

**ODESSA DEVELOPMENT CORPORATION
CITY OF ODESSA, TEXAS
October 11, 2018**

A regular meeting of the Odessa Development Corporation (ODC) was held on October 11, 2018 at 2:00 p.m., in the Council Chambers, fifth floor, City Hall, 411 W. 8th St., Odessa, Texas.

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

Others present:

City Staff: Feliz Abalos, Sr. Assistant Attorney; Cindy Muncy, Interim Assistant City Manager; Michael Marrero, City Manager; Terri Gayhart, Finance Director; Celia Senoret, Deputy City Secretary.

ODC Contractors: Wesley Burnett, Economic Development Director; Renee Earls, Chamber of Commerce CEO; James Beauchamp, MOTRAN; Michael Crain, UTPB-SBDC; Bryan Bierwirth, UTPB-SBDC, and others.

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

Mr. Collins gave the invocation.

September 13, 2018 minutes. Motion was made by Mr. Collins and seconded by Ms. Hollmann 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 a lot of activities were happening, people were looking at Odessa and Ector County. They accommodate as much as they can; choose workforce, housing availability in general, and trying to address all their needs. He mentioned volunteers, Kathy Vaughn, Tracy Jones and Teresa Vasquez, who helped with registrations which was another way to make connections. Mr. Burnett reported Midland Plumbing Supply Company was looking to place a new distribution center in Odessa; however, they've been impacted by the hurricane in Florida, North Carolina and Virginia. He has been trying to follow up with conference call. Mr. Burnett continued consulting with business and companies throughout the country looking at Odessa with specific question about what we have or what we can have, to make a decision to come to Odessa.

Christi Callicoatte was not present. Mr. Collins reported that Ms. Callicoatte had some progress made on the overall statement and were working on a weekly chamber report.

Mr. Crain provided a revised report: capitalization for September \$705,650 overall, \$109,000 was Odessa, and the remaining was spread out, West Texas. There were three new business, two in Odessa, 44 full time jobs, 37 were in Odessa (full time), 315 counseling sessions, and 187 counseling hours. Mr. Crain introduced Byan Bierwirth to report on the Business competition. Mr Bierwirth explained how the award was issued. There was accountability with winners. It took a couple of months to process. Only one was in business.

Maribea Craft Chocolate: They were awarded with \$100,000; and placed their chocolate in four of the five top restaurants in Midland. They have it on deserts, ice cream and working in putting in the beer, (chocolate-beer).

Nockout Retail Clothing Store: They have 50 locations in malls all around Texas, with the headquarters in Odessa. They were awarded \$25,000, and were on the process to open one more store in San Antonio.

Wonderful Teeth: The business was awarded \$75,000, she developed a device that stimulates baby's gums that reduced swelling and helped for the teeth to come through quickly and less painful. It's not in the market yet, but was very close. They found a distributor in Asia. They were going to try Asia. Within two weeks they should have a manufacture to market.

Supreme Athletic Competition: They train young athletes, mostly high-school, to be ready for basketball competition. They will have their money after basketball begins. There was no activity until January, when basketball season starts. The schedule, tournaments, training facility, and equipment were ready.

All winners were required to report for five years and provide a quarterly report to make sure that the money was spend in the business. On the current competition two orientations October 30th and November 1st at 6 p.m. would be held. Ms. Triplett-Hurt recommended that Gary Landers, Interim City Attorney contact Mr. Bierwirth about reviewing the contracts. Ms. Triplett-Hurt referred to Ms. Abalos for contracts to be reviewed. Mr. Crain agreed to report periodically and quarterly report through all the phases. He will sent the report to the City Secretary for distribution.

Mr. Beauchamp reported on MOTRAN. He reported toll fee availability I-20 was at 6%. in the next 6 months, two officials from the US Department of Transportation, was coming to look at the Interstate; the biggest issued on I-20 was capacity issues, some of the reasons bringing them was to look at waivers of existing interstate highway policies, see the challenges, help on what would be better financially, and from disrupting business on interstate. He had spent a lot of time working for the last six weeks with Permian Strategic Partnership. They prioritized the project list, which was funded and approved over two years ago. They were the same as ODC, and bringing additional dollars to the table. They met with a company in Houston that agreed to put additional money towards a project around this area. Very significant: ODC and MDC helped \$15 to \$30 million originally as part of this project. He was talking to a company about raising an additional \$2.7 million. If TxDOT kept with the schedule for improvement on 302 from Ector to Wink County line on 385, they will finished up the four lanes with dividers. This project will bring safety for the 85% of the people. They were bringing an additional \$100 million dollars' worth of roadway. Mr. Triplett-Hurt asked how TxDOT obtained ODC's money, Mr. Beauchamp stated that TxDOT knew about the \$11 plus million was dedicated to the project. An advance fund agreement was signed between the City and the Texas Department of Transportation.

Receive update on Affordable Workforce Housing Survey. Ms. Earls had a conference call with CDS, on October 24. The location will be determined for interviews on anything from infill to available lands, going back to 2005. There was a lot of information on Odessa History. The interviews will allow to take on one on one with groups of five to ten developers, realtors, public officials, and large private companies. Ms. Triplett-Hurt requested to send ODC the schedule of all of the meetings.

Discuss and consider for approval of Compliance Committee recommendation of incentives for Bellows System, Inc. including any economic development agreement documents needed to implement the incentives. Mr. Burnett received all the forms, and applications of the project. They have met twice, one at the initial application. The Compliance Committee took consideration on the completeness of the application, detail on the business plan, and ability to answer questions. It's a good offer, trying to help local Odessa to expand. Motion was made by Mrs. Triplett-Hurt and seconded by Ms. Hollmann to approve the Compliance Committee recommendation of incentives for Bellows System, Inc. Motion was approved by unanimous vote.

Presentation on Permian Strategic Partnership. Ms. Earls announced that the meeting was on September 28. Don Evans, former Secretary of Commerce, has taken on a role on the Permian Strategic Partnership. Ms. Earls added that this might be an interim position or CEO. Ms. Earls stated that they would meet together and let him know what was happening in Odessa, explain the leadership in Odessa, and continue focusing in education and health care. Ms. Earls said that they talked about the TRE Election, spoke about concise representation on the need for trauma here in the area. Medical Center was a trauma two. They have been already been approached to be a trauma one for this area.

Receive Financial and Investment Report. Ms. Gayhart gave financial report. ODC balance sheet, \$900,000 was designated in fix access in equity. Payments in the short term commitments \$480,000. Gain \$1,275,000 in sales tax, received refund outside agency for \$53,400.000, \$80,000 interest, \$10.00 gain, and \$480,000 payment. Mr. Collins ask if ODC still carried summit in reserve. Ms. Hollmann understood that the contract was not yet dismissed. Mr. Burnett replied that it was very close. Motion was made by Ms. Triplett-Hurt, and seconded by Ms. Hollmann to approve the finance report. Motion was approved by unanimous vote.

ODC Committee and Officer Reports – Advertising Committee, Downtown Odessa Inc. Design Committee, Compliance Committee, and Odesa Partnership. Mr. Collins reported on the TIRZ, a board would be formed to oversee the account for Downtown development. Tax that comes out of this property will go to the particular fund (TIRZ) and be used for the downtown area. Ms. Triplett-Hurt reported that the Compliance Committee and Odessa Partnership discussed the accuracy of all the elections. Ms. Triplett-Hurt said that they need to approve everything that was on the ballot.

The meeting adjourned at 3:18 p.m.

ATTEST:

Celia Senoret
Deputy City Secretary

APPROVED:

Betsy Triplett-Hurt
President