

PUBLIC NOTICE
ODESSA DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING
City Council Chambers - City Hall, 5TH Floor
411 W. 8th Street, Odessa, Texas 79761
Thursday, January 10, 2019, 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 December 13, 2018
3. Contractors reports:
 - A. Economic Development Dept.-Odessa Chamber - Wesley Burnett, Director
 - B. CVA Advertising & Marketing - Christi Callicoatte, Director of Account Service
 - C. UTPB-America's SBDC - Michael Crain, exec director
 - D. MOTRAN - James Beauchamp, exec director
 - E. City Administrative Support
4. Receive update on status of Summit/OIDC project Atasi Bhavsar and Wesley Burnett
5. Receive update from task force meeting regarding SBDC Business Challenge Natasha Brooks
6. Receive update on Affordable Workforce Housing Survey Renee Henderson-Earls
7. 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
8. 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, on the City of Odessa's website www.odessa-tx.gov, and on the Odessa Development Corporation's website www.odessatex.com, this the _____ day of _____, 2019, 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
DECEMBER 13, 2018**

A regular meeting of the Odessa Development Corporation (ODC) was held on December 13, 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, Ted Tuminowski, Melanie Hollmann and Gene Collins.

Others present:

City Staff: Norma Aguilar-Grimaldo, City Secretary; Gary Landers, Interim City Attorney; Detra White, Council member; Natasha Brooks, Senior Assistant City Attorney; and Cindy Muncy, Interim City Manager;

ODC Contractors: Wesley Burnett, Economic Development Director; Christi Callicoatte, CVA; Renee Earls, Chamber of Commerce CEO; Dustin Fawcett, MOTRAN; Tyler Patton, UTPB-SBDC; Bryan Bierwith, UTPB-SBDC; and

Others: Valerie Jones, Odessa College and 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.

November 15, 2018 minutes. Motion was made by Mr. Collins and seconded by Mr. Edgmon to approve the minutes. The motion was approved by unanimous vote.

Introductions were made for Council member White.

Contractors report: Economic Development: Odessa Chamber, CVA Advertising and Marketing, UTPB-America's SBDC, MOTRAN, and City Administrative support.

Mr. Burnett reported that a plumbing supply had picked a site and was working on an application. The Solar Project was development. The X-Energy project would visit Odessa next week. The Department of Energy expressed interest. The tire plant was 98% complete. There was a local company interested in expansion of oil/gas that would consolidate and build new facilities. Bellows was moving to Houston due to the lack of qualified workers. Mr. Collins asked about the Mexico Initiatives of the different areas. Mr. Burnett was not involved with the education but can accommodate and be ready to assist if tied to economic development. Mr. Landers stated any leads were sent to the Chamber.

Ms. Jones provided the Sewell Auto Tech update. ODC awarded a grant to Odessa College. The old Sewell building needed significant upgrades for compliance and a new building was going to be constructed. ODC was recognized in the project. The design would have a NASCAR image on the new building. It would feature a showroom while the practical needs would be met. The building would house the truck-driving academy. She provided pictures of the building layout. She reviewed the expenditures, which was within the budget. OC would assume the cost overage. A student could get an Associate Degree in Automotive or Diesel and continuing education for truck driving. Ms. Jones stated that the program would accommodate more than 100 students through the programs plus the driving time. There was the ability of 1,800 enrollments in a year. She explained the certificates. OC collaborated with ECISD on dual credit.

Mrs. Callicoatte reported that there was another push for the oil show digital campaign. The manufacturing digital campaign emphasized medical manufacturing. She was following up with contacts from trade shows. The podcast was focused on medical industry and other areas will be featured in the future. She was working with CBS 7 to extend the TV segment. Mrs. Callicoatte stated that 30 days to advertise for the Business Challenge was not enough time. She recommended 90 days for the future Business Challenges.

Mr. Fawcett reported on MOTRAN. The annual meeting was held with over 20 counties in attendance. Mrs. Triplett-Hurt received an award. Two speakers from DC discussed energy and infrastructure. A legislative outlook was provided at the meeting. The traffic study was completed. He reviewed the results of the study. The trucks were under counted and there were more accidents in our area than statewide. He discussed the Energy Impact Study. Two grants were given for our area for \$50 million. At this time, there were no bills filed. Mrs. Triplett-Hurt explained the role of MOTRAN as a lobbyist for transportation.

Mrs. Muncy reported that the Hispanic Chamber of Commerce (OHCC) financial statements were reviewed. She compared with documents received and the refund made. It correlated with the bank statement. OHCC deposited funds to cover the ODC funds. They properly followed procedures. She reported that ODC financial statements were not available due to Finance staff shortage. It would be available in January. She reported on the December ODC sales tax of \$1.22 million. For the three months, it was a total of \$3.67 million. Mr. Landers reported that the ODC and Council joint meeting would be in January but no specific date. Council was interested in an ethics ordinance that would provide direction. The board appointment process was under review. The subcommittee for the UTPB was making progress on the process.

Mr. Patton reported that the SBDC's November capitalization was \$3,907,050. There were two full-time jobs and two part time jobs. Nine seminars were held with 134 attendees. The seminars varied in topics. SBDC was trending ahead of its goals.

Mr. Bierwirth reported that the first round was completed and 15 would be moving forward. More seminars were being held. He would meet with the contestants in January. There were 24 contestants who entered the Challenge. There were ten people that would continue to work with SBDC but not as part of the Business Challenge.

Update from task force meeting regarding SBDC Business Challenge. Mr. Landers stated it was not ready and the subcommittee would continue meeting.

Update on Affordable Workforce Housing Survey. Mrs. Earls reported that the economist collaborated with the Odessa Board of Realtors for a presentation. The consultants hired had their second Odessa visit. They made calls, visited man camps and facilities. A survey was out to the entities and large employers.

Update on task force to evaluate Budget, Finance and Audit Committee. The subcommittee met and recommended that the committee fade away as the City staff and the ODC board would take over the responsibilities. The skill sets were the same as the Compliance Committee.

Motion was made by Ms. Hollmann and seconded by Mr. Edgmon to allow the Budget, Finance and Audit Committee appointments to lapse and if needed in the future it can be appointed. The motion was approved by unanimous vote.

For the Compliance Committee, Council member Dean could be Council's liaison. Ms. Hollmann recommended Gavin Norris, an attorney, to be on the Compliance Committee. It would be on the next agenda as well as a Summit update.

Resolution No. ODC-2018R-12 - Compliance Committee recommendation and UTPB 1st annual payment. The Compliance Committee reviewed and recommended payment. Ms. Brooks stated that the requirements of salaries paid, benefits, and eligible courses were met and exceeded the requirements. She reviewed the numbers. She recommended that \$1.5 million be paid. For future, Ms. Hollmann would like to know the date of compliance and the timely completion date. Mr. Landers stated that Weaver was only used when needed. Ms. Hollmann wanted to be proactive with timely payments. Mrs. Muncy stated that the UTPB compliance was by semester and submitted in September. Ms. Hollmann asked to be more responsive. The workforce-training grant was a total of \$7.5 million for five years. It provided for additional courses and trainers. Ms. Hollmann wanted to know the requirements, actual numbers and timing. Mr. Landers explained the payment process.

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

ODC Committee and Officer Reports – Advertising Committee, Downtown Odessa Inc. Design Committee, Compliance Committee, and Odessa Partnership. Mr. Collins stated that the Advertising Committee was moving along with the podcast and TV segment projects. The Downtown Odessa Committee meeting was cancelled. The Partnership discussed positive issues in the community. Mrs. Triplett-Hurt requested business cards.

The meeting adjourned at 3:31 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

December 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
- Possible update in January

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
- Conference called scheduled with company. Plans for a new facility to serve the Permian Basin
- Company has received incentive application and plans for major consolidation /expansion project, 60K sf with 6 acres of yard storage
- Discussions continue on project – Application for possible incentives should be forthcoming soon

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
- 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
- OC has finalized agreement. Next steps for ECISD to finalize and project starts at the end of 2018
- All entities approved. Project to move forward
- Company planning larger capital investment in addition to current plans
- ECISD approved application, construction begins in February

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

2018-05

- 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 intrinsic 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
- Company will return to Odessa and discuss water issues surrounding communities moving forward
- Company plans to be in Odessa in December 2018 with DOE representatives to explore options and Odessa investments
- Company and DOE, TRRC visited Odessa, project to move forward

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
- Compliance will be meeting to reevaluate project with updated information
- Compliance approved project. ODC Board approved
- Goes before City Council in November
- Company has made decision to relocate to Houston area due to workforce restraints
- Inactive

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
- Company continues to work out financing on project expects to be operational mid 2019

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
- Negotiation continue for Odessa location
- No update

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
- Project moving forward as Enterprise Project in Odessa
- No update

Direct Contact- Out of State Prospects

- Electronic Panels Company HQ in England, 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 November 2018
- Next scheduled meeting is January 2019

Business Retention & Expansion

- ✓ Completed 5 visits to local industries

SERVICES AND OTHER ACTIVITIES

- ✓ Ingham Economic Index October Reports sent out via Mailchimp list
- ✓ Odessa Development News/Economic Indicators for November sent out via Mail Chimp
- ✓ Submitted/Responded to request for information on statistical and demographic information to Odessa American
- ✓ Submitted population estimates from JOBs EQ to Legado Ranch Apt.
- ✓ Submitted contractor list/information to Plumbing Co. Completed a Certificate of Origin for Eckel Mfct. shipping to Saudi Arabia

Partner Visits

Opportunity Zone Webinar	Staff Participated
TEDC Board Retreat	Director attended
Housing Meeting with Dr. Woodley UTPB	Director Attended
TMAC	Director Attended
Permian Strategic Partnership Meeting	Director and ODC Chair Attended
Leadership Program	ED Director participating
Solar Tax Abatement Agreement	Conference Call with Staff
Meeting with incoming City Council Members	Staff Attended
Podcast Recording with CVA	Staff Attended
Transportation Meeting	Staff Attended

Research and Development

✓ Major Employers Report is completed

Services for the Odessa
Development Corporation

Odessa Chamber of Commerce

Odessa Economic Indicators

2018

Building Permits

November	2018	Total Value	2017	Total Value
New Single Family	41	\$7,948,325	40	\$8,569,433
New Commercial	4	\$2,241,000	3	\$10,471,803
Other	88	\$6,610,932	80	\$4,374,466
Totals	133	\$16,800,257	123	\$23,415,702
YTD Totals	2,052	\$297,344,124	1,792	\$311,114,818

Sales and Use Tax

November	2018	2017	% Change
City of Odessa	\$6,252,398	\$5,055,203	23.68%
Totals YTD	\$63,419,995	\$45,004,766	40.92%

Labor Market Statistics

November	2018	2017
Civilian Labor Force	80,545	79,553
Total Employment	78,484	77,001
Total Unemployment	2,061	2,552
Unemployment Rate	2.6%	3.2%
Payroll Employment Estimate	76,500	75,600

Permian Basin Rig Count

Month	2018	2017
November	387	321
October	390	314
September	388	316
August	383	318

Midland International Air and Space Port

November	2018	2017
Enplaned	47,385	47,332
Deplaned	46,151	46,038
Enplaned YTD	540,518	472,540
Deplaned YTD	535,305	467,295

MLS Statistics-Residential (SF/COND/TH)

November	2018	2017
Total Sold	135	98
Dollar Volume	\$31,775,834	\$18,594,117
Total Sold YTD	1,525	1,242
Volume YTD	\$331,792,792	\$223,830,331

Sources: City of Odessa Building Inspection Division, State Comptroller of Public Accounts, Midland International Air and Space Port, Labor Market and Career Information, Odessa Board of Realtors and Baker Hughes *Published by the Odessa Chamber of Commerce* kathiv@odessaecodev.com (432) 332-9111



ADVERTISING & MARKETING

ODESSA DEVELOPMENT CORPORATION

DECEMBER 2019

PODCAST/TV AD SERIES

Podcast - Opportunity Odessa

The first four podcasts have been recorded and will begin in January.

TV News Segment - Spirit of Odessa

Five TV segments have been produced to air in the CBS7 newscasts beginning in January.

KWES - Investing at Home

New segments will be filmed in January and February in order to continue the series.

COLLATERAL

Brochure

A reprint of the general brochure has been ordered.

Direct Mail

A direct mail piece is currently in production to be used as a physical follow-up to the medical manufacturing campaign that is running with multiview.

TRADE SHOW FOLLOW UP

Trade Show Follow Up

As a follow-up to the trade shows that are attended by the Economic Development Department, we will send an e-blast as a reminder and also create a custom audience on Facebook to serve ads directly to attendees. We are also developing a "handwritten" note from Wesley where we will simulate his handwriting on a notecard to be sent to attendees.

SOCIAL MEDIA/DIGITAL MEDIA

Digital Overview

In December, we began a new page likes campaigns on Facebook. We are continuing to boost organic posts on Facebook and LinkedIn. Our digital campaign targeting medical manufacturing professionals continue to be strong with a click-thru-rate nearly double the industry standard.



ADVERTISING & MARKETING

Facebook

Over the last month on Facebook, CVA has been generating content from relevant articles of local news organizations. We have strategically boosted posts. Post engagement and page likes are up significantly. This is due to a more aggressive Page Likes campaign and boosting more engaging content. These campaigns resulted in 83 new page likes and reached a total of 13,346 people.

Twitter

Over the last month on Twitter, we have continued to tweet the same content we share on Facebook to engage new and existing followers as well as retweeting relevant content. Impressions are down due to not running any paid ads in December. We are running a new campaign followers campaign in January.

LinkedIn

This month we have continued sharing content with a focus on local content. New page likes and engagement are down due to not running paid ads until the last week of December. Despite this decrease, page views were up by 57%. We began a new sponsored updates campaign the week of December 23.

Website

Sessions, page views, and users were all up in December. Direct traffic accounted for 43% of all website traffic. Those visits were followed by social with 18% and both display and organic search with 17%.

Multiview Manufacturing Digital Campaign

The primary target of the Multiview campaign is medical manufacturing and the secondary target is general manufacturing. The campaign continues to be successful with a click-thru-rate nearly double the industry average. Clicks and CTR have dropped on a few segments, so we will be updating creative in January order to refresh the ads and make them more engaging to our target audience. The Multiview campaign also gives us insights into all visitors to the ODC website. Those highlights of visitors are included in the report backup.

Info on new followers/likes:

LinkedIn: 4 new followers

Facebook: 83 new page likes

Twitter: 0 new followers (no followers campaign in December)

ODC December Report

Social Overview

 Total Social Impressions

20.41K 26.90K

+32%

IMPRESSIONS

 Total Social Engagement

884 1.47K

+67%

ENGAGEMENT

 Total Social Followers

1.98K 2.05K

+3%

FOLLOWERS

 Total Social Clicks

587 934

+59%

CLICKS

 Total Social Likes

196 324

+65%

LIKES

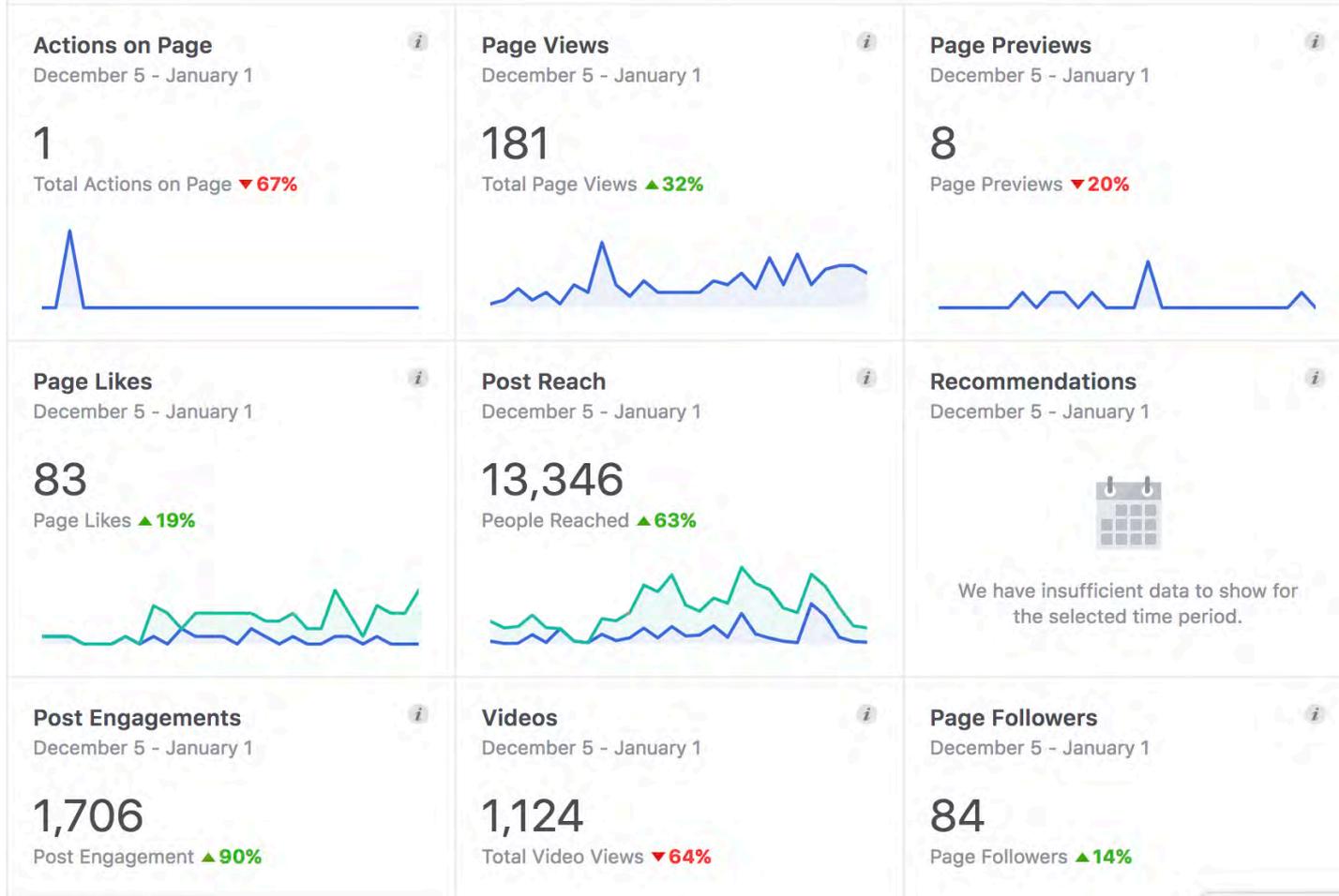
 Total Social Shares

78 121

+55%

SHARES

Facebook Overview



Facebook

Top Performing Posts

Odessa Development Corporation
 December 18, 2018 at 3:30 PM · 🌐

Prospects for a bright future for the Permian Basin just got a lot brighter. We direct your attention to this guest view piece in which leaders of 17 major energy companies are announcing a unified effort to work with communities to make this region a true oil-producing world powerhouse fueled, in part, by world-class quality of life.

ODESSATEX.COM
OUR VIEW: It's a New Day as Basin Becomes a Powerhouse - Odessa TX | Economic... [Learn More](#)

4,374 People Reached **333** Engagements [Boost Again](#)

Performance for Your Post

4,374 People Reached

59 Reactions, Comments & Shares

31 Like	25 On Post	6 On Shares
1 Haha	0 On Post	1 On Shares
16 Comments	11 On Post	5 On Shares
11 Shares	11 On Post	0 On Shares

274 Post Clicks

0 Photo Views	232 Link Clicks	42 Other Clicks
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NEGATIVE FEEDBACK

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

Insights activity is reported in the Pacific time zone. Ads activity is reported in the time zone of your ad account.

Facebook

Top Performing Posts

Post Details Reported stats may be delayed from what appears on posts



Odessa Development Corporation

December 23, 2018 at 1:30 PM · 🌐

The Permian Basin's energy sector employs 444,000 people, fuels 10 percent of the state's economy, and produces thirty percent of the nation's oil and gas. With production expected to double in the next five years, safer, more reliable roadways are imperative.



ODESSATEX.COM

USDOT Awards TxDOT \$50M for Permian Basin Roads - Odessa TX | Economic...

[Learn More](#)

2,835

People Reached

217

Engagements

[Boost Again](#)

Performance for Your Post

2,835 People Reached

83 Reactions, Comments & Shares #

55 Like	46 On Post	9 On Shares
4 Love	4 On Post	0 On Shares
2 Wow	1 On Post	1 On Shares
11 Comments	9 On Post	2 On Shares
11 Shares	10 On Post	1 On Shares

134 Post Clicks

0 Photo Views	109 Link Clicks	25 Other Clicks #
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NEGATIVE FEEDBACK

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

Facebook Top Performing Posts

Post Details Reported stats may be delayed from what appears on posts

Odessa Development Corporation
December 10, 2018 at 3:30 PM · 🌐

The Oberon Solar project consists of building a 50 megawatt solar power plant on unused land in the western part of Ector County. The solar company is expected to make a minimum capital investment in the project of \$50 million and contribute to diversifying the energy options available in the Permian Basin.



ODESSATEX.COM
County Revisits Solar Project - Odessa TX | Economic Development [Learn More](#)

2,667 People Reached **303** Engagements [Boost Again](#)

Performance for Your Post

2,667 People Reached

106 Reactions, Comments & Shares

50 Like	33 On Post	17 On Shares
2 Love	2 On Post	0 On Shares
2 Haha	0 On Post	2 On Shares
2 Wow	0 On Post	2 On Shares
47 Comments	19 On Post	28 On Shares
3 Shares	3 On Post	0 On Shares

197 Post Clicks

0 Photo Views	54 Link Clicks	143 Other Clicks
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NEGATIVE FEEDBACK

0 Hide Post **1** Hide All Posts

Twitter Overview

DEC 2018 SUMMARY

Tweets

9

Tweet impressions

5,106

Profile visits

173

Mentions

3

Dec 2018 • 31 days

TWEET HIGHLIGHTS

Top Tweet earned 2,508 impressions

To help fill openings in healthcare management in the Permian Basin, [@utpb](#) and the [@TTUHSC](#) announced a partnership that will enable students interested healthcare administration to complete an MBA or graduate certificate in health systems policy. odessatex.com/utpb-texas-tec...

🔗 3 ❤️ 11

[View Tweet activity](#)

[View all Tweet activity](#)

Top mention earned 20 engagements



Renee H. Earls

[@rearls1](#) · Dec 23

And West Texas is the top spot in the Lone Star State! Odessa is open for business - come join us! Be part of the historical growth. [@odessadevelop](#) [@OdessaChamber](#) twitter.com/kseliger/statu...

🔗 2 ❤️ 12

[View Tweet](#)

LinkedIn

Follower and Visitor Highlights



Sponsored Updates Campaign

(Data 12/25/18 – 12/31/18)

Impressions	Clicks	Average CTR
9,716	76	0.78%

LinkedIn

Top Performing Updates



The screenshot shows a LinkedIn post from the company "Odessa Development Corporation". The profile picture is a blue square with the word "Odessa" in white and a red and white graphic below it. The company name is "Odessa Development Corporation", it has "145 followers", and the post is from "1w" (one week) ago. The text of the post reads: "Why Odessa, Texas is a great place for your business: Great location. Great Incentives. Great People." Below the text is a light blue banner with a map of Texas highlighting Odessa in yellow. The banner text says "Why Odessa is a Great Place to Do Business" and "odessatex.com". There is a bookmark icon on the right side of the banner.

Why Odessa is a Great Place to Do Business Sponsored	Britney Mann	12/21/2018	5,181	-	42	0.81%	6	0	0
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LinkedIn

Top Performing Updates

Odessa Development Corporation
145 followers
2w

The Permian Basin is poised to provide the energy the world needs, create tens of thousands of local jobs, and generate billions in state and local tax revenues.

Odessa

GUEST VIEW: An Extraordinary Partnership For Extraordinary Times
odessatex.com

GUEST VIEW: An Extraordinary Partnership For Extraordinary Times Sponsored	Britney Mann	12/17/2018	2,233	-	20	0.9%	3	0	1
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Follower Demographics

Follower Demographics

Follower Demographics ?

Data for: Location ▼

Top locations

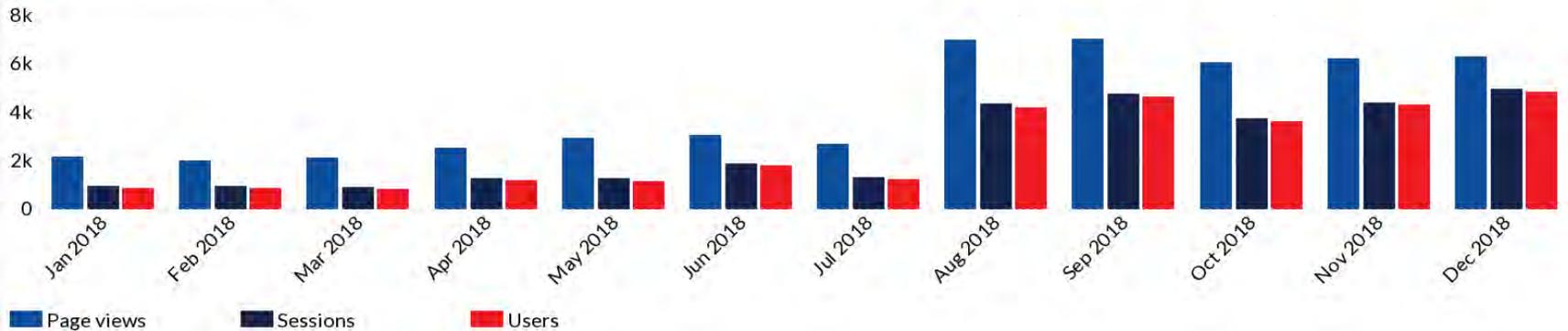
	Followers	% of Followers
Odessa/Midland, Texas Area	93	70.99%
Houston, Texas Area	6	4.58%
Dallas/Fort Worth Area	4	3.05%
Charlotte, North Carolina Area	3	2.29%
Greater New York City Area	3	2.29%
Greater Chicago Area	2	1.53%
Lubbock, Texas Area	2	1.53%
San Antonio, Texas Area	2	1.53%
Edmonton, Canada Area	1	0.76%
Greater Omaha Area	1	0.76%

Website Performance

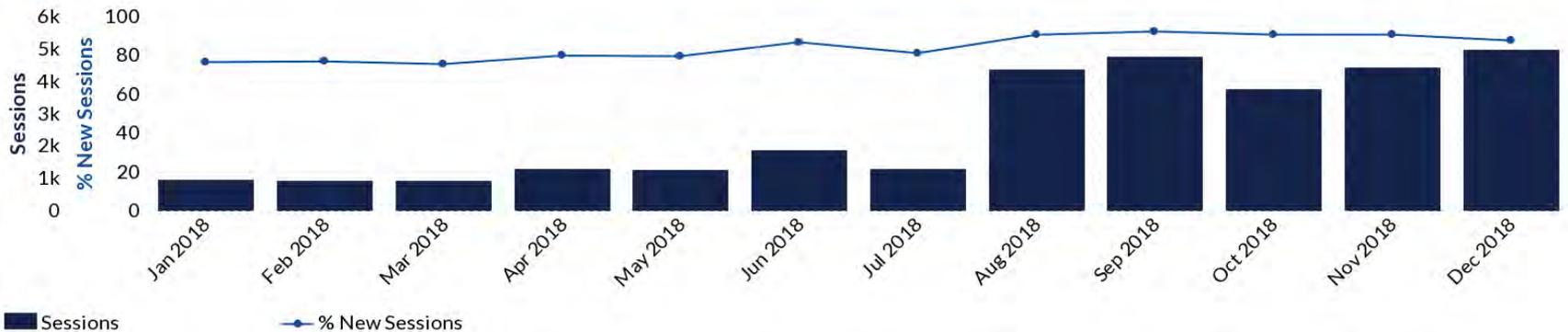
Performance KPIs



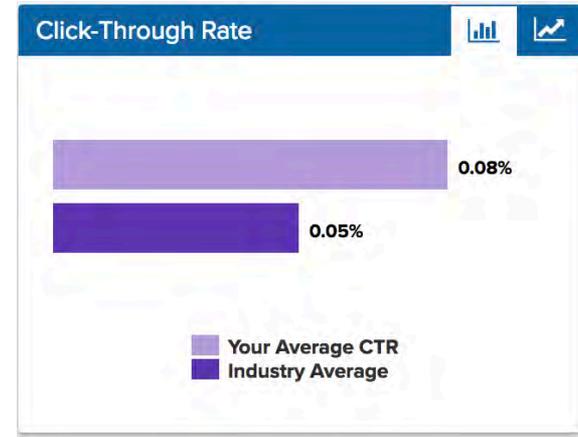
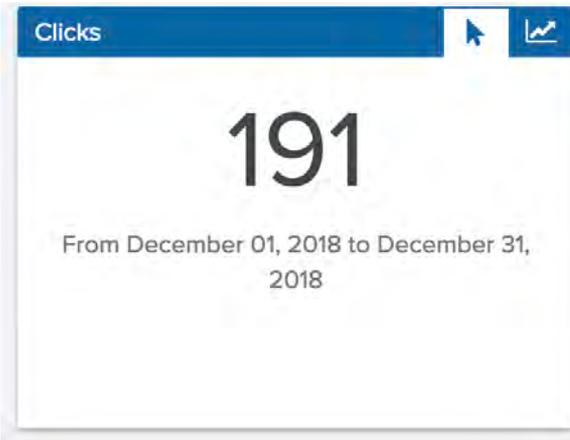
Website Performance Trend



Sessions vs New Sessions

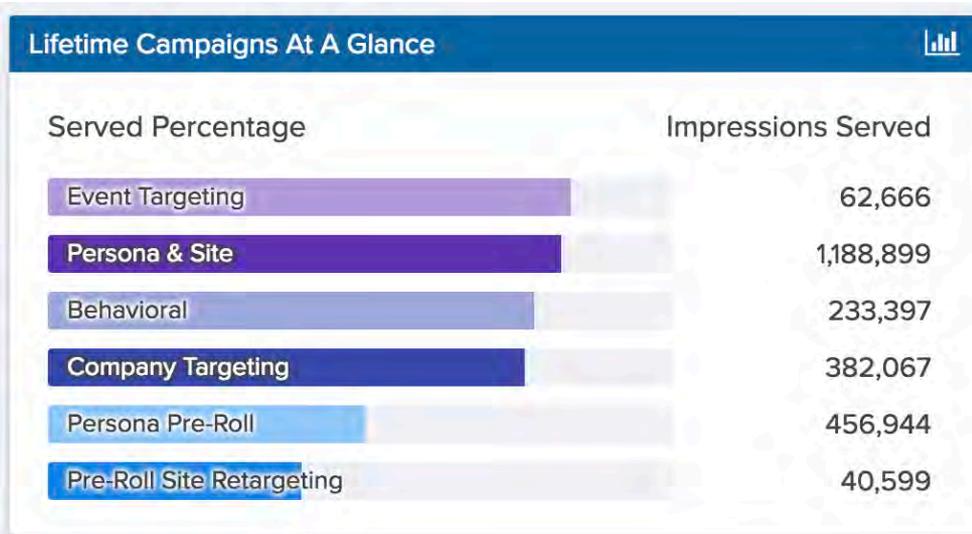


Manufacturing & Distribution Campaign Overview



Campaign Name	First Impression	Last Impression	Impressions	Clicks	CTR
Persona & Site	08/20/2018	12/31/2018	114,953	71	0.06 %
Persona Pre-Roll	08/23/2018	12/31/2018	103,486	91	0.09 %
Company Targeting	08/21/2018	12/31/2018	14,495	13	0.09 %
Behavioral	08/21/2018	12/31/2018	8,326	4	0.05 %
Pre-Roll Site Retargeting	08/23/2018	12/31/2018	6,534	12	0.18 %

Manufacturing & Distribution Campaign Overview



Multiview Segment Summaries

Pre-Roll Site Retargeting 📅 📈 👤

Impressions: **6,534** Clicks: **12** CTR: **0.18%** First Impression: **08/23/2018** Last Impression: **12/31/2018**

Ad Group Summary

Ad Group Name	Targeting Type	Impressions	Clicks	CTR	Image Preview	View Ads
Pre-Roll Site Retargeting	Site Retargeting	6,534	12	0.18 %	Image preview not available	View All Ads
Summary		6,534	12	0.18 %		

Behavioral 📅 📈 👤 🔄

Impressions: **8,326** Clicks: **4** CTR: **0.05%** First Impression: **08/21/2018** Last Impression: **12/31/2018**

Ad Group Summary

Ad Group Name	Targeting Type	Impressions	Clicks	CTR	Image Preview	View Ads
Behavioral	Behavioral	8,326	4	0.05 %		View All Ads
Summary		8,326	4	0.05 %		

Multiview Segment Summaries

Persona Pre-Roll 📅 📈 🔄 👤

Impressions: **103,486** Clicks: **91** CTR: **0.09%** First Impression: **08/23/2018** Last Impression: **12/31/2018**

Ad Group Summary

Ad Group Name	Targeting Type	Impressions	Clicks	CTR	Image Preview	View Ads
Medical Manufacturing_Pre-Roll	Persona HD	82,782	70	0.08 %	Image preview not available	View All Ads
General Manufacturing Pre-Roll	Persona HD	20,704	21	0.10 %	Image preview not available	View All Ads
Summary		103,486	91	0.09 %		

Company Targeting 📅 📈 🔄 👤

Impressions: **14,495** Clicks: **13** CTR: **0.09%** First Impression: **08/21/2018** Last Impression: **12/31/2018**

Ad Group Summary

Ad Group Name	Targeting Type	Impressions	Clicks	CTR	Image Preview	View Ads
Company Targeting	Company Targeted	14,495	13	0.09 %		View All Ads
Summary		14,495	13	0.09 %		

Multiview Segment Summaries

Persona & Site 📅 📈 🌐 👤

Impressions: **114,953** Clicks: **71** CTR: **0.06%** First Impression: **08/20/2018** Last Impression: **12/31/2018**

Ad Group Summary

Ad Group Name	Targeting Type	Impressions	Clicks	CTR	Image Preview	View Ads
Medical Persona	Persona HD	85,600	33	0.04 %		View All Ads
General	Persona HD	21,438	22	0.10 %		View All Ads
Site Retargeting	Site Retargeting	7,915	16	0.20 %		View All Ads
Summary		114,953	71	0.06 %		

UTPB SMALL BUSINESS DEVELOPMENT CENTER
2018-2019 New Business Start-Ups & Expansions

Dec-18					
ODESSA		OTHER LOCATIONS		ACTIVITIES	
New Businesses	4	New Businesses	4	Counseling Sessions	248
Full-Time Jobs	48	Full-Time Jobs	19	Am Ind/N/Alaskan	0
Part Time Jobs	1	Part Time Jobs	1	Asian/pac. Islander	5
				Black	19
Total Jobs	49	Total Jobs	20	Hispanic	133
				Non-Hispanic	97
				Total Clients	388
				Total Attendees	31
				Counseling Hours	168
				Training Hours	57

	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Cumulative 2018/19 Totals	End of Year 2017/18 Totals
Counseling Sessions	388	319	248										955	1576
Counseling Hours	189	168	204										561	1414
Seminars Presented	2	9	2										13	37
Attendees	39	134	31										204	558
Training Hours	135.5	194	57										387	541
New Businesses	0	3	8										11	48
Odessa New Business	0	1	4										5	23
Capitalization	\$916,900	\$3,907,050	\$1,992,400										\$6,816,350	\$18,159,350
Odessa Capitalization	\$252,000	\$545,800	\$539,400										\$1,337,200	\$15,716,700
Full-Time Jobs	28	7	67										102	303
Odessa FullTime Jobs	1	2	48										51	180
Part Time Jobs	0	3	2										5	51
Odessa Part Time Jobs	0	2	1										3	21
Total Jobs	28	8	68										104	313



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

La Entrada al Pacífico

December 27, 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 for the Midland-Odessa Transportation Alliance, Inc., for November, 2018, and activity report for November-December, 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



November-December 2018

ANNUAL REPORT & MEETING

We recently provided you with a copy of the 2018 MOTRAN Annual Report, which details the bulk of our activities for the calendar year. We recently held our 2018 Annual Meeting with over 185 in attendance. We had several special guests and speakers, including Texas Transportation Commissioner Alvin New from San Angelo, who announced that the Odessa District would be the recipient of 2 federal build grants, totaling \$50 million in additional funding, split between a new overpass at SH 302 and SH 115 east of Kermit heading towards Odessa and a new overpass at SH 158 and SH 137 west of Garden City and heading back towards Midland. We also highlighted the cooperative investments of both ODC and MDC during the meeting.

OTHER END OF YEAR

We will also be providing shortly, a copy of our audit for the 2017-18 fiscal year. The audit was a clean report with no comments, and we are awaiting the "finalized" version to provide you as per our 2017-18 contract.

HOSTED SCHOOL FINANCE AND PROPERTY TAX MEETING FOR GOVERNOR ABBOTT'S OFFICE

Through our regional efforts, we were requested by Governor Abbott's office to help host a meeting for his Policy Director to have a discussion with local elected officials and entities to discuss recommendations from the School Finance and Property Tax Reform Working Group. The meeting was held on December 20th with 85 in attendance.

TXDOT DATA

We are currently assembling additional data requested by TXDOT during a recent meeting with Commission Chairman Bruce Bugg and TXDOT's Lead on Energy Sector issues, Randy Hoppman, P.E.

The request draws on some of the previous data we have provided, but we were asked to extrapolate that data on a statewide scale to make the case of why additional investment was needed in the Permian, from an economic standpoint. In addition to the expanded data set, we are also incorporating some additional data sets, such as hotel/motel revenues and occupancy.

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

	Nov 18	Oct - Nov 18
Ordinary Income/Expense		
Income		
4000 · Founding Member Dues	834.00	5,834.00
4010 · Member Dues	5,000.00	5,000.00
4200 · Interest Earned	168.13	319.80
4400 · Grants	0.00	20,000.00
4410 · MDC	47,500.00	47,500.00
4420 · ODC	0.00	23,750.00
4425 · ODC Study	0.00	18,750.00
4600 · PBC Revenue	0.00	50,000.00
Total Income	53,502.13	171,153.80
Expense		
5000 · Marketing		
5001 · MOTRAN Marketing	0.00	1,082.92
5000 · Marketing - Other	0.00	2,473.15
Total 5000 · Marketing	0.00	3,556.07
5025 · Travel Expenses	0.00	793.24
5026 · Other Travel	0.00	1,273.11
6000 · Administration		
6035 · Dues & Subscriptions	0.00	225.88
6045 · Food & Entertainment	0.00	1,143.31
6055 · Gifts	0.00	75.59
6075 · Miscellaneous Expense	0.00	86.60
6085 · Office Lease	0.00	2,655.00
6090 · Office Supplies	0.00	1,891.25
6105 · Postage	0.00	35.98
6115 · Program Supplies	0.00	118.78
6140 · Telephone	217.65	533.84
Total 6000 · Administration	217.65	6,766.23
6500 · Personnel		
6501 · Salaries & Wages	15,360.00	30,720.00
6502 · Payroll Taxes	1,175.03	2,350.08
6503 · Employee Health Reimbursement	0.00	607.51
6504 · Payroll Service Fee	107.36	226.96
6505 · Retirement Contributions	270.00	540.00
Total 6500 · Personnel	16,912.39	34,444.55
Total Expense	17,130.04	46,833.20
Net Ordinary Income	36,372.09	124,320.60
Net Income	36,372.09	124,320.60

MOTRAN ALLIANCE, INC.
Balance Sheet
As of November 30, 2018

	<u>Nov 30, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Frost MOTRAN Checking	6,856.33
1010 · Frost MOTRAN Money Market	191,161.56
1015 · Frost-ODC Money Market	43,525.36
1020 · Frost- MDC Money Market	48,511.09
	<hr/>
Total Checking/Savings	290,054.34
	<hr/>
Total Current Assets	290,054.34
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)
	<hr/>
Total Fixed Assets	0.00
	<hr/>
TOTAL ASSETS	290,054.34
	<hr/> <hr/>
LIABILITIES & EQUITY	
Equity	
3900 · Net Assets	165,733.74
Net Income	124,320.60
	<hr/>
Total Equity	290,054.34
	<hr/>
TOTAL LIABILITIES & EQUITY	290,054.34
	<hr/> <hr/>

12:12 PM

12/27/18

MOTRAN ALLIANCE, INC.
Statement of Cash Flows
November 2018

	<u>Nov 18</u>
OPERATING ACTIVITIES	
Net Income	36,372.09
Net cash provided by Operating Activities	<u>36,372.09</u>
Net cash increase for period	36,372.09
Cash at beginning of period	<u>253,682.25</u>
Cash at end of period	<u><u>290,054.34</u></u>

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

EXPENDITURE CATEGORIES	MONTHLY EXPENSE	MDC	ODC
Dues and Subscriptions			
Events and Expo's			
Food and Entertainment			
Gifts			
Health Insurance Reimbursement			
I-14 Initiative			
Insurance			
MOTRAN Marketing			
Other Marketing			
Misc. Expense			
Office Lease			
Office Supplies			
Payroll Salaries	\$15,360.00	\$7,680.00	\$7,680.00
Payroll Taxes	\$1,175.03	\$587.52	\$587.52
Payroll Service Fee	\$107.36		
Retirement	\$270.00		
Postage			
Professional Services			
Program Supplies			
Travel			
Other Travel			
Utilities: Telephone & Internet	\$217.65		
TOTAL EXPENSES	\$17,130.04	\$8,267.52	\$8,267.52

MOTRAN ALLIANCE, INC.
November 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	\$834.00	\$5,834.00	\$14,166.00	70%
Member Dues	\$50,000.00	\$5,000.00	\$5,000.00	\$45,000.00	90%
Midland Development Corp	\$95,000.00	\$47,500.00	\$47,500.00	\$47,500.00	50%
Odessa Development Corp	\$95,000.00		\$23,750.00	\$71,250.00	75%
ODC Study	\$75,000.00		\$18,750.00	\$56,250.00	75%
PBC Revenue	\$50,000.00		\$50,000.00	\$0.00	0%
Grants	\$20,000.00		\$20,000.00	\$0.00	0%
Interest Income	\$1,200.00	\$168.13	\$319.80	\$880.20	73%
Misc. Income	\$1,000.00			\$1,000.00	100%
Total Revenues	\$407,200.00	\$53,502.13	\$171,153.80	\$236,046.20	58%
Expenditures					
Dues & Subscriptions					
Events					
Food & Entertainment					
Gifts					
Health Ins. Reimbursement					
Insurance					
I-14 Initiative				\$0.00	0%
Miscellaneous Expenses					
Office Lease					
Office Supplies					
Payroll-Salaries	\$74,500.00	\$7,680.00	\$15,360.00	\$59,140.00	79%
Payroll-Service Fee					
Payroll Taxes	\$5,000.00	\$587.52	\$1,175.04	\$3,824.96	76%
Retirement					
Postage					
Marketing	\$5,000.00		\$541.46	\$4,458.54	89%
Other Marketing					
Program Supplies					
Telephone					
Travel Expenses	\$5,000.00		\$396.62	\$4,603.38	92%
Travel Other					
Professional Services	\$5,500.00		\$0.00	\$5,500.00	100%
TOTAL EXPENSES	\$95,000.00	\$8,267.52	\$17,473.12	\$77,526.88	82%

ODESSA DEVELOPMENT CORPORATION
BALANCE SHEET
OCTOBER 2018

ASSETS

Investments - Local Government Pools	\$	17,260,364
Investments - U.S. Government Securities		1,014,700
Investments - CDs and CDARs		4,377,545
Investments - Municipal Securities		22,221,259
Investments - Money Market		5,182,609
Interest Receivable - U.S. Agency Notes		15,813
Interest Receivable - Municipal Securities		136,708
Prepaid Insurance		-
TOTAL ASSETS	\$	50,208,998

TOTAL ASSETS	\$	50,208,998
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LIABILITIES

Accounts Payable	\$	4,980,908
TOTAL LIABILITIES	\$	4,980,908

FUND BALANCE

Reserved - Short Term Commitments Due Within One Year		
FMC Technologies	\$	76,398
Select Energy		18,374
Standard Sales Company, LP.		200,000
West Texas Food Bank		147,000
Odessa College - 2nd Project Training Facility		6,595,855
UTPB - 2nd Project Training Facility		1,500,000
Total Short Term Commitments	\$	8,537,627

Reserved - Long Term Commitments Due in More Than One Year		
FMC Technologies	\$	229,196
Glazer's Beer & Beverage		1,134,991
Select Energy		73,497
Summit Power Energy, LLC		5,000,000
West Texas Food Bank		293,866
Odessa College - 2nd Project Training Facility		1,000,000
UTPB - 2nd Project Training Facility		4,500,000
Total Long Term Commitments	\$	12,231,550

Total Reserved	\$	20,769,177
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Assigned (TXDOT Projects)	\$	11,500,000
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Unreserved	\$	12,958,913
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TOTAL FUND BALANCE	\$	45,228,090
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TOTAL LIABILITIES AND FUND BALANCE	\$	50,208,998
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ODESSA DEVELOPMENT CORPORATION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
TOTAL BUDGET COMPARISON
OCTOBER 2018

	<u>TOTAL BUDGET</u>	<u>ACTUAL - YTD</u>	<u>REMAINING BALANCE</u>
REVENUES			
4-A Sales Tax Receipts	\$ 12,000,000	\$ 1,195,174	\$ (10,804,826)
Miscellaneous Income/Refunds	-	-	-
Interest Income	500,000	86,550	(413,450)
Gain and or (Loss) on Investments	(200,000)	(6,887)	193,113
TOTAL REVENUES	\$ 12,300,000	\$ 1,274,837	\$ (11,025,163)
EXPENDITURES			
Supplies and Materials	\$ 1,500	\$ -	\$ 1,500
Audit Services	30,000	-	30,000
Special Services	50,000	-	50,000
Insurance	15,000	13,593	1,407
Bank Services	6,000	556	5,444
Administration Fee - City of Odessa	205,349	17,117	188,232
Contingencies	100,000	-	100,000
Contracted Economic Development Services			
Chamber of Commerce	836,277	209,069	627,208
MOTRAN	170,000	42,500	127,500
UTPB - Small Business Center	111,294	-	111,294
Promotional			
Marketing	674,900	-	674,900
UTPB - SBDC Entrep. Contest	381,720	27,824	353,897
Façade Grants	250,000	-	250,000
Marketing - Other Uses	-	-	-
Business Incentives	44,000,000	-	44,000,000
TOTAL EXPENDITURES	\$ 46,832,040	\$ 310,659	\$ 46,521,381
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES	\$ (34,532,040)	\$ 964,178	\$ 35,496,218
FUND BALANCE - AT BEGINNING OF YEAR	\$ 44,263,912	\$ 44,263,912	\$ -
FUND BALANCE - AT END OF YEAR	\$ 9,731,872	\$ 45,228,090	\$ 35,496,218

**ODESSA DEVELOPMENT CORPORATION
CHANGES IN RESERVED FUND BALANCE
OCTOBER 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.	200,000	-	200,000	2014-15	2018-19
West Texas Food Bank	147,000	-	147,000	2016-17	2020-21
Odessa College - 2nd Project Training Facility	6,595,855	4,595,855	2,000,000	2017-18	2019-20
UTPB - 2nd Project Training Facility	1,500,000	1,500,000	-	2017-18	2021-22
Total Short Term Commitments	\$ 8,537,627	\$ 6,114,229	\$ 2,423,398		

Reserved - Long Term Commitments

				Dates in Fiscal Years	
	Current Month	Prior Month	Month End Change	Pmt Began	Expires
FMC Technologies	\$ 229,196	\$ 305,594	\$ (76,398)	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	293,866	440,866	(147,000)	2016-17	2020-21
Odessa College - 2nd Project Training Facility	1,000,000	3,000,000	(2,000,000)	2017-18	2019-20
UTPB - 2nd Project Training Facility	4,500,000	6,000,000	(1,500,000)	2017-18	2021-22
Total Long Term Commitments	\$ 12,231,550	\$ 16,154,948	\$ (3,923,398)		
Total Reserved Fund Balance	\$ 20,769,177	\$ 22,269,177	\$ (1,500,000)		

**ODESSA DEVELOPMENT CORPORATION
INVESTMENT SUMMARY
OCTOBER 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:

<u>INVESTMENT</u>	<u>BEGINNING BALANCE</u>	<u>PURCHASE AMOUNT</u>	<u>CHANGES IN FAIR VALUE AND INTEREST</u>	<u>SALES AMOUNT</u>	<u>ENDING BALANCE</u>
GOVERNMENT POOLS	\$ 16,612,306	\$ 2,409,060	\$ 28,831	\$ 1,789,832	\$ 17,260,364
CD'S AND CDARS	5,410,777	-	7,362	1,040,592	4,377,547
SAVINGS AND MONEY MARKE	5,176,791	-	5,818	-	5,182,609
MUNICIPAL BONDS	22,227,050	-	(5,791)	-	22,221,259
AGENCY NOTES	-	1,015,796	(1,096)	-	1,014,700
TOTAL	<u>\$ 49,426,924</u>	<u>\$ 3,424,856</u>	<u>\$ 35,123</u>	<u>\$ 2,830,424</u>	<u>\$ 50,056,479</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
SEPTEMBER 30, 2018**

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
Local Government Investment Pools				
TexPool	1.89%	Open	\$ 9,795,022	\$ 9,795,022
Logic	2.18%	Open	6,817,284	6,817,284
Total Local Government Investment Pools			\$ 16,612,306	\$ 16,612,306
Weighted Average Rate Per Pools Tot.	2.01%			
Money Market Investment				
Lone Star State Bank	1.25%	Open	\$ 5,176,791	\$ 5,176,791
Total Money Markets			\$ 5,176,791	\$ 5,176,791
Weighted Average Rate Per MM Total	1.25%			
CD AND CDARs Investments				
AimBank - 12 Month CD	1.20%	8/31/18	\$ 2,058,620	\$ 2,103,117
Frost Bank CDARs	1.35%	10/11/18	513,339	520,104
Frost Bank CDARs	1.35%	10/11/18	513,339	520,104
Lone Star Bank - 18 MO CD	1.49%	1/21/19	1,250,000	1,260,161
BBVA CD	1.75%	12/15/18	1,000,000	1,007,291
Total CD and CDARs Investments			\$ 5,335,297	\$ 5,410,777
Weighted Average Rate Per CD's Total	1.40%			
Municipal Securities				
Atlanta GA E Tax	2.70%	1/1/20	\$ 1,000,000	\$ 995,040
Arizona ST B Tax	2.80%	7/1/2020	340,000	334,373
State of Connecticut	2.60%	9/15/2019	350,000	351,239
Hudson Cnty NJ B	2.60%	6/4/19	1,500,000	1,504,710
Grand Prairie Tex Tax	1.52%	1/1/19	390,000	390,975
Gateway PA Sch Tax	1.76%	7/15/19	1,900,000	1,870,702
New York NY City Tax	1.25%	2/1/19	2,000,000	1,991,320
Union City NJ B Tax	1.48%	12/1/18	1,000,000	1,000,460
Union City NJ B Tax	2.80%	3/1/20	300,000	310,458
Florida St A	1.50%	7/1/19	5,000,000	4,983,000
Fresno Cnty CA Tax	1.25%	8/15/19	650,000	648,687
California St Tax	1.66%	7/1/19	840,000	840,050
Kansas St Dev H Tax	1.40%	4/15/20	820,000	815,269
State of Texas	1.51%	10/1/19	1,000,000	992,650
Dallas TX	1.81%	10/1/20	3,325,000	3,273,296
Port Saint Lucie FL	1.76%	7/1/19	675,000	670,424
Pittsburg PA Urban Dev	1.80%	12/1/19	770,000	762,477
Texas Tech University	1.95%	2/15/21	500,000	491,920
Total Municipal Securities			\$ 22,360,000	\$ 22,227,050
Weighted Average Rate Per Muni Total	1.71%			
TOTAL INVESTMENTS	1.73%		\$ 49,484,394	\$ 49,426,924

** 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
OCTOBER 31, 2018**

End of Month

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
Local Government Investment Pools				
TexPool	2.14%	Open	\$ 10,429,578	\$ 10,429,578
Logic	2.33%	Open	6,830,787	6,830,787
Total Local Government Investment Pools			\$ 17,260,364	\$ 17,260,364
Weighted Average Rate Per Pools Total	2.21%			
Money Market Investment				
Lone Star State Bank	1.25%	Open	\$ 5,182,609	\$ 5,182,609
Total Money Market			\$ 5,182,609	\$ 5,182,609
Weighted Average Rate Per MM Total	1.25%			
CD AND CDARs Investments				
AimBank - 17 Month CD	2.38%	8/31/18	\$ 2,058,620	\$ 2,107,084
Lone Star Bank - CD	1.49%	1/21/19	1,250,000	1,261,713
BBVA CD	1.75%	12/15/18	1,000,000	1,008,749
Total CD and CDARs Investments			\$ 4,308,620	\$ 4,377,547
Weighted Average Rate Per CD's Total	1.98%			
Municipal Securities				
Arizona ST B Tax	2.80%	7/1/20	\$ 340,000	\$ 334,944
Atlanta GA E Tax	2.70%	1/1/20	1,000,000	995,210
State of Connecticut	2.60%	9/15/19	350,000	350,914
Hudson Cnty NJ B	2.60%	6/4/19	1,500,000	1,503,360
Grand Prairie Tex Tax	1.52%	1/1/19	390,000	390,562
Gateway PA Sch Tax	1.76%	7/15/19	1,900,000	1,876,915
New York NY City Tax	1.25%	2/1/19	2,000,000	1,993,140
Union City NJ B Tax	1.48%	12/1/18	1,000,000	1,000,110
Union City NJ B Tax	2.80%	3/1/20	300,000	309,672
Florida St A	1.50%	7/1/19	5,000,000	4,978,700
Fresno Cnty CA Tax	1.25%	8/15/19	650,000	647,881
California St Tax	1.66%	7/1/19	840,000	840,437
Kansas St Dev H Tax	1.40%	4/15/20	820,000	812,636
State of Texas	1.51%	10/1/19	1,000,000	992,640
Dallas TX	1.81%	10/1/20	1,325,000	1,302,806
Dallas TX	2.70%	10/1/20	2,000,000	1,966,500
Port Saint Lucie FL	1.76%	7/1/19	675,000	670,538
Pittsburg PA Urban Dev	1.80%	12/1/19	770,000	762,539
Texas Tech University	1.95%	2/15/21	500,000	491,755
Total Municipal Securities			\$ 22,360,000	\$ 22,221,259
Weighted Average Rate Per Munis Total	1.83%			
U.S. Agency Notes				
FHLB	2.75%	12/13/19	\$ 1,000,000	\$ 1,014,700
Total U.S. Agency Notes			\$ 1,000,000	\$ 1,014,700
Weighted Average Rate Per Agencies Total				
TOTAL INVESTMENTS	1.93%		\$ 50,111,593	\$ 50,056,479

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

**ODESSA DEVELOPMENT CORPORATION
BALANCE SHEET
NOVEMBER 2018**

ASSETS

Investments - Local Government Pools	\$ 18,511,443
Investments - U.S. Government Securities	1,013,910
Investments - CDs and CDARs	4,384,524
Investments - Municipal Securities	22,237,866
Investments - Money Market	5,187,903
Interest Receivable - U.S. Agency Notes	19,250
Interest Receivable - Municipal Securities	179,106
Interest Receivable - Municipal Securities	134,249
Prepaid Insurance	-
TOTAL ASSETS	<u>\$ 51,534,001</u>

TOTAL ASSETS \$ 51,534,001

LIABILITIES

Accounts Payable	<u>\$ 4,980,908</u>
TOTAL LIABILITIES	<u>\$ 4,980,908</u>

FUND BALANCE

Reserved - Short Term Commitments Due Within One Year	
FMC Technologies	\$ 76,398
Select Energy	18,374
Standard Sales Company, LP.	200,000
West Texas Food Bank	147,000
Odessa College - 2nd Project Training Facility	6,595,855
UTPB - 2nd Project Training Facility	1,500,000
Total Short Term Commitments	<u>\$ 8,537,627</u>
Reserved - Long Term Commitments Due in More Than One Year	
FMC Technologies	\$ 229,196
Glazer's Beer & Beverage	1,134,991
Select Energy	73,497
Summit Power Energy, LLC	5,000,000
West Texas Food Bank	293,866
Odessa College - 2nd Project Training Facility	1,000,000
UTPB - 2nd Project Training Facility	4,500,000
Total Long Term Commitments	<u>\$ 12,231,550</u>
Total Reserved	\$ 20,769,177
Assigned (TXDOT Projects)	\$ 11,500,000
Unreserved	<u>\$ 14,283,916</u>
TOTAL FUND BALANCE	<u>\$ 46,553,093</u>
TOTAL LIABILITIES AND FUND BALANCE	<u><u>\$ 51,534,001</u></u>

ODESSA DEVELOPMENT CORPORATION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
TOTAL BUDGET COMPARISON
NOVEMBER 2018

	<u>TOTAL BUDGET</u>	<u>ACTUAL - YTD</u>	<u>REMAINING BALANCE</u>
REVENUES			
4-A Sales Tax Receipts	\$ 12,000,000	\$ 2,445,654	\$ (9,554,346)
Miscellaneous Income/Refunds	-	-	-
Interest Income	500,000	175,315	(324,685)
Gain and or (Loss) on Investments	(200,000)	8,930	208,930
	<hr/>		
TOTAL REVENUES	\$ 12,300,000	\$ 2,629,899	\$ (9,670,101)
<hr/>			
EXPENDITURES			
Supplies and Materials	\$ 1,500	\$ -	\$ 1,500
Audit Services	30,000	-	30,000
Special Services	50,000	12,342	37,658
Insurance	15,000	13,593	1,407
Bank Services	6,000	1,157	4,843
Administration Fee - City of Odessa	205,349	34,234	171,115
Contingencies	100,000	-	100,000
Contracted Economic Development Services			
Chamber of Commerce	836,277	209,069	627,208
MOTRAN	170,000	42,500	127,500
UTPB - Small Business Center	111,294	-	111,294
Promotional			
Marketing	674,900	-	674,900
UTPB - SBDC Entrep. Contest	381,720	27,824	353,897
Façade Grants	250,000	-	250,000
Marketing - Other Uses	-	-	-
Business Incentives	44,000,000	-	44,000,000
	<hr/>		
TOTAL EXPENDITURES	\$ 46,832,040	\$ 340,718	\$ 46,491,322
<hr/>			
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES	\$ (34,532,040)	\$ 2,289,181	\$ 36,821,221
<hr/>			
FUND BALANCE - AT BEGINNING OF YEAR	\$ 44,263,912	\$ 44,263,912	\$ -
<hr/>			
FUND BALANCE - AT END OF YEAR	\$ 9,731,872	\$ 46,553,093	\$ 36,821,221
<hr/>			

**ODESSA DEVELOPMENT CORPORATION
CHANGES IN RESERVED FUND BALANCE
NOVEMBER 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.	200,000	200,000	-	2014-15	2018-19
West Texas Food Bank	147,000	147,000	-	2016-17	2020-21
Odessa College - 2nd Project Training Facility	6,595,855	6,595,855	-	2017-18	2019-20
UTPB - 2nd Project Training Facility	1,500,000	1,500,000	-	2017-18	2021-22
Total Short Term Commitments	\$ 8,537,627	\$ 8,537,627	\$ -		

Reserved - Long Term Commitments				Dates in Fiscal Years	
	Current Month	Prior Month	Month End Change	Pmt Began	Expires
FMC Technologies	\$ 229,196	\$ 229,196	\$ -	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
Summit Power Energy, LLC	5,000,000	5,000,000	-	Expired; pending bankruptcy	
West Texas Food Bank	293,866	293,866	-	2016-17	2020-21
Odessa College - 2nd Project Training Facility	1,000,000	1,000,000	-	2017-18	2019-20
UTPB - 2nd Project Training Facility	4,500,000	4,500,000	-	2017-18	2021-22
Total Long Term Commitments	\$ 12,231,550	\$ 12,231,550	\$ -		
Total Reserved Fund Balance	\$ 20,769,177	\$ 20,769,177	\$ -		

**ODESSA DEVELOPMENT CORPORATION
INVESTMENT SUMMARY
NOVEMBER 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	\$ 17,260,364	\$ 2,107,209	\$ 30,591	\$ 886,721	\$ 18,511,442
CD'S AND CDARS	4,377,547	-	6,977	-	4,384,524
SAVINGS AND MONEY MARKE	5,182,609	-	5,294	-	5,187,903
MUNICIPAL BONDS	22,221,259	-	16,607	-	22,237,866
AGENCY NOTES	1,014,700	-	(790)	-	1,013,910
TOTAL	<u>\$ 50,056,479</u>	<u>\$ 2,107,209</u>	<u>\$ 58,680</u>	<u>\$ 886,721</u>	<u>\$ 51,335,645</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
OCTOBER 31, 2018

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
Local Government Investment Pools				
TexPool	1.89%	Open	\$ 10,429,577	\$ 10,429,577
Logic	2.18%	Open	6,830,787	6,830,787
Total Local Government Investment Pools			\$ 17,260,364	\$ 17,260,364
Weighted Average Rate Per Pools Tot.	2.01%			
Money Market Investment				
Lone Star State Bank	1.25%	Open	\$ 5,182,609	\$ 5,182,609
Total Money Markets			\$ 5,182,609	\$ 5,182,609
Weighted Average Rate Per MM Total	1.25%			
CD AND CDARs Investments				
AimBank - 12 Month CD	1.20%	8/31/18	\$ 2,058,620	\$ 2,107,084
Lone Star Bank - 18 MO CD	1.49%	1/21/19	1,250,000	1,261,713
BBVA CD	1.75%	12/15/18	1,000,000	1,008,750
Total CD and CDARs Investments			\$ 4,308,620	\$ 4,377,547
Weighted Average Rate Per CD's Total	1.41%			
Municipal Securities				
Atlanta GA E Tax	2.70%	1/1/20	\$ 1,000,000	\$ 995,210
Arizona ST B Tax	2.80%	7/1/2020	340,000	334,944
State of Connecticut	2.60%	9/15/2019	350,000	350,914
Hudson Cnty NJ B	2.60%	6/4/19	1,500,000	1,503,360
Grand Prairie Tex Tax	1.52%	1/1/19	390,000	390,562
Gateway PA Sch Tax	1.76%	7/15/19	1,900,000	1,876,915
New York NY City Tax	1.25%	2/1/19	2,000,000	1,993,140
Union City NJ B Tax	1.48%	12/1/18	1,000,000	1,000,110
Union City NJ B Tax	2.80%	3/1/20	300,000	309,672
Florida St A	1.50%	7/1/19	5,000,000	4,978,700
Fresno Cnty CA Tax	1.25%	8/15/19	650,000	647,881
California St Tax	1.66%	7/1/19	840,000	840,437
Kansas St Dev H Tax	1.40%	4/15/20	820,000	812,636
State of Texas	1.51%	10/1/19	1,000,000	992,640
Dallas TX	1.81%	10/1/20	3,325,000	3,269,306
Port Saint Lucie FL	1.76%	7/1/19	675,000	670,538
Pittsburg PA Urban Dev	1.80%	12/1/19	770,000	762,539
Texas Tech University	1.95%	2/15/21	500,000	491,755
Total Municipal Securities			\$ 22,360,000	\$ 22,221,259
Weighted Average Rate Per Muni Total	1.75%			
U.S. Agency Notes				
FHLB	2.75%	8/24/18	\$ 1,000,000	\$ 1,014,700
Total U.S. Agency Notes			\$ 1,000,000	\$ 1,014,700
Weighted Average Rate Per Agency To	2.75%			
TOTAL INVESTMENTS	1.78%		\$ 50,111,593	\$ 50,056,479

** 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
NOVEMBER 30, 2018**

End of Month

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
Local Government Investment Pools				
TexPool	2.20%	Open	\$ 11,667,140	\$ 11,667,140
Logic	2.41%	Open	6,844,302	6,844,302
Total Local Government Investment Pools			\$ 18,511,442	\$ 18,511,442
Weighted Average Rate Per Pools Total	2.28%			
Money Market Investment				
Lone Star State Bank	1.25%	Open	\$ 5,187,903	\$ 5,187,903
Total Money Market			\$ 5,187,903	\$ 5,187,903
Weighted Average Rate Per MM Total	1.25%			
CD AND CDARs Investments				
AimBank - 17 Month CD	2.38%	8/31/18	\$ 2,058,620	\$ 2,111,051
Lone Star Bank - CD	1.49%	1/21/19	1,250,000	1,263,265
BBVA CD	1.75%	12/15/18	1,000,000	1,010,208
Total CD and CDARs Investments			\$ 4,308,620	\$ 4,384,524
Weighted Average Rate Per CD's Total	1.98%			
Municipal Securities				
Arizona ST B Tax	2.80%	7/1/20	\$ 340,000	\$ 335,553
Atlanta GA E Tax	2.70%	1/1/20	1,000,000	994,560
State of Connecticut	2.60%	9/15/19	350,000	350,823
Hudson Cnty NJ B	2.60%	6/4/19	1,500,000	1,501,710
Grand Prairie Tex Tax	1.52%	1/1/19	390,000	390,250
Gateway PA Sch Tax	1.76%	7/15/19	1,900,000	1,879,860
New York NY City Tax	1.25%	2/1/19	2,000,000	1,995,300
Union City NJ B Tax	1.48%	12/1/18	1,000,000	1,000,000
Union City NJ B Tax	2.80%	3/1/20	300,000	309,219
Florida St A	1.50%	7/1/19	5,000,000	4,982,900
Fresno Cnty CA Tax	1.25%	8/15/19	650,000	648,128
California St Tax	1.66%	7/1/19	840,000	838,505
Kansas St Dev H Tax	1.40%	4/15/20	820,000	813,677
State of Texas	1.51%	10/1/19	1,000,000	993,360
Dallas TX	1.81%	10/1/20	1,325,000	1,305,682
Dallas TX	2.70%	10/1/20	2,000,000	1,970,840
Port Saint Lucie FL	1.76%	7/1/19	675,000	671,159
Pittsburg PA Urban Dev	1.80%	12/1/19	770,000	763,216
Texas Tech University	1.95%	2/15/21	500,000	493,125
Total Municipal Securities			\$ 22,360,000	\$ 22,237,866
Weighted Average Rate Per Munis Total	1.83%			
U.S. Agency Notes				
FHLB	2.75%	12/13/19	\$ 1,000,000	\$ 1,013,910
Total U.S. Agency Notes			\$ 1,000,000	\$ 1,013,910
Weighted Average Rate Per Agencies Total				
TOTAL INVESTMENTS	1.96%		\$ 51,367,965	\$ 51,335,645

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