

PUBLIC NOTICE
ODESSA DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING
City Council Chambers - City Hall, 5TH Floor
411 W. 8th Street, Odessa, Texas 79761
Thursday, April 11, 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 March 14, 2019
3. Contractors reports:
 - A. Economic Development Dept.-Odessa Chamber
 - B. CVA Advertising & Marketing – Bridgette Meyers
 - C. UTPB-America’s SBDC – Tyler Patton, Business Consultant
 - D. MOTRAN – James Beauchamp, President
 - E. City Administrative Support
4. Consider reappointment of ODC representatives to Tax Incentive Committee
5. Consider appointment of Contractor Criteria Review Committee
6. ODC Committee and Officer reports:
 - A. Advertising Committee – Gene Collins, Ted Tuminowski
 - B. Downtown Odessa Inc. Design Committee – Gene Collins
 - C. Compliance Committee – Melanie Hollmann
 - D. Odessa Partnership – Betsy Triplett-Hurt
 - E. Business Challenge – Review Committee
7. Update on State Opportunity Programs – Legal Department
8. Discuss process and structure for moving forward with ODC Support for Reasonably Priced Workforce Housing
9. 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
March 14, 2019**

A regular meeting of the Odessa Development Corporation (ODC) was held on March 14, 2019 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: Natasha Brooks, Senior Assistant City Attorney; Cindy Muncy, Interim City Manager; Michael Marrero, City Manager; Celia Senoret, Deputy City Secretary;
ODC Contractors: Tracy Jones, Economic Development; Bridget Myers, CVA; James Beauchamp, MOTRAN; Tyler Patton, UTPB-SBDC; Bryan Bierwith, UTPB-SBDC; Chris Cole, ODC Compliance Committee Chair; and
Others: 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.

February 14, 2019 minutes and special meeting March 5, 2019. Motion was made by Mr. Edgmon and seconded by Mr. Collins to approve the minutes. The motion was approved by unanimous vote.

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

Mrs. Jones reported that they were still waiting for the applicants get back on the distribution center. Solar project donated \$25,000 for the Education Foundation. They completed 27 visits to local industries. They attended the Permian Basin Coalition in Monahan and participated in the TBC Legislation Conference in Austin.

Ms. Myers reported on the podcast TV ad series. They were working on scheduling Dr. Greg Williams and Dr. Sandra Woodley for March 19 and April 1. For the TV news segment – Spirit of Odessa: five TV segments were produced and were airing in the CBS7 and KMID newscasts. On the trade publications, they were currently producing a display ad for Texas Real Estate publication, and a half page article ad for the April edition. On the social media for February, overall social media results were positive with increased social followers across all platforms collectively. They continued the page likes campaigns on Facebook, resulting in 62 new page likes. They were continuing to boost organic posts on Facebook and LinkedIn, and Twitter followers reached 900 this month. The digital campaign targeting medical manufacturing professionals continue to be strong with a click-thru-rate, double the industry standard.

Mr. Patton reported on SBDC for February, there were two new businesses, three seminars, 34 participants, 258 counseling sessions, and 285 counseling hours.

Mr. Bierwith reported that the Challenge was moving very fast. Last month, the judges reviewed all the plans, he received the scores, and the final top eight contestants will proceed to the final round. The top eight were: the Ability Space, B.A.DA. Logistics, Hour

Great Escape, The Human Bean, Infinite Coolers, Links Indoor Golf, Star Tech Group and Streetbound Food Truck Finder. The pitch presentation, in front of the judges was Tuesday March 19, 2019. The judges will score the pitches. The award ceremony will be March 26, 2019. Mr. Tuminowski wanted to know if the judging would be open for the public. Mr. Bierwith considered the possibility but it would not. He stated to give privacy to the judges.

Mr. Beauchamp reported on MOTRAN. He had the Permian Basin Kick Off last week. The meeting was for the Permian Basin great plan. The Commission will adopt the plan. There would be two public meetings to discuss proposed improvements on Interstate 20. (Ector County and Midland County) The meeting in Odessa will be Tuesday March 26, at Odessa College. The project was a \$1.5 million. He reported on Texas Legislative Outlook, and the Senate Bills passed by Governor Perry. It related to the study of the extension of Interstate-27 from its Southern Terminus to I-20, I-10, and Port of Laredo.

Mrs. Muncy reported on the financial statement for January. Total assets were \$52 million, liabilities almost \$3.5 that was a remaining balance of the two parking garages. No changes on the reserved. Total reserved was \$20,769,177, unreserved was \$16,497,649. On revenue and expenditure statement the sales tax for January was \$1.2 million, February \$1.3 million, and for March \$1.2 million. Some corrections needed to be made for the expenditure on UTPB.

Resolution No. ODC 2019R-01-Expressing its intent to fund up to \$5,000,000. With appropriate compliance committee review and city council approval, for follow-up projects and costs related to the implementation of a Workforce Housing Coalition. Mr. Cole presented that the proposal coalition started back on their sales tax workshop and housing issues. They wanted to help, although did not have any idea on what and how, but needed to do something. Mr. Collins asked to have an update on the process of how the Compliance got involved, and what organizations made a submission to the Compliance Committee. Mr. Cole responded that there was not a submission by any specific organization. A discussion from sales tax meeting and from that the Committee itself made the recommendation. Mr. Tuminowski questioned the committee making the recommendation without consulting the board. Mr. Cole did not have an answer, but something needed to happen. The Compliance Committee for months had discussions with Legal Department, chairperson, and City Manager. Those discussions provided the recommendation. Ms. Hollmann asked if most prospects go to Compliance before it goes to the board. Mr. Collins asked which organization made the request. Ms. Hollmann replied that this was a little different. Mrs. Triplett-Hurt said to continue from the March 5 meeting, they would bring a presentation request from the Compliance Committee to the board, otherwise wait until April. Mr. Collins was concerned on how and who will spend the \$5 million. Mr. Cole answered that it was for money to be set aside, trying to get other players, build a frame work, and be approved by the board and compliance just like other projects. Mr. Cole added that if they were going to make changes in the City of Odessa, it was going to call for them to do some unprecedented things. He mentioned that some organizations were interested like Grow Odessa and PSP. David Boutin, President of Grow Odessa, stated that the beauty of this was the way that the organization was set up on how the money can be spent. He added that the committee who was charged with the responsibility of reviewing all the criteria submitted, would make a recommendation to ODC. ODC would consider its approval. The commitment was a solution. He was interested because of the housing issues. Grow Odessa has a similar vision, which was economic development: grow the jobs and capital investment. Mr. Collins replied that another organization should not be

in control of the housing issue. The City of Odessa has decade of experience with HUD, and Community Development. The City should oversee the project. Mr. Collins did not want to start another nonprofit organization, but to use the expertise of City employees to take charge. Ms. Hollmann pointed out that the resolution did not ask ODC to spend any money. Council will be involved. Mr. Tuminowski added that they all know housing was a huge issue and many want to help, but emphasized that they do not have a plan or direction. Mrs. Muncy handed out a draft resolution. Motion was made by Ms. Hollmann and seconded by Mr. Edgmon to approve the resolution. Discussion by Mr. Tuminowski and Mr. Collins. The motion was approved by the following vote:

Melanie Hollmann	AYE
Tim Edgmon	AYE
Betsy Triplett-Hurt	AYE
Ted Tuminowski	NAY
Gene Collins	NAY

Resolution passed by a 3-2 vote.

Mr. Marrero did not see any objection by City Council moving forward with the resolution. In addition, the short staff at the City could make it difficult to undertake the project by themselves. Nevertheless, he and his office were willing to help any way they can. Mr. Edgmon agreed with Mr. Collins and Mr. Tuminowski concerns with the resolution, but ODC was looking to commit to the issue.

The meeting adjourned at 3:11 p.m.

ATTEST:

APPROVED:

Celia Senoret
Deputy City Secretary

Betsy Triplett-Hurt
President



Odessa Chamber of Commerce

Economic Development

Services for the Odessa Development Corporation

March 2019

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 February
- Bankruptcy was not completed in March, could be April

2017-04

- Midland plumbing supply company looking to place a new distribution center in Odessa
- 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
- Company has met within, and will be submitting incentive application in February
- Ongoing

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
- Clearing Property, construction beginning; \$25K donation to the Education Foundation
- Ongoing

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
- Company is in final negotiation on existing facility in Odessa, will submit incentive application soon
- Ongoing

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
- Ongoing

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
- Ongoing

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

- Audubon Metals – Kentucky, seeking property for metal recycle and trade with Mexico
- Local expansions in beginning stages

Odessa Partnership

- Meeting held in March 2019; next scheduled meeting is May 2019
- PSP attended

Business Retention & Expansion

- ✓ Completed 35 visits to local industries

Research and Development

- ✓ Government officials list is completed
- ✓ Cost of living Survey data collected, 1st quarter

SERVICES AND OTHER ACTIVITIES

- ✓ Ingham-Economic Index December Reports sent out via Mailchimp list and posted on Website
- ✓ Odessa Development News/Economic Indicators for February sent out via Mail Chimp
- ✓ Submitted Housing Odessa Workforce Study to OC
- ✓ Submitted Housing Odessa Workforce study to private citizen
- ✓ Submitted Apartment Survey to Odessa Housing Authority
- ✓ Research wage comparisons – secondary jobs for developer
- ✓ Population data submitted to ECISD, Maria Campos
- ✓ Completed a Certificate of Origin for Eckel Mfct. shipping to Saudi Arabia
- ✓ Submitted Wage Study to Oil Transport company out of Tulsa

Partner Visits

Housing Study Report- OC	Staff Participated
Schlemeyer Airport Meeting	Staff Attended
Leadership, Sewell	Director Attended
Girl Scouts Luncheon	Staff Attended
Site Selectors Panel Lecture	Staff attended
Meeting with Priority Midland	ED Director participating
Southwest Airline Meeting	Director Attended
HOW Org Meeting	Director Attended
Texas Scholars Meeting	Staff Attended
Stake Holders Housing Meeting	Director Attended
Tax Incentives Committee	Staff Attended

Services for the Odessa
Development Corporation

Odessa Chamber of Commerce

Odessa Economic Indicators

2019

Building Permits

February	2019	Total Value	2018	Total Value
New Single Family	74	\$14,971,770	83	\$16,300,831
New Commercial	8	\$3,180,000	1	\$225,000
Other	133	\$50,684,381	89	\$25,731,438
Totals	215	\$68,836,151	173	\$42,257,269
YTD Totals	348	\$88,944,736	373	\$71,945,006

****New Apartment Permits under Other** Lakitudo Apartment Homes ****

Sales and Use Tax

February	2019	2018	% Change
City of Odessa	\$6,527,683	\$5,969,366	9.35%
Totals YTD	\$12,551,006	\$10,540,357	19.08%

Labor Market Statistics

February	2019	2018
Civilian Labor Force	87,103	83,241
Total Employment	84,737	80,691
Total Unemployment	2,366	2,550
Unemployment Rate	2.7%	3.1%
Payroll Employment Estimate	81,900	77,800

Permian Basin Rig Count

Month	2019	2018
January	378	329
February	368	348

Midland International Air and Space Port

February	2019	2018
Enplaned	45,860	41,708
Deplaned	45,305	41,551
Enplaned YTD	89,296	82,141
Deplaned YTD	90,992	84,750

MLS Statistics-Residential (SF/COND/TH)

February	2019	2018
Total Sold	134	112
Dollar Volume	\$30,237,552	\$21,836,594
Total Sold YTD	231	195
Volume YTD	\$50,952,184	\$38,494,936

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

HIGHLIGHTS - March 2019 Activities

PODCAST/TV AD SERIES

Podcast - Opportunity Odessa

Podcasts are now airing on Apple Podcast, Goggle Play and any other podcast apps using the Apple repository. Recorded podcasts with Sandra Woodley (UTPB), Jimmy Breaux (local business man and former ODC member), and Libby Campbell (West Texas Food Bank) on Monday, April 8. Editing should finish this week and they will be ready to air.

TV News Segment - Spirit of Odessa

Current schedule ends April 8. Response back to the Economic Development Department has been very good so we are extending the news segment for another 12 weeks (end of June).

KWES - Investing at Home

KWES-TV (Channel 9) is currently producing new segments featuring Dr. Woodley (UTPB), Dr. Williams (OC) and others.

COLLATERAL

Direct Mail

A direct mail piece is currently being printed and mailed leading up to medical shows that Wesley Burnett will be attending starting in June.



ADVERTISING & MARKETING

TRADE SHOW FOLLOW UP

Trade Show Follow Up

The list of attendees for the Fab Tech trade show held in late 2018 has been sent to Multiview for processing and followup. Also, a new consolidated trade show handout brochure is being printed for use at upcoming shows.

TRADE PUBLICATIONS

Agency is currently producing and placing several trade ads in the following publications:

- 1/2 page vertical ad in the annual edition of "Go Big in Texas" publication coming out in May.
- Area Development's Texas State Report
- A listing in the Business Expansion's Journal of Economic Developers

SOCIAL MEDIA/DIGITAL MEDIA

Overview

In March, our overall social media results were positive, with an increase in all social metrics across all platforms collectively. We continued the page likes campaign on Facebook, resulting in 59 new page likes. We are continuing to boost organic posts on Facebook, and began a sponsored update campaign on LinkedIn in the last week of March. Our digital campaign targeting medical manufacturing professionals continues to be strong with a click-thru-rate double the industry standard.

Facebook

Over the last month on Facebook, CVA has continued to generate content from relevant articles of local news organizations. We have strategically boosted posts. Our post engagement was up 16% this month, despite our post reach being down slightly. Our most engaging post this month required no boosting to reach peak engagement, which is a positive sign that your followers are finding your content relevant and use-



ADVERTISING & MARKETING

ful. These campaigns resulted in 59 new page likes and reached a total of 9,709 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. In March, traffic on Twitter and Facebook has quadrupled since the beginning of Q4'18. Agency is analyzing what content was most effective and will post more similar items going forward.

LinkedIn

This month we have continued sharing relevant articles with a focus on local content. We began a new sponsored updates campaign the last week in March, resulting in a 140% jump in likes, and a 20% increase in new visitors.

Website

Our sessions, page views, and users were all significantly higher in March, and our social media traffic continues to do very well since we started hosting the news articles on our website. Our website traffic from Facebook and Twitter has more than quadrupled since October.

Info on new followers/likes:

LinkedIn: 3 new followers

Facebook: 59 new page likes

Twitter: Information will be coming.

Odessa Development Corporation Digital Report

March 2019

ODC March Report

Social Overview

 Total Social Impressions

14.61K 17.86K

+22%

IMPRESSIONS

 Total Social Clicks

358 414

+16%

CLICKS

 Total Social Engagement

679 1.00K

+48%

ENGAGEMENT

 Total Social Likes

218 429

+97%

LIKES

 Total Social Followers

2.35K 2.49K

+6%

FOLLOWERS

 Total Social Shares

94 140

+49%

SHARES

Facebook Overview

Total Page Followers as of Today: 1,603



Total Page Likes as of Today: 1,518



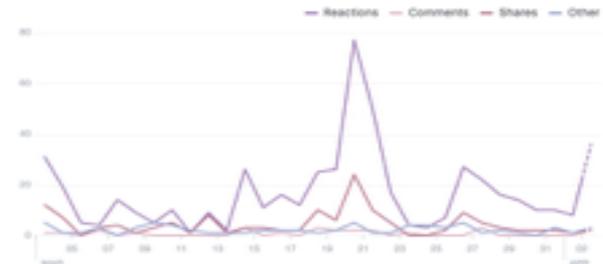
Total Reach

The number of people who had any content from your Page or about your Page enter their screen. This number is



Reactions, Comments, Shares, and More

These actions will help you reach more people.



Type	Average Reach	Average Engagement
 Link	1,554 <div style="width: 100%; height: 15px; background-color: #f4a460; margin-top: 5px;"></div>	73 53 <div style="display: flex; justify-content: space-between; margin-top: 5px;"> <div style="width: 100%; height: 15px; background-color: #4a7ebb; margin-bottom: 2px;"></div> <div style="width: 100%; height: 15px; background-color: #c8513d; margin-bottom: 2px;"></div> </div>
 Photo	1,487 <div style="width: 100%; height: 15px; background-color: #f4a460; margin-top: 5px;"></div>	53 53 <div style="display: flex; justify-content: space-between; margin-top: 5px;"> <div style="width: 100%; height: 15px; background-color: #4a7ebb; margin-bottom: 2px;"></div> <div style="width: 100%; height: 15px; background-color: #c8513d; margin-bottom: 2px;"></div> </div>

Facebook Top Performing Posts

Odessa Development Corporation
Published by Caleb Burnett [?] · March 3 at 7:00 PM · 🌐

"Leach, chairman and chief executive officer of Concho Resources, cited statistics indicating Permian Basin crude production is expected to climb from the current 4 million barrels a day to 6 million barrels a day in just six years. That, he told the sold-out crowd at the Horseshoe, would comprise 7 percent of total world oil production and 40 percent of U.S. production."



ODESSATEX.COM
Concho CEO: Permian Oil is Economic Engine to Fuel Vision of Future - Odessa TX | Economic... [Learn More](#)

3,726 People Reached **198** Engagements [Boost Again](#)

Performance for Your Post

3,726 People Reached

93 Reactions, Comments & Shares ⓘ

56 Like	37 On Post	19 On Shares
3 Love	2 On Post	1 On Shares
1 Wow	1 On Post	0 On Shares
6 Comments	6 On Post	0 On Shares
27 Shares	26 On Post	1 On Shares

105 Post Clicks

0 Photo Views	90 Link Clicks ⓘ	15 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 the advertiser.

Facebook Top Performing Posts



Odessa Development Corporation

Published by Caleb Burnett [?] · March 20 at 5:30 PM · 🌐

⋮

Oil production in the Permian Basin will increase to more than 6 million barrels a day by 2025, which would be the fourth most in the world, according to a presentation from the Permian Strategic Partnership.



ODESSATEX.COM

Learn More

2,319
People Reached

221
Engagements

Boost Again

Performance for Your Post

2,319 People Reached

163 Reactions, Comments & Shares ⓘ

106 Like	43 On Post	63 On Shares
5 Love	4 On Post	1 On Shares
1 Haha	0 On Post	1 On Shares
15 Wow	7 On Post	8 On Shares
3 Comments	0 On Post	3 On Shares
33 Shares	33 On Post	0 On Shares

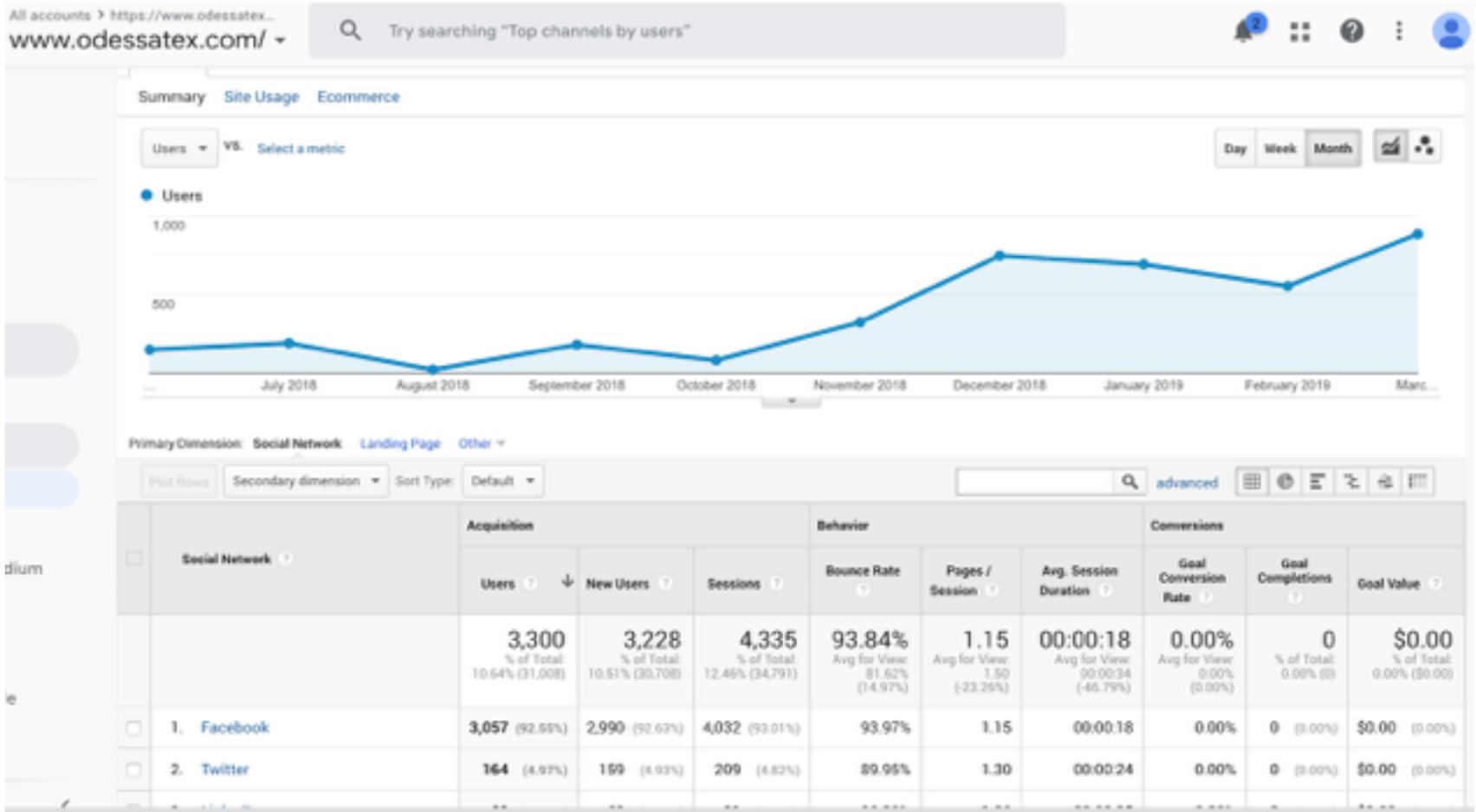
58 Post Clicks

0 Photo Views	21 Link Clicks ⓘ	37 Other Clicks ⓘ
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Most Effective Facebook Posts

Plot Rows		Secondary dimension: Landing Page	Sort Type: Default	Acquisition		
Social Network	Landing Page	Users	New Users	Sessions		
		3,300 % of Total: 10.64% (31,008)	3,228 % of Total: 10.51% (30,708)	4,335 % of Total: 12.46% (34,791)		
1. Facebook	/perman-basin-boom-unlikely-slow-well-2019/	325 (7.84%)	265 (8.21%)	331 (7.64%)		
2. Facebook	/exxon-becomes-top-permian-driller-combat-falling-oil-output/	250 (6.03%)	205 (6.35%)	259 (5.97%)		
3. Facebook	/view-new-day-basin-becomes-powerhouse/	242 (5.84%)	199 (6.16%)	251 (5.79%)		
4. Facebook	/top-drillers-texas-2018/	166 (4.00%)	146 (4.52%)	169 (3.90%)		
5. Facebook	/odessa-one-hardest-working-cities-united-states-according-recent-study/	149 (3.59%)	123 (3.81%)	151 (3.48%)		
6. Facebook	/perryman-long-term-outlook-texas-economy/	144 (3.47%)	90 (2.79%)	150 (3.46%)		
7. Facebook	/researchers-say-permian-producers-set-weather-renewed-price-volatility/	132 (3.18%)	78 (2.42%)	138 (3.18%)		
8. Facebook	/guest-view-extraordinary-partnership-extraordinary-times/	107 (2.58%)	81 (2.51%)	112 (2.58%)		
9. Facebook	/concho-ceo-permian-oil-economic-engine-fuel-vision-future/	103 (2.48%)	69 (2.14%)	108 (2.49%)		
10. Facebook	/report-motran-leveraging-program-mdc-odc-provides-dividends-residents/	102 (2.46%)	79 (2.45%)	103 (2.38%)		

Traffic on Facebook and Twitter Increased 4 X in March vs. Q4'18



LinkedIn Overview

Visitor highlights ⓘ

Data for the last 30 days 3/3/2019 - 4/2/2019

9 ▼ 25%
Page views

6 ▲ 20%
Unique visitors

Update highlights ⓘ

Data for the last 30 days 3/3/2019 - 4/2/2019

12 ▲ 140%
Likes

0 = 0%
Comments

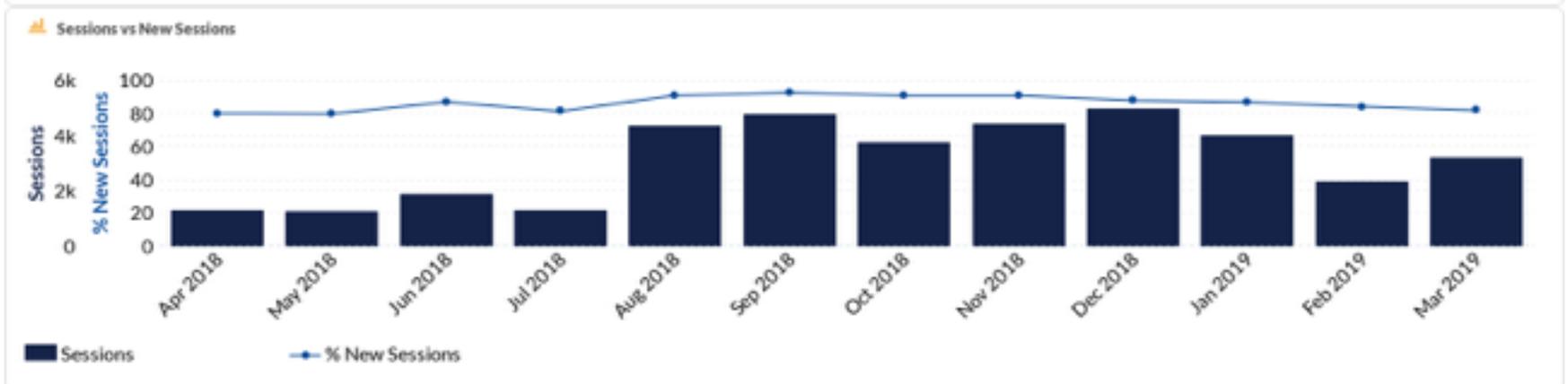
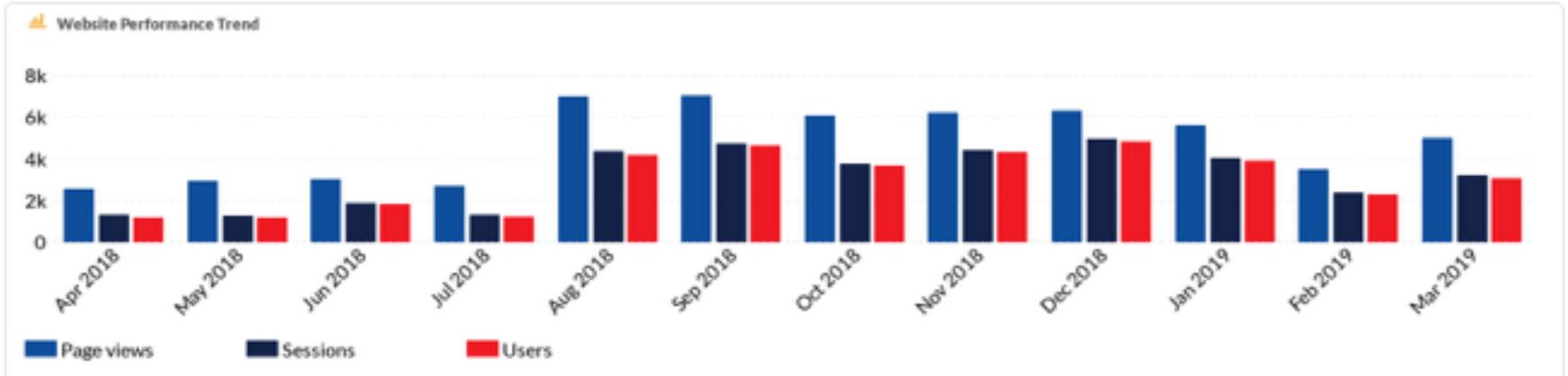
1 = 0%
Shares

Follower highlights ⓘ

157
Total followers

3 = 0%
New followers in the last 30 days 3/3/2019 - 4/2/2019

Website Performance



UTPB SMALL BUSINESS DEVELOPMENT CENTER

2018-2019 New Business Start-Ups & Expansions

Feb-19							
ODESSA		OTHER LOCATIONS		ACTIVITIES			
New Businesses	0	New Businesses	1	Counseling Sessions	243	Seminars	4
Full-Time Jobs	0	Full-Time Jobs	4	Am Ind/N/Alaskan	5	Am Ind/N/Alaskan	0
Part Time Jobs	0	Part Time Jobs	3	Asian/pac. Islander	6	Asian/pac. Islander	0
				Black	22	Black	0
Total Jobs	0	Total Jobs	5	Hispanic	82	Hispanic	5
				Non-Hispanic	104	Non-Hispanic	6
				Total Clients	243	Total Attendees	10
				Counseling Hours	220	Training Hours	38

	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	433	258	243							1889	1576
Counseling Hours	189	168	204	323	285	220							1389	1414
Seminars Presented	2	9	2	2	3	4							22	37
Attendees	39	134	31	16	28	10							258	558
Training Hours	135.5	194	57	38	56	19							500	541
New Businesses	0	3	8	4	2	1							18	48
Odessa New Business	0	1	4	1	1	0							7	23
Capitalization	\$916,900	\$3,907,050	\$1,992,400	\$2,464,700	\$305,233	\$90,000							\$9,676,283	\$18,159,350
Odessa Capitalization	\$252,000	\$545,800	\$539,400	\$1,650,000	\$204,916	\$60,000							\$3,252,116	\$15,716,700
Full-Time Jobs	28	7	67	10	1	4							117	303
Odessa FullTime Jobs	1	2	48	3	1	0							55	180
Part Time Jobs	0	3	2	9	-2	3							15	51
Odessa Part Time Jobs	0	2	1	7	-2	0							8	21
Total Jobs	28	8	68	15	1	5							125	313



03/26/19

Odessa Development Corporation Board of Directors,

The 2019 Odessa Business Challenge has concluded and Michael Crain and I couldn't be happier with how things went. Just to recap, 24 business consisting of 31 entrepreneurs entered the competition eager to start or grow their small business. A representative from each business attended one of the three Orientations the SBDC help in late October/early November and from there the challenge went straight into high gear.

In November, we held three seminars that taught the participants brainstorming, the business model canvas, how to develop an Investor Fact Sheet, and marketing. All the contestants started meeting with myself, the Business Challenge Consultant, one on one to discuss their business, test the feasibility of their idea, and to work out any possible holes in their plan. They began to do heavy research, conducting market research, and gathering quotes on all aspects to get their business up and running. They used that initial research to write an Investor Fact Sheet to submit to the five judges for the first round of elimination.

In December, the judges read through all the participants Fact Sheets and rated each on a scorecard and left feedback for the contestants. The scores were averaged and the top 15 scores moved on. Those 15 businesses and their owners that moved on were B.A.D.A. Logistics owned by Derrick Bush, Star Tech Group owned by Ravi Shakamuri, The Human Bean owned by Maurice Torano, Hour Great Escape owned by Kaylea Brooks and Amanda Hogan, The Ability Space owned by Angelica Ramos, CR Jeffery's Smoked Meats owned by Ronald Jeffery, LL Services owned by Larisa Lopez, Mocuts owned by Anna Palko, BoomTown Homes owned by David O'Cain, Links Indoor Golf owned by Viridiana Tarin, StreetBound Food Truck Finder owned by Marissa and Scott Rossell, PANDA Dev owned by Abel Nunez, Customer Service Basics owned by Casey Hallmark, Infinite Coolers owned by Celso Gomez and Alec Gonzales, and Ella's Tropical Treats owned by Adrienne Puente. You could see all the company logos on the OBC website, www.odessabusinesschallenge.com. Once on the home page, under the "Process" section, click the button under #3 to reveal the logos of the businesses with their owner's name.

Once the Investor Fact Sheets were submitted to the judges and before the participants knew which businesses were going on, the contestants started work on their full business plans. I held a seminar which went over the narrative and financial portions of a business plan in full detail. From there, I continued to meet with all the participants one on one to go over their research and assist them with their business plan.

In January, we held two seminars, QuickBooks Desktop Beginners training class and QuickBooks Desktop Intermediate training class taught by a Certified QuickBooks ProAdvisor. These classes taught the attendees the functionality of the accounting software as well as the importance of



bookkeeping for a small business. I continued to meet with all the contestants for one on one consulting assisting them with the narrative and financial portions of their business plans.

The final drafts of the business plans were due on February 1st and were sent to the judges for scoring. On March 8th I received the completed scorecards from the judges and Monday, March 11th, I notified the contestants of the results. The top eight businesses with highest average score from the judges will move on to round three, The Pitch. Those eight businesses are The Ability Space, BADA Logistics, Hour Great Escape, The Human Bean, Infinite Coolers, Links Indoor Golf, Star Tech Group, and StreetBound.

In preparation of the pitch presentations on March 19th, I held a “How to Pitch” seminar on March 13th, which taught the participants some basic presentation skills to a judge, investor, or bank lender. From the time the finalists were announced, I met with most of the remaining contestants to help them practice their pitches.

The pitches were held on March 19, 2019 and afterwards the judges chose the winners. The judges decided that The Human Bean would be awarded \$150,000, Infinite Coolers would be awarded \$125,000, and StreetBound would be awarded \$75,000.

The 2019 Odessa Business Challenge Award Ceremony was held on Tuesday, March 26, 2019 from 7 PM to 9 PM at The Elegante Hotel.

If you have any questions about the challenge or any of the businesses participating, please reach out to the contact information listed below. Thank you.

Bryan Bierwirth
Business Challenge Consultant
University of Texas Permian Basin
America's Small Business Development Center
432-552-2463
Bierwirth_b@utpb.edu



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

La Entrada al Pacífico

March 25, 2019

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

RECEIVED
MAR 26 2019

BY CITY SECRETARY

RECEIVED
MAR 26 2019

CITY ATTORNEY

Dear Chairwoman Hurt:

Please find the attached monthly financials for the Midland-Odessa Transportation Alliance, Inc., for February, 2019, and monthly report.

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 long horizontal stroke at the end.

James Beauchamp
President, Midland-Odessa
Transportation Alliance

cc. The Honorable David Turner, City of Odessa



March 2019

Economic Case for the Permian Basin

We continue our efforts to distribute economic data related to the Permian Basin and Odessa District that help make the case for additional funding. This is the second time we have distributed economic data related to the economic impact of the Permian to all statewide elected officials, legislators, agency heads, and impacted boards and commission members.

IN addition, attached you will find the most recent data provided to TXDOT regarding the increase in vehicle registrations here in the Odessa District.

We recently sent a delegation letter from community leaders in the TXDOT-Odessa District that follows our economic case for investment in the area with a plan to request additional resources. We are following-up with TXDOT and the Governor's office as that request hinges around the upcoming TXDOT UTP revision. Initial discussions regarding that effort will begin this month.

We also have dealt with the TXDOT Odessa District to identify potential projects for additional Category 12 funding possibilities.

I-14 Annual Meeting

We are continuing our partnership with the I-14 Coalition and will be in attendance at their annual meeting this month to detail on-going efforts to look for a suitable venue to provide a designation of I-14 to travel directly to Midland and Odessa.

Permian Basin Regional Freight Plan

We are working with Ector County Judge Debi Hays, who will chair the regional freight plan. The initial kick-off was held in February and we have already begun working on outreach efforts for other regional partners and assembling data for the plan that will be adopted by the Commission upon completion and serve to identify long term capacity improvements.

MOTRAN ALLIANCE, INC.
Profit & Loss YTD Comparison
February 2019

	<u>Feb 19</u>	<u>Oct '18 - Feb 19</u>
Ordinary Income/Expense		
Income		
4000 · Founding Member Dues	417.00	7,085.00
4010 · Member Dues	3,500.00	31,250.00
4200 · Interest Earned	163.49	822.84
4300 · Miscellaneous Income	0.00	1,800.00
4400 · Grants	0.00	20,000.00
4410 · MDC	0.00	47,500.00
4420 · ODC	0.00	47,500.00
4425 · ODC Study	0.00	37,500.00
4600 · PBC Revenue	0.00	50,000.00
Total Income	<u>4,080.49</u>	<u>243,457.84</u>
Expense		
5000 · Marketing		
5001 · MOTRAN Marketing	296.86	8,145.43
5000 · Marketing - Other	0.00	13,432.45
Total 5000 · Marketing	<u>296.86</u>	<u>21,577.88</u>
5025 · Travel Expenses	360.19	4,140.03
5026 · Other Travel	0.00	1,273.11
5050 · Events & Expos	0.00	9,941.07
5075 · Professional Services	0.00	10,068.00
6000 · Administration		
6035 · Dues & Subscriptions	0.00	799.88
6045 · Food & Entertainment	426.40	2,896.64
6055 · Gifts	0.00	957.62
6075 · Miscellaneous Expense	37.97	269.55
6085 · Office Lease	0.00	5,310.00
6090 · Office Supplies	73.40	2,394.77
6105 · Postage	267.99	1,229.94
6115 · Program Supplies	248.38	469.75
6140 · Telephone	220.05	1,439.19
Total 6000 · Administration	<u>1,274.19</u>	<u>15,767.34</u>
6500 · Personnel		
6501 · Salaries & Wages	18,560.00	92,120.00
6502 · Payroll Taxes	1,479.45	7,257.62
6503 · Employee Health Reimbursement	0.00	3,987.53
6504 · Payroll Service Fee	107.36	634.65
6505 · Retirement Contributions	366.00	1,782.60
Total 6500 · Personnel	<u>20,512.81</u>	<u>105,782.40</u>
Total Expense	<u>22,444.05</u>	<u>168,549.83</u>
Net Ordinary Income	<u>(18,363.56)</u>	<u>74,908.01</u>
Net Income	<u><u>(18,363.56)</u></u>	<u><u>74,908.01</u></u>

MOTRAN ALLIANCE, INC.
Balance Sheet
As of February 28, 2019

	<u>Feb 28, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
1000 · Frost MOTRAN Checking	2,480.70
1010 · Frost MOTRAN Money Market	203,313.63
1015 · Frost-ODC Money Market	33,842.93
1020 · Frost- MDC Money Market	1,004.49
Total Checking/Savings	<u>240,641.75</u>
Total Current Assets	240,641.75
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>240,641.75</u>
LIABILITIES & EQUITY	
Equity	
3900 · Net Assets	165,733.74
Net Income	74,908.01
Total Equity	<u>240,641.75</u>
TOTAL LIABILITIES & EQUITY	<u>240,641.75</u>

10:34 AM

03/07/19

MOTRAN ALLIANCE, INC.
Statement of Cash Flows
February 2019

	<u>Feb 19</u>
OPERATING ACTIVITIES	
Net Income	(18,363.56)
Net cash provided by Operating Activities	<u>(18,363.56)</u>
Net cash increase for period	(18,363.56)
Cash at beginning of period	<u>259,005.31</u>
Cash at end of period	<u><u>240,641.75</u></u>

**MOTRAN, INC. MONTHLY EXPENSE SUMMARY
FOR THE MONTH OF Feb-19**

EXPENDITURE CATEGORIES	MONTHLY EXPENSE	MDC	ODC	ODC Wifi
Dues and Subscriptions				
Events and Expo's				
Food and Entertainment	\$426.40			
Gifts				
Health Insurance Reimbursement				
I-14 Initiative				
Insurance				
MOTRAN Marketing	\$296.86	\$148.43	\$148.43	
Other Marketing				
Misc. Expense	\$37.97			
Office Lease				
Office Supplies	\$73.40			
Payroll Salaries	\$18,560.00	\$7,530.00	\$7,530.00	\$3,500.00
Payroll Taxes	\$1,479.45	\$739.73	\$739.73	
Payroll Service Fee	\$107.36			
Retirement	\$366.00			
Postage	\$267.99			
Professional Services				
Program Supplies	\$248.38			
Travel	\$360.19	\$180.09	\$180.09	
Other Travel				
Utilities: Telephone & Internet	\$220.05			
TOTAL EXPENSES	\$22,444.05	\$8,598.25	\$8,598.25	\$3,500.00

MOTRAN ALLIANCE, INC.
February 2019/City EDC Funding Breakdown

	<u>Budget</u> <u>FY2016-17</u>	<u>Current</u> <u>Month</u>	<u>YTD Amount</u>	<u>Remaining</u> <u>Balance</u>	<u>Percent</u> <u>Remaining</u>
Revenue					
Founding Members Dues	\$20,000.00	\$417.00	\$7,085.00	\$12,915.00	65%
Member Dues	\$50,000.00	\$3,500.00	\$31,250.00	\$18,750.00	38%
Midland Development Corp	\$95,000.00		\$47,500.00	\$47,500.00	50%
Odessa Development Corp	\$95,000.00		\$47,500.00	\$47,500.00	50%
ODC Study	\$75,000.00		\$37,500.00	\$37,500.00	50%
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	\$163.49	\$822.84	\$540.65	45%
Misc. Income	\$1,000.00		\$1,800.00	(\$800.00)	0%
Total Revenues	\$407,200.00	\$4,080.49	\$243,457.84	\$163,905.65	41%
Expenditures					
Dues & Subscriptions					
Events					
Food & Entertainment					
Gifts					
Health Ins. Reimbursement					
Insurance					
I-14 Initiative					
Miscellaneous Expenses					
Office Lease					
Office Supplies					
Payroll-Salaries	\$74,500.00	\$7,530.00	\$41,607.50	\$32,892.50	44%
Payroll-Service Fee					
Payroll Taxes	\$5,000.00	\$739.73	\$3,628.81	\$1,371.19	27%
Retirement					
Postage					
Marketing	\$5,000.00	\$148.43	\$4,072.71	\$927.29	19%
Other Marketing					
Program Supplies					
Telephone					
Travel Expenses	\$5,000.00	\$180.09	\$2,070.01	\$2,929.99	59%
Travel Other					
Professional Services	\$5,500.00		\$5,034.00	\$466.00	8%
TOTAL EXPENSES	\$95,000.00	\$8,598.25	\$56,413.03	\$38,586.97	40%

MOTRAN ALLIANCE, INC.
February 2019/City ODC Wifi Funding Breakdown

	<u>Budget</u> <u>FY2016-17</u>	<u>Current</u> <u>Month</u>	<u>YTD Amount</u>	<u>Remaining</u> <u>Balance</u>	<u>Percent</u> <u>Remaining</u>
Revenue					
Founding Members Dues	\$20,000.00	\$417.00	\$7,085.00	\$12,915.00	65%
Member Dues	\$50,000.00	\$3,500.00	\$31,250.00	\$18,750.00	38%
Midland Development Corp	\$95,000.00		\$47,500.00	\$47,500.00	50%
Odessa Development Corp	\$95,000.00		\$47,500.00	\$47,500.00	50%
ODC Study	\$75,000.00		\$37,500.00	\$37,500.00	50%
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	\$163.49	\$822.84	\$540.65	45%
Misc. Income	\$1,000.00		\$1,800.00	(\$800.00)	0%
Total Revenues	\$407,200.00	\$4,080.49	\$243,457.84	\$163,905.65	58%
Expenditures					
Mapping	\$2,000.00		\$0.00	\$4,000.00	100%
Salaries	\$10,000.00	\$3,500.00	\$7,925.00	\$2,075.00	56%
Engineering/Contracted Services	\$55,000.00		\$0.00	\$55,000.00	100%
Production/Printing	\$4,000.00		\$0.00	\$2,000.00	100%
Contingencies	\$4,000.00		\$0.00	\$4,000.00	100%
TOTAL EXPENSES	\$75,000.00	\$3,500.00	\$7,925.00	\$67,075.00	89%

TAX INCENTIVE COMMITTEE

		Term Expires <u>Appointed by</u>
Malcolm Hamilton (City Council Representative)	Mhdistrict1odtx@gmail.com	3-31-2020 Council
Kevin Demel 196 Quail Run, Odessa, TX 79761 Kirby-Smith Machinery (local business)	550-7837 599-2812 (cell) 866-289-6087 kdemel@kirby-smith.com	3-31-2019 Council
Willie Taylor (Chair) 210 Bunche, Odessa, TX 79761 Permian Basin Workforce Development P.O. Box 61947, Midland, TX 79711	337-4214 563-5239 Willie.taylor@twc.state.tx.us	3-31-2020 Council
Gus Ortega Oncor 2152 West I-20, Odessa, TX 79763 (Utility Representative)	580-1920 gustavo.ortega@oncor.com	3-31-2020 Council
Gene Collins Insurance Agency 411 N. Grant, Odessa, TX 79761 (Odessa Development Corp. rep.)	333-1161 collinsgene51@yahoo.com	3-31-2019 ODC
Melanie Hollmann Atkins, Hollmann, Jones, Peacock, Lewis & Lyon, Inc. 3800 E. 42nd St., Odessa, TX 79762 (Odessa Development Corp. rep.)	363-1300 363-1310 Fax mhollmann@odessalawfirm.com	3-31-2019 ODC
Drew Crutcher (Vice-Chair) 10 Amethyst Cove Odessa, TX 79762	367-6269 drewcrutcher@gmail.com	3-31-2017 Grow Odessa
Royce Bodiford 311 W. 4th St. #806, Odessa, Texas 79761 (Odessa College rep.)	333-7090 roycebodiford@yahoo.com	3-31-2021 OC
Judge Debi Hays Ector County Courthouse 300 N. Grant (Ector County rep.)	498-4100 debi.hays@ectorcountytexas.gov	3-31-2020 EC
David Harwell ECISD P.O. Box 3912, Odessa, TX 79760 (Ector Co. Independent School District rep.)	456-9499 david.harwell@ectorcountytexas.gov	3-31-2020 ECISD
David Dunn 1501 Ridgecrest, Odessa, TX 79763 (Medical Center Hospital rep.)	332-8676 (h) 580-7433 (w) david_dunn@praxair.com	3-31-2020 MCH

EX-OFFICIO:		
Anita Campbell Ector County Appraisal District 1301 E. 8th St., Odessa, TX 79761-4703	332-6834 anita.campbell@ectorcad.org	
Michael Marrero City Manager P.O. Box 4398, Odessa, TX 79760	335-4107 cm@odessa-tx.gov	
Gary Landers Interim City Attorney P.O. Box 4398, Odessa, TX 79760	335-3228 legal@odessa-tx.gov	
CHAMBER:		
Renee Earls President/CEO Odessa Chamber of Commerce 700 N. Grant, Ste. 200, Odessa, TX 79761	333-7855 renee@odessachamber.com	
Wesley Burnett Director of Economic Development Odessa Chamber of Commerce 700 N. Grant, Ste. 200, Odessa, TX 79761 (ODC liaison)	333-7880 wburnett@odessaecodev.com	
Tracy Jones Economic Development Specialist Odessa Chamber of Commerce 700 N. Grant, Ste. 200, Odessa, TX 79761	333-7886 tracyj@odessaecodev.com	
Teresa Vasquez Economic Development Admin Odessa Chamber of Commerce 700 N. Grant, Ste. 200, Odessa, TX 79761	333-7881 TeresaV@OdessaEcoDev.com	

Note: Members serve two year terms

Note: Members are appointed as follows:

- 1 City Council Member *appointed by the City Council*
- 2 Citizens of the City of Odessa *appointed by the City Council*, at least one of the residents to be a local business representative
- 1 Representative of a local utility company *appointed by the City Council*
- 1 Odessa Development Corporation Board member *appointed by the ODC Board*
- 1 Additional person, at large, to be *appointed by the ODC Board*
- 1 Citizen *appointed by Grow Odessa (f/k/a Odessa Industrial Development Corporation)*
- 1 Representative *appointed by Odessa College*
- 1 Representative *appointed by Ector County*
- 1 Representative *appointed by the Ector County Independent School District*
- 1 Representative *appointed by the Medical Center Hospital District*

RESOLUTION NO. 2011R-62

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF ODESSA, TEXAS, ESTABLISHING THE TAX INCENTIVE COMMITTEE; AND DECLARING AN EFFECTIVE DATE.

WHEREAS, a committee was originally established for the South Enterprise Zone to review all proposed tax abatement applications for recommendation to the City Council; and

WHEREAS, The South Enterprise Zone no longer exist but there continues to be a need for the committee regarding tax abatement matters;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF ODESSA, TEXAS:

Section 1. That the Tax Incentive Committee is established for the purpose of making recommendations to the City Council regarding all tax incentive guidelines, policies and tax incentive applications.

Section 2. That the Bylaws of the Committee shall be as follows:

- a) The Committee of eleven (11) members shall consist of (1) one citizen appointed by the Odessa Industrial Development Corporation, (2) two citizens of the City of Odessa appointed by the City Council, at least one of the residents to be a local business representative, (1) one representative appointed by the Ector County Independent School District, (1) one representative appointed by the Medical Center Hospital District, (1) one representative appointed by Ector County, (1) one representative appointed by Odessa College, (1) one representative of a local utility company appointed by the City Council, (1) one City Council Member appointed by the City Council, (1) one ODC Board member appointed by the ODC Board, and (1) one additional person, at large, to be appointed by the ODC Board, each of whom shall have voting power. The Committee shall also have the City Manager, the City Attorney, and the Chief Appraiser for the Ector County Appraisal District, or a person designated by each of these officials, as ex officio non-voting members. Members currently appointed to the Tax Incentive Committee shall continue until the expiration of their term when they can be reappointed.
- b) The representatives shall all serve a term of two years. All subsequent appointments shall be for a period of two years unless a member does not complete a full term. If a member does not complete a full term, another person shall be appointed as a replacement by the appropriate entity.
- c) A quorum necessary to conduct business shall be established by the Committee.
- d) The Committee shall annually elect from among its voting members a chairman and vice chairman to preside over its meetings who shall continue to have a right to vote.

- (e) A secretary shall be provided to serve as secretary for the Committee, taking the minutes of the meeting and posting all necessary notices of the meeting.
- (f) A regular meeting of the committee shall be held at a time to be established by the Committee. Special or emergency meetings may also be called by the chairman, vice chairman or four (4) voting members of the Committee.
- (g) The committee shall adopt its own rules governing its procedures and matters before it.
- (h) The duties and responsibilities of the committee shall be as follows:
 - (1) Assisting in the development of economic incentive packages for individual businesses;
 - (2) Preparing reports and recommendations to the City Council and ODC Board regarding incentive packages to be offered to individual businesses;
 - (3) Developing tax incentive guidelines and policies for business development in the City of Odessa;
 - (4) Completing special projects at the request of City Council or ODC Board.
- (i) The members of the committee shall serve without compensation.

Section 3. That this resolution shall be effective at the time of its adoption.

The foregoing resolution was approved and adopted on the 26th day of July, A.D., 2011, by the following vote:

Bill Cleaver	AYE
James B. Goates	AYE
Barbara Graff	AYE
Dean Combs	AYE
Sandra Carrasco	AYE

Approved the 26th day of July, A.D., 2011.

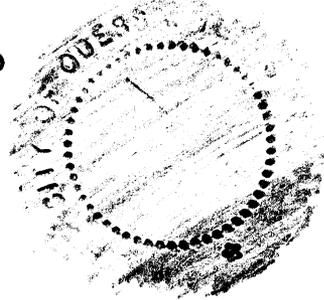
Larry L. Melton

Larry L. Melton, Mayor

ATTEST:

Norma Aguilar-Grimaldo

Norma Aguilar-Grimaldo, City Secretary



APPROVED AS TO FORM:

Larry Long

Larry Long, City Attorney