman Jack Gorden reported that he, Jerry Huffman, and Harvey Westerholm had attended an economic conference in Beaumont recently and gained a better understanding of financing programs offered by the government.

Gorden also said the EDC Grant was on schedule. Dr. Ray Perryman will be here next week to conduct interviews.

Also, Board members were encouraged to attend the Industry Recognition Reception for Temple Eastex on June 13.

LUFKIN VISITOR & CONVENTION BUREAU REPORT: Manager Curtis Doolan reported. The Triple Crown Softball Tournament brought 38 teams to Lufkin and as a result, they want to come back next year and many of them will return this year for additional tournaments.

Also, Lake Sam Rayburn Association is sponsoring a boat show on June 18 & 19 at Shirley Creek Marina.

ANGELINA BEAUTIFUL/CLEAN: Kaye Alderman, coordinator, reported. The landscaping for the Exposition Center is scheduled for this fall. Signs have been ordered for identification of projects. She said she is currently working on funding from foundation for new projects.

NEW DIRECTORS: President Bob Brown said that two directors, Nick Leaverton and Everett Jackson, have resigned. He asked for approval to appoint Joe Elliott and Bill Moreau to fill the vacancies.

Motion: Mike Mathis made a motion to approve the appointments of Bill Moreau and Joe Elliott to fill the unexpired terms of Nick Leaverton and Everett Jackson. Pete Smart seconded the motion. Motion carried.

FINANCIAL REPORT: Treasurer Jim Haley presented financial reports for the Chamber of Commerce and the Lufkin Visitor & Convention Bureau. As of May 30, 1988 the Chamber of Commerce has a cash balance of $78,211.84 and the Lufkin Visitor & Convention Bureau has a budget balance of $50,816.48.

Motion: Jerry Benson made a motion seconded by Ray Polk to approve the financial statements as submitted. Motion carried.

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NEW BY-LAWS RECOMMENDATION: Jerry Huffman presented copies of recommended by-laws for the Chamber of Commerce.

Motion: Jerry Benson made a motion to approve the proposed by-laws with the addition of beautification and spiritual to the purpose of the Chamber. Curtis Keith seconded the motion. After discussion, the motion failed by a vote of 3 for and 12 against.

Motion: Jim Haley made a motion to accept the by-laws as written. Mike Mathis seconded the motion. Motion carried.

INDUSTRIAL FOUNDATION RECOMMENDATION: President Bob Brown told Board members the Industrial Foundation would like approval to purchase 50+ acres of land on FM 818 from Dr. Bill Shelton.

Motion: Gene Samford made a motion to allow the Industrial Foundation to purchase the property. Walter Borgfeld seconded the motion.

BUILDING FUND: Jerry Huffman told Board members that Murphy George is continuing to work on the building fund drive and that we had received $2,000 just yesterday.

Huffman asked for approval to purchase additional items for the new building. They are: Refrigerator - $1,145; Television & VCR - $3,500.

Motion: Jack Gorden made a motion to allow these purchases. James Gibbs seconded the motion.

LANDSCAPING BIDS: Jerry Huffman told the board that low bidder for landscaping at the new building was Southland Nursery at $18,760. Other bids were R.H. Duncan, Jr. - $19,351.59 and Lufkin Farm Nursery - $19,723.49.

Motion: Ray Polk made a motion seconded by Jerry Benson to accept the Southland Nursery bid. Motion carried. (Mike Mathis obstained from voting due to a conflict of interest.)

There being no further business, the meeting was adjourned.

Bob Brown, President

Jerry Huffman, EVP

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Official Minutes, Angelina County Chamber of Commerce, Board of Directors, Friday, July 8, 1988 / 11:00 am / Chamber Office

Bob Brown, President, called the meeting to order at 11:00 am and announced a quorum was present. Brown wlecomed new director Bill Moreau.

ACTION TAKEN:

A. Approval of the June 10, 1988 minutes of the Board were approved on motion made by Claude Smithhart and second by Dale Green.

B. Approval of the June, 1988 Financial Statement for the Chamber was approved as presented by Jerry Huffman for Treasurer Jim Haley on motion made by Doran Gipson and second made by Jerry Benson. A copy is attached to these minutes.

C. Approval of the Lufkin Visitor and Convention Bureau financial statement for June, 1988 was approved as presented by Jerry Huffman for Treasurer Jim Haley on motion made by Doran Gipson and second by Jerry Benson. A copy is attached to these minutes

D. Approval was given for a maximum total of additional expenditures for the new Chamber building of $15,000 on recommendation by Chamber EVP Jerry Huffman for additional furnishings, and a computer network. Motion was made by Jerry Benson, second by Claude Smithhart.

REPORTS MADE:

A. Rufus Duncan, Jr., Chairman of the Angelina Beautiful Clean Board, updated the Chamber Board on their activities to include the usage of the $.50 monies, projects underway, the Paint Brush Mania effort, the announcement that the T. L. L. Temple Foundation had awarded almost $112,000 to AB/C for projects and operation to include a joint effort with the Highway Department for a 20+ mile wildflower project in the County.

B. Jack Gorden, Chairman of the Economic Development Council, reported that Ray Perryman had been here during the past week and carried out interviews with 100+ people in the area concerning the EDA grant study. Gorden expected the completion of the study by mid-August.

C. Jerry Huffman announced for Chairman Curt Fenley, that the community follies sponsored by the Chamber's Cultural Arts Council, was set for September 8 at the Lufkin Civic Center.

D. Charles Arnold, Expo Manager, announced that the Expo Anniversary Party netted $14-15,000 for the Expo and he thanked all who attended. He updated the Expo Calendar for the coming month.

E. Curtis Doolan, LVCB Manager, reported on a joint effort with Nacogdoches to promote Tourist development was underway, the Texas Forest Festival planning was moving smoothly and the new LVCB budget had been submitted to the City. Additionally, he reported the Beefmasters meeting was coming to the Expo Center which we successfully bid on last year.

OTHER BUSINESS:

A. Announcement was made of the Small Business Seminar kick off breakfast on July 27.

B. Discussion followed on the proposed Sign Ordinance revision underway by the City. Consensus of the Board was to stay informed on this project and be ready to offer recommendations once the final revision was presented.

C. Huffman presented a tentative amortization on the new Chamber building based on expenditures, proposed pledges and monthly payments from general operation beginning in 1989. Copy attached to these minutes.

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ATTENDANCE:

Board Present:
B. Brown, R. Polk, C. Smithhart, D. Gipson, W. Borgfeld, K. Arnold, J. Barrett, M. Brooks, J. Benson, G. Deer, T. Dunn, J. Gibbs, E. Glass, J. Gorden, T. Lankford, D. Green, B. Simpson, J. Shands, B. Moreau
Board Absent:
J. Elliott, C. Keith, J. Haley, G. Samford, M. Mathis, J. Darnell, B. McMullen, P. Smart,
Others Present:
J. Huffman, C. Doolan, R. Duncan, C. Arnold, L. Benson(LDN)

SUBMITTED BY:

Jerry Huffman, EVP

SIGNED BY:

Bob Brown, President

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Official Minutes, Angelina County Chamber of Commerce Board of Directors, Thursday, August 11, 1988 / 4:00 pm / Chamber Office

Bob Brown, President, called the meeting to order at 4:01 pm and announced a quorum was present.

VOTES TAKEN:

A. Minutes to the July 8, 1988 Board of Directors meeting were approved on motion made by Doran Gipson, second by Pete Smart.

B. A resolution presented by the Transportation Council in support of the amendment to the Texas Constitution in November mandating federal highway funds be used only for State highwa in support of ved on motion made by Claude Smithhart, second by Ray Polk. (Resolution is attached.)

C. The 1988-1989 Leadership Lufkin Class(List attached) was presented by Tom Billingsley, Chairman of the Leadership Lufkin Council and approved on motion made by Ray Polk, second by Jack Darnell.

D. President Brown appointed the following: (1) Ray Polk to represent the Chamber on the Angelina City/County Health Advisory Board, (2) Ray Polk and Lynn Pavlic to co-chair a new committee for the Chamber on tax research and legislative issues and (3) a Nominating Committee for new Directors to the Board composed of George Henderson, Chairman, Doran Gipson, Simon Henderson, III, Jim Stephens and Mike Mathis. All these appointments were approved on motion made by Kenneth Arnold, second by Joe Elliott. Bill Moreau voted no on creation of the Tax committee.

E. The Board approved a motion made by Ted Lankford, second by Kenneth Arnold, that the Board have an Executive Session immediately following reports and council updates.

F. A proposed budget for economic development, including participation by the Chamber, City of Lufkin, Angelina County and Angelina College, was presented by Jack Gorden, Chairman of the Economic Development Council, (copy attached). Motion to approve the budget recommendation and requests to the City, County and College was approved on motion made by Claude Smithhart, second by Ted Lankford.

G. Recommendation was made by Bob Brown to invite a delegation from Many, Louisiana to attend the next Board meeting to present a proposal for support of a new East-West highway through Louisiana and connect with State Highway 103. Motion to approve the invitation was made by Jack Gorden, second by claude Smithhart.

H. The July, 1988 financial statements for the Chamber and the Lufkin Visitor and Convention Bureau were approved on motion made by Ray Polk, second byPete Smart. (Copies are attached to these minutes.)

ACTIONS AGREED UPON:

A. The Board agreed to not adopt a written policy on the use of the community room at this time but wait and see what the requests for usage would be over the next few months.

B. The Board accepted the resignation of H. J. Shands, III from the Board due to relocation.

REPORTS:

A. Georgia Hunt reported the Texas Toast community follies, sponsored by the Cultural Arts Council had begun rehearsals and all cast members had been selected for the September 8 event.

B. The Texas Forest Festival was set for September 21-25 announced LVCB manager Curtis Doolan and all events were in place. A breeding show event was added for this year, ticket takers would be hired rather than use volunteers. All entry forms for the breeding show, lumberjack competition and Hushpuppy Olympics had been mailed and entries were already coming in.

C. Doolan also reported the Lufkin Visitor and Convention Bureau was actively pursuing football

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playoff games for this season. Convention activity included a Junior Beefmaster Association group at the Expo Center and an Altrusa meeting in September.

D. Charles Arnold, manager of the Expo Center, reported that the Expo's Fifth Anniversary Party netted over $16,000 and he thanked all who help make it such a success. Upcoming events at the Expo included a State Championship Horse Show, a flea market sale, and a black rodeo .

ATTENDANCE:

Board Present:
D. Gipson, B. Brown, P. Smart, R. Polk, C. Smithhart, J. Darnell, K. Arnold, J. Elliott, J. Gorden, T.Lankford, D. Green, B. Simpson, B. Moreau, E. Glass, G. Samford, J. Barrett
Board Absent:
M. Brooks, J. Benson, T. Dunn, M. Mathis, J. Haley, W. Borgfeld, B. McMullen, G. Deer, J. Gibbs
Others Present:
Tom Billingsley(Leadership Lufkin), Charles Arnold(Expo), Curtis Doolan(LVCB), Georgia Hunt(Chamber Staff) and Jerry Huffman(Chamber Staff)

Submitted By:

Jerry Huffman, Executive Vice President

Signed By:

Bob Brown, President

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OFFICIAL MINUTES/BOARD OF DIRECTORS/ANGELINA COUNTY CHAMBER OF COMMERCE/OCTOBER 14, 1988/11:00 A.M./CHAMBER OFFICE

Chairman Bob Brown called the meeting to order at 11:00 a.m.

VOTES TAKEN:

A. September 1988 Financial Statements as attached were presented by Treasurer Jim Haley. Motion to approve these was made by Pete Smart and seconded by Doran Gipson.

B. Doran Gipson reported for the Officers Nominating Committee: Chairman-Elect - Walter Borgfeld, Treasurer - Ted Lankford, VP's - James Gibbs, Dale Green, Pete Smart, Raymond Moore. This slate of officers was approved by a motion from Jerry Benson and second by Jim Haley.

C. Ted Lankford made a motion seconded by Joe Elliott that the Chamber Board not take a position on the City's Tax Budget or the petition being circulated to roll back taxes. If an election is held the Chamber will consider taking a position then. Motion carried.

D. Ray Polk asked to change the name from Tax Research Committee to Legislative Committee. Pete Smart made the motion to approve this name change. Dale Green seconded the motion.

REPORTS MADE:

A. A debt reduction schedule on the new Chamber building as attached was presented to board members for their information.

B. Jerry Huffman told Board members the Industrial Foundation had offered an 8 acre tract of land on the North Loop to be used for the new juvenile detention facility.

C. Simon Henderson, III, Texas Forest Festival Chairman, reported a successful festival which made a profit this year of about $8,000.

D. Education Council Chairman Patti Estes reported activities such as the Angelina Star Awards for all A's Students, participating in state teacher of the year competition and attempts to revive career days in schools where they are not being held.

E. Sheila Telford reported on efforts on the Tourist Council. A day tripper program, piggyback signs to promote local attractions, calendars of events holders placed in strategic locations and city entrance signs being replaced.

D. Curtis Doolan, LVCB Director, told Board members about conferences and conventions held and planned for Lufkin for September and October. Also, there will be a press conference on October 19 to announce the State Softball Association's plans to return to Lufkin in 1989.

F. Kaye Alderman said Angelina Beautiful/Clean is working on a project in the Downtown area. Also, they are doing a little ad campaign.

G. Tom Dunn told Board members the Lufkin Crimestoppers Band had been asked to perform in Austin at the State Crimestoppers' Conference. A regional conference for crimestoppers will be held in Lufkin in October 1989.

H. Bob Brown explained the Chuck Arnold Memorial Scholarship Fund was started by the Round Table with a $10,000 donation made to them from a supporter in Arkansas. It will be administered by the Chamber of Commerce.

ANNOUNCEMENTS:

A. The Annual Chamber Retreat will be held at North Boggy Slough on Tuesday October 25.

ATTENDANCE:

Board Present: Bill Simpson, Jim Barrett, Kenneth Arnold, Jerry Benson, James Gibbs, Butch McMullen, Doran Gipson, Jim Haley, Joe Elliiott, Gary Deer, Dale Green, Walter Borgfeld, Ted Lankford, Tom Dunn, Bob Brown, Jack Gorden, Pete Smart, Ray Polk.

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Board Absent:
Claude Smithhart, Mitch Brooks, Jack Darnell, Gene Samford, Mike Mathis, Bill Moreau, Raymond Moore, Ed Glass.

Others Present:
Jerry Huffman (Chamber staff), Georgia Hunt (staff), Curtis Doolan (LVCB), Patti Estes (Education), Sheila Telford (Tourist), Simon Hendersoon, III (Texas Forest Festival), Dale Hutson (LDN).

Submitted By:

Jerry Huffman, President

Signed By:

Bob Brown, Chairman of the Board

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Angelina County Chamber of Commerce
Financial Statement
September, 1988

	MONTH OF SEPTEMBER			YEAR TO DATE -NINE MONTHS		
	INCOME	EXPENSE	(+ / -)	INCOME	EXPENSE	(+ / -)
ADMIN	$ 2,446.49	$17,782.47	<$ 15,335.98>	$162,793.19	149,754.49	$13,038.70
SELF SUST.	20,530.50	19,100.04	1,430.46	202,856.76	201,575.19	1,281.57
EXPO	3,251.10	3,251.10	.00	29,259.90	29,259.90	< .00>
LVCB	3,619.64	3,624.64	< 5.00>	32,576.76	32,611.76	< 35.00>
AB/C	.00	.00	.00	11,242.59	11,242.59	.00
LOT. LANE	5,548.51	5,548.51	.00	56,439.18	56,439.18	.00
TOTALS	$35,396.24	$ 49,306.76	<$ 13.910.52>	$495,168.38	$480,883.11	$ 14,285.27

CASH BALANCE, BEGINNING OF MONTH	$ 63,988.91
CASH BALANCE, END OF MONTH	50,078.39
INTEREST, RESERVE ACCOUNT	266.68
TOTAL CASH BALANCE, END OF MONTH	$ 50,395.07

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LVCB FINANCIAL STATEMENT
SEPTEMBER 1988

CATEGORY	SEPT 1988	YTD	BUDGET	BALANCE
Salaries & Wages				
1001-Supervision	2,100.00	25,200.00	25,200.00	-0-
1002-Clerk Hire	675.00	8,100.00	8,100.00	-0-
	2,775.00	33,300.00	33,300.00	-0-
Supplies				
2001-Office	437.77	905.27	700.00	-205.27
2001-Postage	368.88	2,566.07	3,000.00	433.93
2001-Printing	487.85	704.08	1,000.00	295.92
	1,301.50	11,728.84	12,500.00	771.16
Miscellaneous Services				
5001-Communication	83.00	1,179.12	1,400.00	220.88
5002-Hire of Equipment	300.00	3,600.00	3,600.00	-0-
5003-Insurance	236.23	3,156.94	2,800.00	-356.94
	619.23	7,936.06	7,800.00	-136.06
5005-Advertising				
Cultural Arts Promotion	2,786.00	6,236.00	5,000.00	-1,236.00
Rayburn Promotion	-0-	987.25	2,000.00	1,012.75
Domino Tournament	-0-	1,000.00	1,000.00	-0-
Forest Festival	252.00	1,110.00	1,000.00	-110.00
Delegate Packets	39.00	73.23	1,150.00	1,076.77
Photography, News Releases	38.90	1,389.40	2,000.00	610.60
Promotion Items (pens, caps, etc.)	-0-	7,321.32	2,000.00	-5,321.32
ETCC Program: Guide Ad	-0-	-0-	3,300.00	3,300.00
Tour Manual	-0-	-0-	2,000.00	2,000.00
Ads & Promotions	3,752.60	15,082.69	7,500.00	-7,582.69
Publications/Videos	-0-	3,743.00	7,500.00	3,757.00
Professional Services	250.00	3,023.51	6,000.00	2,976.49
	7,118.50	39,966.40	40,450.00	483.60
5006-Travel/Convention Expenses				
Convention Bids	-0-	2,522.76	6,000.00	3,477.24
TAVCB	-0-	-0-	600.00	600.00
ETCC Tourist Conference	-0-	125.00	250.00	125.00
CCMSAET	-0-	-0-	200.00	200.00
Institute	-0-	663.00	1,000.00	337.00
Other (Sports, Vacation Shows)	-0-	1,004.46	1,600.00	595.54
	-0-	4,315.22	9,650.00	5,334.78
5011-Light & Power				
Highway Signs	39.61	409.67	720.00	310.33
5013-Dues				
TSAE	-0-	-0-	300.00	300.00
TACVB	-0-	100.00	125.00	25.00
Lions	24.00	268.00	240.00	-28.00
Other	-0-	632.80	245.00	-387.80
	24.00	1,000.80	910.00	-90.80
6005-Pensions	398.41	4,321.48	2,700.00	-1,621.48
9001-Equipment				
Furniture, Fittings, etc.	-0-	2,953.00	3,000.00	47.00
TOTALS	**12,276.25**	**105,931.47**	**111,030.00**	**5,098.53**

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CHAMBER OF COMMERCE
NEW BUILDING DEBT REDUCTION

DATE	DESCRIPTION	TRANSACTION AMOUNT	INTEREST	PRINCIPAL	BALANCE
10/05/88	PERMANENT LOAN CLOSING	$457,000.00		$457,000.00	$457,000.00
01/31/89	PLEDGE REDUCTION	$70,000.00	$15,882.32	$54,117.68	$402,882.32
01/31/89	MONTHLY AMMO @ 10.75%	$1,500.00		$1,500.00	$401,382.32
02/28/89	" " "	$1,500.00	$1,500.00		
03/31/89	" " "	$1,500.00	$1,500.00		
04/30/89	" " "	$1,500.00	$1,500.00		
05/31/89	" " "	$1,500.00	$1,500.00		
06/30/89	" " "	$1,500.00	$1,500.00		
07/31/89	" " "	$1,500.00	$1,500.00		
08/31/89	" " "	$1,500.00	$1,500.00		
09/30/89	" " "	$1,500.00	$1,500.00		
10/31/89	" " "	$1,500.00	$1,500.00		
11/30/89	" " "	$1,500.00	$1,500.00		
12/31/89	" " "	$1,500.00	$1,500.00		
01/31/90	PLEDGE REDUCT. @ 10.75%	$70,000.00	$26,648.60	$43,351.40	$358,030.91
01/31/90	MONTHLY AMMO @ 10.75%	$2,000.00		$2,000.00	$356,030.91
02/28/90	" " "	$2,000.00	$2,000.00		
03/31/90	" " "	$2,000.00	$2,000.00		
04/30/90	" " "	$2,000.00	$2,000.00		
05/31/90	" " "	$2,000.00	$2,000.00		
06/30/90	" " "	$2,000.00	$2,000.00		
07/31/90	" " "	$2,000.00	$2,000.00		
08/31/90	" " "	$2,000.00	$2,000.00		
09/30/90	" " "	$2,000.00	$2,000.00		
10/31/90	" " "	$2,000.00	$2,000.00		
11/30/90	" " "	$2,000.00	$2,000.00		
12/31/90	" " "	$2,000.00	$2,000.00		
01/31/91	PLEDGE REDUCT. @ 10.75%	$70,000.00	$16,273.32	$53,726.68	$302,304.24
01/31/91	MONTHLY AMMO @ 10.75%	$2,500.00		$2,500.00	$299,804.24
02/28/91	" " "	$2,500.00	$2,500.00		
03/31/91	" " "	$2,500.00	$2,500.00		
04/30/91	" " "	$2,500.00	$2,500.00		
05/31/91	" " "	$2,500.00	$2,500.00		
06/30/91	" " "	$2,500.00	$2,500.00		
07/31/91	" " "	$2,500.00	$2,500.00		
08/31/91	" " "	$2,500.00	$2,500.00		
09/31/91	" " "	$2,500.00	$2,500.00		
10/31/91	" " "	$2,500.00	$2,500.00		
11/31/91	" " "	$2,500.00	$2,500.00		
12/31/91	" " "	$2,500.00	$2,500.00		
01/31/92	PLEDGE REDUCT. @ 10.75%	$70,000.00	$4,728.96	$65,271.04	$234,533.19

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OFFICIAL MINUTES/BOARD OF DIRECTORS/ANGELINA COUNTY CHAMBER OF COMMERCE/SEPTEMBER 9, 1988/11:00 A.M.

President Bob Brown called the meeting to order.

VOTES TAKEN:

A. Minutes of the August 11, 1988 meeting were approved by a motion made by Mike Mathis and second by Bill Moreau.

B. Financial Statements for the month of August for the Chamber of Commerce and Lufkin Visitor & Convention Bureau presented by Jim Haley were approved. Motion made by Doran Gipson and second by Walter Borgfeld.

C. A motion was made by Bill Moreau and seconded by Tom Dunn to appoint a group to work with a delegation from Louisiana to secure an East/West Highway System which would be routed through Lufkin.

D. Motion was made by Ted Lankford and seconded by Jim Haley to approve the recommendation of the Nominating Committee to appoint Raymond Moore, Mark Gipson, Jerry Highnote, Dr. John Wood, and Gene Nerren to the Chamber of Commerce Board of Directors for three year terms.

E. A motion made by Jim Haley and seconded by Ted Lankford to appoint Raymond Moore to fill the unexpired term of Curtis Keith and Bubba Shands to fill that of Jay Shands unanimously carried.

F. Ray Polk made a motion seconded by Pete Smart to approve the appointment of the following Officers Nominating Committee: Doran Gipson, Chairman, Kenneth Arnold, Walter Borgfeld, George Henderson, and Jim Stephens.

REPORTS MADE:

A. Chairman Jack Gorden reported that the Small Business Development Center was in place and ready to go.

B. Curt Fenley, Chairman for "A Slice of Texas Toast" told Board Members the follies were a success and that about $7,000 would be netted from the project.

C. Simon W. Henderson, III told the Board the Texas Forest Festival is scheduled for September 21-25. Entries for all events are coming in as expected.

D. Jack Gorden, Economic Development Council Chairman, reported that Ray Perryman would be here to announce the results of the EDA Grant Study on September 26 at a luncheon. Also, on September 28 Dr. Jon Goodman will be the guest speaker for the Small Business Breakfast to announce the Small Business Development Center.

E. Curtis Doolan, LVCB Director, told the Board that 30 of the Highway Department's posters which are put in rest stops have been purchased to be put around Lufkin. Also, he reported on conventions in Lufkin, which included a Funeral Directors Conference which was currently being held and an Altrusa Club State Convention scheduled for October.

F. Charles Arnold, Expo Center Manager, updated everyone on upcoming events scheduled at the Angelina County Exposition Center.

G. Kaye Alderman reported on projects for Angelina Beautiful/Clean, which included selling chances for a 2-day hunt in an effort to raise money, a new program called "Clean Builder" and recruiting people to paint for "Paint Brush Mania".

ACTIONS AGREED UPON:

A. Board Members agreed that, while the Chamber of Commerce is not against a sign ordinance, it should be more specific and suggests the sign ordinance proposal should be dropped for 60 days.

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OTHER BUSINESS:

A. Pete Smart reminded everyone that Diboll Day is scheduled for October 1. One of the projects for it is selling firewood. Also Mason Dixon will perform in concert at the Expo Center for one of the teams. He also announced that Jerry Jeff Walker will perform in Diboll on Diboll Day.

ATTENDANCE:

Board Present:
Pete Smart, Bill Simpson, Ted Lankford, Bob Brown, Jerry Benson, Mike Mathis, Bill Moreau, Ray Polk, Walter Borgfeld, Dale Green, Butch McMullen, Kenneth Arnold, Ed Glass, Jim Haley, Doran Gipson, Tom Dunn, Jack Gorden

Board Absent:
Claude Smithhart, Mitch Brooks, Jim Barrett, Jack Darnell, Jerry Benson, Gary Deer, Dale Green, Gene Samford, Joe Elliott

Others Present:
Jerry Huffman, Curtis Doolan, Kaye Alderman, Georgia Hunt, Charles Arnold, Dale Hutson (LDN), Curt Fenley, Simon W. Henderson, III

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OFFICIAL MINUTES/BOARD OF DIRECTORS/ANGELINA COUNTY CHAMBER OF COMMERCE/NOVEMBER 9, 1988/4:00 P.M./ CHAMBER BUILDING

Chairman of the Board Bob Brown called the meeting to order at 4:00 p.m.

VOTES TAKEN:

A. On motion made by Mike Mathis and second by Tom Dunn, minutes of the October 14, 1988 Board of Directors Meeting were approved.

B. On motion made by Ray Polk and second by Dale Green, the Chamber of Commerce Financial Statement (exhibit B) was approved.

C. Ray Polk made a motion to accept the written policy regarding usage of the Chamber's community room as presented, (Exhibit C), with the addition of "beverages brought in must have prior approval; Also, the room cannot be reserved more than 90 days in advance. Jack Gorden seconded the motion.

ACTIONS AGREED UPON;

A. Board members discussed the need for the annual planning retreat to be changed for next year. Maybe ensure the same participants aren't invited too many times, and invitation list is broadened to include new participants every year.

REPORTS GIVEN:

A. Jerry Huffman told board members there are about 40 members who are 5-8 months delinquent. They have been kept on the books due to the economy, but will be cancelled as of December 1, 1988 if membership investment is not paid.

B. Jack Gorden, chairman of the Economic Development Council, reported that Southern Floral Distributors is closing. It was reported that Mike Yakowsky, the general manager, would like to keep the business open if he can find investors to buy out Kroger.

Gorden also said the Economic Development Council is actively working on activating the Perryman Study.

Herider Farms has been purchased by a company by the name of Green Acres.

The next recognition reception will be held by the Economic Development Council for Atkinson Candy during December.

C. Ray Polk, Chairman elect, reported the Planning Retreat held at North Boggy was attended by approximately 80-85 community leaders.

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D. Jerry Huffman introduced Chuck Stemple as director of the newly created Small Business Development Center.

E. Georgia reported the steer weigh in for the annual youth fair had been held on Saturday, October 22, weighing in 73 steers. Also, other youth fair committees are beginning work for the 1989 show.

F. Chuck Stemple told board members he is looking forward to his job as director of the Small Business Development Center.

G. Charles Arnold, Expo Center Manager, updated board members on upcoming events to be held at the Angelina County Exposition Center, which included a paint horse show on Thanksgiving week-end, steer ropings, high school pep rallies, and Little Bethlehem by the First Methodist Church.

H. Angelina Beautiful Clean Coordinator, Kay Alderman, reported the hunt raffle had netted $3,790. Also, excavation work has begun on the landscaping project at the exposition center.

OTHER ITEMS:

A. Chairman Bob Brown encouraged everyone to attend the President's Luncheon on December 2 at the Holiday Inn.

ATTENDANCE:

BOARD MEMBERS PRESENT: B. Brown, R. Polk, D. Gipson, J. Haley, W. Borgfeld, P. Smart, J. Darnell, J. Benson, G. Deer, T. Dunn, J. Gorden, D. Green, J. Gibbs, G. Samford, E. Glass, B. Moreau, M. Mathis.

BOARD MEMBERS ABSENT: C. Smithhart, J. McMullen, K. Arnold, M. Brooks, J. Barrett, T. Lankford, B. Simpson, R. Moore, J. Elliott, G. Samford, H. Shands, III.

OTHERS PRESENT: G. Hunt, J. Huffman, C. Arnold, K. Alderman, D. Hutson (Lufkin Daily), C. Stemple.

Submitted By:

_____
Georgia Hunt
Administrative Assistant

Signed By:

_____
Bob Brown
Chairman of the Board

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OFFICIAL MINUTES/BOARD OF DIRECTORS/ANGELINA COUNTY CHAMBER OF COMMERCE/ DECEMBER 9, 1988/ 11:00 A.M./CHAMBER OFFICE

Chairman Bob Brown called the meeting to order at 11:00 a.m.

VOTES TAKEN:

A. James Gibbs made a motion seconded by Jim Haley to approve minutes of the November 9, 1989 Board of Directors Meeting.

B. November, 1989 Financial Statements for the Chamber of Commerce and the Lufkin Visitor Convention Bureau (Exhibit B) were approved by a motion made by Mike Mathis and seconded by Gene Samford.

C. Motion was made by Claude Smithhart and seconded by Jim Haley to approve a recommendation from the Lufkin Industrial Foundation Board of Trustees to sale 8 acres of Industrial Foundation Land to Angelina County for a juvenile detention center.

D. Jerry Benson made a motion seconded by Mike Mathis to approve the hiring of Barbara Davis to fill a position of drug education coordinator, to be housed and administered by the Chamber and funded by the county school districts.

E. The appointment of Nancy Mewbourn to fill the unexpired term of Mitch Brooks on the Chamber Board of Directors was approved upon a motion by Ted Lankford and seconded by Walter Borgfeld.

F. A motion to take a position of not supporting the City tax rollback election was made by Tom Dunn and seconded by Jim Haley. Motion passed. Jerry Benson abstained from voting.

ACTIONS AGREED UPON:

A. The Chamber's Annual Banquet will be held on January 26, with Dr. Charles Jarvis to serve as guest speaker.

REPORTS MADE:

A. Chairman Bob Brown told Board members that Lufkin and Nacogdoches Chamber Presidents, Chairmen and Mayors had attended a joint meeting on December 7 with Bill Haley and Billy Clemons, which was very productive and should be beneficial to Angelina County.

B. Bill Moreau, Chairman of Lufkin Association Dountown reported this group was phasing itself out and reorganizing to make application for a 501 (c) 3 status, with 15 board members, 10 of these being downtown property owners. The Tax District has been put on hold until this can be accomplished.

C. Simon W. Henderson, III, chairman of the Texas Forest

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Festival, made a presentation of $2,000 each to the Angelina County Exposition Center, the Texas Forestry Museum, and the Chamber of Commerce from proceeds of the Texas Forest Festival.

D. Curtis Doolan, LVCB Manager, told board members there had been 5 football playoff games played in Lufkin during the season.

Curtis also presented a tabloid from the Great Pineywoods Associaton which will be used to lure Winter Texans to come back through our area. Representatives from five East Texas cities will visit the Valley during the week of February 12-16.

Also, the Sam Rayburn Advisory Committee has met with Corps of Engineers regarding the low lake level.

E. Charles Arnold reported on events scheduled for the Angelina County Exposition Center, plus the fact that three shows had been booked for 1989 as a result of a paint horse show held during Thanksgiving week-end.

The Chuck Arnold Memorial Scholarship Fund has a balance of approximtely $10,000. Two $1,000 scholarships will be awarded during the Angelina County Jr. Livstock Show each year.

F. Chuck Stemple, Director of the Small Business Development Center reported the center is now in operation. He has consulted with 12 clients - 5 who are considered in open status. A feasibility workshop will be held in January.

G. Kaye Alderman, ABC Coordinator, said the excavation work for the Exposition Center landscaping project has been completed. Also, 10 houses have been awarded paint for the month for the Paint Brush Mania Program.

H. Chairman Bob Brown expressed his appreciation to the Board for their work and support for the year.

ATTENDANCE:

Board Members Present: B. Brown, R. Polk, C. Smithhart, D. Gipson, J. Haley, W. Borgfeld, P. Smart, K. Arnold, J. Barrett, J. Darnell, J. Benson, G. Deer, T. Dunn, J. Gorden, T. Lankford, D. Green, B. Simpson, J. Gibbs, J. Elliott, B. Moreau, G. Samford, M. Mathis.

Board Members Absent: J. McMullen, R. Moore, H. Shands.

Others Present: S. Henderson, III. (Texas Forest Festival), C. Doolan (LVCB), G. Hunt (staff), C. Arnold (EXPO), K. Alderman (ABC), J. Huffman (staff), C. Stemple (SBDC).

Submitted by:
Georgia Hunt,
Administrative Assistant

Signed by:
Bob Brown,
Chairman of the Board