

**Minutes Of  
Business and Economic Development Committee Meeting  
Of The Water Works Board  
Of The City Of Birmingham  
August 8, 2017**

A Business and Economic Development Committee Meeting of The Water Works Board of the City of Birmingham was held on Tuesday, August 8, 2017, at 11:30 a.m., in the principal office of the Board, 3600 First Avenue North, Birmingham, Alabama, 35222, to discuss business and economic development issues.

The following Committee members were present: Tommy Joe Alexander, Deborah Clark and George Munchus. Also present were: William “Butch” Burbage, Jr., William R. Muhammad and Brenda Dickerson who do not serve on the Committee.

The meeting was also attended by: Mac Underwood, General Manager; T. M. “Sonny” Jones, Assistant General Manager of Engineering and Maintenance; Darryl Jones, Assistant General Manager of Operations and Technical Services; Michael Johnson, Assistant General Manager of Finance and Administration; K. Mark Parnell and Mary Thompson, Parnell & Thompson, LLC; Kelvin Howard, Kelvin Howard, LLC, Dorian Kendrick, Agency 54; Ben Sorrell, Chief Engineer; Ken Delap, Lake Purdy Concessionaire; Roger Hicks, Water Resources Manager; Terrell Jones, Superintendent Security; Rick Jackson, Public Communications Specialist; Tammy Wilson, Executive Assistant to T. M. “Sonny” Jones and Darryl R. Jones; Grace Amison, Executive Assistant to the Board of Directors; City of Birmingham Police Officer; Tony Jones, The Jones Group.

General Manager Mac Underwood called the meeting to order at 11:30 a.m.

Next, the Committee was asked to discuss repairs at Lake Purdy, as set forth in agenda item 2. Assistant General Manager, Darryl Jones addressed the Committee to cover the repairs. A handout was provided to the Committee (a copy of which is on file with the Committee meeting book). AGM Darryl Jones stated he would be talking about estimates for improvements to the current facilities at Lake Purdy; the Concessionaire’s requests, the Concessionaire lease status and recommendations going forward. Roofing repairs, door removal/replacement and gate repairs were items discussed on the store building. Pricing was discussed. The total estimated cost for the store repairs is \$23,046.00. Director Clark stated the cost of the door needed to be less than \$2,775.21 which is what was estimated. GM Underwood stated the estimates are ballpark figures. Paving needs were discussed. Purchasing will put everything together and get the bids out according to Mac Underwood, then Staff will get the best price to have the work done. The repair costs include roof repairs, door removal and replacement, 10-inch concrete pad, some miscellaneous in-house painting and electrical, tree trimming and entrance gate repairs. Shelby County Roads and Transportation indicated that they will cover the cost for the road bed and base. GM Underwood stated the total cost with Shelby County covering the road bed is estimated at \$33,471.21. The cost if the BWWB

performs the road bed work is estimated at \$123,110.40. Directors Alexander and Munchus agreed to move forward getting bids out for the work at Lake Purdy. Director Muhammad stated if this work is not going to be bid to consider using underutilized businesses to perform this work. GM Underwood stated purchasing will award the work based on bids received from companies with the best price. Most of the Board's smaller projects, like a hallway being painted or other small jobs are being performed by minority vendors according to GM Underwood. Director Clark stated she would like to see the door bids when they come in because she believed the door cost estimate was high at \$2,775.21. Directors Clark, Alexander and Munchus agreed to move the item forward. Director Munchus stated he did not have a problem with the door estimate.

Following, the Committee was asked to discuss the Lake Purdy Concessionaire Agreement, as set forth in agenda item 1. Two documents were provided to the Committee; the Concession Lease Agreement and the Operating Agreement and License for Operation of Lake Purdy Landing/Fishing Camp Concession (copies of which are on file with the Committee meeting book). AGM Darryl Jones stated that Ken Delap, the license holder at Lake Purdy, would like to continue in his relationship with BWWB. There are some repairs that need to be made to current facilities. Director Munchus stated he would recommend staying with a month-to-month rental because he is not convinced that the property is being utilized to its fullest potential. Director Munchus stated he was thinking in terms of a first-class marina. Director Clark stated she had been to Lake Purdy and she would be concerned with people bringing their own boats into this water source due to possible contamination from other waterways. From a high-level standpoint, this is the only water source south of town. GM Underwood stated there are some conservation agreements in place that would prevent a mega facility from being built. Mr. Delap follows the guidance of the Board and only his boats are used in the lake according to AGM Darryl Jones. Mr. Delap stated he has kayaks, bass boats, paddle boats and pontoon boats in his fleet, for a total of 65. Director Dickerson entered the meeting at 11:59 a.m. Charges for Mr. Delap's rental of boats was discussed briefly. AGM Darryl Jones stated one other request for consideration from Mr. Delap was the inclusion of 3 RV style cabins to be used for short-term rental. AGM Darryl Jones stated Mr. Delap would like a long-term agreement and he recommended that the Board decide whether to continue with a month-to-month agreement or enter into a long-term agreement. Director Alexander stated he was fine with a month-to-month agreement. Directors Munchus and Alexander suggested considering revenue from hunting permits or cabins. Director Muhammad asked Staff to present possible options and to consider a joint venture. AGM Darryl Jones stated the Board did not have enough Staff to run additional activities at Lake Purdy right now. GM Underwood explained that Mr. Delap provides some security for the Board that would cost the Board additional money if Mr. Delap was not on the premises full-time. Some discussion occurred regarding a past attempt to partner with Westervelt Wildlife for hunting purposes, which did not work well GM Underwood stated. A brief history was given. Director Alexander added that a BWWB employee and a game warden were terminated during that time. GM Underwood stated the BWWB tried a concession at Inland Lake and it did not generate enough money. Director Muhammad stated it looks as if Mr. Delap has some progressive ideas and the Board should at least consider them. Director Muhammad asked Senior

Staff to look at joint ventures. Some more discussion occurred regarding cabin rentals. Director Alexander favored looking at possible cabin rentals at Lake Purdy. Director Clark stated she supported operating on a month-to-month agreement basis with Mr. Delap and Staff looking at other revenue streams. Director Clark asked for clarification on who would be maintaining the requested RV style cabins and who would be realizing the profits. Director Clark asked if the Board would be renting the land to Mr. Delap. Director Alexander stated the Board would have to get some revenue. Director Muhammad stated possibly the Board could crack open the sacred Economic Development Fund. Mr. Delap stated he wanted to work with the Board within the guidelines established by BWWB and that he was in favor of new ideas and joint ventures. A brief history was given by Mr. Delap with him stating that Lake Purdy is a precious jewel. The message is clean water and conservation, which is the Board's message. Mr. Delap stated a Lake Purdy clean-up day was established last year and he would like to see that continued. Mr. Delap also stated that Chairwoman Lewis said in the past that she would like to see a BWWB sign installed and give the Board credit for such a wonderful water source. Mr. Delap stated he favored boats with 10 horse power or less motors on the lake. Director Dickerson asked Mr. Delap how many employees he had. Mr. Delap responded 3, but during the busier times we have an additional 4 part-timers. Director Munchus asked Mr. Delap how he would approach the hunting leases. Mr. Delap stated he believed it could be advertised to the public and that at least 1 or 2 zones be set aside. Mr. Delap also mentioned the concept of "Friends of Lake Purdy". Director Munchus asked GM Underwood for his opinion on hunting at Lake Purdy and discussions thus far. GM Underwood stated the Board needs to get ready to hear a lot of complaints; although he was not opposed to it. Director Muhammad stated from a Public Relations standpoint he liked the "Friends of Lake Purdy" idea. Mr. Delap stated anyone who presents a BWWB water bill could have access for instance. Director Muhammad stated a fee could be charged for the card for instance and it comes with special benefits. Mr. Delap explained that there is no fee for bank fishing. Mr. Delap stated all water craft rentals include life jackets at no cost. Some discussion occurred regarding how much money/profit Mr. Delap was making. AGM Darryl Jones stated in the future we need an area where people can pull off the road safely and we could provide additional trash bins to promote clean up by patrons. Directors Alexander, Munchus and Clark were in favor of Staff investigating the things that have been discussed in the meeting. Directors Alexander, Munchus and Clark were in favor of Staff proceeding with the needed repairs. Director Clark stated she wanted to see prices for the repairs before proceeding. Attorney Parnell stated information could be passed to the Directors before final decisions are made. AGM Darryl Jones mentioned a proposed Lake Purdy clean-up day this year on November 5<sup>th</sup> and asked for the Committee's approval. The Committee approved the request for the clean-up day.

As there was no further business before the Committee the meeting was adjourned at 12:52 p.m.

/s/

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\*Michael Johnson  
Interim General Manager

/s/

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Tommy Joe Alexander  
First Vice-Chairman/First Vice President

/s/

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George Munchus, Ph.D.  
Director

/s/

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Deborah Clark  
Second Vice-Chairwoman/Second Vice-President

\*Michael Johnson has signed these minutes as Interim General Manager. Mr. Johnson became Interim General Manager on 12/5/18 after this meeting but before the minutes were finalized.