

**ODESSA DEVELOPMENT CORPORATION
CITY OF ODESSA, TEXAS
March 12, 2020**

A regular meeting of the Odessa Development Corporation (ODC) was held on March 12, 2020 at 2:00 p.m., in the Council Chambers, fifth floor, City Hall, 411 W. 8th St., Odessa, Texas.

Members present: Tim Edgmon, Gene Collins, Melanie Hollmann, David Boutin and Chris Cole.

Member absent: Mayor David R. Turner, ex-officio.

Others present:

City Staff: Natasha Brooks, City Attorney; Robert Carroll, Assistant City Attorney; Michael Marrero, City Manager; Cindy Muncy, Interim Assistant City Manager; Celia Senoret, Deputy City Secretary.

ODC Contractors: Craig Van Amburgh, CVA; Wesley Burnett, Economic Development; Tyler Patton, UTPB-SBDC; Bryan Bierwirth, UTPB-SBDC; James Beauchamp, MOTRAN; and

Others: Tracy Jones, Chamber of Commerce; Renee Earls, Chamber of Commerce and other interested citizens.

A quorum being present, Mr. Edgmon called the meeting to order and the following proceedings were held:

Mr. Collins gave the invocation.

February 13, 2020 minutes. Mr. Boutin had some corrections on infrastructure grant.

Motion was made by Mr. Boutin and seconded by Mr. Cole to approve the minutes with the correction. The motion was approved by the following vote:

Aye: Tim Edgmon, Melanie Hollmann, David Boutin and Chris Cole

Nay: Gene Collins

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

Mr. Burnett updated the projects. Sabre Chemical was currently moving forward and the negotiation for a facility continued close to completion. They would consider submitting an application for jobs creation incentive. X-Energy continued on different levels, the water reuse would be part of the project, and there were discussions with Gulf Coast. The company will discuss water issues around surrounding communities. A manufacturer of housing components was interested in locating a facility in Odessa.

Mr. Van Amburgh was busy for the last several weeks. CVA was in the process on getting some production for new segments. They identified new people for interviews and extended the invitation for ODC members to participate. Television ads still running on sport networks were monitored closely. Some of the sports games had been cancelled or played with no live audience, which could be beneficial, since people will be watching those games on television. On publication, they had their first testimony from Nick Fowler and how ODC helped him grow his business. Social media had a very good month. Overall, social media engagement and likes went up significantly. Total social

impressions and engagement increased 200+ percent compared to the previous month. They would be watching closer with the coronavirus and would be make a determination on what was best for ODC.

Mr. Patton reported for the month of February. They had 214 counseling sessions and 202 counseling hours. They presented three seminars, 48 people attended; capitalization was \$721,600 which \$521,600 was in Odessa. They opened four new businesses; one of them was in Odessa. As a result of this new business, they had 22 full-time jobs. Mr. Patton reported that SBDC was number one in the region in capitalization and jobs created.

Mr. Bierwirth stated they had four seminars, which were included: How to write business plan, how to write an investor fact sheet and marketing your small business 101 and 102. There was one seminar in March called: Legal structure and intellectual property. One seminar with Frost Bank was cancelled due to the coronavirus situation. They would try to make it up in April. The participants will find out who goes to the next round in April, but the participants will work on their business plans with his assistance.

Mr. Beauchamp presented the Ector 25mbps map comparison and update surface area had significantly extended. He pointed out that 99.3% of the county residents were served. He showed two sets of maps: the wire service providers and wireless providers to get to the next level. Mr. Beauchamp reported on the transportation improvements and planning updates on interstate projects in regards of I-20 Improvement. This project was the conversion of the frontage road and the additional main lane capacity. There will be two new interchanges for Odessa: Faudree and County Road 1300. Planning and development for TX 302 and Loop 338 were developed as four lane divided. Additional projects included connecting east of Midland to I-20 and bringing it around the west side of Odessa Loop 338, which will created a northern corridor across Midland and Odessa. Part of the construction for US 385 was completed to four lanes divided all the way from Crane to McCamey. The new version included a new direction to the Permian Basin for the designation US 385 to I-10 to Odessa I-20 Interstate Highway. Mr. Beauchamp reported that they need to be connecting with the metropolis market and the connection of US 385 and I-14 would be considered.

Mrs. Muncy passed out the annual financial report. She reported total assets \$53.8 million, account payables \$187,000 and reserved from balance \$8.9 million, assigned TXDOT project \$11 million, Workforce Housing \$5 million, unreserved \$28.6 million, and revenues \$4.6 million. Sale taxes was going down. No change in reserve commitment. Investments were \$53.8 million. She will make a correction on the BBVA date.

Motion was made by Mr. Collins and second by Mr. Cole to approve the report with the one correction. The motion was approve by unanimous vote.

Discuss Council request that ODC provide feedback regarding increasing the number of Directors from five directors to seven directors. Mr. Carroll reported that Council would like to know, before the Bylaw gets approve, feedback from the board on how they feel on increasing from five to seven members. Mr. Edgmon questioned why Council wanted to change it. Mr. Marrero answered that this was the one of few exceptions were each council member does not have an appointee and they want to be consistent with the other boards and commissions. Mr. Boutin stated that all members were very well qualified and experienced which was important and not the number that would make it more difficult to get things done. Mr. Collins stated it was a good idea that

each council member nominated a member. It will add to the diversity of the board and will provide a comprehensive need of the community. Mr. Cole would like to understand the challenges and the benefits. In his opinion, there was a good balance and representation. Ms. Hollmann agreed with Mr. Cole and would like to understand why Council wanted to make the change and what would be the benefit. Mr. Edgmon thanked the Council for considering the board.

ODC Committee and Officer Reports. Mr. Edgmon reported that Mr. Collins and he met with CVA. He suggested putting the names of the other committees on the agenda. Mr. Collins would meet with Downtown tomorrow. Mr. Edgmon spoke at the Sewell Building grand opening and felt very proud for ODC participation on this project.

The meeting adjourned at 2:56 p.m.

ATTEST:

APPROVED:

Celia Senoret
Deputy City Secretary

Tim Edgmon
President