

PUBLIC NOTICE

**ODESSA DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING**

**City Council Chambers - City Hall, 5TH Floor
411 W. 8th Street, Odessa, Texas 79761**

Thursday, August 8, 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 July 18, 2019
3. Contractors reports:
 - A. Economic Development Dept.-Odessa Chamber – Wesley Burnett
 - B. CVA Advertising & Marketing – Craig Van Amburgh
 - C. UTPB-America’s SBDC – Tyler Patton, Business Consultant
 - D. MOTRAN – James Beauchamp, President
 - E. City Administrative Support; Financials for June 2019 – Cindy Muncy
4. Consider adopting Budget for FY 2019-2020 Cindy Muncy
5. Consider appointing two new members to the Compliance Committee and reappointing three current members for another two-year term. Board
6. Consider review and action on proposal from Compliance Committee relating to OHFC request. Wesley Burnett
7. Consider the Legal Department’s response to Board member Collins request to use Type A city sales tax funds on Type B projects relating to housing. Natasha Brooks
8. Reminder about State EDC training in Abilene, TX on August 23, 2019 (Natasha, Atasi, and Robert scheduled to attend) Natasha Brooks
9. 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
10. Adjourn

This notice is being posted on the south door of City Hall and on the bulletin board of the first floor of City Hall, Odessa, Texas, 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
July 18, 2019**

A regular meeting of the Odessa Development Corporation (ODC) was held on July 18, 2019 at 2:00 p.m., in the third floor conference room, City Hall, 411 W. 8th St., Odessa, Texas.

Members present: Betsy Triplett-Hurt, Tim Edgmon, Gene Collins, Melanie Hollmann, and Mayor David R. Turner, ex-officio.

Member absent: Ted Tuminowski.

Others present:

City Staff: Norma Aguilar-Grimaldo, City Secretary; Natasha Brooks, Senior Assistant City Attorney; Robert Carroll, Assistant City Attorney; Cindy Muncy, Interim City Manager; Michael Marrero, City Manager;

ODC Contractors: Wesley Burnett, Economic Development; Tracy Jones, Economic Development; Craig Van Amburgh, CVA; James Beauchamp, MOTRAN; Tyler Patton, UTPB-SBDC; Chris Cole, ODC Compliance Committee Chair; and

Others: Council members Malcolm Hamilton and Mari Willis; Arnulfo Martinez, Odessa Hispanic Chamber of Commerce, 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.

June 13 and June 25, 2019 minutes. 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.

Mr. Burnett reported that the activity level was up. Grow Odessa would report on Summit at the August meeting. Solar project had its groundbreaking. The Compliance Committee met on projects. Mr. Collins asked about training installation for the Solar project. Mr. Burnett stated that Odessa College was aware and would consider the training.

Mr. Van Amburgh reported that the podcast had good listenership. He was identifying more interviewees. The Spirit of Odessa was extended through July and the Invest At Home. The collateral was restocked. TV spots focused on business expansion and retention. There was an overall increase in likes of all social media platforms. Facebook was up 30% over last month. CVA's proposed budget was flat as funds were only redistributed among line items.

Mr. Beauchamp reviewed the Wi-Fi broadband study report. The study broke out the service areas. There was a great opportunity to improve the level of service. He stated that Ector County was lacking in service. There were many towers but none with bandwidth. The service providers were the ones who provided fiber for the service.

Mrs. Muncy reported on the May financial statement. She stated that the investments were at \$57.1 million. Short-term commitments was \$8,390,627. She reported on the

reserved and unreserved funds. Expenditures for May were \$1,422,752. The investment portfolio had good interest rates.

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

Resolution No. ODC 2019R-04 - Review and possible action on Section 501.103 Infrastructure Incentive related to Workforce Housing Program Guidelines. Mr. Burnett stated that the Compliance Committee made changes including describing the process. The guidelines were narrowed to infrastructure. The homes built had requirements to be valued \$130,000 - \$225,000. He reviewed the other changes made. The goal was to trigger affordable homes. The grant funds would be distributed after the appraised value was given. He explained the process. Ms. Brooks stated that the next step was to create the application. Mr. Burnett stated that the additional incentives qualifying for one option could be changed to allow qualifying for both options.

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

Receive and consider recommendation from Compliance Committee to approve a contract granting an economic development incentive to Project Separator. Mr. Burnett reported that this was a local business expansion that purchased land. The capital investment was \$9 million, 93 jobs with 34 retained. The investment was for \$2.7 million. The agreement provided for 1/5 of the minimum jobs be attained per year. It would accommodate the business due to the economy.

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

Receive and consider recommendation from Compliance Committee to approve a contract granting an economic development incentive to Project Recycle. Mr. Burnett reported that Compliance Committee reviewed the application. There would be 20 new jobs and the incentive was for \$350,000.

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

Resolution No. ODC 2019R-05 and Resolution No. ODC 2019R-06 - Receive and consider approving funding agreements with TxDOT for improvement consisting of constructing a new interchange at the intersection of Yukon and Loop 338. Hal Feldman, Traffic Engineer, stated the first agreement would contribute right-of-way funds of \$63,670 to the \$2 million project. The second agreement was to provide \$1,936,330 to TxDOT as donation of funds to be used for any phase of the project.

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

Resolution No. ODC 2019R-07 - Support the 2020-2029 Unified Transportation Plan requested by MOTRAN. Mr. Carroll stated that the support was for the 2020-2029 Unified Transportation Plan and the \$600 million in funding. Mayor Turner stated that it would help to provided more concentration on the Permian Basin.

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

Review and discuss proposed FY 2019-2020 Budget and provide direction on how and if to include proposals received from potential outside contractors for the FY 2019-2020 Budget. Mrs. Muncy explained the budget line items. Ms. Hollmann asked that the Summit \$5 million be released from the reserves. Mr. Burnett reported that the land was reverted to Grow Odessa. He explained the Perryman project, which would concentrate on the UTPB impact on Odessa. The cost estimate was \$74,600. Mr. Martinez stated that the Hispanic Chamber of Commerce was assisting ECISD with bilingual teachers from Chihuahua, Mexico. The proposal to ODC was for assistance in funding. He explained the teacher shortages. Ms. Hollmann explained that ODC funds were for education with workforce training. The state statute limited the ODC funds. The funds were not allowed for primary education. Mr. Beauchamp stated that the MOTRAN budget provided 20% from each ODC and MDC. He explained the matching from the private sector. Mr. Patton stated that the SBDC budget had an increase for the Business Challenge. They recommended increasing the monetary award to \$500,000. Mrs. Muncy stated that staff recommended not increasing until the review of the last challenge.

Mr. Collins had concerns with the Business Challenge under promotion, opportunity to witness the applicants and franchises participating in the challenge. He stated that stricter stipulations were needed. Mrs. Triplett-Hurt stated that changes were made and the board was invited to the orientation. The money granted was only disappeared, which may not be the entire amount of the allocated amount.

Review and discuss form contract for contractors. Mr. Carroll stated that the forms would be standardized with each contractor.

Review and discuss General Development Plan for FY 2019-2020. Mr. Carroll stated that the plan added the multi-year contracts. The façade and infrastructure sections were included. The housing infrastructure would be added.

Mayor Turner left at 3:21 p.m.

Consider possible Bylaws amendments review. Ms. Brooks stated that all boards and commission bylaws were being reviewed. The last ODC bylaw update was 2017. The board was asked to review and provide any input at the next meeting.

Mr. Collins asked about the process for a Type 4B. Ms. Brooks explained the process. With the appropriate ballot language, there would not be any risk in losing the 4A.

ODC Committee and Officer Reports. Mr. Collins reported that Downtown Odessa was revamped, no meetings. Ms. Hollmann reported that the Compliance Committee met on the projects and workforce housing incentives. 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

July 2019

Projects

2007-01

SUMMIT has ended its project efforts for Odessa due to the lack of DOE support, the company subsequently filed for bankruptcy. Legal representation for Odessa's interests were present in a Washington State bankruptcy hearing. ODC and Grow Odessa were parties because of the land holdings of the company and a reversion clause in the Economic Development Agreement. The most recent hearing date was held on May 23, 2019. There were no objections and the property was reverted to Grow Odessa. ODC & GROW will meet to discuss how to proceed. No formal timeline has been set but GROW is calculating cost, etc.

- Expect Grow Odessa report on next steps in September

2017-04

Project **American Standard** has received an incentive application and plans for major consolidation /expansion project, 60K sf with 6 acres of yard storage. They are exploring lease options in Odessa to retain 50 employees and hire 10 new. Company has contracted with CBRE for building search and will be working with Economic Development Staff. This is an ongoing project Information will be forthcoming as collaboration efforts proceed.

- Company continues to seek assistance with expansion in Odessa
- Company is working with landowner for location and increasing footprint
- Incentive application will be forthcoming

2017-12

Project **SOLAR** sought property in Ector County to create 150 jobs during construction and sustain several local jobs for the operating life of the plant. This is a \$200 million capital investment, to create 150 megawatts of solar capacity for the region. Company representatives began meeting with the Economic Development Department and local taxing entities in 2017 and continued through all of 2018. After an exhaustive year, ECISD, Odessa College, Ector County and the County Hospital all passed tax abatements. Oberon began clearing the property in February 2019 and has already proven a philanthropic company by donating \$25K to the Education Foundation. A Groundbreaking ceremony was held for June 18, 2019. Project should be operational in late 2020.

2018-07

Project **Recycle** is a Waste-to-Energy Company converting all organic waste into marketable energy. They are seeking to repurpose an existing facility for a recycling plant project that will extract oil, carbon and steel belts from used tires for identified users. The Plant design is to process 4.0 Tons Per Day. This will create 19 jobs + supervisor and operate on 3 shifts. The Company has applied for TCEQ Air Permit to operate at this location. They would like to use the crumb onsite and help clean-up the tire problem in Ector County.

- Company CEO visited Odessa and gained 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
- Application has been reviewed by the Compliance Committee
- Project recommended for approval by Compliance Committee, awaiting agreement from legal
- ODC approved project, company evaluating moving forward

2018-01

- Lead from the Governor's office; Sabre Chemical, 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
- Company has closed on building, currently has 60 employees, plans to ramp up to 200 over 3 years
- Could establish HQ and distribution office, incentive application should be submitted soon

2018-05

- X-Energy 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

2018-08

- Company seeking 70 acres with rail for a multi-use chemical manufacturing company. This will create 50 jobs and anticipates a \$20 million 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
- Owner evaluating company position, 4th quarter or early 2020 on relocation options

Local Business Retention and Expansion

- Multiple local expansions in beginning stages
- Project Separator (RACK Industries) expansion, ODC approved incentives for \$8 million capital investment, 34 retained jobs 59 new jobs. City Council consideration in August

Odessa Partnership

- July meeting cancelled due to ODC board meeting, next meeting to be held in September

Business Retention & Expansion

- ✓ Completed 12 visits to local industries

Research and Development

- ✓ Apartment Surveys submitted to over 85 complexes, collecting survey information, will finalize in August
- ✓ 3rd Quarter Cost of Living Survey data collected

Services and Other Activities

- ✓ Ingham Economic Index April Report sent out via Mailchimp and posted on Website
- ✓ Odessa Development News/Economic Indicators for June sent out via Mailchimp
- ✓ Added Properties to Web Site
- ✓ Demographic information to Angel Garcia with SBDC, possible Chic-fil-A franchise
- ✓ Property Search for prospect seeking 80-120K SF Warehouse distributor
- ✓ Completed a Certificate of Origin for Eckel Int'l Inc shipping to Kuwait
- ✓ Completed a Certificate of Origin for Eckel Int'l Inc shipping to Egypt and Saudi Arabia
- ✓ Completed a Certificate of Origin for West Coast BOP Products shipping to Austria

Partner Visits

Basin 2040 Small Group Stakeholder	Director Participated
PB Regional Freight/ Energy Sector Transportation Planning	Staff Participated
Rural America Meeting	Director Spoke on Panel
Ray Perryman Meeting	Director Participated
TTUHSC Medical Student Reception	Staff Participated
Meeting with New ECISD Superintendent, Dr Scott Muri	Director
Attended MPO Policy Board Meeting	Director
Meeting on BLUE Zones with UTPB and PSP (Health Related Initiative)	Director
Expedited Building Permits Meeting with City of Odessa and Developers	Director
Welcome Reception for Dr Scott Muri	Staff
Welcome Breakfast for ECISD New Teachers	Staff

Services for the Odessa
Development Corporation

Odessa Chamber of Commerce

Odessa Economic Indicators

2019

Building Permits

	2019	Total Value	2018	Total Value
New Single Family	124	\$26,679,040	86	\$15,381,475
New Commercial	10	\$40,442,000	3	\$2,756,750
Other	116	\$3,421,881	135	\$3,225,208
Totals	250	\$70,542,921	224	\$21,363,433
YTD Totals	1,086	\$244,841,712	1,201	\$176,640,309

Sales and Use Tax

	2019	2018	% Change
City of Odessa	\$6,158,503	\$5,545,957	11.04%
Totals YTD	\$37,107,423	\$33,274,445	11.52%

Labor Market Statistics

	2019	2018
Civilian Labor Force	86,045	85,030
Total Employment	83,758	82,524
Total Unemployment	2,287	2,506
Unemployment Rate	2.7%	2.9%
Payroll Employment Estimate	82,200	80,900

Permian Basin Rig Count

Month	2019	2018
June	321	384
May	351	374
April	356	358
March	356	352

Midland International Air and Space Port

	2019	2018
Enplaned	58,838	54,747
Deplaned	58,261	52,598
Enplaned YTD	311,376	291,655
Deplaned YTD	308,419	284,705

MLS Statistics-Residential (SF/COND/TH)

	2019	2018
Total Sold	162	148
Dollar Volume	\$40,616,282	\$33,260,248
Total Sold YTD	852	788
Volume YTD	\$200,695,077	\$164,272,259



ADVERTISING & MARKETING

ODESSA DEVELOPMENT CORPORATION

July 2019 ACTIVITIES

PODCAST/TV AD SERIES

Podcast - Opportunity Odessa

Currently identifying other potential interviewees and will schedule them after the vacation season.

TV News Segment - Spirit of Odessa

Schedule extended through end of October.

KWES - Investing at Home

Extended through end of October.

PUBLICATIONS

A full page ad in Business Facilities Magazine on July 1 touting Odessa as a top ranked location for business expansion. Also included in that placement was a mention about Odessa on the publication's location video newsletter and its eLocation Newsletter Listing. See sample of the ad in this packet.

TELEVISION

Our new BR&E :30 TV spot premiered in MLB's All Star Game on July 9th. The spot also ran in Texas Ranger baseball games throughout the month on KWES-TV, Fox Sports Southwest, Fox Sports 1, ESPN, ESPN 2 and WTBS. In addition, our spot ran on the Golf Channel, NASCAR Races, and in the 2019 Wimbledon Tennis Championships in mid-July. Coming up in August: Dallas Cowboy preseason football followed by their regular season games.

OUTDOOR

Beginning July 8th, our BR&E digital billboard went up on two boards in Odessa: 8th & Dixie, and Andrews and Kermit Highway. Will remain on those boards for 1 year. See sample in packet.

SOCIAL MEDIA/DIGITAL MEDIA

Overview

In July, our overall social media results were down slightly, after an exceptional increase in June of over 400% increases in engagement, likes, and shares across all platforms. We continued the page likes cam-



ADVERTISING & MARKETING

paign on Facebook, resulting in 71 new page likes. Our LinkedIn metrics were mixed, with an increase in page views, but a decrease in followers.

Facebook

Over the last month on Facebook, CVA has continued to generate content from relevant articles of local news organizations. After an exceptional June, we were down slightly, however our video views were up 21%. Our campaigns resulted in 71 new page likes and reached a total of 3,630 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. Our tweets resulted in 4,004 impressions, and over 133 visits to our profile.

LinkedIn

This month we have continued sharing relevant articles with a focus on local content. Our page views were up 66%, but followers were down. We will start another followers campaign in the coming months.

Website

Our website traffic this month was down slightly, with our social media conversions lower than in June, however our session duration was up 12%, denoting that our users are finding relevant content and staying on the site longer. The majority of our traffic this month came from direct web address entry and organic search.

Info on new followers/likes:

LinkedIn: 0 new followers

Facebook: 71 new page likes

Twitter: 0 new followers

Odessa Development Corporation Digital Report

July 2019

Social Overview

 Total Social Impressions

5.79K
IMPRESSIONS

 Total Social Engagement

268
ENGAGEMENT

 Total Social Followers

2.79K
FOLLOWERS

 Total Social Clicks

101
CLICKS

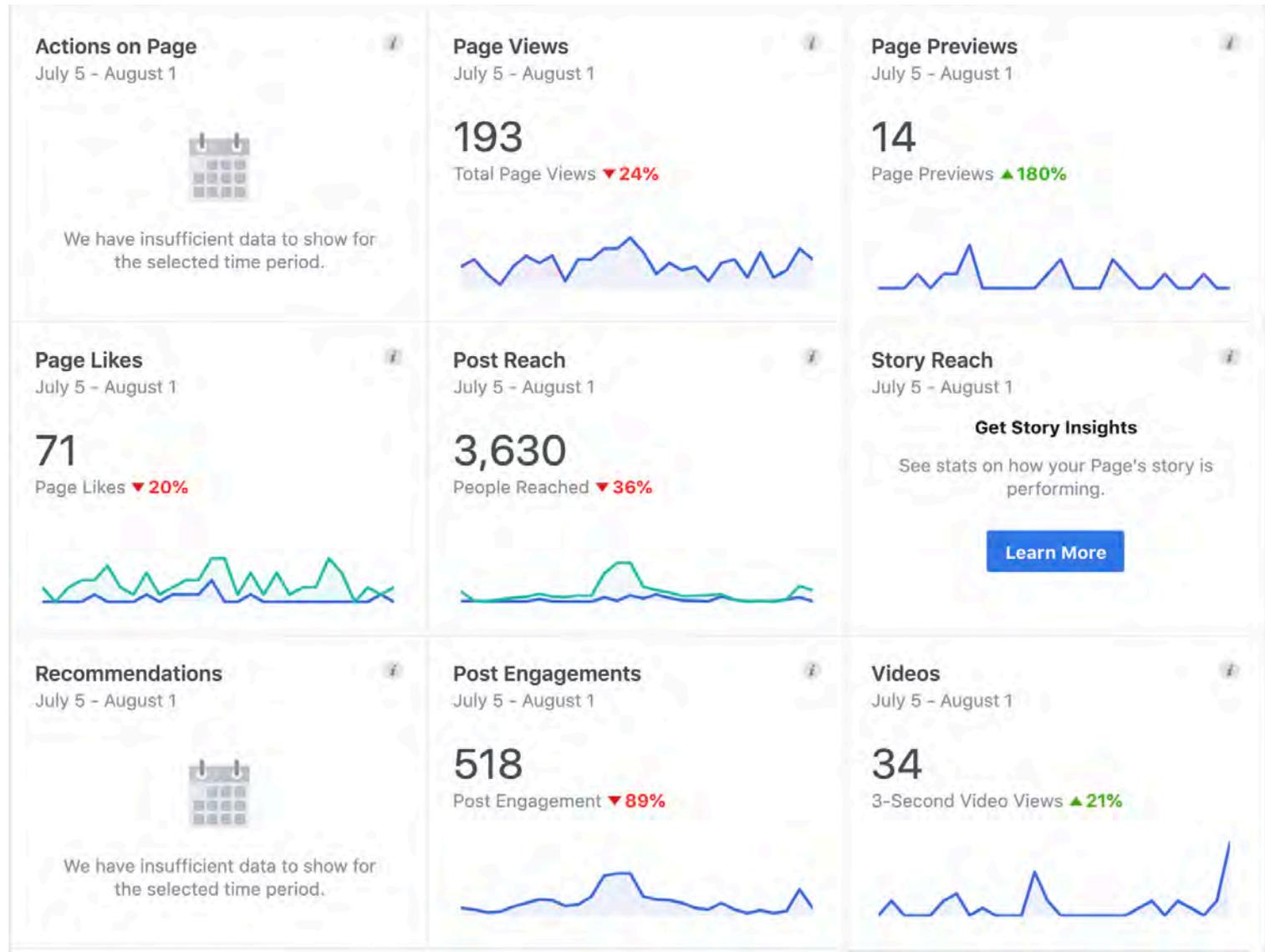
 Total Social Likes

105
LIKES

 Total Social Shares

58
SHARES

Facebook Overview



Facebook Top Performing Posts

Odessa Development Corporation
Published by Caleb Burnett [?] · July 16 at 12:15 PM · 🌐

The Odessa Marriott Hotel & Conference Center is holding a hiring and job fair this week!

It will be held from 9 AM to 7 PM Monday through Thursday and 9 AM to 5 PM Friday in the ballroom of The Copper Rose Building, 415 N. Grant Ave. (July 15-19, 2019)



ODESSATEX.COM

Odessa Marriott Hotel & Conference Center Holding Job Fair - Odessa TX | Economic Development

The Odessa Marriott Hotel & Conference Center has scheduled a job fair from 9 a.m. to 7 p.m....

Performance for Your Post

1,985 People Reached

62 Likes, Comments & Shares

42 Likes	41 On Post	1 On Shares
3 Comments	1 On Post	2 On Shares
17 Shares	17 On Post	0 On Shares

51 Post Clicks

0 Photo Views	41 Link Clicks	10 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.

1,985
People Reached

113
Engagements

[Boost Again](#)

Boosted on Jul 16, 2019 Completed
By Caleb Burnett

People Reached	1.9K	Post Engagement	86
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[View Results](#)

Facebook Top Performing Posts

Odessa Odessa Development Corporation
Published by Caleb Burnett [?] · July 1 · 🌐

The Midland and Odessa MSAs are projected to experience particularly strong employment growth rates during the next five years, primarily as a result of the globally significant increases in oil and gas production and the corresponding effects on many channels of business activity.



ODESSATEX.COM ⓘ

PERRYMAN: Economic forecast for Texas' small and mid-sized metropolitan areas - Odessa TX | Economic Development

956 People Reached **88** Engagements [Boost Again](#)

Boosted on Jul 15, 2019 By Caleb Burnett Completed

People Reached	772	Post Engagement	81
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[View Results](#)

👍 Sandra Burciaga, Eddie Brite and 42 others 1 Comment 7 Shares

Performance for Your Post

956 People Reached

52 Likes, Comments & Shares

44 Likes **44** On Post **0** On Shares

1 Comments **1** On Post **0** On Shares

7 Shares **7** On Post **0** On Shares

36 Post Clicks

0 Photo Views **32** Link Clicks **4** Other Clicks

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.

Twitter Overview

JUL 2019 SUMMARY

Tweets

6

Tweet impressions

4,004

Profile visits

133

Mentions

3

New followers

0

Top Performing Tweets

Jul 2019 • 31 days

TWEET HIGHLIGHTS

Top Tweet earned 1,746 impressions

In Episode 8 of the Opportunity Odessa Podcast, Dr. Sandra Woodley (@UTPBpres), president of @utpb, discusses how UTPB is working with @OdessaCollege and @odessadevelop to solve community challenges.

Listen here: odessatex.com/opportunity-od...

↻ 3 ♥ 3

Top mention earned 22 engagements



Team Texas

@goteamtexas · Jul 25

@bizfacilities Congrats to our communities: @DallasEcoDev , @DRC , @GHPartnership , @thecityofirving , @LubbockEDA , @McKinneyTxEDC , @MidlandTXEDC , @NBEDC , @odessadevelop , @PlanoTXEconDev , @RowlettTexas , @SanAntonioEDF , @ShermanTexas , and @ChamberWF !

LinkedIn Overview

Visitor highlights ⓘ

Data for the last 30 days 7/2/2019 - 8/1/2019

15 ▲ 66%

Page views

5 0%

Unique visitors

2 0%

Custom button clicks

Follower highlights ⓘ

168

Total followers

-1 ▼ 150%

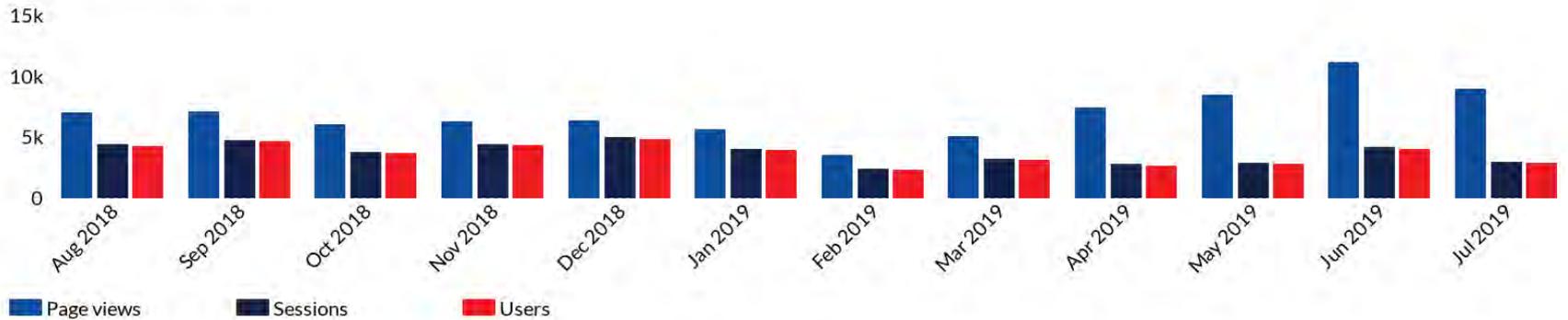
New followers in the last 30 days 7/2/2019 - 8/1/2019

Website Performance Trend

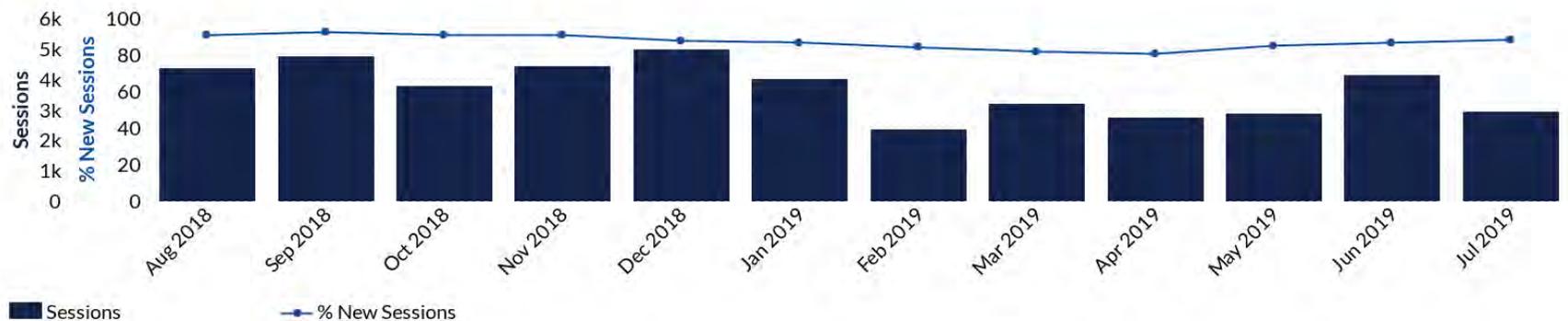
Performance KPIs



Website Performance Trend



Sessions vs New Sessions



Odessa



RESOURCEFUL

Spirit



Looking to
Expand Your Business?

Let ODC Help. 432-333-7880 or visit odessatex.com

Odessa

RESOURCEFUL
Spirit



Spirit of Growth



Wagner Noël Performing Arts Center



Odessa College



Oil and Gas



Family Dollar



University of Texas of the Permian Basin

Now more than ever, Odessa is the ideal place to do business. Odessa has been the hub for service, equipment, and manufacturing since the discovery of oil in the Permian Basin in 1926. Since then, we have diversified significantly while remaining one of the major oil field technology and manufacturing centers in the world.

Life in Odessa offers a unique blend of small and large town perks. As a highly energetic city in West Texas, the sky is, literally, the only limit. We are a bold city that takes pride in our fresh air, awe-inspiring sunsets, and highly receptive community.

If you're looking to expand your business or need a new location, contact the Economic Development Department at 432-333-7880.



Economic Development
www.odessatex.com

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

ODESA		1-Jul													
		OTHER LOCATIONS					ACTIVITIES								
		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
New Businesses	3														
Full-Time Jobs	6														
Part Time Jobs	2														
Total Jobs	7														
Counseling Sessions	388	319	248	433	258	243	312	263	247	386	3097	1576			
Counseling Hours	189	168	204	323	285	220	283.25	255.5	256.25	381	2565	1414			
Seminars Presented	2	9	2	2	3	4	3	6	4	4	39	37			
Attendees	39	134	31	16	28	10	7	117	123	158	663	558			
Training Hours	135.5	194	57	38	56	19	14	224	246	316	1300	541			
New Businesses	0	3	8	4	2	1	3	9	3	7	40	48			
Odessa New Business	0	1	4	1	1	0	0	2	0	3	12	23			
Capitalization	\$916,900	\$3,907,050	\$1,992,400	\$2,464,700	\$305,233	\$90,000	\$794,000	\$885,200	\$113,600	\$6,715,800	\$18,184,883	\$18,159,350			
Odessa Capitalization	\$252,000	\$545,800	\$339,400	\$1,650,000	\$204,916	\$60,000	\$219,000	\$67,000	\$0	\$7,800	\$3,545,916	\$15,716,700			
Full-Time Jobs	28	7	67	10	1	4	11	36	8	28	200	303			
Odessa FullTime Jobs	1	2	48	3	1	0	1	4	0	6	66	180			
Part Time Jobs	0	3	2	9	-2	3	5	51	-4	4	71	51			
Odessa Part Time Jobs	0	2	1	7	-2	0	2	11	0	2	23	21			
Total Jobs	28	8	68	15	1	5	13	61.5	8	30	238	313			

**ODESSA DEVELOPMENT CORPORATION
BALANCE SHEET
JUNE 2019**

ASSETS

Investments - Local Government Pools	\$ 29,641,912
Investments - U.S. Government Securities	2,009,540
Investments - CDs and CDARs	3,171,195
Investments - Municipal Securities	21,546,604
Investments - Money Market	1,678,390
Interest Receivable - U.S. Agency Notes	8,363
Interest Receivable - Municipal Securities	181,162

TOTAL ASSETS	<u>\$ 58,237,166</u>
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LIABILITIES

Accounts Payable	<u>\$ 3,480,908</u>
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TOTAL LIABILITIES	<u>3,480,908</u>
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FUND BALANCE

Reserved - Short Term Commitments Due Within One Year	
FMC Technologies	\$ 76,398
Odessa College - 2nd Project Training Facility	6,595,855
UTPB - 2nd Project Training Facility	1,500,000
Total Short Term Commitments	<u>8,172,253</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>
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Total Reserved	20,403,803
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Assigned (TXDOT Projects)	11,500,000
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Assigned (Workforce Housing Infrastructure Incentives)	5,000,000
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Unreserved	<u>17,852,455</u>
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TOTAL FUND BALANCE	<u>54,756,258</u>
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TOTAL LIABILITIES AND FUND BALANCE	<u>\$ 58,237,166</u>
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ODESSA DEVELOPMENT CORPORATION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
TOTAL BUDGET COMPARISON
JUNE 2019

	<u>TOTAL BUDGET</u>	<u>ACTUAL - YTD</u>	<u>REMAINING BALANCE</u>
REVENUES			
4-A Sales Tax Receipts	\$ 12,000,000	\$ 11,087,952	\$ (912,048)
Miscellaneous Income/Refunds	-	28,936	28,936
Interest Income	500,000	969,768	469,768
Gain and or (Loss) on Investments	(200,000)	145,637	345,637
TOTAL REVENUES	\$ 12,300,000	\$ 12,232,293	\$ (67,707)
EXPENDITURES			
Supplies and Materials	\$ 1,500	\$ 178	\$ 1,322
Audit Services	30,000	34,050	(4,050)
Special Services	50,000	56,199	(6,199)
Insurance	15,000	13,593	1,407
Bank Services	6,000	5,485	515
Administration Fee - City of Odessa	205,349	154,053	51,296
Contingencies	100,000	-	100,000
Contracted Economic Development Services			
Chamber of Commerce	836,277	627,208	209,069
MOTRAN	170,000	127,500	42,500
UTPB - Small Business Center	111,294	83,471	27,823
Promotional			
Marketing	674,900	222,996	451,904
UTPB - SBDC Entrep. Contest	381,720	-	381,720
Façade Grants	250,000	49,840	200,160
Business Incentives	44,000,000	365,374	43,634,626
TOTAL EXPENDITURES	\$ 46,832,040	\$ 1,739,947	\$ 45,092,093
EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES	\$ (34,532,040)	\$ 10,492,346	\$ 45,024,386
FUND BALANCE - AT BEGINNING OF YEAR	\$ 44,263,912	\$ 44,263,912	\$ -
FUND BALANCE - AT END OF YEAR	\$ 9,731,872	\$ 54,756,258	\$ 45,024,386

**ODESSA DEVELOPMENT CORPORATION
CHANGES IN RESERVED FUND BALANCE
JUNE 2019**

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	-	-	-	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	\$ 8,172,253	\$ 8,390,627	\$ (218,374)		

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	\$ 20,403,803	\$ 20,622,177	\$ (218,374)		

**ODESSA DEVELOPMENT CORPORATION
INVESTMENT SUMMARY
JUNE 2019**

This investment summary report is in full compliance with the investment strategy as established per the City's Investment Policy and 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	\$ 28,669,665	\$ 914,506	\$ 57,741	\$ -	\$ 29,641,912
CD'S AND CDARS	3,164,849	-	6,346	-	3,171,195
SAVINGS AND MONEY MARKETS	99,149	1,579,240	-	-	1,678,390
MUNICIPAL BONDS	23,023,303	-	23,301	1,500,000	21,546,604
AGENCY NOTES	2,010,040	-	(500)	-	2,009,540
TOTAL	\$ 56,967,006	\$ 2,493,746	\$ 86,888	\$ 1,500,000	\$ 58,047,640

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/
Financial Reporting Accountant**

**ODESSA DEVELOPMENT CORPORATION
INVESTMENT PORTFOLIO
JUNE 30, 2019**

Beginning of Month

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
Local Government Investment Pools				
TexPool	2.43%	Open	\$ 21,737,268	\$ 21,737,268
Logic	2.58%	Open	6,932,397	6,932,397
Total Local Government Investment Pools			\$ 28,669,665	\$ 28,669,665
Weighted Average Rate Per Pools Tot.	2.47%			
Money Market Investment				
Frost Money Market	2.33%	Open	\$ 99,149	\$ 99,149
Total Money Markets			\$ 99,149	\$ 99,149
Weighted Average Rate Per MM Total	2.33%			
CD AND CDARs Investments				
AimBank - 12 Month CD	2.35%	8/31/19	\$ 2,099,290	\$ 2,136,867
BBVA CD	2.52%	12/15/19	1,017,654	1,027,982
Total CD and CDARs Investments			\$ 3,116,944	\$ 3,164,849
Weighted Average Rate Per CD's Total	2.41%			
Municipal Securities				
Atlanta GA E Tax	2.69%	1/1/20	\$ 1,000,000	\$ 999,280
Arizona ST B Tax	2.18%	7/1/20	340,000	339,201
State of Connecticut	3.63%	9/15/19	350,000	351,036
Hudson Cnty NJ B	2.60%	6/4/19	1,500,000	1,500,000
Florida St Bd A Tax	2.64%	7/1/21	1,000,000	1,009,190
Gateway PA Sch Tax	1.76%	7/15/19	1,900,000	1,896,732
New York NY City Tax	1.70%	11/1/19	2,000,000	1,993,940
Union City NJ B Tax	2.80%	3/1/20	300,000	306,588
Florida St A	2.16%	7/1/19	5,000,000	4,998,750
Fresno Cnty CA Tax	1.25%	8/15/19	650,000	649,961
California St Tax	2.81%	7/1/19	840,000	839,992
Kansas St Dev H Tax	1.40%	4/15/20	820,000	821,041
State of Texas	1.99%	10/1/19	1,000,000	998,750
Center TX ISD Tax	5.40%	2/15/21	1,000,000	1,051,380
Dallas TX	2.21%	10/1/20	3,325,000	3,322,373
Port Saint Lucie FL	1.76%	7/1/19	675,000	674,602
Pittsburg PA Urban Dev	1.80%	12/1/19	770,000	767,952
Texas Tech University	1.95%	2/15/21	500,000	502,535
Total Municipal Securities			\$ 22,970,000	\$ 23,023,303
Weighted Average Rate Per Muni Total	2.27%			
U.S. Agency Notes				
FHLB	4.13%	12/13/19	\$ 1,000,000	\$ 1,009,370
FHLB	2.75%	5/28/24	\$ 1,000,000	\$ 1,000,670
Total U.S. Agency Notes			\$ 2,000,000	\$ 2,010,040
Weighted Average Rate Per Agency Tot	3.44%			
TOTAL INVESTMENTS	2.42%		\$ 56,855,758	\$ 56,967,006

** 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
JUNE 30, 2019**

End of Month

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
Local Government Investment Pools				
TexPool	2.43%	Open	\$ 22,695,315	\$ 22,695,315
Logic	2.58%	Open	6,946,597	6,946,597
Total Local Government Investment Pools			\$ 29,641,912	\$ 29,641,912
Weighted Average Rate Per Pools Total	2.47%			
Money Market Investment				
Frost Money Market	2.33%	Open	\$ 1,678,390	\$ 1,678,390
Total Money Market			\$ 1,678,390	\$ 1,678,390
Weighted Average Rate Per MM Total	2.33%			
CD AND CDARs Investments				
AimBank - 17 Month CD	2.35%	8/31/19	\$ 2,099,290	\$ 2,141,105
BBVA CD	2.52%	12/15/19	1,017,654	1,030,090
Total CD and CDARs Investments			\$ 3,116,944	\$ 3,171,195
Weighted Average Rate Per CD's Total	2.41%			
Municipal Securities				
Arizona ST B Tax	2.18%	7/1/20	\$ 340,000	\$ 340,126
Atlanta GA E Tax	2.69%	1/1/20	1,000,000	1,000,590
State of Connecticut	3.63%	9/15/19	350,000	350,704
Florida St Bd A Tax	2.64%	7/1/21	\$ 1,000,000	1,008,290
Gateway PA Sch Tax	1.76%	7/15/19	1,900,000	1,899,126
New York City	1.70%	11/1/19	2,000,000	1,996,680
Union City NJ B Tax	2.80%	3/1/20	300,000	306,402
Florida St A	2.16%	7/1/19	5,000,000	5,000,000
Fresno Cnty CA Tax	1.25%	8/15/19	650,000	650,156
California St Tax	2.81%	7/1/19	840,000	840,000
Kansas St Dev H Tax	1.40%	4/15/20	820,000	822,558
State of Texas	1.99%	10/1/19	1,000,000	999,740
Dallas TX	2.21%	10/1/20	3,325,000	3,332,515
Center Tex ISD Tax	5.40%	2/15/21	1,000,000	1,052,320
Port Saint Lucie FL	1.76%	7/1/19	675,000	675,000
Pittsburg PA Urban Dev	1.80%	12/1/19	770,000	769,038
Texas Tech University	1.95%	2/15/21	500,000	503,360
Total Municipal Securities			\$ 21,470,000	\$ 21,546,604
Weighted Average Rate Per Munis Total	2.25%			
U.S. Agency Notes				
FHLB	4.13%	12/13/19	\$ 1,000,000	\$ 1,008,820
FHLB	2.75%	5/28/24	\$ 1,000,000	\$ 1,000,720
Total U.S. Agency Notes			\$ 2,000,000	\$ 2,009,540
Weighted Average Rate Per Agencies Total	3.44%			
TOTAL INVESTMENTS	2.41%		\$ 57,907,246	\$ 58,047,640

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

ODESSA DEVELOPMENT CORPORATION
FY 2019-20 Proposed Revenues and Expenditures Budget Summary
As of July 12, 2019

	FY 2014-2015 Actual	FY 2015-2016 Actual	FY 2016-17 Actual	FY 2017-18 Actual	FY 2018-19 Estimated Actual	FY 2018-2019 Budget	FY2019-2020 Requested Budget	Change from Prev. Year
Revenues								
Sales Tax	\$ 9,329,338	\$ 7,679,466	\$ 9,616,257	\$ 13,566,694	14,000,000	\$ 12,000,000	\$ 12,000,000	1
Incentives Returned	-	-	-	-	-	-	-	
Investment Income	145,421	224,602	658,152	849,667	800,000	500,000	500,000	1
Gain (Loss)			(286,539)	(217,090)	(200,000)	(200,000)	(200,000)	1
Total Revenue	<u>9,474,759</u>	<u>7,904,068</u>	<u>9,987,870</u>	<u>14,199,271</u>	<u>14,600,000</u>	<u>12,300,000</u>	<u>12,300,000</u>	
Expenditures								
Audit & Compliance Services	23,000	24,200	27,388	26,600	34,050	30,000	35,000	2
Bank Services	3,791	6,490	7,178	6,424	6,000	6,000	6,000	2
City of Odessa	75,115	123,597	229,221	229,221	205,349	205,349	205,349	3
Contingencies	44,549	-	-	-	-	100,000	100,000	2
Insurance			2,212	11,058	13,593	15,000	15,000	2
Special Services	34,170	5,000	382,074	50,477	56,199	50,000	75,000	4
Supplies and Materials	517	75	1,332	2,165	1,500	1,500	1,500	2
Transportation and Memberships	-	-	-	-	-	-	-	
Capital Outlay/Data Processing Equipment	-	-	-	3,501	-	-	-	
Contracted Economic Development Services								
Odessa Chamber of Commerce	729,833	755,777	800,000	766,607	807,341	836,277	852,280	5
Odessa Hispanic Chamber of Commerce	115,150	95,181	132,994	92,080	-	-	142,030	6
Odessa Hispanic Chamber of Commerce-MI		157,901	62,679	59,784	-	-	-	
MOTRAN	77,324	83,756	85,025	89,656	170,000	170,000	142,500	7
UTPB-SBDC	-	47,500	47,500	97,065	111,294	111,294	98,794	8
Promotional								
Marketing - CVA	348,597	248,252	682,545	630,040	674,900	674,900	645,865	9
UTPB-SBDC/Entrepreneurial Contest	-	-	-	260,000	381,720	381,720	572,632	10
Facade	-	-	-	20,000	49,840	250,000	250,000	11
Sub Total of Expenditures	<u>1,452,046</u>	<u>1,547,729</u>	<u>2,460,148</u>	<u>2,344,678</u>	<u>2,511,786</u>	<u>2,832,040</u>	<u>3,141,950</u>	
Business Incentives	2,383,020	12,691,423	4,686,501	2,543,543	8,537,627	44,000,000	52,000,000	13 A
Infrastructure Grants	-	-	-	-	89,884	-	100,000	12
Total Expenditures	<u>3,835,066</u>	<u>14,239,152</u>	<u>7,146,649</u>	<u>4,888,221</u>	<u>11,139,297</u>	<u>46,832,040</u>	<u>55,241,950</u>	
Revenues Over (Under) Expenditures	5,639,693	(6,335,084)	2,841,221	9,311,050	3,460,703	(34,532,040)	(42,941,950)	
Prior Period Adjustment	-	1,857,456	-	-	-	-	-	
Beginning Fund Balance	<u>33,395,221</u>	<u>39,034,914</u>	<u>34,557,286</u>	<u>37,398,507</u>	<u>46,709,557</u>	<u>40,877,332</u>	<u>50,170,260</u>	
Ending Fund Balance	<u>\$ 39,034,914</u>	<u>\$ 34,557,286</u>	<u>\$ 37,398,507</u>	<u>\$ 46,709,557</u>	<u>50,170,260</u>	<u>\$ 6,345,292</u>	<u>\$ 7,228,310</u>	

Notes/Assumptions:

1. Sales tax revenue and other revenue items will remain the same as the prior year budget
2. No change - expenditures should hold about the same with an slight increase for Audit/Compliance services
3. The City will utilize the third party consultant every other year to determine this administrative charge
4. Special Services - could be used for the Perryman Group to do an economic impact study surrounding UTPB
5. Increase in request due to increase in operating costs like personnel, insurance, professional development, and prospect development
6. OHCC's plan to partner w/ECISD for teachers-host seminars, job fair, leadership programs,etc
7. Decrease of \$75,000 for special project in prior year-budget covers personnel costs,marketing,etc
8. Same budget as prior year without the \$12,500 optional educational component
9. Reflects a small decrease in the request this year - appears to not include monies for Business Challenge
10. \$500,000 in awards, \$37,750 in marketing, \$34,882 admin. Fees - staff recommends the awards not be increased until further review of the results of the 2018-19 Business Challenge
11. Amount to be considered for Facade Grants
12. Consider segregating the infrastructure grants from the business incentives

13. Subject to change - Business Incentives are traditionally budgeted at maximum amount - amounts reserved in fund balance will be charged to the business incentive expense line item at the time it is paid out

2020 Business Incentives Budget		\$	52,000,000	A
Reserves - Incentives Grants Awarded	\$ 20,622,177			
2019 Incentive Grants to be Paid	8,390,627			
Remaining Reserves to be paid thru 2022			12,231,550	
Assigned - TXDOT			11,500,000	
Assigned - Workforce Housing Infrastructure Incentives			5,000,000	
Balance of 2020 Business Incentive Budget Available for New Incentives Agreements		\$	23,268,450	

Promotional limit (10% of revenue for 2019-2020)	1,200,000
Marketing-CVA	(645,865)
UTPB-SBDC/Entrepreneurial Contest	(572,632)
Façade Grant program	(250,000)
	<u>(268,497)</u>
Rollover available	801,096
Remaining balance after budget	<u>532,599</u>

this is subject to change based on actual results of spending for the current fiscal year we are in now-currently based on what was budgeted

ODESSA DEVELOPMENT CORPORATION
Compliance Committee Members

1.	Jose Mendez Sewell Family of Companies 2425 E. 8 th Street Odessa, Texas 79761	Phone: 498-0282 Cell: 413-6344	Email: jose.mendez@teamsewell.com Partial Term: 12-13-12 to 6-30-13 First term: 07-01-13 to 06-30-15 Second Term: 07-01-15 to 12-31-17 Third Term: 01-01-18 to 12-31-19
2.	Clayton Kenworthy 5102 Teakwood Midland, TX 79707 8161 Dorado Drive (Odessa Pumps) Odessa Texas 79765	Phone: 368-8995 Cell: 661-8989 Fax: 332-8629	Email: Clayton@odessapumps.com First Term: 07-01-13 to 06-30-15 Second Term: 07-01-15 to 12-31-17 Third Term: 01-01-18 to 12-31-19
3.	Chris Cole Southwest Bank 4800 East 42 nd Street Odessa, Texas 79762 (Chairman 8-7-17 to 12-31-17)	Phone: 552-1019 Cell: 770-4233	Email: cole19@cableone.net First Term: 08-20-15 to 12-31-17 Second Term: 01-01-18 to 12-31-19 Third Term:
4.	Maribea Merritt UTPB 4901 East University, Rm. MB 4230 Odessa, Texas 79762	Phone: 552-2809 Cell: 556-0685 Fax: 552-2808	Email: merritt_m@utpb.edu First Term: 08-20-15 to 12-31-17 Second Term: 01-01-18 to 12-31-19 Third Term:
5.	Virginia Ruiz Southwest Bank 4800 East 42 nd Street Odessa, Texas 79762	Phone: 552-1001 Fax: 552-1042 Cell: 559-1765	Email: Virginia.Ruiz@southwbank.com First term: 01-01-17 to 12-31-18 Second Term: Third Term:
6.	Jefferson Cox Southwest Commercial Capital, Inc. 2710 N Grandview Ave. Odessa TX 79762-6953 (Vice-Chairman 8-7-17 to 12-31-17)	Phone: 334-0577 Cell: 349-3309 Fax: 612-1242	Email: JeffersonC@swcctx.com First term: 01-01-17 to 12-31-18 Second Term: Third Term:
7.	Mike Withrow Basin Abstract & Title 4526 East University Blvd. Bldg 2 Suite A Odessa, TX 79762	Phone: 363-5231	Email: mwithrow@basinabstract.com Partial term: 11-09-17 to 12-31-18 First term: Second Term: Third Term:
8.	Daniel Harper 6900 Robbie Road Odessa, Texas 79765	Cell: 770-8402 Office: 687-0011 (back-up only)	Email: d.harper86@gmail.com First term: 01-01-18 to 12-31-19 Second Term: Third Term:
9.	Vacant		
10.	Vacant		
	Ex Officio Non-voting		
11.	Peggy Dean City Council Member At-Large Johnson Miller & Co. 2626 JBS Pkwy #A200 Odessa, Texas 79761	Phone: 362-3800	Email: Pdean@odessa-tx.gov

12.	Director of Finance or designee ODC Treasurer 411 W. 8 th Street Odessa, Texas 79761	Phone: 335-3274	Email:
13.	City Attorney or designee 411 W. 8 th Street Odessa, Texas 79761	Phone: 335-3228	Email:
14.	Wesley Burnett Odessa Chamber of Commerce Director of Economic Development 700 N. Grant, 2 nd Floor Odessa, Texas 79761	Phone: 333-7880 Fax: 333-7858	Email: WBurnett@OdessaEcoDev.com
15.	Chris E. Walker Vice-President Odessa Black Chamber of Commerce 700 N. Grant, Suite 200 (79761) P.O. Box 1006 (79760) Odessa, Texas	Phone: 238-1985	Email: walker9136@sbcglobal.net
16.	Arnulfo Martinez, Jr. President/CEO Odessa Hispanic Chamber of Commerce 119 W 4th Street Odessa, Texas 79761	Phone: 339-6422	Email: president@odessahcc.org

1. Terms are for two years.
2. Committee members are restricted to no more than three consecutive terms. Time served prior to the initial term described above shall not be considered in the application of this restriction.
3. The chairman shall be appointed by the committees for a one-year term.
4. Committee members shall continue to serve until their successor is appointed unless they resign or unless removed by the Board. A person appointed to continue a term shall serve until that term is completed and is eligible for reappointment. Time served in a partial term shall not be counted when interpreting the two-term restriction.
5. A term is assigned to each committee member for the purpose of determining when the appointment should be reconsidered and not to confer any official status to the committee member. All committee members are at-will and their services are advisory to the ODC Board.
6. At least five persons shall be appointed to each committee.
7. Ex Officio non-voting members shall include a Councilmember appointed by City Council, City Finance Director and City Attorney or their designees, Chamber of Commerce Director of Economic Development and the Presidents of the Odessa Black Chamber of Commerce and Odessa Hispanic Chamber of Commerce or their designees.

ITEM #6. Consider review and action on proposal from Compliance Committee relating to OHFC request

Compliance Committee meets on Tuesday, August 6, 2019, to review the proposal from Odessa Housing Finance Corp.



MEMORANDUM

DATE: August 1, 2019
TO: Odessa Development Corporation (ODC) Board
FROM: Legal Department
RE: Use of Type A Tax for Type B Projects

Pursuant to the Development Corporation Act, voters of an area can approve the use of Type A economic development sales tax funds for a project authorized under Type B economic development sales tax funds under the following conditions:

- Project or category of projects must be clearly described on the ballot
 - City must list each project or category of projects on a separate ballot proposition
 - Proposition should clearly identify what types of projects are anticipated
 - Voters must be able to discern the limits of the specific project or categories of projects
 - Maintenance and operating costs must be listed on the ballot
- Before an election City must hold a public hearing to inform citizens of the costs and impact of the project or category of projects
 - City must publish notice of hearing in a newspaper of general circulation in the city at least 30 days before the date set for the hearing
 - Notice must include the time, date, place and subject of the hearing
 - Notice must be published weekly until the date of the hearing
- If an election on a Type B project or category of projects fails to win voter approval, the city must wait at least one year before holding another election on that particular project or category.
- A properly authorized Type B project, is governed by all the normal rules applicable to Type A corporations.
- Projects authorized under Type B include the following:
 - Everything authorized under Type A, including retail/commercial projects
 - Water supply facilities, with a special election
 - Projects that improve community quality of life, including parks, professional/amateur sport and athletic facilities, affordable housing and other expenditures that promote new or expanded business activity to create or retain primary jobs
 - Projects designed to attract new military missions, prevent the closure of existing missions and redevelop closed bases
 - Hangars, airport maintenance and repair facilities, air cargo facilities and related infrastructure near an airport
 - Airport facilities as long as there's a city-approved development agreement between the city and any benefitting entity
 - Rail ports and switching facilities

In conclusion, if the City of Odessa ODC board and City Council desire to fund a Type B project with Type A funds, the City must conduct an election. A public hearing must be held to inform citizens of the cost and impact of the project, which will be placed on the ballot. A notice of the time, date, location and topic of the hearing must be published weekly for at least 30 days before such a hearing takes place.



2019 Abilene Economic Development Sales Tax Workshop

[Register for Event](#)

[1]

[List of Registrants](#)

[2]

Date of Event: Friday, August 23, 2019

Time of Event: 8:00 AM - 4:00 PM

Registration Deadline: Friday, August 16, 2019

Registration Rate: \$175

The Economic Development Sales Tax Workshop are designed specifically for EDC Board Members and local elected officials and include information about economic and community development in general, and changes to the Economic Development Sales Tax Law. The workshops will include a discussion of changes to the Economic Development Sales Tax law that occurred during the 86th session of the Texas Legislature. Workshop attendees will receive Open Meetings Act and Public Information Act certification as a part of this course. Attendees of the Economic Development Sales Tax Workshop will be provided training materials, a light breakfast, and lunch.

Hilton Garden Inn Hotel

4449 Ridgemont Dr.
Abilene, TX 79606
(325) 690-6432

Overnight Accommodations:

The TEDC's discounted room block rate at the Hilton Garden Inn is currently **\$109.00/night+tax**. There are **limited number** of rooms available in the TEDC's room block. The room block rate will expire on **August 2nd, 2019**.

To book your reservation online: [Room Reservation Link](#) [3]

To book your reservation by phone: (800) 445-8667

Registration and Payment Policy: All registrations are to be made online. Registrations will not be accepted by mail, email, telephone or fax. Payments in advance are encouraged, unless specified to be paid prior to the event. Invoices are required to be paid within 30 days following the event. Payments may be made in the form of check or online via credit card. Purchase orders will not be accepted as a form of payment.

Cancellation, Refund and No-Show Policy: All cancellations must be received in writing via email to TEDC staff. Cancellations received in writing on or before (10 business days), and which payment has been received, will be refunded via check following the event. All refunds will be charged a \$35.00 administration cancellation fee. There will be no refunds for cancellations received after (10 business days). A registrant who does not submit a written cancellation or attend the event, is considered a No-Show and is not eligible for a refund. A registrant who does not submit a written notice of cancellation or attend the event is still responsible for the registration fee.

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