

PUBLIC NOTICE
ODESSA DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING
City Council Chambers - City Hall, 5TH Floor
411 W. 8th Street, Odessa, Texas 79761
Thursday, September 13, 2018, at 2:00 p.m.

In accordance with the Open Meetings Act, Chapter 551 of the Government Code of Texas, notice is hereby given to all interested persons that the Odessa Development Corporation will meet as set out above to consider the following items:

1. Invocation
2. Consider Minutes of August 2 and 9, 2018
3. Contractors reports:
 - A. Economic Development Dept.-Odessa Chamber - Wesley Burnett, Director
 - B. CVA - Christi Callicoatte, Director of Account Service
 - C. UTPB-America's SBDC - Michael Crain, exec director
 - D. MOTRAN - James Beauchamp, exec director
4. Update on contract with housing survey contractor, CDS.
5. Receive Financial and Investment Report, Terri Gayhart, City of Odessa Finance Director and ODC treasurer
6. Update on proposed FY 2018-2019 Budget following the City Council meeting - Betsy Triplett-Hurt
7. Discuss and consider for approval new contracts for EDD, CVA, UTPB, MOTRAN, City
8. Receive financial update about Odessa Hispanic Chamber of Commerce
9. ODC Committee and Officer reports:
 - A. Advertising Committee - Gene Collins, Ted Tuminowski
 - B. Downtown Odessa Inc. Design Committee - Gene Collins
 - C. Compliance Committee - Betsy T-H
 - D. Odessa Partnership - Betsy T-H
10. Adjourn

This notice is being posted on the south door of City Hall and on the bulletin board of the first floor of City Hall, Odessa, Texas, this the _____ day of _____, 2018, at _____ .m., said time being more than seventy-two hours (72) prior to the time at which the subject meeting will be convened and called to order.

The meeting is available to all persons regardless of disability. Individuals with disabilities who require special assistance should contact the City Secretary's Office at 432/335- 3276, or 411 West 8th Street, First Floor, Odessa, Texas, during normal business hours at least twenty-four hours (24) in advance of the meeting.

Norma Aguilar-Grimaldo, TRMC, CMC
City Secretary

**ODESSA DEVELOPMENT CORPORATION
CITY OF ODESSA, TEXAS
AUGUST 2, 2018**

A workshop meeting of the Odessa Development Corporation (ODC) was held on August 2, 2018 at 12:00 p.m., in the third floor conference room, City Hall, 411 W. 8th St., Odessa, Texas.

Members present: Betsy Triplett-Hurt, Tim Edgmon, Ted Tuminowski and Melanie Hollmann.

Member absent: Gene Collins.

Others present:

City Staff: Norma Aguilar-Grimaldo, City Secretary; Feliz Abalos, Senior Assistant City Attorney; Michael Marrero, City Manager; Cindy Muncy, Interim Assistant City Manager; Terri Gayhart, Director of Finance; and Zackary Beseril, Budget Manager;

ODC Contractors: Wesley Burnett, Economic Development Director; Michael Crain, SBDC; Maribea Merritt, SBDC; Bryan Bierwirth, SBDC; Christi Callicoatte, CVA; Renee Earls, Chamber of Commerce CEO; James Beauchamp, MOTRAN; and Dustin Fawcett, MOTRAN; Tracy Jones, Chamber of Commerce; and

Others: Other interested citizens.

A quorum being present, Mrs. Triplett-Hurt called the meeting to order and the following proceedings were held:

Mr. Burnett gave the invocation.

July 12, 2018 minutes. No action.

Budget Review workshop. Mr. Burnett reported that the Chamber was busy with oil and gas related projects and other projects as well. He reviewed the 2018-19 plan of action.

Ms. Hollmann arrived at 12:05 p.m.

Mr. Burnett stated that there would be aggressive efforts on business and retention program. There would be six to eight visits every month with local businesses for opportunities for expansion. The application was changed to attract smaller businesses. He would work on international trade. He provided statistics of 2,863 created since 1997. He stated that there were increases in the prospect development, professional development, and advertisement. Mr. Edgmon asked if the Chamber could follow through with the Mexico Initiatives. Mr. Burnett stated that the Chamber could pick up what needed to be handled as they have contacts in Mexico and bi-lingual personnel. Mr. Tuminowski asked what has transpired with business retention. Mr. Burnett stated it was for expansion of local facilities and help facilitate. Ms. Hollmann asked about the Chamber operations and the allocated portions of economic development. Mrs. Earls explained the three Chamber departments. A formula was used and the allocation for economic development was 29.5% for economic development. Explanation was given on the export forms done in the Chamber. Mr. Burnett expressed appreciation for the support.

Ms. Callicoatte reported that CVA's budget was more focused on local retention and expansion. The marketing would target the higher wage jobs. Digital advertising would be utilized and be more effective. It would have the ability to track progress. She identified the goals that included targeting the industry campaign, research and development and increase marketing to CEOs. There would also be a focus on community awareness. There was a decrease in the budget with no proposed wage study or manufacturing study. She stated that Midland devoted more marketing dollars to its entrepreneurial challenge. She had two proposals for the Odessa Challenge advertising. One was to remain the same as \$15,000 or a \$30,000 for increase in radio and TV. There would be also a newspaper ad, digital ad campaign and social media. She stated that there was a mass appeal with local stations. Ms. Hollmann stated that there was a misconception on tax dollars. She stated to educate the local community on the economic development funds.

Mr. Beauchamp stated that the local infrastructure funding has increased. The ODC investment has tripled. He provided statistics on the MPO funding. He discussed the regional projects benefitted Odessa. He stated that many projects were not ready to move forward but was working on accelerating the projects. He requested an additional \$75,000 for TxDOT and Wi-Fi along the interstate. He stated there would be options of the logistics of the Wi-Fi depending on the results of the study. Mr. Tuminowski asked how 40% was justified for ODC. He provided specific details for economic development in Odessa.

Mr. Crain stated that SBDC assisted people with its business with different types. He reported that 24 business were started in the current fiscal year and 264 jobs created. He reported that the department was restructured and all the staff have a Master's degree. The budget had a \$1,729 increase for salaries. There was also an increase in the Odessa Challenge. He requested a total funding of \$98,794 plus an optional educational component for \$12,500. He discussed the Odessa Challenge and recommended an increase of advertising to \$30,000. He requested an on-line educational component that involved classes and if completed a certification would be earned. The educational component would be more adaptability and sustainability for the clients. Ms. Hollmann asked about the 100% of employees devoted to ODC. Mr. Crain explained that it was not separated from Midland but the reporting of actuals was separated. Mr. Tuminowski asked that CVA work with the contractors and not have overlapping in services. The Odessa Challenge advertised that the funds were from the ODC. Mrs. Triplett-Hurt asked why Midland did not fund the on-line component. Mr. Crain reported that this program was a pilot program for Odessa that would be built into the University. It could be monitored on where the clients were from.

Mrs. Triplett-Hurt stated that the City was not a contractor and emphasized that the City needed to work together and communicate with others. She discussed the Legal Department being short staffed. She asked if ODC needed to discuss if the legal counsel needed to be hired out or how to make it better. There needed to be improvements. She stated that procedures were not followed with the Finance Department and the contracts. Mrs. Muncy explained the cost allocation of the City's portion to ODC. A portion of cost was allocated to everyone. ODC was viewed as another department that has common costs. There were different components to the operation of ODC within the City. She explained the components of the City Attorney's office with its contracts, research, and compliance on grants as they were reviewed and prepared. She stated that the turnover caused the lack of communication but were being rectified with internal meetings among City staff. Mr. Tuminowski asked about the significant increase from

2014 to 2016. Mrs. Muncy reported that there were not many contracts and the compliance was contracted outside. There have been increased costs every year but there was a decrease this year. Ms. Gayhart addressed the contracts and the timing in payments. Ms. Abalos reported that there was a plan to meet ODC's goals and objectives. There was a transition but the staff was in place to accommodate ODC. Mr. Edgmon had concerns with having bad information from many years ago. Mr. Marrero understood the concerns and the City was committed to provide consistent information. Mr. Edgmon stated that there were discrepancies. He wanted consistent and correct information.

Mrs. Muncy explained the promotional line item of the budget. She explained the promotions revenue and actual expenditures. SBDC had \$350,000 for the Odessa Challenge. The façade program would remain at \$250,000 and the balance would be carried forward. The board had a consensus of \$30,000 for advertising the Odessa Challenge. Mr. Tuminowski asked about the Odessa Challenge program on its qualifications. Ms. Hollmann explained the program and that it was funded out of the promotion line item. Mr. Tuminowski had concerns on what the qualifiers or credentials for a contractor to receive ODC funding. Mr. Marrero stated that the 4A legislation sets out the requirements and it gives the authority. Ms. Callicoatte had concerns for the marketing expense, if needed, to be able to have funds with the 10% of promotions being allocated.

The board had a consensus to budget MOTRAN the additional requested \$75,000 for a total of \$170,000; the SBDC fund at \$111,294, include the Odessa Challenge advertising for \$30,000; and the façade at \$250,000.

Workforce Reasonably Priced Housing RFP process update. Mr. Muncy reported that the RFP was sent to companies. The RFP's were due on August 21, and would be discussed at the Council Finance meeting on August 21. Council would consider at its August 28 meeting. She explained the process. The ODC board would meet on Thursday, August 23, at 9 a.m. to review and recommend a company for the study.

The meeting adjourned at 1:57 p.m.

ATTEST:

APPROVED:

Norma Aguilar-Grimaldo, TRMC, CMC
City Secretary

Betsy Triplett-Hurt
President

**ODESSA DEVELOPMENT CORPORATION
CITY OF ODESSA, TEXAS
AUGUST 9, 2018**

A regular meeting of the Odessa Development Corporation (ODC) was held on August 9, 2018 at 2:00 p.m., in the Council Chambers, fifth floor, City Hall, 411 W. 8th St., Odessa, Texas.

Members present: Betsy Triplett-Hurt, Tim Edgmon, Gene Collins, Ted Tuminowski, and Melanie Hollmann.

Others present:

City Staff: Norma Aguilar-Grimaldo, City Secretary; Gary Landers, Interim City Attorney; Vanessa Ramirez, Assistant City Attorney; Michael Marrero, City Manager; Cindy Muncy, Interim Assistant City Manager; and Terri Gayhart, Director of Finance;

ODC Contractors: Wesley Burnett, Economic Development Director; Christi Callicoatte, CVA; Renee Earls, Chamber of Commerce CEO; Dustin Fawcett, MOTRAN; and

Others: Other interested citizens.

A quorum being present, Mrs. Triplett-Hurt called the meeting to order and the following proceedings were held:

Mr. Collins gave the invocation.

July 12 minutes. Motion was made by Mr. Collins and seconded by Mr. Edgmon to approve the minutes. The motion was approved by unanimous vote.

Contractors report: Economic Development: Odessa Chamber, CVA, UTPB-SBDC; and, MOTRAN. Mr. Burnett reported that the Solar project was moving forward. The hospital would be considering the tax abatement. The other entities have approved the tax abatement. There were two chemical companies searching for property. One was considering the Flint Hill's property and the other one was on hold. He was working with a local company on expansion. The updated matrix was going to assist smaller companies. The tire recycling was purchased and there would be a new product from that facility. The lithium company was changing its investment parameters as the Compliance Committee wanted the company to have more investment. Mrs. Triplett-Hurt asked how the housing and labor market was addressed. Mr. Burnett stated that the companies would bring their own employees. They have on-site housing. He was communicating that the entities were addressing the housing needs.

Ms. Callicoatte reported that Newswest 9 would be running a full news story and spots on ODC funded businesses. She showed the Standard Sales ad. She stated that the social media takes the viewer to the ODC website. She explained the advertising package that would be for six months for \$30,000. Ms. Mann showed some of the digital campaign. She stated that each directs to the ODC website. She showed a blog, social media, email marketing, digital display advertising and targeted landing pages. She explained how each worked. She stated that there were analytics that identified how long viewers were on the page and if they played the video. If the form was filled out it was sent to the Economic Development Department. She could not identify the users unless they filled out the form. She was able to target the viewers for 30 days.

Mr. Fawcett reported on MOTRAN. He stated that there would be a Permian Basin coalition event on August 16. Issues that affect the area would be addressed. MOTRAN was working with TxDOT on an energy impact survey. He reported the crash data from TxDOT. Commercial motor vehicles fatalities has doubled in a year. He stated that the crashes were not on the interstate but on other roads such as Hwy. 385, 302 and Winkler County.

Discuss and consider update on workforce housing RFP. Phillip Urrutia, Director of Purchasing and Fleet, stated that the RFP was issued on July 31 as well as notices on July 31 and August 7. He provided a list of the 14 agencies that received the RFP. The RFP was due on August 21.

Receive Financial and Investment Report. Ms. Gayhart reported on the June financial report. She stated that revenue was over expenditures. Bonds were traded at 3.1%.

Resolution No. ODC-2018R-11 – Review and consider approval of proposed FY 2018-2019 Budget for forwarding to the City Council for final approval. Mrs. Muncy reviewed the change made on the budget from the workshop. She reviewed budget and explained the marketing budget line item.

Motion was made by Mr. Edgmon and seconded by Ms. Hollmann to approve the resolution. The motion was approved by unanimous vote.

Discuss and consider revisions to the form of contract for the ODC contractors. Mr. Landers stated that the contracts were being standardized for the five contractors. He stated that the City's contract was for administrative services which was different from the contractors. He discussed the payment options of annual, quarterly, monthly and invoice. He reviewed the procedures. The process needed to fit the contract. Mrs. Muncy explained why the City was paid monthly. After further discussion, the Chamber, SBDC, and MOTRAN would be paid quarterly, the city would be paid monthly and CVA would invoice ODC. The monthly payment date was changed to the 10th of each quarter.

Mr. Collins left the meeting at 3:11 p.m.

The Council would consider the ODC budget and contracts at the September 25 meeting.

ODC Committee and Officer Reports – Advertising Committee, Downtown Odessa Inc. Design Committee, Compliance Committee, and Odessa Partnership. The Compliance Committee would be meeting soon and the Partnership would meet in September.

The meeting adjourned at 3:14 p.m.

ATTEST:

APPROVED:

Norma Aguilar-Grimaldo, TRMC, CMC
City Secretary

Betsy Triplett-Hurt
President



Odessa Chamber of Commerce

Economic Development

Services for the Odessa Development Corporation

August 2018

PROJECTS

2007-01

- Company has ended the project for Odessa due to the lack of DOE support
- Representation retained for Odessa interests; will keep ODC updated
- Bankruptcy hearings to be scheduled by the Summer 2018
- Progressing with bankruptcy, land issues

2017-04

- Midland plumbing supply company looking to place a new distribution center in Odessa
- Ongoing discussions with company
- Exploring sites in Odessa
- Company representatives to narrow description and parameters for the project in Odessa
- Company has decided to explore lease options in Odessa, will continue discussion
- Company is seeking a 30Ksf building for their distribution center; 4Ksf for office space and 2-4 acres of land
- Company has contracted with CBRE for building search and will be working with Economic Development Staff
- Inactive

2017-12

- This solar panel project is seeking property in Ector County, will create 100 jobs during construction and sustain several local jobs for the operating life of the plant. This is a \$50 million capital investment to create 50 megawatts of solar capacity for the region
- Company representatives in Odessa during the month of December 2017, met with Economic Development Department and taxing entities
- Application received for tax incentives
- Met with OC Finance Committee January 19, 2018
- OC Trustees approved Tax Abatement on January 30, 2018
- Briefing completed with ECISD, County and Hospital along with Economic Development Staff and Solar Company
- Negotiations with taxing entities in progress
- Odessa College passed resolution for 10-year tax abatement, awaiting County, ECISD and hospital consideration
- Ector County passed reinvestment zone and Tax Abatement
- ECISD heard feasibility study in June meeting
- ECISD voted to accept application for incentives and will be reviewed by Comptroller office to proceed to next step
- Hospital Board took up abatement September 04, 2018; Odessa College to formalize as soon as possible

2018-01

- Lead from the Governor's office; This company, a chemical manufacturing business is seeking a HQ location in Odessa, adding 200 jobs to the workforce
- Seeking rail served location
- Company narrowing facilities list, will be working with economic development staff
- Negotiating for a facility continues and is close to completion

2018-02

- State Enterprise project
- Applying for ODC assistance, could be adding 100 jobs
- City approved enterprise project, application sent to State of Texas
- Application being amended
- Business was approved by State of Texas for Enterprise Project

2018-03

- The company is seeking to lease or purchase hangar space (existing buildings or build to suit) at an existing airport for purposes of production, and fly in/fly out service and maintenance
- Space required is 50K-80K SF across one or multiple buildings
- Minimum 5,000 feet of runway
- Proposal submitted on behalf of Odessa
- Inactive

2018-04

- The company is seeking 20 acres of land and a 100K SF facility for a lithium battery recycling facility
- They intend to start with 50 jobs and plan to expand with in 2-3 years and will reach 200+ employees
- Compliance Committee met on April 30, 2018
- Prospects met in Odessa May 2nd & 3rd, 2018
- Ongoing discussion with company for further information
- No update, company working on financing

2018-05

- This company is seeking to construct and operate a specific nuclear reactor in Ector County, Texas. This is a long-term project that would not expect to be in operation until 2024 and a \$1.5 Billion project
- This intrisical safe procedure is expected to generate the sale of electricity and the process heat from this facility could self-suffice the plant operations and costs
- A feasibility study has returned favorable and positive feedback
- Ongoing discussion with company for further information
- Company visited Odessa, toured GCA- very favorable, feasibility moving forward on business model

2018-06

- The company is seeking 5 acres of land and a 30K SF facility for an expansion project that will close their California location and merge with their oil and gas Texas location in Odessa for related aircraft products; expected to create 10+ new jobs
- Application submitted and staff reviewing information to move to next step with compliance committee
- Compliance evaluation, questions for company to address before progress is made

2018-07

- The company is seeking to repurpose an existing facility for a recycling plant project that will extract oil, carbon and steel belts from used tires for repurposing. This will create 12 jobs + supervisor and operate on 3 shifts
- They have applied for a TCEQ AIR Permit to operate at this location. They would like to use the crumb tire onsite and help clean-up the tire problem in Ector County
- Company CEO visited Odessa and is seeking ownership of abandoned tires (approximately 3 million) and crumbs at the Safe Tire Disposal Site

2018-08

- Company seeking 70 acres with rail for a multi-use chemical manufacturing company. This will create 50 jobs and anticipates a \$20Million investment
- Discussion with several land owners are ongoing
- On hold pending owner's evaluation of project
- Will be a 2019 project

2018-09

- This company is pursuing an expansion project that will create over 400 jobs in the next 2 years with a \$140 million capital investment. They are seeking a Texas Enterprise Project nomination from the City
- Company given a nomination by City Council for Enterprise Project

Direct Contact- Out of State Prospects

- Mental Health Provider/Center from IL. Call with Staff
- ORT Tool from Michigan. Call with Staff

OHCC- PROJECTS

- No current projects to report currently

OHCC- Applications

- Economic Development Department has No current application from the Hispanic Chamber of Commerce

Odessa Partnership

- Meeting held July 2018
- Next scheduled meeting is September 2018

Business Retention & Expansion

- ✓ Completed 7 visits to local industries in August

SERVICES AND OTHER ACTIVITIES

- ✓ Ingham Economic Index June Reports sent out via Mailchimp list
- ✓ Odessa Development News/Economic Indicators for July sent out via Mail Chimp
- ✓ Submitted information on apartments and housing, cost of living, wage study to Gulf Coast HR
- ✓ Issued information to FLOR Group; Wage and Housing and Apartment survey & demographic info
- ✓ Submitted Apartment Survey information to Marilyn Horndt, Realtor
- ✓ Submitted Shopping Center Survey to Oklahoma BBQ seeking expansion in Odessa
- ✓ Submitted Apartment Survey to True Green employee seeking to relocate

Partner Visits

| | |
|---|---|
| Odessa Country Club Women's Association | ED gave a short presentation to the group |
| UTPB Scott Farmer | Historical support ODC has given to UTPB |
| Down Town Meeting | City Hall |
| Pre-Development- Home to Suites | Meeting with staff and City Officials |
| Christi Callicoatte | Attended meeting regarding ODC Marketing |
| Commissioners Court | Ector County Annex, update on projects |
| Malcolm Hamilton | Meeting with City Councilman |
| Daniel Harper | Meeting with Attorney |
| Debi Hays and Tim Edgmon | Meeting with County Judge and ODC Board Member |
| New Teacher Breakfast | Staff attended event at the Ector County Coliseum |
| Permian Basin Coalition | Staff attended meeting in Midland |
| Early Childhood Action Network | Staff attended meeting |
| Jim Blakemore | Shipping Container Housing |
| ECAP Meeting | Staff attended at Nalco Champion |
| High Ground Round Table | Staff attended at the OCC |

Research and Development

- ✓ Results Returned on Apartment Survey 2018
- ✓ Completed Cost of Living Index

Services for the Odessa
Development Corporation

Odessa Chamber of Commerce

Odessa Economic Indicators

2018

Building Permits

| July | 2018 | 2017 | Total Value | Total Value |
|-------------------|-------|-------|---------------|---------------|
| New Single Family | 57 | 71 | \$10,012,750 | \$13,363,609 |
| New Commercial | 2 | 3 | \$4,800,000 | \$17,759,000 |
| Other | 122 | 127 | \$2,946,077 | \$2,923,348 |
| Totals | 181 | 201 | \$17,758,827 | \$34,045,957 |
| YTD Totals | 1,382 | 1,147 | \$194,399,136 | \$232,868,662 |

Sales and Use Tax

| August | 2018 | 2017 | % Change |
|----------------|--------------|--------------|----------|
| City of Odessa | \$6,377,124 | \$4,738,054 | 34.59% |
| Totals YTD | \$45,502,123 | \$31,084,992 | 46.38% |

Labor Market Statistics

| June | 2018 | 2017 |
|-----------------------------|--------|--------|
| Civilian Labor Force | 80,239 | 77,761 |
| Total Employment | 77,701 | 74,487 |
| Total Unemployment | 2,238 | 3,274 |
| Unemployment Rate | 3.2% | 4.2% |
| Payroll Employment Estimate | 75,800 | 73,200 |

Permian Basin Rig Count

| Month | 2018 | 2017 |
|-------|------|------|
| July | 378 | 317 |
| June | 384 | 309 |
| May | 374 | 301 |
| April | 358 | 283 |

Midland International Air and Space Port

| July | 2018 | 2017 |
|--------------|---------|---------|
| Enplaned | 52,292 | 45,023 |
| Deplaned | 53,163 | 45,248 |
| Enplaned YTD | 341,247 | 296,209 |
| Deplaned YTD | 337,868 | 293,055 |

MLS Statistics-Residential (SF/COND/TH)

| July | 2018 | 2017 |
|----------------|---------------|---------------|
| Total Sold | 151 | 134 |
| Dollar Volume | \$34,527,833 | \$24,422,331 |
| Total Sold YTD | 939 | 779 |
| Volume YTD | \$198,800,093 | \$133,446,792 |

APARTMENT SURVEY SUMMARY - July 2018

Total Number of Apartment Complexes: 105
Total Number of Participants: 87

***Total Number of Apartment Units:** 10,702
****Percentage of occupancy:** 97%

*Based on number of participants.

** Based on occupancies reported by 83 of 87

| <u>Apartment Summary Data</u> | | | | | | | |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2012-2018 | | | | | | | |
| | July 2018 | July 2017 | June 2016 | July 2015 | July 2014 | July 2013 | July 2012 |
| Number of Participants | 87 | 82 | 82 | 81 | 80 | 81 | 79 |
| Total Number of Units | 10,702 | 10,270 | 10,218 | 10,218 | 10,192 | 9,821 | 9,020 |
| % of Occupancy Rate | 97% | 93% | 87% | 91% | 99% | 97% | 98% |

| <u>Average Apartment Rental Rates (Unfurnished)</u> | | | | | | | |
|--|-------------------|-----------------|-----------------|-------------------|-------------------|-----------------|-----------------|
| 2012-2018 | | | | | | | |
| | July 2018 | July 2017 | June 2016 | July 2015 | July 2014 | July 2013 | July 2012 |
| Efficiency | \$867.00 | \$700.00 | \$633.00 | \$777.00 | \$731.00 | \$672.00 | \$584.00 |
| 1 Bedroom | \$977.00 | \$785.00 | \$703.00 | \$826.00 | \$835.00 | \$779.00 | \$664.00 |
| 2 Bedroom | \$1,280.00 | \$990.00 | \$883.00 | \$1,060.00 | \$1,055.00 | \$988.00 | \$831.00 |
| 3 Bedroom | \$1,639.00 | \$1,422.00 | \$1,182.00 | \$1,426.00 | \$1,463.00 | \$1,404.00 | \$1,160.00 |
| *Average Monthly Rent | \$1,190.00 | \$974.00 | \$850.00 | \$1,022.00 | \$1,021.00 | \$961.00 | \$810.00 |



ADVERTISING & MARKETING

Odessa Development Corporation

AUGUST 2018

SOCIAL MEDIA/DIGITAL MEDIA

- The medical manufacturing digital campaign continues and is targeted at medical manufacturing, general manufacturing and distribution. In addition, there are 30 specific companies that have been identified and 22,000 impressions in the campaign are targeted to individuals at those companies. To date, the click through rate on ads we are serving is 114% higher than the industry average. We are receiving insights on who is visiting the site as a result of the campaign. These insights will be shared with the economic development department and CVA will be creating tools to follow up on leads.
- The *Area Development* digital campaign was complete at the end of June. The click through rate was higher than the industry average. CVA is evaluating the results of the campaign to determine future recommendations.
- Trade Show Advertising - Display ads have been created to deliver to people visiting select trade show websites (Oil Show, Fab Tech and Site Selectors' Guild). Creating a geofence to serve ads to people who are at the trade shows.
- Facebook - Strategically boosting posts for business, retention and expansion, local community and site selectors.
- Twitter - A new followers increase campaign begins on Monday 9/10. Twitter posts highlighting "Investing at Home" spotlights start in September.
- Linked In - High performing videos posted organically. More emphasis will be placed on local economic development news and highlight "Investing at Home" segments in September.

(See report attached for all social media for the month of August. Note that impressions have decreased due to fewer posts/ads. Engagement has increased due to more selective content.)



ADVERTISING & MARKETING

ADVERTISING

- The "Investing at Home" series focused on WesTech Seal in July on NewsWest 9. Thirty second TV spots continue to run on other networks.
- Developing an Industry Market Report to be sent to site selectors.
- Designing a new Spotlight ad to run in the OA this quarter.
- Ad ran in *Business Facilities* magazine.

ODESSA BUSINESS CHALLENGE

Developing advertising plan with the SBDC for the orientation in late October.

Post Highlights



Odessa Development Corporation
August 25 at 1:00 PM · 🌐

Like Page

Trina Moralez recently received the State of Texas Small Business Award from the office of the Governor of Texas. Because she was unable to attend the ceremony, Renee Earles of the Odessa Chamber of Commerce accepted the award on her behalf.



👤 4,597 people reached

👍👎🗨️ 89

Boost Post

32 Comments 17 Shares

Like Comment Share

Performance for Your Post

| | | |
|---|------------------|------------------|
| 4,597 People Reached | | |
| 573 Reactions, Comments & Shares | | |
| 328 Like | 64 On Post | 264 On Shares |
| 126 Love | 28 On Post | 98 On Shares |
| 1 Haha | 0 On Post | 1 On Shares |
| 4 Wow | 1 On Post | 3 On Shares |
| 98 Comments | 32 On Post | 66 On Shares |
| 17 Shares | 17 On Post | 0 On Shares |
| 697 Post Clicks | | |
| 136 Photo Views | 0 Link Clicks | 561 Other Clicks |
| NEGATIVE FEEDBACK | | |
| 0 Hide Post | 0 Hide All Posts | |
| 0 Report as Spam | 0 Unlike Page | |

Reported stats may be delayed from what appears on posts

Performance for Your Post

1,412 People Reached

81 Reactions, Comments & Shares

| | | | | | |
|----|----------|---|---------|----|-----------|
| 49 | Like | 9 | On Post | 40 | On Shares |
| 10 | Love | 1 | On Post | 9 | On Shares |
| 1 | Wow | 0 | On Post | 1 | On Shares |
| 12 | Comments | 1 | On Post | 11 | On Shares |
| 9 | Shares | 8 | On Post | 1 | On Shares |

153 Post Clicks

| | | | | | |
|----|-------------|---|-------------|-----|--------------|
| 40 | Photo Views | 0 | Link Clicks | 113 | Other Clicks |
|----|-------------|---|-------------|-----|--------------|

NEGATIVE FEEDBACK

0 Hide Post
 0 Report as Spam
 0 Hide All Posts
 0 Unlike Page

Reported stats may be delayed from what appears on posts



Odessa Development Corporation
 August 24 at 3:30 PM · 🌐

Like Page

The ODC and the Odessa Chamber of Commerce, in partnership with the Office of the Governor of Texas, hosted Small Business Forums August 23rd. Panels included Economic Development, Marketing, and Social Media practices.

In the photo speaking on "Marketing: Best Practices & Social Media Engagement":

Moderator: Pat Canty; Mikki McDougall- Mikki Realty Group; Christi Callicoatte- CVA Advertising; Madison Tate - Odessa Chamber of Commerce





1,412 people reached

10

Boost Post

1 Comment 8 Shares

Like Comment Share

Post Highlights

Odessa Development Corporation
84 followers
1mo

"Current Economic Indicators:
In April, the state added 39,600 jobs on a seasonally adjusted basis, led by job
growth in manufacturing (8,600 jobs) and professional and business ...see more



1 Like

Like Comment

Organic Reach
Targeted to: All followers

| | | | |
|----------------|---------|-----------------|-----------------------|
| 64 Impressions | 1 Click | 1 Social Action | 3.13% Engagement rate |
|----------------|---------|-----------------|-----------------------|

Hide stats

Odessa Development Corporation
84 followers
20h

Trina Moralez recently received the State of Texas Small Business Award from the office of the Governor of Texas. Because she was unable to attend the ceremony, Renee Earles of the Odessa Chamber of Commerce acc ...see more



3 Likes · 1 Comment

Like Comment

Add a comment...

Amy George Koch
Sales Executive: Vortex Splashpads and Aquatic Structures
Congratulations!
Like Reply

Organic Reach
Targeted to: All followers

| | | | |
|----------------|---------|------------------|----------------------|
| 98 Impressions | 1 Click | 4 Social Actions | 5.1% Engagement rate |
|----------------|---------|------------------|----------------------|

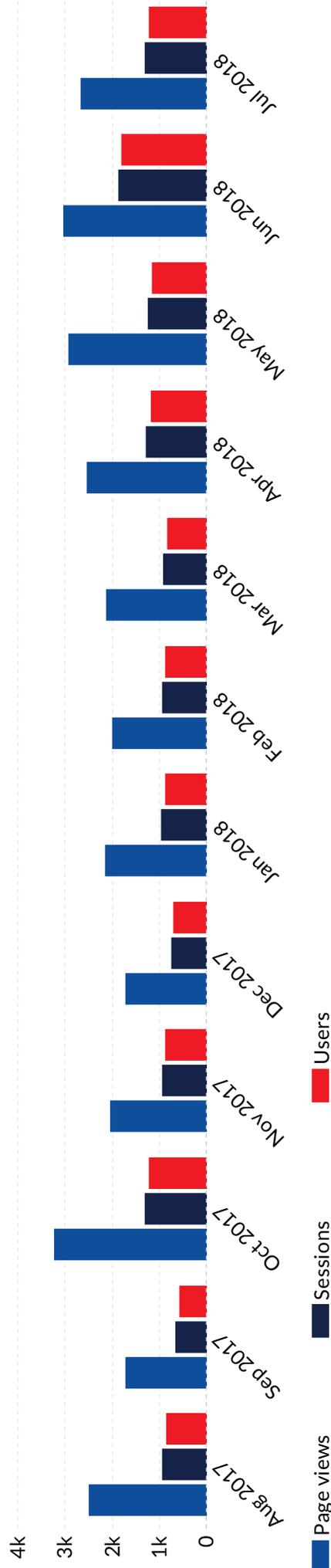
Hide stats

WEBSITE - PAGE 1

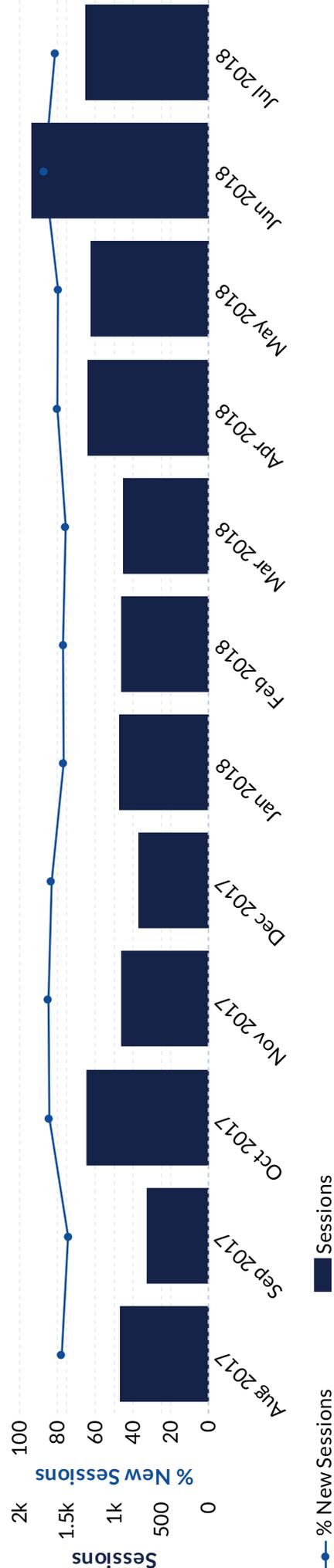
Performance KPIs



Website Performance Trend

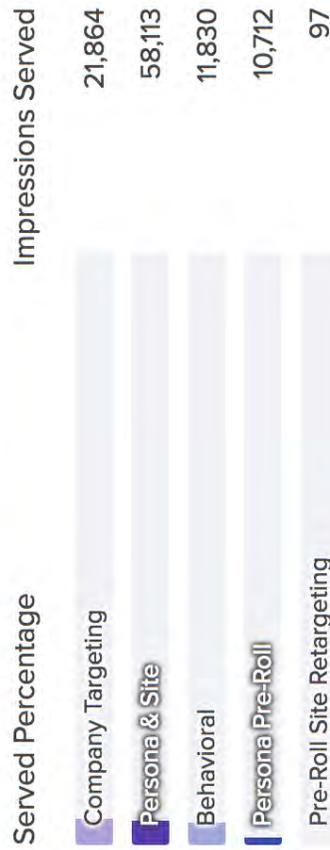


Sessions vs New Sessions

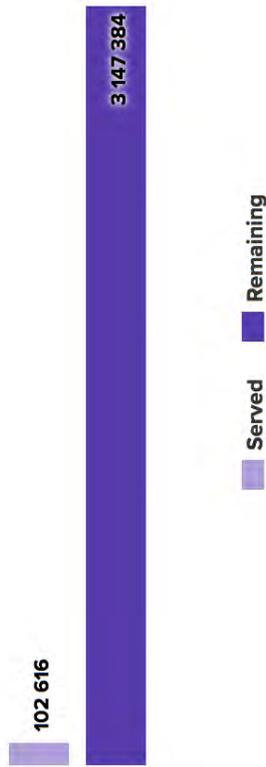


Current Results

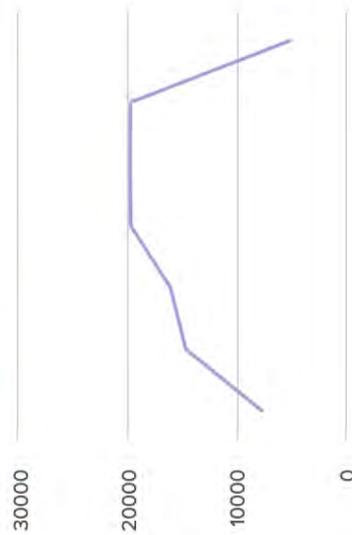
Lifetime Campaigns At A Glance



Lifetime Impressions



Impressions Over Time



Clicks



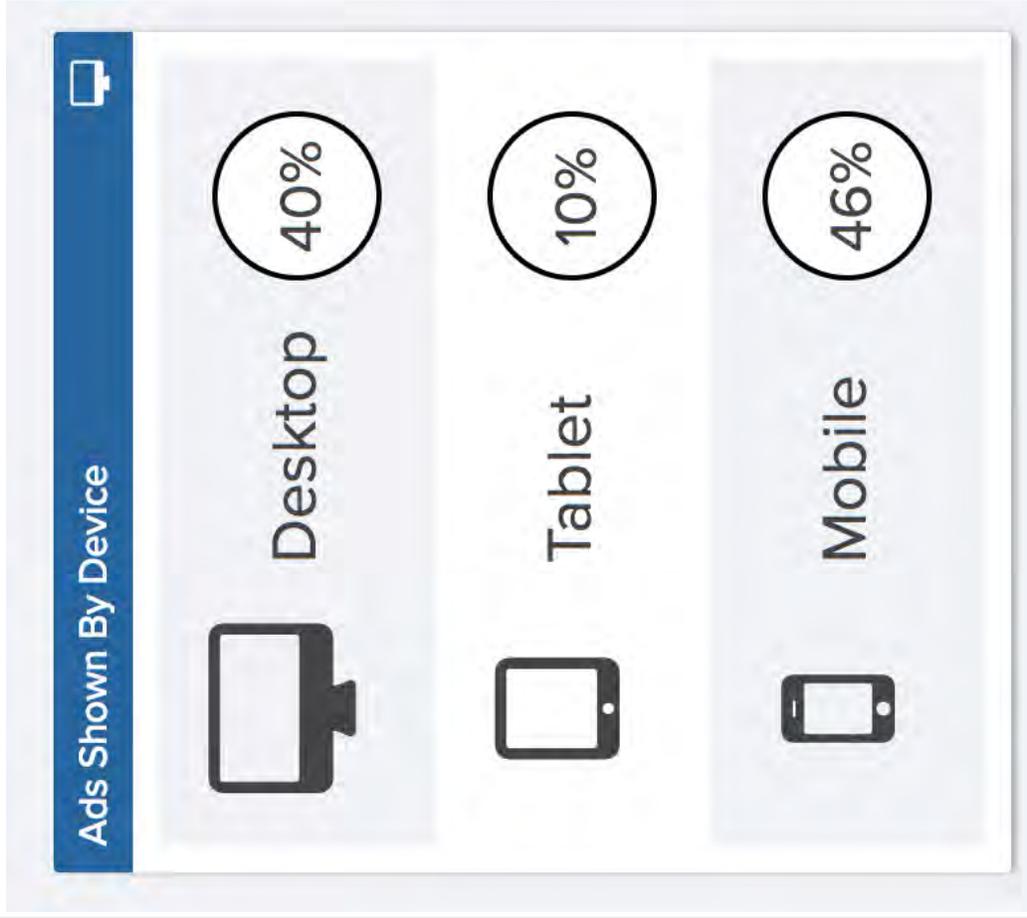
Click-Through Rate



Ad Delivery Location

Ad delivery location currently does not include any Persona campaigns. This will be remedied in a later release.





UTPB SMALL BUSINESS DEVELOPMENT CENTER
2017-2018 New Business Start-Ups & Expansions

| Jul-18 | | OTHER LOCATIONS | | | ACTIVITIES | | | Cumulative | | | | | | | | | | | | | |
|-------------------|----------|-----------------|------------------------|----------------|---------------------|------------|------------|----------------|----------------|-----------|------------|-----------|------------|-------------|-------------|-------------|-------------|--------------|-----------|-----------|--------|
| ODESSA | | New Businesses | Full-Time Jobs | Part Time Jobs | Counseling Sessions | 206 | Seminars | 2016/17 Totals | 2017/18 Totals | Sep-18 | Aug-18 | Jul-18 | Jun-18 | May-18 | Apr-18 | Mar-18 | Feb-18 | Jan-18 | Dec-17 | Nov-17 | Oct-17 |
| New Businesses | 0 | 0 | 2 | 1 | 0 | 206 | 1 | 1530 | 1227 | 96 | 220 | 76 | 68 | 59 | 97 | 81 | 116 | 100 | 99 | 135 | |
| Full-Time Jobs | 0 | 0 | 4 | 0 | 4 | 4 | 0 | 1997 | 1227 | 96 | 96 | 93 | 65 | 81 | 126 | 98 | 142 | 142 | 129 | 163 | |
| Part Time Jobs | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 45 | 37 | 1 | 1 | 2 | 4 | 1 | 3 | 5 | 4 | 3 | 3 | 9 | |
| | | | Black | | 27 | 27 | 1 | | | | | | | | | | | | | | |
| Total Jobs | 1 | 3 | 90 | 4 | 90 | 90 | 4 | 883 | 424 | 42 | 130 | 48 | 8.5 | 12.5 | 12.5 | 12.5 | 15.5 | 24.25 | 49 | 42 | |
| | | | Hispanic | | 114 | 114 | 8 | | | | | | | | | | | | | | |
| | | | Non-Hispanic | | 206 | 206 | 13 | | | | | | | | | | | | | | |
| | | | Total Attendees | | 96 | 96 | 130 | | | | | | | | | | | | | | |
| | | | Training Hours | | 130 | 130 | 68 | | | | | | | | | | | | | | |

| Jul-18 | | OTHER LOCATIONS | | | ACTIVITIES | | | Cumulative | | | | | | | | | | | | | |
|-----------------------|-----------|-----------------|----------------|----------------|---------------------|-----------|----------|----------------|----------------|----------|----------|----------|----------|-----------|-----------|----------|-----------|--------------|-----------|-----------|--------|
| ODESSA | | New Businesses | Full-Time Jobs | Part Time Jobs | Counseling Sessions | 206 | Seminars | 2016/17 Totals | 2017/18 Totals | Sep-18 | Aug-18 | Jul-18 | Jun-18 | May-18 | Apr-18 | Mar-18 | Feb-18 | Jan-18 | Dec-17 | Nov-17 | Oct-17 |
| Counseling Sessions | 135 | 99 | 116 | 81 | 59 | 68 | 76 | 1530 | 1257 | 220 | 206 | 76 | 68 | 59 | 97 | 81 | 116 | 100 | 99 | 135 | |
| Counseling Hours | 163 | 129 | 142 | 98 | 81 | 65 | 93 | 1997 | 1227 | 96 | 92 | 93 | 65 | 81 | 126 | 98 | 142 | 142 | 129 | 163 | |
| Seminars Presented | 9 | 3 | 4 | 5 | 1 | 4 | 2 | 45 | 37 | 1 | 2 | 2 | 4 | 1 | 3 | 5 | 4 | 3 | 3 | 9 | |
| Attendees | 138 | 28 | 90 | 55 | 8 | 125 | 29 | 443 | 558 | 13 | 12 | 29 | 8.5 | 8 | 31 | 55 | 90 | 29 | 28 | 42 | |
| Training Hours | 42 | 49 | 15.5 | 39.25 | 12.5 | 8.5 | 48 | 883 | 424 | 42 | 130 | 48 | 8.5 | 12.5 | 12.5 | 12.5 | 15.5 | 24.25 | 49 | 42 | |
| New Businesses | 8 | 6 | 5 | 2 | 3 | 5 | 0 | 68 | 43 | 0 | 2 | 0 | 2 | 3 | 3 | 2 | 5 | 9 | 6 | 8 | |
| Odessa New Business | 3 | 4 | 4 | 1 | 2 | 0 | 0 | 36 | 19 | 0 | 1 | 0 | 0 | 2 | 0 | 1 | 4 | 4 | 4 | 3 | |
| Capitalization | \$35,000 | \$60,000 | \$450,000 | \$0 | \$75,000 | \$0.00 | \$0 | \$9,800,085 | \$16,250,500 | \$0 | \$0 | \$0 | \$0.00 | \$0 | \$500,000 | \$0 | \$450,000 | \$15,130,500 | \$60,000 | \$35,000 | |
| Odessa Capitalization | \$30,000 | \$60,000 | \$450,000 | \$0 | \$0 | \$0 | \$0 | \$4,806,659 | \$15,050,500 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$450,000 | \$14,510,500 | \$60,000 | \$30,000 | |
| Full-Time Jobs | 33 | 33 | 7 | 5 | 14 | 35 | 0 | 256 | 245 | 2 | 0 | 0 | 2 | 14 | 18 | 5 | 7 | 98 | 33 | 33 | |
| Odessa FullTime Jobs | 7 | 23 | 2 | 2 | 9 | 2 | 0 | 154 | 132 | 0 | 0 | 0 | 2 | 9 | 0 | 2 | 2 | 87 | 23 | 7 | |
| Part Time Jobs | 1 | 6 | 6 | 2 | 3 | 11 | 0 | 131 | 35 | 1 | 0 | 0 | 1 | 3 | 1 | 2 | 6 | 4 | 6 | 1 | |
| Odessa Part Time Jobs | 1 | 6 | 6 | 0 | 3 | 0 | 0 | 52 | 19 | 1 | 0 | 0 | 0 | 3 | 0 | 0 | 6 | 2 | 6 | 1 | |
| Total Jobs | 33 | 39 | 10 | 5 | 15 | 40 | 0 | 407 | 261 | 1 | 0 | 0 | 1 | 15 | 18 | 5 | 10 | 100 | 39 | 33 | |



P. O. Box 60816 • Midland, Texas 79711
(432) 563-6240

La Entrada al Pacífico

August 21, 2018

The Honorable Betsy Triplett-Hurt, Chair
Odessa Development Corporation
P.O. Box 4398
Odessa, Texas 79760

Dear Chairwoman Hurt:

Please find the attached monthly financials and activity report for the Midland-Odessa Transportation Alliance, Inc., for the month of July, 2018.

We appreciate your continued support and assistance.

Sincerely,

A handwritten signature in black ink that reads "James Beauchamp". The signature is fluid and cursive, with a large initial "J" and a stylized "B".

James Beauchamp
President, Midland-Odessa
Transportation Alliance

cc. The Honorable David Turner, City of Odessa



JULY 2018

WEBSITES REVAMP

We have completed updates to our MOTRAN website (www.motran.org), as well as making updates to the Permian Basin Coalition (www.energybasin.com) website.

TXDOT/TTI STUDY

MOTRAN is working with TTI (Texas Transportation Institute) and TXDOT to gather trucking needs related to the energy sector. Our previous efforts to highlight the inaccurate daily vehicle miles and daily truck miles associated with our funding streams have led to this effort. We have been asked by the department (TXDOT) to help facilitate the collection of data, that can then be used to provide better estimates and in turn, improve existing formula funding levels for the area. We have distributed over 1,000 surveys to area trucking companies, 200 E&P operators, and are now focusing on surveys to midstream companies. We have started to receive initial responses and are now beginning to accumulate that data to report back to the department.

We have made individual visits to 8 different companies and worked with 2 different groups to help obtain better participation in the survey.

PERMIAN BASIN COALITION/DATA COLLECTION

We have been collecting and updating regional economic data and demographic information for the area to be shared with local officials, entities, and business stakeholders throughout the region. This information will also be used to help make the case for specific highway projects and additional funding in the region.

Attached is a copy of the condensed presentation.

RAIL ISSUES

We have been in communications with the two primary companies providing rail service to the region to discuss opportunities for additional rail usage by oil and gas producers in the region, due to a lack of current pipeline capacity. While one company has noted they have no additional capacity in the region, one does have some ability, contingent upon the ability to utilize facilities/right-of-way held by TXDOT. We have facilitated several conversations and believe all interested parties are amenable, depending on the financial feasibility to utilize the proposed model in a short-term scenario.

11:49 AM
08/07/18
Cash Basis

MOTRAN ALLIANCE, INC.
Profit & Loss YTD Comparison
July 2018

| | <u>Jul 18</u> | <u>Oct '17 - Jul 18</u> |
|--------------------------------------|-------------------|-------------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4000 · Founding Member Dues | 417.00 | 14,170.00 |
| 4010 · Member Dues | 5,000.00 | 41,500.00 |
| 4200 · Interest Earned | 141.60 | 719.97 |
| 4300 · Miscellaneous Income | 0.00 | 20,000.00 |
| 4410 · MDC | 0.00 | 90,000.00 |
| 4420 · ODC | 22,500.00 | 90,000.00 |
| Total Income | <u>28,058.60</u> | <u>256,389.97</u> |
| Expense | | |
| 5000 · Marketing | | |
| 5001 · MOTRAN Marketing | 7,766.19 | 16,511.75 |
| 5000 · Marketing - Other | 0.00 | 1,231.50 |
| Total 5000 · Marketing | <u>7,766.19</u> | <u>17,743.25</u> |
| 5025 · Travel Expenses | 2,308.75 | 8,779.57 |
| 5050 · Events & Expos | 0.00 | 6,170.69 |
| 5075 · Professional Services | 0.00 | 11,768.00 |
| 6000 · Administration | | |
| 6035 · Dues & Subscriptions | 145.94 | 1,038.27 |
| 6045 · Food & Entertainment | 1,164.03 | 4,771.81 |
| 6055 · Gifts | 113.66 | 478.38 |
| 6060 · Insurance | (241.26) | 3,517.99 |
| 6085 · Office Lease | 2,655.00 | 10,620.00 |
| 6090 · Office Supplies | 1,307.75 | 4,892.88 |
| 6105 · Postage | 1,013.57 | 2,442.95 |
| 6115 · Program Supplies | 0.00 | 1,712.49 |
| 6140 · Telephone | 316.42 | 2,568.05 |
| Total 6000 · Administration | <u>6,475.11</u> | <u>32,042.82</u> |
| 6073 · Lodging | | |
| 6074 · Delegation | 0.00 | 1,812.60 |
| Total 6073 · Lodging | <u>0.00</u> | <u>1,812.60</u> |
| 6500 · Personnel | | |
| 6501 · Salaries & Wages | 13,664.00 | 119,500.00 |
| 6502 · Payroll Taxes | 1,025.10 | 9,194.27 |
| 6503 · Employee Health Reimbursement | 898.00 | 4,490.00 |
| 6504 · Payroll Service Fee | 119.60 | 1,179.24 |
| Total 6500 · Personnel | <u>15,706.70</u> | <u>134,363.51</u> |
| 7410 · Previous year remittance-MDC | 0.00 | 344.31 |
| 7420 · Previous year remittance-ODC | 0.00 | 344.31 |
| Total Expense | <u>32,256.75</u> | <u>213,369.06</u> |
| Net Ordinary Income | <u>(4,198.15)</u> | <u>43,020.91</u> |
| Net Income | <u>(4,198.15)</u> | <u>43,020.91</u> |

11:50 AM
08/07/18
Cash Basis

MOTRAN ALLIANCE, INC.
Balance Sheet
As of July 31, 2018

| | <u>Jul 31, 18</u> |
|---------------------------------------|--------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1000 · Frost MOTRAN Checking | 6,114.89 |
| 1010 · Frost MOTRAN Money Market | 169,662.08 |
| 1015 · Frost-ODC Money Market | 19,585.14 |
| 1020 · Frost- MDC Money Market | 19,617.61 |
| Total Checking/Savings | <u>214,979.72</u> |
| Total Current Assets | 214,979.72 |
| Fixed Assets | |
| 1500 · Furniture & Fixtures | 926.94 |
| 1510 · Accum. Dep - Furn & Fix | (926.94) |
| 1520 · Machinery & Equipment | 3,356.07 |
| 1530 · Accum Dep - Mach & Equip | (3,356.07) |
| Total Fixed Assets | <u>0.00</u> |
| TOTAL ASSETS | <u><u>214,979.72</u></u> |
| LIABILITIES & EQUITY | |
| Equity | |
| 3900 · Net Assets | 171,958.81 |
| Net Income | 43,020.91 |
| Total Equity | <u>214,979.72</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>214,979.72</u></u> |

11:51 AM
08/07/18

MOTRAN ALLIANCE, INC.
Statement of Cash Flows
July 2018

| | <u>Jul 18</u> |
|--|--------------------------|
| OPERATING ACTIVITIES | |
| Net Income | (4,198.15) |
| Net cash provided by Operating Activities | <u>(4,198.15)</u> |
| Net cash increase for period | (4,198.15) |
| Cash at beginning of period | <u>219,177.87</u> |
| Cash at end of period | <u><u>214,979.72</u></u> |

**MOTRAN, INC. MONTHLY EXPENSE SUMMARY
FOR THE MONTH OF Jul-18**

| EXPENDITURE CATEGORIES | MONTHLY EXPENSE | MDC | ODC |
|---------------------------------|------------------------|-------------------|-------------------|
| Accounting Fees | | | |
| Depreciation | | | |
| Drive SMART Marketing | | | |
| Dues and Subscriptions | \$145.94 | | |
| Events and Expo's | | | |
| Food and Entertainment | \$1,164.03 | | |
| Gifts | \$113.66 | | |
| Health Insurance Reimbursement | \$898.00 | | |
| I-14 Initiative | | | |
| In Kind Contributions | | | |
| In Kind Marketing Expense | | | |
| Insurance | (\$241.26) | | |
| Lodging-Delegation | | | |
| MOTRAN Marketing | \$7,766.19 | \$11.48 | \$11.48 |
| Other Marketing | | | |
| Misc. Expense | | | |
| Office Lease | \$2,655.00 | | |
| Office Supplies | \$1,307.75 | | |
| Payroll Salaries | \$13,664.00 | \$6,832.00 | \$6,832.00 |
| Payroll Taxes | \$1,025.10 | \$512.55 | \$512.55 |
| Payroll Service Fee | \$119.60 | | |
| Postage | \$1,013.57 | | |
| Professional Services | | | |
| Program Supplies | | | |
| Travel | \$2,308.75 | \$1,154.38 | \$1,154.38 |
| Delegation | | | |
| Utilities: Telephone & Internet | \$316.42 | | |
| Rail District Contribution | | | |
| Previous Year Remittance to MDC | | | |
| Previous Year Remittance to ODC | | | |
| TOTAL EXPENSES | \$32,256.75 | \$8,510.41 | \$8,510.41 |

MOTRAN ALLIANCE, INC.
July 2018/City EDC Funding Breakdown

| | <u>Budget</u> FY2016-17 | <u>Current</u> Month | <u>YTD Amount</u> | <u>Remaining</u> Balance | <u>Percent</u> <u>Remaining</u> |
|---------------------------|----------------------------|-------------------------|---------------------|-----------------------------|------------------------------------|
| Revenue | | | | | |
| Founding Members Dues | \$20,000.00 | \$417.00 | \$14,170.00 | \$5,830.00 | 29% |
| Member Dues | \$47,000.00 | \$5,000.00 | \$41,500.00 | \$5,500.00 | 12% |
| Midland Development Corp | \$90,000.00 | | \$90,000.00 | \$0.00 | 0% |
| Odessa Development Corp | \$90,000.00 | \$22,500.00 | \$90,000.00 | \$0.00 | 0% |
| Interest Income | \$100.00 | \$141.60 | \$719.97 | (\$619.97) | 0% |
| Misc. Income | \$18,000.00 | | \$20,000.00 | (\$2,000.00) | 0% |
| Total Revenues | \$265,100.00 | \$28,058.60 | \$256,389.97 | \$8,710.03 | 3% |
| Expenditures | | | | | |
| Drive Smart Marketing | | | | | |
| Dues & Subscriptions | | | | | |
| Events | | | | | |
| Food & Entertainment | | | | | |
| Gifts | | | | | |
| Health Ins. Reimbursement | | | | | |
| Insurance | | | | | |
| I-14 Initiative | \$1,500.00 | | \$0.00 | \$1,500.00 | 100% |
| Miscellaneous Expenses | | | | | |
| Office Lease | | | | | |
| Office Supplies | | | | | |
| Payroll-Salaries | \$68,000.00 | \$6,832.00 | \$59,750.00 | \$8,250.00 | 12% |
| Payroll-Service Fee | | | | | |
| Payroll Taxes | \$5,000.00 | \$512.55 | \$4,596.99 | \$403.01 | 8% |
| 401 K Plan | | | | | |
| Postage | | | | | |
| Marketing | \$5,000.00 | \$11.48 | \$5,000.00 | \$0.00 | 0% |
| Program Supplies | | | | | |
| Telephone | | | | | |
| Travel Expenses | \$5,000.00 | \$1,154.38 | \$4,398.78 | \$610.22 | 12% |
| Professional Services | \$5,500.00 | | \$5,500.00 | \$0.00 | 0% |
| TOTAL EXPENSES | \$90,000.00 | \$8,510.41 | \$79,245.77 | \$10,763.23 | 12% |

**ODESSA DEVELOPMENT CORPORATION
CHANGES IN RESERVED FUND BALANCE
JULY 2018**

Reserved - Short Term Commitments

| | | | | Dates in Fiscal Years | |
|---|---------------------|---------------------|------------------|-----------------------|---------|
| | Current Month | Prior Month | Month End Change | Pmt Began | Expires |
| FMC Technologies | \$ 76,398 | \$ 76,398 | \$ - | 2017-18 | 2021-22 |
| Select Energy | 18,374 | 18,374 | - | 2017-18 | 2021-22 |
| Standard Sales Company, LP. | - | - | - | 2014-15 | 2018-19 |
| West Texas Food Bank | - | - | - | 2016-17 | 2020-21 |
| Odessa College - 2nd Project Training Facil | 5,000,000 | 5,000,000 | - | 2017-18 | 2019-20 |
| UTPB - 2nd Project Training Facility | 1,500,000 | 1,500,000 | - | 2017-18 | 2021-22 |
| Total Short Term Commitments | \$ 6,594,772 | \$ 6,594,772 | \$ - | | |

Reserved - Long Term Commitments

| | | | | Dates in Fiscal Years | |
|---|----------------------|----------------------|------------------|-----------------------------|---------|
| | Current Month | Prior Month | Month End Change | Pmt Began | Expires |
| FMC Technologies | \$ 305,594 | \$ 305,594 | \$ - | 2017-18 | 2021-22 |
| Glazer's Beer & Beverage | 1,134,991 | 1,134,991 | - | Not started (5 year payout) | |
| Select Energy | 73,497 | 73,497 | - | 2017-18 | 2021-22 |
| Standard Sales Company, LP. | 200,000 | 200,000 | - | 2014-15 | 2018-19 |
| Summit Power Energy, LLC | 5,000,000 | 5,000,000 | - | Expired; pending bankruptcy | |
| West Texas Food Bank | 440,866 | 440,866 | - | 2016-17 | 2020-21 |
| Odessa College - 2nd Project Training Facil | 3,000,000 | 3,000,000 | - | 2017-18 | 2019-20 |
| UTPB - 2nd Project Training Facility | 6,000,000 | 6,000,000 | - | 2017-18 | 2021-22 |
| Total Long Term Commitments | \$ 16,154,948 | \$ 16,154,948 | \$ - | | |
| Total Reserved Fund Balance | \$ 22,749,720 | \$ 22,749,720 | \$ - | | |

ODESSA DEVELOPMENT CORPORATION
CHANGES IN RESERVED FUND BALANCE
JULY 2018

Reserved - Short Term Commitments

| | | | | Dates in Fiscal Years | |
|--|---------------------|---------------------|------------------|-----------------------|---------|
| | Current Month | Prior Month | Month End Change | Pmt Began | Expires |
| FMC Technologies | \$ 76,398 | \$ 76,398 | \$ - | 2017-18 | 2021-22 |
| Select Energy | 18,374 | 18,374 | - | 2017-18 | 2021-22 |
| Standard Sales Company, LP. | - | - | - | 2014-15 | 2018-19 |
| West Texas Food Bank | - | - | - | 2016-17 | 2020-21 |
| Odessa College - 2nd Project Training Facili | 5,000,000 | 5,000,000 | - | 2017-18 | 2019-20 |
| UTPB - 2nd Project Training Facility | 1,500,000 | 1,500,000 | - | 2017-18 | 2021-22 |
| Total Short Term Commitments | \$ 6,594,772 | \$ 6,594,772 | \$ - | | |

Reserved - Long Term Commitments

| | | | | Dates in Fiscal Years | |
|--|----------------------|----------------------|------------------|-----------------------------|---------|
| | Current Month | Prior Month | Month End Change | Pmt Began | Expires |
| FMC Technologies | \$ 305,594 | \$ 305,594 | \$ - | 2017-18 | 2021-22 |
| Glazer's Beer & Beverage | 1,134,991 | 1,134,991 | - | Not started (5 year payout) | |
| Select Energy | 73,497 | 73,497 | - | 2017-18 | 2021-22 |
| Standard Sales Company, LP. | 200,000 | 200,000 | - | 2014-15 | 2018-19 |
| Summit Power Energy, LLC | 5,000,000 | 5,000,000 | - | Expired; pending bankruptcy | |
| West Texas Food Bank | 440,866 | 440,866 | - | 2016-17 | 2020-21 |
| Odessa College - 2nd Project Training Facili | 3,000,000 | 3,000,000 | - | 2017-18 | 2019-20 |
| UTPB - 2nd Project Training Facility | 6,000,000 | 6,000,000 | - | 2017-18 | 2021-22 |
| Total Long Term Commitments | \$ 16,154,948 | \$ 16,154,948 | \$ - | | |
| Total Reserved Fund Balance | \$ 22,749,720 | \$ 22,749,720 | \$ - | | |

**ODESSA DEVELOPMENT CORPORATION
CHANGES IN RESERVED FUND BALANCE
JULY 2018**

Reserved - Short Term Commitments

| | | | | Dates in Fiscal Years | |
|---|---------------------|---------------------|------------------|-----------------------|---------|
| | Current Month | Prior Month | Month End Change | Pmt Began | Expires |
| FMC Technologies | \$ 76,398 | \$ 76,398 | \$ - | 2017-18 | 2021-22 |
| Select Energy | 18,374 | 18,374 | - | 2017-18 | 2021-22 |
| Standard Sales Company, LP. | - | - | - | 2014-15 | 2018-19 |
| West Texas Food Bank | - | - | - | 2016-17 | 2020-21 |
| Odessa College - 2nd Project Training Facil | 5,000,000 | 5,000,000 | - | 2017-18 | 2019-20 |
| UTPB - 2nd Project Training Facility | 1,500,000 | 1,500,000 | - | 2017-18 | 2021-22 |
| Total Short Term Commitments | \$ 6,594,772 | \$ 6,594,772 | \$ - | | |

Reserved - Long Term Commitments

| | | | | Dates in Fiscal Years | |
|---|----------------------|----------------------|------------------|-----------------------------|---------|
| | Current Month | Prior Month | Month End Change | Pmt Began | Expires |
| FMC Technologies | \$ 305,594 | \$ 305,594 | \$ - | 2017-18 | 2021-22 |
| Glazer's Beer & Beverage | 1,134,991 | 1,134,991 | - | Not started (5 year payout) | |
| Select Energy | 73,497 | 73,497 | - | 2017-18 | 2021-22 |
| Standard Sales Company, LP. | 200,000 | 200,000 | - | 2014-15 | 2018-19 |
| Summit Power Energy, LLC | 5,000,000 | 5,000,000 | - | Expired; pending bankruptcy | |
| West Texas Food Bank | 440,866 | 440,866 | - | 2016-17 | 2020-21 |
| Odessa College - 2nd Project Training Facil | 3,000,000 | 3,000,000 | - | 2017-18 | 2019-20 |
| UTPB - 2nd Project Training Facility | 6,000,000 | 6,000,000 | - | 2017-18 | 2021-22 |
| Total Long Term Commitments | \$ 16,154,948 | \$ 16,154,948 | \$ - | | |
| Total Reserved Fund Balance | \$ 22,749,720 | \$ 22,749,720 | \$ - | | |

**ODESSA DEVELOPMENT CORPORATION
INVESTMENT SUMMARY
JULY 2018**

This investment summary report is in full compliance with the investment strategy as established per the City's Investment Policy and the the Public Funds Investment Act.

The fair value for the beginning and end of the reporting period are as follows:

| INVESTMENT | BEGINNING BALANCE | PURCHASE AMOUNT | CHANGES IN FAIR VALUE AND INTEREST | SALES AMOUNT | ENDING BALANCE |
|--------------------------------|------------------------------|----------------------------|---|-------------------------|---------------------------|
| GOVERNMENT POOLS | \$ 14,707,799 | \$ 2,584,059 | \$ 24,956 | \$ 628,686 | \$ 16,688,128 |
| CD'S AND CDARS | 6,136,667 | - | 6,266 | 746,554 | 5,396,379 |
| SAVINGS AND MONEY MARKE | 5,160,802 | - | 5,604 | - | 5,166,406 |
| MUNICIPAL BONDS | 19,096,450 | 654,312 | (2,546) | 840,000 | 18,908,216 |
| AGENCY NOTES | 1,248,438 | - | 938 | - | 1,249,375 |
| TOTAL | <u>\$ 46,350,156</u> | <u>\$ 3,238,371</u> | <u>\$ 35,218</u> | <u>\$ 2,215,240</u> | <u>\$ 47,408,504</u> |

Note: This investment report is prepared in accordance with Generally Accepted Accounting Principles (GAAP), and is in compliance with the City of Odessa's investments strategies in the investment policy, and with relevant provisions of the Public Funds Investment Act.


 Interim Assistant City Manager


 Director of Finance

ODESSA DEVELOPMENT CORPORATION
INVESTMENT PORTFOLIO
JUNE 30, 2018

| <u>INVESTMENT TYPE</u> | <u>YTM</u> | <u>MATURITY</u> | <u>PAR</u> | <u>FAIR**</u> <u>05/31/18</u> |
|--|--------------|-----------------|----------------------|----------------------------------|
| Local Government Investment Pools | | | | |
| TexPool | 1.81% | Open | \$ 7,928,005 | \$ 7,928,005 |
| Logic | 2.11% | Open | \$ 6,779,794 | \$ 6,779,794 |
| Total Local Government Investment Pools | | | \$ 14,707,799 | \$ 14,707,799 |
| Weighted Average Rate Per Pools Tot. | 1.95% | | | |
| Money Market Investment | | | | |
| Lone Star State Bank | 1.25% | Open | \$ 5,160,802 | \$ 5,160,802 |
| Total Money Markets | | | \$ 5,160,802 | \$ 5,160,802 |
| Weighted Average Rate Per MM Total | 1.25% | | | |
| CD AND CDARs Investments | | | | |
| AimBank - 12 Month CD | 1.20% | 8/31/18 | \$ 2,058,620 | \$ 2,095,017 |
| Frost Bank CDARs | 1.35% | 10/11/18 | 513,339 | 518,337 |
| Frost Bank CDARs | 1.35% | 10/11/18 | 513,339 | 518,337 |
| Lone Star Bank - 18 MO CD | 1.49% | 1/21/19 | 1,250,000 | 1,255,504 |
| Ally Bank -CD | 0.90% | 7/16/18 | 248,000 | 248,805 |
| Capital One Bank - CD | 0.90% | 7/13/18 | 248,000 | 248,837 |
| Discover Bank -CD | 0.95% | 7/13/18 | 248,000 | 248,912 |
| BBVA CD | 1.75% | 12/15/18 | 1,000,000 | 1,002,916 |
| Total CD and CDARs Investments | | | \$ 6,079,297 | \$ 6,136,667 |
| Weighted Average Rate Per CD's Total | 1.34% | | | |
| Municipal Securities | | | | |
| Hudson Cnty NJ B | 2.60% | 6/4/19 | \$ 1,500,000 | \$ 1,508,550 |
| Grand Prairie Tex Tax | 1.52% | 1/1/19 | 390,000 | 392,161 |
| Gateway PA Sch Tax | 1.76% | 7/15/19 | 1,900,000 | 1,864,869 |
| New York NY City Tax | 1.25% | 2/1/19 | 2,000,000 | 1,986,720 |
| Union City NJ B Tax | 1.48% | 12/1/18 | 1,000,000 | 1,001,540 |
| Florida St A | 1.50% | 7/1/19 | 5,000,000 | 4,969,050 |
| Fresno Cnty CA Tax | 1.25% | 8/15/19 | 650,000 | 645,138 |
| California St Tax | 1.66% | 7/1/19 | 1,680,000 | 1,679,966 |
| Kansas St Dev H Tax | 1.40% | 4/15/20 | 820,000 | 817,860 |
| State of Texas | 1.51% | 10/1/19 | 1,000,000 | 994,380 |
| Dallas TX | 1.81% | 10/1/20 | 1,325,000 | 1,308,133 |
| Port Saint Lucie FL | 1.76% | 7/1/19 | 675,000 | 670,025 |
| Pittsburg PA Urban Dev | 1.80% | 12/1/19 | 770,000 | 763,093 |
| Texas Tech University | 1.95% | 2/15/21 | 500,000 | 494,965 |
| Total Municipal Securities | | | \$ 19,210,000 | \$ 19,096,450 |
| Weighted Average Rate Per Muni Total | 1.64% | | | |
| U.S. Agency Notes | | | | |
| FHLMC Notes - Callable | 1.10% | 8/24/18 | 1,250,000 | 1,248,438 |
| Total U.S. Agency Notes | | | \$ 1,250,000 | \$ 1,248,438 |
| Weighted Average Rate Per Agency Tol | 1.10% | | | |
| TOTAL INVESTMENTS | 1.64% | | \$ 46,407,898 | \$ 46,350,156 |

** Amount does not reflect prior period market adjustments and represents fair market value adjustment as of current period end only.

**ODESSA DEVELOPMENT CORPORATION
INVESTMENT PORTFOLIO
JULY 31, 2018**

End of Month

| <u>INVESTMENT TYPE</u> | <u>YTM</u> | <u>MATURITY</u> | <u>PAR</u> | <u>FAIR** 06/30/18</u> |
|---|--------------|-----------------|----------------------|----------------------------|
| Local Government Investment Pools | | | | |
| TexPool | 1.89% | Open | \$ 6,883,621 | \$ 9,895,810 |
| Logic | 2.18% | Open | 6,792,318 | 6,792,318 |
| Total Local Government Investment Pools | | | \$ 13,675,938 | \$ 16,688,128 |
| Weighted Average Rate Per Pools Total | 2.03% | | | |
| Money Market Investment | | | | |
| Lone Star State Bank | 1.25% | Open | \$ 5,166,406 | \$ 5,166,406 |
| Total Money Market | | | \$ 5,166,406 | \$ 5,166,406 |
| Weighted Average Rate Per MM Total | 1.25% | | | |
| CD AND CDARs Investments | | | | |
| AimBank - 12 Month CD | 1.20% | 8/31/18 | \$ 2,058,620 | \$ 2,097,084 |
| Frost Bank CDARs | 1.35% | 10/11/18 | 513,339 | 518,932 |
| Frost Bank CDARs | 1.35% | 10/11/18 | 513,339 | 518,932 |
| Lone Star Bank - CD | 1.49% | 1/21/19 | 1,250,000 | 1,257,056 |
| BBVA CD | 1.75% | 12/15/18 | 1,000,000 | 1,004,375 |
| Total CD and CDARs Investments | | | \$ 5,335,297 | \$ 5,396,379 |
| Weighted Average Rate Per CD's Total | 1.40% | | | |
| Municipal Securities | | | | |
| Arizona ST B Tax | 2.80% | 7/1/20 | \$ 340,000 | \$ 334,614 |
| Hudson Cnty NJ B | 2.60% | 6/4/19 | 1,500,000 | 1,506,855 |
| Grand Prairie Tex Tax | 1.52% | 1/1/19 | 390,000 | 391,743 |
| Gateway PA Sch Tax | 1.76% | 7/15/19 | 1,900,000 | 1,866,123 |
| New York NY City Tax | 1.25% | 2/1/19 | 2,000,000 | 1,987,580 |
| Union City NJ B Tax | 1.48% | 12/1/18 | 1,000,000 | 1,001,130 |
| Union City NJ B Tax | 2.80% | 3/1/20 | 300,000 | 312,180 |
| Florida St A | 1.50% | 7/1/19 | 5,000,000 | 4,978,150 |
| Fresno Cnty CA Tax | 1.25% | 8/15/19 | 650,000 | 649,045 |
| California St Tax | 1.66% | 7/1/19 | 840,000 | 839,353 |
| Kansas St Dev H Tax | 1.40% | 4/15/20 | 820,000 | 816,326 |
| State of Texas | 1.51% | 10/1/19 | 1,000,000 | 993,530 |
| Dallas TX | 1.81% | 10/1/20 | 1,325,000 | 1,306,397 |
| Port Saint Lucie FL | 1.76% | 7/1/19 | 675,000 | 669,931 |
| Pittsburg PA Urban Dev | 1.80% | 12/1/19 | 770,000 | 762,439 |
| Texas Tech University | 1.95% | 2/15/21 | 500,000 | 492,820 |
| Total Municipal Securities | | | \$ 19,010,000 | \$ 18,908,216 |
| Weighted Average Rate Per Munis Total | 1.68% | | | |
| U.S. Agency Notes | | | | |
| FHLMC Notes - Callable | 1.10% | 8/24/18 | 1,250,000 | 1,249,375 |
| Total U.S. Agency Notes | | | \$ 1,250,000 | \$ 1,249,375 |
| Weighted Average Rate Per Agencies Total | 1.10% | | | |
| TOTAL INVESTMENTS | 1.69% | | \$ 44,437,641 | \$ 47,408,504 |

** Amount does not reflect prior period market adjustments and represents fair market value adjustment as of current period end only.