



**JOINT CITY COUNCIL AND  
ODESSA DEVELOPMENT CORPORATION MEETING  
CITY OF ODESSA, TEXAS**

**SEPTEMBER 13, 2016**

On September 13, 2016, a joint meeting was held with the Odessa City Council and the Odessa Development Corporation Board at 3:00 p.m., in the third floor conference room, City Hall, 411 W. 8<sup>th</sup> Street, Odessa, Texas.

City Council Members present: Mayor David R. Turner; Council members; Dewey Bryant, District Two; Barbara Graff, District Three; Mike Gardner, District Four; and Filiberto Gonzales, District Five.

Member absent: Council member Amye McNeil, District One.

Odessa Development Corporation members present: Richard Browning, Charles Carlson, Betsy Triplett-Hurt, Jim Breaux, and Mario Contreras.

Others present: Richard Morton, City Manager; Larry Long, City Attorney; Norma Grimaldo, City Secretary; Joel Roberts, Michael Marrero, Deputy City Manager, Konrad Hildebrandt, Assistant City Manager; Raymond Chavez, Renee Earls, Wesley Burnett, and others.

Mayor Turner convened the City Council meeting to order. Mr. Browning convened the ODC meeting to order and the following action took place.

Mr. Carlson gave the invocation.

**City Resolution No. 2016R-99 – ODC General Development Plan for FY 2016-17.** Mr. Browning stated that the ODC board had a strategic planning session on the General Development Plan. The different areas were prioritized, the goals were reviewed and updated. Council member Bryant stated that the plan was reviewed and the priorities were rated accordantly. Mr. Carlson stated that the outside agencies participated in the meeting.

Council member Gonzales arrived at 3:10 p.m.

Council member Graff asked where the Mexico Initiative fits in the plan. Mrs. Triplett-Hurt reported that salary was taken out in lieu to find a head hunter at \$25,000 for a professional expertise on International Trade to be hired. The Mexico Initiative was under Goal 5 Objective J. Mr. Carlson stated that the salary for the coordinator was not enough to hire someone. An experienced person was needed to accomplish the goals for the Mexico Initiative. Mr. Browning stated that a person was needed to rely one for years to come on this project. Mr. Carlson stated that commitments were need to be made the businesses want contracts and business were operating the City. Mr. Chavez stated that the two years meant time to get relationships accomplished and that was done. He was not ready to quit the project but needed direction from the City and ODC on the next step. He stated that there would be two distribution centers one for industrial and the other for La Entrada Al Pacifico. The center for La Entrada had time since Los Mochis had some things to complete.

Council member Graff stated that Mexico Initiative was at a point where ODC and the Council come together to give direction. She gave her personal experience in dealing with the Hispanic Cultural of doing business. Mrs. Triplett-Hurt stated that ODC was not asking Raymond to step out. She explained that funds were allocated last year to hire a person to train but there was not enough funds to hire a person; therefore, a head hunter would assist with finding a person. The person would be to facilitate Mr. Chavez.

Council member Graff asked about a past newspaper article on the mismanagement of Odessa Hispanic of Chamber funds. The Weaver accounting firm checks the books every month and there was nothing wrong with the accounts.

Mayor Turner stated that the Mexico Initiative had a lot of opportunity, viable, and a priority. He recommended focusing on two to three things. There was a new Mayor and Governor in Chihuahua. Councilmember Bryant asked where we were on the Mexico Initiative and that it should bring the capital to Odessa. Mr. Chavez discussed the two distribution centers. The industrial center would tie to manufacturing products by the private sector. A property has been identified and at this time there were not asking for incentives other than the infrastructure. Mr. Breaux stated that ODC needed clear direction from the City Council such as how much to award for the Mexico Initiative. Mr. Chavez reported that seven companies were committed to be in the distribution center. Council member Bryant would like to have a report and status on the Mexico Initiative. He stated that the Odessa Chamber staff should be utilized. At this time, property has not been bought from Mexico business owners. Council member Gonzales supports the Mexico Initiative and asked if a committee to assist as decision makers would be helpful. Council member Bryant stated that if money was needed then they would go through the ODC process. Mr. Chavez stated that the investors would make the decisions. Mr. Carlson stated that Mr. Chavez's efforts has made this project a success and it has not affected any jobs. He stated that even though there has not been any construction the local business have benefitted from Mexico businesses. Council member Bryant stated that the ODC funding was important to better Odessa and the community. Mayor Turner stated that the tools were in place to be better informed. Mr. Chavez stated if business were locating into Odessa they must incorporate in Texas and have an address in the city limits. The businesses can sell to local vendors but not compete with the local vendors. He stated that the businesses wanted accessibility to rail. He was working with Tryon Lewis, Chair of the Texas Transportation Commission.

Motion was made by Council member Gonzales and seconded by Council member Gardner to approve the resolution. The motion was approved by unanimous vote.

**City Resolution No. 2016R-100 – ODC Budget for FY 2016-2017.** Council member Graff asked about the budget cut in the Odessa Hispanic Chamber budget, the increase in the Odessa Chamber budget, and the marketing budget. Mr. Browning reported that the actual budget figures from last year were used for this year's Odessa Hispanic Chamber budget. Mrs. Triplett-Hurt reported that funds were added for training. The marketing budget increased due to the demand on time and services for the Mexico Initiative. Mr. Browning stated that producing a promotion video that all agencies could use was included in the marketing budget at \$125,000. The marketing funds were moved from the Odessa Hispanic Chamber to the CVA budget. Mr. Carlson stated that marketing projects were brought before the Marketing Committee. He reported that if Mexico Initiatives had a project, then it was to be brought before ODC to be considered on funding. Mr. Browning explained the process. Mr. Contreras stated that in the past there was no continuity on the marketing. The marketing was consolidated to get across the same ODC message with all agencies. It

also avoided unnecessary costs and curtailed expenses. Mr. Browning stated that there was an increase in City fees. Mr. Carlson stated that the Odessa Chamber offered to train the Hispanic Chamber on bookkeeping.

Motion was made by Council member Bryant and seconded by Council member Gardner to approve the resolution. The motion was approved by a 3 – 1 vote with Council member Graff casting the nay vote.

**ODC Resolution No. ODC-2016R-18 and City Resolution 2016R-101 - ODC Outside Agencies contracts for FY 2016-2017.** Mr. Roberts stated that the same form was used as last year with the adjusted amounts as reflected in the budget. Mr. Morton explained the City's \$229,000 fees. It included legal fees with the Mexico Initiative, the Odessa Downtown Hotel Conference garage and the time spent on ODC.

Motion was by Mr. Carlson and seconded by Mrs. Triplett-Hurt to approve the ODC resolution. The motion was approved by unanimous vote.

Motion was made by Council member Gardner and seconded by Council member Bryant to approve the City resolution. The motion was approved by a 3 – 1 vote with Council member Graff casting the nay vote.

**Discuss Guidelines for ODC Infrastructure Grants.** Mr. Browning asked the Council for more direction on the guidelines for the infrastructure program. Mrs. Triplett-Hurt discussed the first grant, The French Press, which had \$100,000 for health code compliance. Mr. Long provided a list of seven questions and if Council would answer the questions it would assist with the guidelines for the program. Mr. Gonzales stated that the city should provide water, sewer and the electricity. The business owners know the costs to rebuild a building. Mayor Turner stated that Council would discuss and bring it back to the ODC board.

**ODC Resolution No. ODC-2016R-18 and City Resolution 2016R-102 - Consultant contract with The Perryman Group.** Mr. Browning stated an economic study was done in 1992 for the City at no cost. He recommended that the study be updated that would identify strengths and the industries available. Mrs. Earls stated that Dr. Perryman recommended that the study be updated which would answer many questions. It would identify the target industries. It would take four months to compete. Mr. Chavez was in favor of the Perryman study. Mrs. Earls stated that interviews would be made with key people in the community. Mr. Burnett would be the project manager for the study. The impact study would be for Odessa and Ector County. Mr. Contreras asked that CVA be involved in the process.

Motion was by Mr. Carlson and seconded by Mr. Breaux to approve the ODC resolution. The motion was approved by unanimous vote.

Motion was made by Council member Bryant and seconded by Council member Gardner to approve the City resolution. The motion was approved by unanimous vote.

Council member Bryant stated that it was important to communicate, get together, and utilize staff for the betterment of Odessa. There was no other business, the meeting adjourned at 4:38 p.m.

ATTEST:

APPROVED:

ATTEST:

Norma Aguilar-Grimaldo, TRMC, CMC  
City Secretary

APPROVED:

David R. Turner  
Mayor