

**PUBLIC NOTICE**  
**ODESSA DEVELOPMENT CORPORATION**  
**BOARD OF DIRECTORS MEETING**

**Thursday, September 10, 2020, at 2:00 p.m.**

The Public can participate in the meeting by joining through [Zoom](#)  
Meeting link: <https://us02web.zoom.us/j/7734675376>  
By toll free phone number: 1-346-248-7799  
Enter meeting number: 773 467 5376

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 August 13, 2020	ODC Board
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, Sr. Business Consultant D. UTPB-Business Challenge..... Tim Edgmon/Ryan Peckham E. MOTRAN ..... James Beauchamp, President F. City Administrative Support; Financials ..... Cindy Muncy	
4.	Consider approval of an Economic Development Agreement with Gasket & Packings, Inc.	Wesley Burnett
5.	ODC Committee and Officer reports: A. Partnership ..... Tim Edgmon B. Tax Incentive ..... Melanie Hollmann, David Boutin C. Advertising ..... Gene Collins, Tim Edgmon D. DOI Design ..... Chris Cole, Gene Collins	
6.	Discuss emergency assistance options related to the COVID-19 pandemic	ODC Board
7.	Update Task Force Report	Kirk Edwards/Tim Edgmon
8.	Adjourn	

This notice is being posted on the south door of City Hall and on the bulletin board of the first floor of City Hall, Odessa, Texas, on the City of Odessa's website [www.odessa-tx.gov](http://www.odessa-tx.gov), and on the Odessa Development Corporation's website [www.odessatex.com](http://www.odessatex.com), this the \_\_\_\_\_ day of \_\_\_\_\_, 2020, 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, City Secretary



**ODESSA DEVELOPMENT CORPORATION MINUTES  
CITY OF ODESSA, TEXAS**

**August 13, 2020**

A regular meeting of the Odessa Development Corporation (ODC) was held on August 13, 2020 at 2:00 p.m. Odessa, Texas. Due to the COVID-19, the meeting was teleconferenced, as allowed by Governor Abbott's executive order. The board was present through teleconference.

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

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

Others present:

City Staff: Norma Aguilar-Grimaldo, City Secretary; Natasha Brook, City Attorney; Robert Carroll, Assistant City Attorney; and Cindy Muncy, Assistant City Manager; and

ODC Contractors: Craig Van Amburgh, CVA; Wesley Burnett, Economic Development; Tyler Patton, UTPB-SBDC; Ryan Peckham, UTPB Business Challenge; Renee Earls, Chamber of Commerce; James Beauchamp, MOTRAN; and Dustin Fawcett, MOTRAN; and

Others: Council members Michael Shelton and Mari Willis; Sandra Woodley, UTPB; Chris Walker, Black Chamber of Commerce; Ben Quiroz, Hispanic Chamber of Commerce; Arnulfo Martinez, Hispanic 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.

**July 9, 2020 minutes.** Motion was made by Mr. Collins and seconded by Mr. Boutin to approve the minutes with corrections. The motion was approved by unanimous vote.

**Resolution ODC 2020R-10 - Apergy Economic Development Agreement.** Mr. Burnett stated that the Compliance Committee recommended a \$1 million grant to Apergy, a local business. The business would consolidate its Midland company to Odessa. The property would be expanded and the capital investment was \$1.8 million. The company would retain 107 jobs and create 21 new jobs. The annual payroll would be \$8.6 million. The grant was for a three-year payout. He stated that there were no physical assets purchased in Odessa but would be in the facility. Mr. Boutin recommended that the grant be for five years and spread the grant over the five years. He suggested the yearly payout be \$300,000, \$200,000, \$200,000, \$200,000, and \$100,000.

Motion was made by Mr. Boutin and seconded by Ms. Hollmann to approve the resolution with a five-year grant and payouts as recommended. The motion was approved by unanimous vote.

**Resolution ODC 2020R-11 - Amend UTPB Economic Development Agreement executed on April 19, 2017.** Mr. Burnet stated that the Compliance Committee reviewed and worked with UTPB on clarifications of the workforce training request. The request was for \$2.1 million to be paid out over three-years. Dr. Woodley stated that UTPB was investing in economic development. UTPB would leverage the funds with UTPB funds and a grant. UTPB would train the workforce as it was needed in our community. Mr. Burnett stated that the request could be an amendment to the current agreement or a new agreement. Mr. Cole and Ms. Hollmann preferred a separate agreement.

Motion was made by Mr. Cole and seconded by Mr. Collins to approve the resolution as a new agreement for three-years. The motion was approved by unanimous vote.

**Contractors report: Economic Development: Odessa Chamber, CVA Advertising and Marketing, UTPB-America's SBDC, UTPB-Business Challenge, MOTRAN, and City Administrative support.** Mr. Burnett stated there were no updates due to the pandemic and economic downturn. He reported that there would be an expansion and a housing project. The business retention visits were going well as it was good public relations. The Small Business Assistance Program was positive. The sales tax was down by 33%. The airport planes and deplanes were slowly going up. Council member Shelton reported that five approvals were made for the Small Business Assistance grant program. Forty applications were received. Mr. Burnett stated marketing for the program included ODC billboards, city website, and the Chamber's social media. Mr. Boutin asked if the applicants could identify how each found out about the program. Mr. Collins asked about the funds on capping the well on the former Summit site. Mr. Boutin reported that there was no cost to ODC. Mr. Cole asked for the individual profile information from the CARES Act. He wanted all to know about the opportunity of the funds. Marketing should continue to capture all levels of businesses.

Mr. Van Amburgh reported that the Permian Fuels America campaign was kicked off. There were outdoor billboards, radio and TV spots. Interviewees would be selected for the podcast highlighting The Permian Fuels America. The landing page for The Permian Fuels America was active and linked to the ODC website. A petition was on the website to show support of the industry. The social media campaign was underway with the campaign. Mr. Collins commended Mr. Van Amburgh for the diverse, colorful and descriptive campaign. He stated it was an exceptional job.

Mr. Patton reported on SBDC's July activity. There were 341 counseling sessions and 258 counseling hours. There was two new business in Odessa. June's capitalization was \$7,169,437 and Odessa had \$2,732,900. The capitalization was from disaster loans. There were two full time jobs for Odessa. There were 479 Odessa's PPE loan/grants of \$150,000 or more. A portion were SBDC clients. A newsletter was launched. There were seven workshops held virtually. The ethnicity of business owners was tracked with the seminars. There were sessions that included PPE training for clients.

Mr. Peckham reported that Fox 4 News would highlight the Business Challenge winners and would be aired twice. He was working with City staff to streamline the payments. He suggested a time frame to spend the funds for future challenges. Mr. Collins was

concerned with the criteria. One of the winners made the product out of state. Mr. Peckham stated that the business headquarter must have an Odessa zip code. Mr. Boutin stated that the Business Challenge was to help stimulate the economy and a time limitation needed to be discussed.

Mr. Beauchamp reported that the Unified Transportation Program allocated \$235 million for the Permian Basin area and \$2 million will be used in Midland and Odessa projects. The funds dedicated to Midland and Odessa increased. In the past, the Odessa District received 1% to 2% of funds but since 2014-2019 the transportation funds increased by 3% for our area. He thanked the ODC board for the funds that has provided local leveraging for the projects. MOTRAN would keep moving forward with designing Loop 338 to a standard loop and make State Hwy. 302 a four-lane divided road. The improvements would provide mobility to major corridors.

Mrs. Muncy reported on June's financial activities. She reviewed the revenues and expenditures. She reviewed the payments to be made. Sales tax received for August was \$896,000 which was 94% of the \$12 million budget.

Motion was made by Mr. Boutin and seconded by Mr. Collins to approve the financial statement. The motion was approved by unanimous vote.

**Development Finance Program Administrative Policy.** Mr. Carroll reviewed the proposed changes to the policy.

Motion was made by Mr. Collins and seconded by Ms. Hollmann to approve the Development Finance Program Administrative Policy with the changes. The motion was approved by unanimous vote.

**Resolution ODC 2020R-12 - FY 2020-2021 General Development Plan.** Mr. Carroll reviewed the changes and updates made to the plan.

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

**Resolution ODC 2020R-13 - ODC FY 2020-2021 Budget.** Mrs. Muncy reviewed the budget line items. Mr. Cole stated that after reviewing and meeting with the Black Chamber of Commerce, the budget fit under the ODC marketing line item. Mr. Collins stated that the proposal had information missing and it was their first proposal submission. Mr. Cole stated that their request was specific to ODC's accomplishments and it would help building bridges and service. Mr. Boutin stated that ODC's program was to target industrial manufacturing type of businesses. He suggested to provide a road map as they would collaborate with SBDC and make referrals to the Chamber. Mr. Burnett stated that there was a narrow scope on business types in assisting within the ODC guidelines. Mr. Cole wanted the Black Chamber to be successful. The proposal was in line from a marketing standpoint. Mr. Boutin suggested providing clear expectations for the contractors to be successful. Mr. Collins stated that there was more flexibility in the marketing line item. The Black Chamber of Commerce would engage in businesses and work with the Chamber in applications. Mr. Cole stated that with time and collaboration, the Black Chamber of Commerce would move into the ODC general budget. Mr. Edgmon stated to work with the Black Chamber of Commerce and the Hispanic Chamber of Commerce to guide them with the first year for both to be successful. Mrs. Muncy continued with the line items. Discussion was held on the

entrepreneurial program. Mr. Collins stated it was difficult to get information and no control over checks and balances. He suggested to adjust the funded amount. Mr. Edgmon stated that there were problems with the contracts as the payout was not in a timely manner. Ms. Hollmann stated that the program was valuable, but the program needed an overhaul. MOTRAN was aggressive and provided outstanding results. Mr. Collins suggested to provide MOTRAN with a budget of \$142,500. SBDC would partner with the Hispanic Chamber of Commerce to provide seminars in Spanish. CVA's budget increase was due to the Permian Fuels America campaign. Mr. Van Amburgh stated that the campaign's expenses were paid out of some of the current year's budget. He stated that the budget could be reduced by \$150,000. Mrs. Muncy provided some of the Business Challenge's history funding awards. Mr. Boutin suggested to have the Business Challenge line item to zero and work out the issues in the program. The Business Challenge did not affect the SBDC as it was a different program. Ms. Hollmann did not want to eliminate the program. Mr. Cole suggested that the Black Chamber of Commerce and Hispanic Chamber of Commerce have a budget of \$50,000 each. Dr. Quiroz stated that the Hispanic Chamber would help to achieve ODC's goal. Mr. Martinez stated that the Hispanic Chamber would collaborate with SBDC. Mr. Walker stated that the Black Chamber of Commerce would work with the Chamber and Mr. Collins. The Black Chamber of Commerce wanted to assist the small businesses that were overlooked. It would be a conduit for the Chamber and work with the two chambers. The facade line item was reduced to \$100,000. Mrs. Muncy explained the contingency line item and the marketing promotional limit.

Motion was made by Mr. Cole and seconded by Mr. Collins to approve the resolution with changes to the budget. The motion was approved by unanimous vote. Mr. Edgmon would contact UTPB about the Business Challenge.

**Resolution ODC 2020R-14 – Economic Development Contractor Agreements for FY 2020-20201.** Mr. Carroll stated that the ODC board approved the agreements to form. Each contractor agreement would reflect the approved budget amount in the contract.

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

**ODC Committee and Officer Reports.** Mr. Burnett reported on the Perryman Study Task Force. The Permian Strategic Partnership would meet with the task force to discuss broadband. There was coordination with the school and the task force on the broadband issue. The Permian Fuels America message was moving forward.

**Discuss emergency assistance options related to the COVID-19 pandemic.** The City was providing the Small Business Assistance program as it was tied to COVID-19. Mr. Burnett stated that the marketing was effective. Mr. Cole emphasized that people should not miss the opportunity of the program.

The meeting adjourned at 4:43 p.m.

ATTEST:

APPROVED:

Norma Aguilar-Grimaldo, TRMC, CMC  
City Secretary

Tim Edgmon  
President



**Odessa Chamber of Commerce**  
**Economic Development**

**Services for the Odessa Development Corporation**

*August 2020*

**Projects**

**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 service 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
- Company has closed on building, currently has 60 employees, plans to ramp up to 200 over 3 years
- HQ and distribution office, incentive application should be submitted soon
- Company continues to develop options for increasing facility size and job numbers. Discussion of locating more of operation in Odessa
- Company has incentive application, negotiations for increasing and expanding operations in Odessa
- Company making improvements / upgrades to existing local facility
- No update, waiting on application from company
- Company re-evaluating timeline due to recent situation
- No update

**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 intrinsically safe procedure is expected to generate the sale of electricity and process heat from this facility which 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, no report
- No update

### 2019-01

- **Project Rockhound** is a 1000-megawatt solar project in western Ector County. \$1 billion CapEx, process of incentives with taxing entities ongoing
- Project has moved forward, ECHD and OC both approved tax abatements
- County tabled and will consider again soon

### 2019-03

- Oil and Gas manufacturing company out of state wishes to consolidate operations into Odessa
- 62 retained and transferred jobs, 46 new jobs created, \$7 million payroll
- Compliance met and will be recommending incentives to ODC board
- ODC Board and City Council approved an incentives package for the project
- Agreement executed
- Development delayed due to current situation
- No update

### 2020-01

- DEF Plant
- \$2.5-3 capital investment
- 15-20 jobs
- Project in early stage of planning
- Ongoing
- No update

### 2020-02

- Site location consultants and staff conducted virtual site visit for a new heavy industrial manufacturing facility
- 2,950 construction jobs during 3-4 year construction

- 250-380 permanent employees
- \$3-6 billion CapEx, 24/7 operation
- Completed, follow up, over 250 questions on site, utilities, rail etc
- Clarification requested, addressed
- Zoom follow up, very favorable
- Awaiting next steps with consultants and company
- Possibility of larger project, \$9 billion capex, possible 5,000 construction jobs for 5 years, up to 500 permanent jobs, average salary +/- \$90K
- Grow Odessa, Penwell property as possible location , ongoing discussions on property, road access, incentives
- Ongoing

### **2020-03**

- **Apergy/ChampionX** consolidation project, \$1 million incentive, 20 new jobs with 100+ retained
- \$2 million CapEx
- Approved by ODC and City

### **2020-04**

- Gasket manufacturing and seal distribution company
- CapEx \$250,000
- 5 new jobs, 5 retained

### **Local Business Retention and Expansion**

- Multiple local expansions in beginning stages
- Project Who, food manufacturer, working on ODC application. Still plans for Odessa location, timeline extended due to current situation

### **Odessa Partnership**

- No meeting in May due to current situation. No meeting in July. Looking at September meeting to catch up on activity of each entity.

### **Business Retention and Expansion Visits**

- 3 new business consultations in office
- 7 business visits out of office

## **Housing**

- OHFC approved for incentives on 216-unit multi-family project expansion on 87<sup>th</sup> Street. PSP has withdrawn project investment of \$6 million due to recent economic situation, construction on hold.
- Housing pod project with interest in multi-family, mixed use and single-family pursuing project for Downtown and NE Odessa. Evaluating investments to partner with PSP and Downtown Odessa area interest. Project moving forward on all fronts. Project put on hold.
- Approved two housing grants. 7 single family, 6 townhomes. Funding has begun.
- LOA Land Development, 192 lot subdivision working on infrastructure grant application. Ongoing
- Compliance looking at other possible projects

## **Services and Other Activities**

- Ingham Economic Index May and June Reports sent via Mailchimp and posted to website
- Odessa Development News / Economic Indicators for July sent via Mailchimp and posted to website
- 2020 Apartment Survey complete
- Demographic information to Daelyn Sumuel with Sewell Family of Companies
- Demographic information to Juan with Walgreens
- Property search for Jon Holverson with CitiDevelopment Group, developers for national convenience store chain which also operates travel centers



***Partner Visits***

<b>Information and Discussion Group Mtg</b>	<b>Director</b>
<b>Weekly Stakeholder Meeting</b>	<b>Director</b>
<b>Permian Basin MPO – Roa and Infrastructure Planning</b>	<b>Director</b>
<b>CARES Task Force Meeting</b>	<b>Director and Staff</b>
<b>TEDC’s PAC Committee Meeting</b>	<b>Director</b>
<b>Consultant Connect Virtual Meeting</b>	<b>Director</b>
<b>Education Partnership Leadership Team Meeting</b>	<b>Director</b>
<b>City Council Work Session</b>	<b>Director and Staff</b>
<b>Governor’s Small Business Webinar</b>	<b>Staff</b>
<b>First Basin Board Meeting</b>	<b>Director</b>
<b>Chamber Challenge Golf Tournament</b>	<b>Director and Staff</b>
<b>Chamber of Commerce Staff Meeting</b>	<b>Director and Staff</b>
<b>Chamber of Commerce Directors Meeting</b>	<b>Director</b>
<b>Wildcatters Trail Update Meeting</b>	<b>Director and Staff</b>
<b>AHA Community Stakeholders Meeting</b>	<b>Director</b>
<b>United Way Board Meeting</b>	<b>Director</b>

# Odessa Economic Indicators

2020

## Building Permits

July	2020	Total Value	2019	Total Value
New Single Family	83	\$16,902,726	45	\$9,277,695
New Commercial	4	\$11,192,400	7	\$7,780,707
Other	150	\$15,461,482	108	\$2,365,662
Totals	237	\$43,556,608	250	\$19,424,064
YTD Totals	1,348	\$200,202,182	1,086	\$264,265,776

## Sales and Use Tax

July	2020	2019	% Change
City of Odessa	\$3,783,653	\$5,906,411	-35.94%
Totals YTD	\$34,153,325	\$43,013,834	-20.60%

## Labor Market Statistics

July	2020	2019
Civilian Labor Force	85,549	88,454
Total Employment	74,788	85,933
Total Unemployment	10,761	2,521
Unemployment Rate	12.6%	2.9%
Payroll Employment Estimate	73,300	83,700

## Permian Basin Rig Count

Month	2020	2019
July	75	335
June	82	321
May	115	351
April	213	356

## Midland International Air and Space Port

July	2020	2019
Enplaned	22,152	58,126
Deplaned	21,385	58,838
Enplaned YTD	179,390	371,236
Deplaned YTD	180,902	365,833

## MLS Statistics-Residential (SF/COND/TH)

July	2020	2019
Total Sold	135	73
Dollar Volume	\$31,399,197	\$43,691,196
Total Sold YTD	765	925
Volume YTD	\$182,027,095	\$244,386,273

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](mailto:kathiv@odessaecodev.com) (432) 332-9111



ADVERTISING & MARKETING

# ODESSA DEVELOPMENT CORPORATION

## AUGUST 2020 ACTIVITIES

### STRATEGIC COMMUNICATION PLAN

“The Permian Fuels America” campaign is fully underway and catching the attention of Odessans and legislators in Washington, D.C. The steering committee under Kirk Edwards continues to make headway in telling the challenging story how independent Texas oil and gas providers are being devastated by Saudi oil imports as important connections with the Trump administration are being built. The campaign will continue through the end of the year as we gain traction and see even more positive results.

### PODCAST/TV AD SERIES

#### Podcast - Opportunity Odessa

We are currently selecting new interviewees based on their relevance to the new campaign, and we will also spotlight local business people helped by ODC.

### TELEVISION

Our “The Permian Fuels America” campaign continues with spots running on KOSA, KMID, KWES, and KPEJ news casts, as well as Telemundo and Univision. The three :30 spots, targeted to Persons 18 - 54 years of age, focus on the importance of the Permian Basin to America’s energy future. The spots also drive residents of the Permian Basin to the “The Permian Fuels America” website for more information on services available to citizens who need assistance to remain in Odessa and the surrounding area until the oil industry recovers, such as the city’s COBAP program. Also, a number of the sporting events that we originally had planned are now resuming their seasons and our spots will air as originally presented going forward.



ADVERTISING & MARKETING

## OUTDOOR ADVERTISING

Our outdoor advertising continues with our four TPFA billboards featuring oil and gas workers, oil rigs and pump jacks with our campaign theme and web address. They are following the brief schedule placed while President Trump visited Odessa mid-month welcoming him to our city. Also being featured periodically on our boards are the city's billboard designs geared toward the on-going COBAP program for small businesses. These boards, in both English and Spanish, will stay in our rotation of messages until the available funds are exhausted.

## NEWSPAPER ADVERTISING

"The Permian Fuels America" ads are running every other Sunday in the Odessa American. In addition, TPFA campaign is being featured in small digital ads on the Odessa American's web site.

## WEBSITE

The new TPFA landing page is now active at [thepermianfuelsamerica.com](http://thepermianfuelsamerica.com), and contains resources for local citizens, the objectives of the campaign and a petition that can be signed by residents of the Permian Basin. Over 140 people have signed the petition to date, and we continue to track comments made on both the ODC website and TPFA site.

With regard to our flagship website ([odessatx.com](http://odessatx.com)), our metrics were flat this month, staying within 1-2% of last month's numbers. The majority of our traffic this month came from organic search, which comprised 42% of visits, social media made up 32%, and direct website entry was 16%. Our top pages for views, in order, were the homepage, location-maps, the MRT article, "Study: Permian's Economics Will Help Weather Downturn" and the MRT article, "Oilfield Service Sector Expected to Get Leaner, More Efficient." The two articles that received so much traffic were both linked in social media posts. Hosting the content of these articles on the ODC site, instead of sending traffic to the MRT website, has really improved our numbers.



ADVERTISING & MARKETING

## SOCIAL MEDIA/DIGITAL MEDIA

### Overview

Our social media committee meets every Monday via Zoom to discuss upcoming social media posts and what changes should be made for each week. Recently, we have featured our TPFA spots, posts featuring Peggy Dean discussing the small business loan program, Carlos Hernandez as a local businessman who is adapting his business to meet the changing marketplace, and Kirk Edwards as head of TPFA task force.

In August, our overall social media engagement and shares across all platforms were mixed. Total social shares were up 76% and likes were up 44%, but impressions were down 30%. We continued the page likes campaign on Facebook, resulting in 51 new page likes, up almost 60%. Our Twitter impressions and profile visits were down due to a lower tweet volume, but we still gained 9 new followers.

### Facebook

Over the last month on Facebook, CVA has continued to generate content from relevant articles of local news organizations. Facebook metrics were much higher this month, particularly on post reach, which was up 35%, and likes were up 59%. Our campaigns resulted in 51 new page likes and reached a total of 28,547 people. Our post about the mass shooting reached 13,151 people alone and received a whopping 2,109 engagements.

### Twitter

Over the last month on Twitter our metrics were down across the board, with the exception of followers, which were up by 9. Though our metrics are down, most of that is due to a fewer number of tweets this month. 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 2,078 impressions and 45 visits to our profile.



ADVERTISING & MARKETING

## Website

Our website metrics were flat this month, staying within 1-2% of last month's numbers. The majority of our traffic this month came from organic search, which comprised 42% of visits, social media made up 32%, and direct website entry was 16%. Our top pages for views, in order, were the homepage, location-maps, the MRT article, "Study: Permian's Economics Will Help Weather Downturn" and the MRT article, "Oilfield Service Sector Expected to Get Leaner, More Efficient." The two articles that received so much traffic were both linked in social media posts. Hosting the content of these articles on the ODC site, instead of sending traffic to the MRT website, has really improved our numbers.

Info on new followers/likes:

Facebook: 51 new page likes

Twitter: 9 new followers

The Permian Fuels America:

Facebook: 244 followers

Instagram: 121 followers

Twitter: 55 followers

LinkedIn page is up, but hasn't been active long enough to provide meaningful data

# Odessa Development Corporation Digital Report

August, 2020

# Social Overview

 Total Social Impressions

83.61K

IMPRESSIONS

 Total Social Clicks

7.28K

CLICKS

 Total Social Engagement

8.70K

ENGAGEMENT

 Total Social Likes

1.01K

LIKES

 Total Social Followers

2.06K

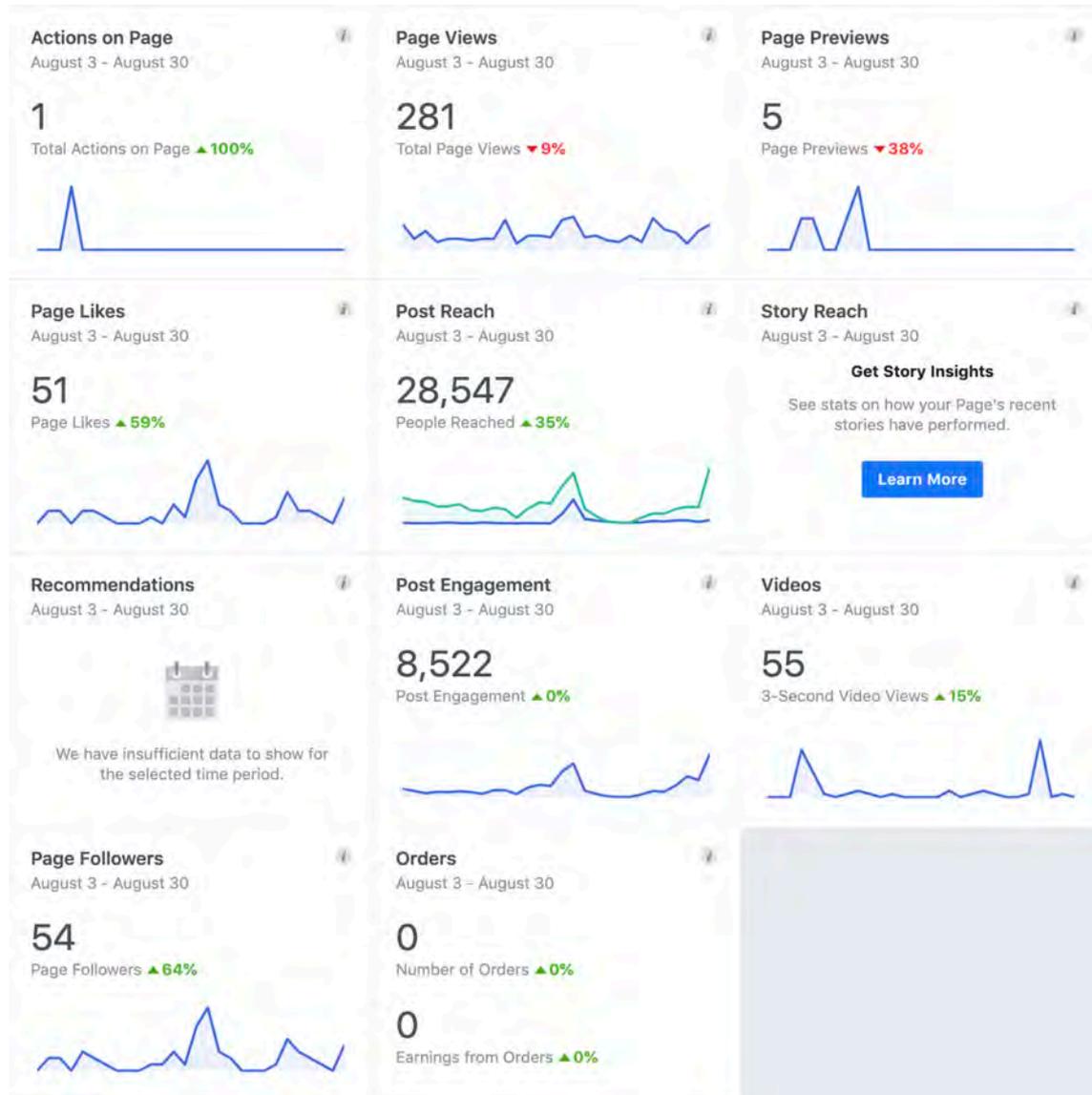
FOLLOWERS

 Total Social Shares

300

SHARES

# Facebook Overview



# Facebook Top Posts

**Odessa Development Corporation**  
Published by Caleb Burnett [?] · August 17 · 🌐

The mass shooting on August 31, 2019 forever changed the City of Odessa.

Several special virtual events are planned to honor and remember the victims, one year later. Please join us and the community in reflecting on that day and remember the lives lost by participating in these various events:

<p><b>ODESSA STRONG</b></p> <p><b>HONORING AUGUST 31 MASS SHOOTING VICTIMS</b></p> <p>SHOOTING ON AUGUST 31, 2019 FOREVER CHANGED THE CITY OF ODESSA. SEVERAL SPECIAL VIRTUAL EVENTS ARE PLANNED TO HONOR AND REMEMBER THE VICTIMS ONE-YEAR LATER. THE COMMUNITY CAN PARTICIPATE IN REFLECTING ON THAT DAY AND REMEMBER THE LIVES LOST BY PARTICIPATING IN THESE VARIOUS EVENTS.</p>	<p><b>ODESSA STRONG</b></p> <p><b>HONRANDO A LAS VICTIMAS DEL TIROTEO MASIVO DEL 31 DE AGOSTO</b></p> <p>EL TIROTEO MASIVO DEL 31 DE AGOSTO DE 2019 CAMBIÓ PARA SIEMPRE A LA CIUDAD DE ODESSA. SE HAN PROGRAMADO VARIOS EVENTOS VIRTUALES PARA HONRAR Y RECORDAR A LAS VICTIMAS UN AÑO DESPUES. LA COMUNIDAD PUEDE REFLEXIONAR SOBRE ESE DIA Y RECORDAR LAS VIDAS PERDIDAS AL PARTICIPAR EN VARIOS EVENTOS.</p>
<p><b>AUG. 15 - 31:</b> SHARE PHOTOS, ART AND STORIES ON SOCIAL MEDIA USING #ODESSASTRONG &amp; #ATIMETOREMEMBER</p> <p>ONLINE VIDEOS FROM FIRST RESPONDERS, VICTIMS, &amp; COMMUNITY MEMBERS WILL BE POSTED ON THE CITY'S FACEBOOK PAGE</p> <p><b>YELLOW FLAGS</b> WILL BE AVAILABLE AT THE FAMILY RESOURCE CENTER, THE CHAMBER, ODESSA ARTS, CONNECTION CHURCH AND COMMUNITY BUSINESSES TO BE PLACED AT MEMORIAL GARDENS</p> <p>CITY AND BUSINESSES ARE ENCOURAGED TO PLACE <b>YELLOW FLAGS</b> ON THEIR DOORS</p>	<p><b>DEL 15 - 31 DE AGOSTO:</b> COMPARTA FOTOS, ARTE E HISTORIAS EN LAS REDES SOCIALES UTILIZANDO #ODESSASTRONG &amp; #ATIMETOREMEMBER</p> <p>EN TESTIMONIOS DEL PERSONAL DE EMERGENCIA, VICTIMAS, &amp; MIEMBROS DE LA COMUNIDAD SERAN PUBLICADOS EN LA PAGINA DE FACEBOOK DE LA CIUDAD</p> <p><b>BANDERAS AMARILLAS</b> ESTARAN DISPONIBLES PARA EL PUBLICO EN EL CENTRO DE RECURSOS FAMILIARES, LA CAMARA DE COMERCIO, ODESSA ARTS, LA IGLESIA DE CONEXION CHURCH Y NEGOCIOS DEL AREA PARA QUE SEAN COLOCADAS EN EL PARQUE MEMORIAL GARDENS</p> <p>LA CIUDAD Y LOS NEGOCIOS SE LES INVITA A QUE COLOQUEN <b>LISTONES AMARILLOS</b> EN SUS PUERTAS</p>
<p><b>AUGUST 31:</b></p> <p><b>YELLOW FLAGS</b> WILL BE DISPLAYED AT MEMORIAL GARDENS. THE COMMUNITY IS ENCOURAGED TO OBSERVE <b>32 SECONDS OF SILENCE</b> AT 8 PM.</p> <p><b>8 PM: COMMUNITY DRIVE-IN REMEMBRANCE SERVICE @ CONNECTION CHRISTIAN CHURCH</b></p>	<p><b>31 DE AGOSTO:</b></p> <p><b>AMARILLAS</b> SERAN COLOCADAS EN EL PARQUE MEMORIAL GARDENS. LA COMUNIDAD ES INVITADA A LA COMUNIDAD A QUE GUARDEN <b>32 SEGUNDOS DE SILENCIO</b> A LAS 8 PM.</p> <p><b>8 PM: SERVICIO RELIGIOSO ESTILO DRIVE-IN @ CONNECTION CHRISTIAN CHURCH</b></p>

**13,151** People Reached    **2,109** Engagements    [Boost Again](#)

**Odessa Development Corporation**  
Published by Caleb Burnett [?] · August 6 · 🌐

The University of Texas Permian Basin announced Monday that three students have been selected to participate in the University of Texas System's Archer Fellowship Program for the 2020-2021 academic year.



[Show more information about this link](#)

ODESSATEX.COM

**UTPB students selected for Archer Fellowship - Odessa TX | Economic Development**

<b>6,479</b> People Reached	<b>744</b> Engagements	<a href="#">Boost Again</a>
--------------------------------	---------------------------	-----------------------------

Boosted on Aug 6, 2020 By Caleb Burnett    Completed

People Reached	<b>6.4K</b>	Post Engagement	<b>187</b>
----------------	-------------	-----------------	------------

[View Results](#)

Stephanie Vasquez, Oscar Rodriguez and 57 others    6 Shares

# Twitter Overview

## AUG 2020 SUMMARY

Tweets  
**6**

Tweet impressions  
**2,200**

Profile visits  
**45**

New followers  
**10**

## 28 day summary with change over previous period

Tweets  
**6** ↓ 45.5%



Tweet impressions  
**2,078** ↓ 58.0%



Profile visits  
**45** ↓ 61.2%



Followers  
**988** ↑ 9



# Top Tweets

Aug 2020 • 30 days so far...

## TWEET HIGHLIGHTS

### Top Tweet earned 376 impressions

Several Odessa College photography students and faculty members have had their work accepted into the Texas Photographic Society Exhibit.

[odessatex.com/oc-utpb-repres...](https://odessatex.com/oc-utpb-repres...)

🔄 1 ❤️ 4

View Tweet activity

View all Tweet activity

### Top Follower followed by 7,586 people



**Clifford Krauss**

@ckrauss FOLLOWS YOU

New York Times energy correspondent

### Top media Tweet earned 199 impressions

The mass shooting on August 31, 2019 forever changed the City of Odessa.

Several virtual events are planned to honor and remember the victims, one year later. Please join us & the community in reflecting on that day & remember the lives lost by participating in these events:

[pic.twitter.com/gHsnX4PoRm](https://pic.twitter.com/gHsnX4PoRm)

**HONORING AUGUST 31 MASS SHOOTING VICTIMS**

THE MASS SHOOTING ON AUGUST 31, 2019 FOREVER CHANGED THE CITY OF ODESSA. SEVERAL SPECIAL VIRTUAL EVENTS ARE PLANNED TO HONOR AND REMEMBER THE VICTIMS ONE-YEAR LATER. THE COMMUNITY CAN REFLECT ON THAT DAY AND REMEMBER THE LIVES LOST BY PARTICIPATING IN VARIOUS EVENTS.

AND, TO:

- SHARE PHOTOS, ART AND STORIES ON SOCIAL MEDIA USING #ODESSATRISTING & #WEMEMORIZE
- TESTIMONIAL VIDEOS FROM FIRST RESPONDERS, VICTIMS, & COMMUNITY MEMBERS WILL BE POSTED ON THE CITY'S FACEBOOK PAGE
- 1000 YELLOW FLAGS WILL BE AVAILABLE AT THE FAMILY RESILIENCY CENTER, THE CHAMBER, ODESSA ARTS, CONNECTION CHURCH AND AREA BUSINESSES TO BE PLACED AT MEMORIAL GARDENS
- CITIZENS AND BUSINESSES ARE ENCOURAGED TO PLACE YELLOW RIBBONS ON THEIR DOORS

AUGUST 31:

- 92 YELLOW FLAGS WILL BE DISPLAYED AT MEMORIAL GARDENS
- 9 PM: COMMUNITY IS ENCOURAGED TO OBSERVE 92 SECONDS OF SILENCE

**HONRANDO A LAS VICTIMAS DEL TIROTEO MASIVO DEL 31 DE AGOSTO**

EL TIROTEO MASIVO DEL 31 DE AGOSTO DE 2019 CAMBIO PARA SIEMPRE LA CIUDAD DE ODESSA. SE HAN PROGRAMADO VARIOS EVENTOS VIRTUALES ESPECIALES PARA HONRAR Y RECORDAR A LAS VICTIMAS UN AÑO DESPUES. LA COMUNIDAD PUEDE REFLECTIVAR SOBRE ESSE DIA Y RECORDAR LAS VIDAS PERDIDAS AL PARTICIPAR EN VARIOS EVENTOS.

DEL 18 - 31 DE AGOSTO:

- COMPARTIR FOTOS, ARTE E HISTORIAS EN LAS REDES SOCIALES UTILIZANDO #ODESSATRISTING & #WEMEMORIZE
- VIDEOS CON TESTIMONIOS DEL PERSONAL DE EMERGENCIAS, VICTIMAS & MIEMBROS DE LA COMUNIDAD SERAN PUBLICADOS EN LA PAGINA DE FACEBOOK DE LA CIUDAD
- 1000 BANDERAS AMARILLAS ESTARAN DISPONIBLES PARA EL PUBLICO EN EL RESILIENCY CENTER, LA CHAMBER DE COMERCIO, GIBSON ARTS, EL ODESSA CONNECTION CHURCH Y NEGOCIOS DEL AREA PARA QUE SEAN COLOCADAS EN EL PARQUE MEMORIAL GARDENS
- RESIDENES Y NEGOCIOS SE LES INVITA A QUE COLGLEN LISTONES AMARILLOS EN SUS PUERTAS

31 DE AGOSTO:

- 92 BANDERAS AMARILLAS SERAN COLOCADAS EN EL PARQUE MEMORIAL GARDENS
- 9 PM: SE LE INVITA A LA COMUNIDAD A QUE COLGLEN 92 SEGUNDOS DE SILENCIO

🔄 1

View Tweet activity

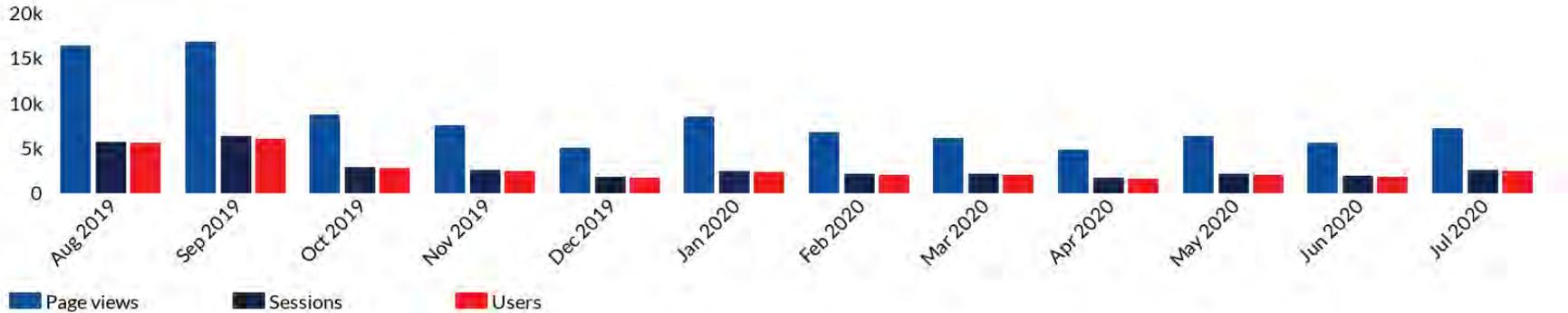
View all Tweet activity

# Website Performance

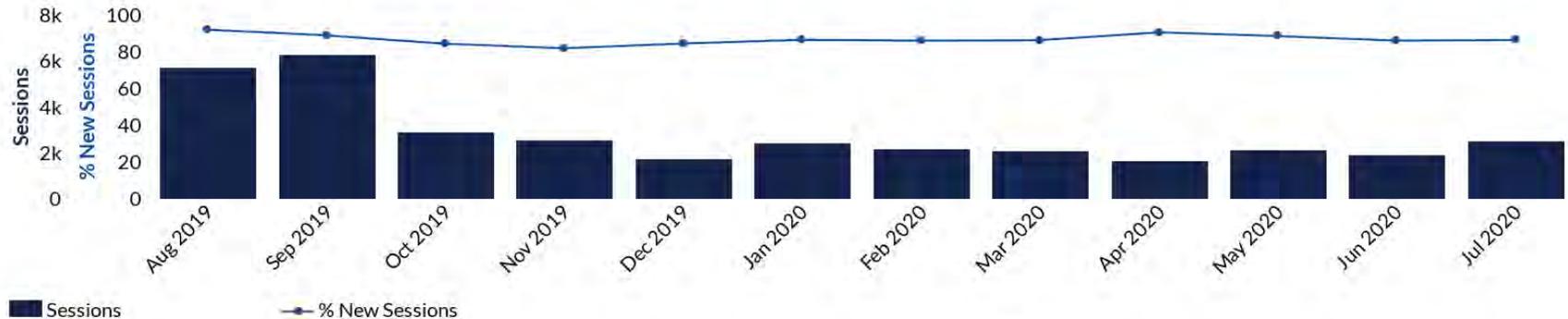
## Performance KPIs



## Website Performance Trend



## Sessions vs New Sessions

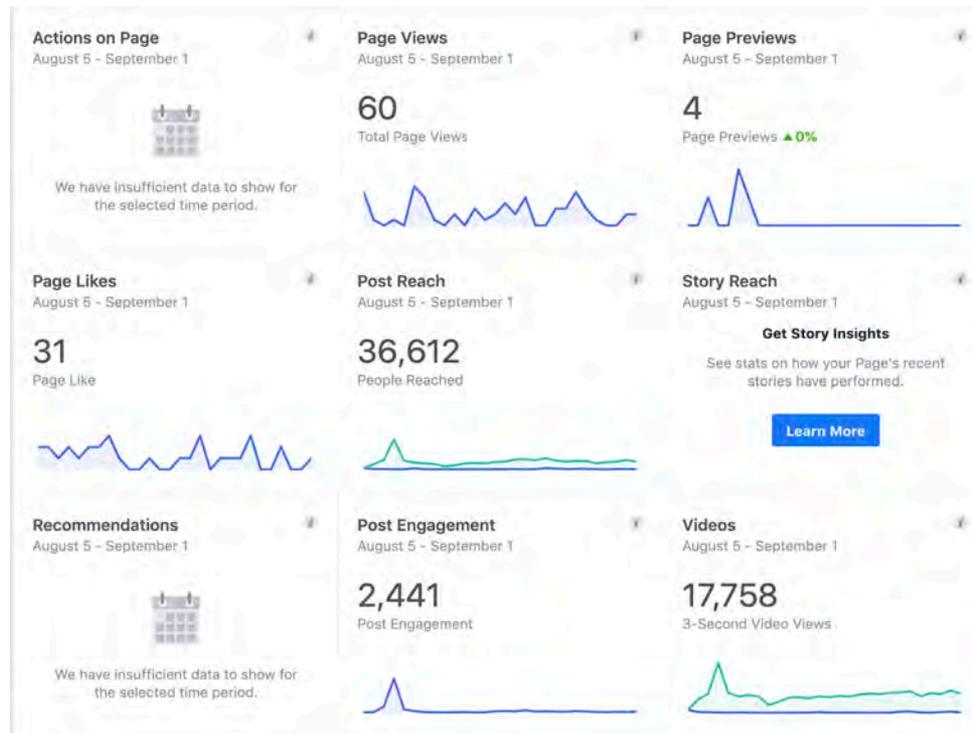


# The Permian Fuels America

Social Media Overview

August 2020

# Facebook Overview



# Facebook Top Posts

 **The Permian Fuels America**  
Published by Wesley Burnett [?] · August 4 · 🌐

Opportunity still lives here... so should you.  
The Permian Fuels America.



THEPERMIANFUELSAMERICA.COM  
**The Permian Fuels America** [Learn More](#)

**29,927** People Reached      **2,087** Engagements      [Boost Again](#)

 **The Permian Fuels America**  
Published by Ashley Cox [?] · August 18 · 🌐

American oil means American jobs.  
Be proud.  
The Permian Fuels America.



Over 25% of America's oil and gas comes from the Permian Basin  
Perryman Group Report 2020

THEPERMIANFUELSAMERICA.COM  
**The Permian Fuels America** [Learn More](#)

**4,626** People Reached      **104** Engagements      [Boost Again](#)

# Twitter Overview

## 28 day summary with change over previous period



Your Tweets earned **24.0K impressions** over this **28 day** period

# Top Tweets



**The Permian Fuels America** @PermianFuelsUSA · Aug 6  
Opportunity still lives here... so should you.

#ThePermianFuelsAmerica.



🗨️ 4 🍷 8 📤 📺

Impressions

Engagements

Engagement rate

362

23

6.4%



**The Permian Fuels America** @PermianFuelsUSA · Aug 26  
Odessa City Council member Peggy Dean explains how to get help for your small business through the Odessa Small Business Assistance Program.



🗨️ 1 🍷 3 📤 📺

Impressions

Engagements

Engagement rate

176

7

4.0%

**UTPB SMALL BUSINESS DEVELOPMENT CENTER**

**2019-2020 New Business Start-Ups & Expansions**

August-20							
ODESSA		OTHER LOCATIONS		ACTIVITIES			
New Businesses	2	New Businesses	5	Counseling Sessions	838	Seminars	3
Full-Time Jobs	11	Full-Time Jobs	9	Am Ind/N/Alaskan	9	Am Ind/N/Alaskan	1
Part Time Jobs	0	Part Time Jobs	0	Asian/pac. Islander	18	Asian/pac. Islander	0
				Black	86	Black	3
<b>Total Jobs</b>	<b>11</b>	<b>Total Jobs</b>	<b>9</b>	Hispanic	302	Hispanic	8
				Non-Hispanic	372	Non-Hispanic	12
				<b>Total Clients</b>	<b>838</b>	<b>Total Attendees</b>	<b>21</b>
				<b>Counseling Hours</b>	<b>381</b>	<b>Training Hours</b>	<b>32</b>

												Cumulative	End of Year		
	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	2019/20	Totals	2018/19 Totals
Counseling Sessions	212	148	149	200	214	743	232	258	210	341	838			3545	3403
Counseling Hours	229	142	150	216	202	562	202	162	196	258	381			2699	2927
Seminars Presented	3	2	1	1	3	5	0	0	0	0	3			18	42
Attendees	90	14	11	20	48	227	0	0	0	0	21			431	736
Training Hours	180.0	91	22	40	96	34	0	0	0	0	32			495	1446
New Businesses	1	11	2	3	4	2	2	6	3	4	7			45	43
Odessa New Business	0	4	1	0	1	1	2	2	1	2	2			16	13
Capitalization	\$1,025,000	\$3,709,600	\$1,000,000	\$273,000	\$721,600	\$490,000	\$228,000	\$435,827	\$594,987	\$7,169,437	\$8,412,559			\$24,060,010	\$19,824,583
Odessa Capitalization	\$250,000	\$3,265,000	\$0	\$50,000	\$521,600	\$0	\$178,000	\$408,827	\$590,800	\$2,732,900	\$1,625,988			\$9,623,115	\$3,895,616
Full-Time Jobs	8	39	4	23	22	2	7	15	32	17	20			189	192
Odessa FullTime Jobs	4	19	2	4	0	1	4	2	2	2	11			51	70
Part Time Jobs	0	28	0	5	0	0	0	0	0	16	0			49	72
Odessa Part Time Jobs	0	25	0	0	0	0	0	0	0	0	0			25	24
<b>Total Jobs</b>	<b>8</b>	<b>53</b>	<b>4</b>	<b>26</b>	<b>22</b>	<b>2</b>	<b>7</b>	<b>15</b>	<b>32</b>	<b>25</b>	<b>20</b>			<b>214</b>	<b>236</b>

9/4/2020 KAM



RECEIVED  
AUG 26 2020

August 24, 2020

BY CITY SECRETARY

The Honorable Tim Edgmon, Chair  
Odessa Development Corporation  
P.O. Box 4398  
Odessa, Texas 79760

Dear Chairman Edgmon:

Please find the attached monthly financials for July 2020, and activity report for the Midland-Odessa Transportation Alliance, Inc.

We appreciate your continued support and assistance.

Sincerely,

James Beauchamp  
President, Midland-Odessa  
Transportation Alliance

cc. The Honorable David Turner, City of Odessa

**P.O. Box 60816 • Midland, TX 79711 • (432) 563-6240 • [www.motran.org](http://www.motran.org)**



## Monthly Report August 2020

### Unified Transportation Program (UTP) Revision

Every August, the TXDOT Commission takes up the 1-year plan for funding Texas roads and highways. This past year, they have allocated the remaining \$235 million of the original \$600 million from a special "Permian Basin Funding" category.

In this year's update, \$200 million is being spent on the much-needed project of Interstate-20 between Midland and Odessa.

We collected nearly 800 public comments the last few months in support of this allocation, as well as overall funding in the Permian Basin. This type of public comment submission is very powerful to ensure that funding in the draft form of the UTP is finalized at the end of this month at the TXDOT Commission hearing.

We anticipate no changes between the draft and the final document and will see this funding reflected in projects to come. We also hope that the level of funding the past two cycles will continue going forward so that the Permian Basin sees continued investment in infrastructure by TXDOT for years to come.

### Permian Basin Freight Study

The final draft of the Permian Basin Freight Study has concluded. This study was commissioned as a branch of the Texas Freight Mobility Plan to better capture freight in the region that we have long argued has been undercounted and under-considered by TXDOT. The goal of the study was to develop a more accurate picture of the freight system in the region and has yielded some positive results.

Perhaps the most significant takeaway from the study is that due to the lack of consideration of intra-basin freight of commodities such as water and sand, **we have been missing out on 106,625 daily truck trips in the freight models.**

This number is significant because this means TXDOT has not been considering this type of truck traffic, pavement impact, and many other factors involved with this large number of trips in their modeling system and funding formulas.

Some of the takeaways from the study include:

- The Permian Basin's Economic Impact is larger than 12 State Economies: NH, ID, WV, DE, ME, RI, ND, AK, SD, MT, WY, and VT.
- The Permian produces more than 4 million barrels of oil per day and 50% of Texas' natural gas (15% of the U.S.)
- The Permian Basin is the number 1 wind energy producing region in the U.S.
- The Permian Basin has an Average Freight Tonnage per capita (2018) of 1,705 tons. Texas as a state averages 104 tons per capita. This is 16 times more freight per capita in the Permian Basin relative to the statewide average
- Direct Energy Sector and Freight Intensive Employment in the Permian Basin totals 290,360
- The Total Impact of Energy Sector and Freight Intensive Activity in the Permian Basin in 2019 totals a Gross State Product (GSP) of \$89.9 Billion
- The Total Impact of Freight Transportation in the Permian Basin on employment is 765,735 jobs
- The Total Freight Impact of Freight Transportation in the Permian Basin is \$52.1 Billion in income
- Of the UTP projects that are partially funded, the Permian Basin still has an over \$2 billion funding gap- meaning we still need \$2 billion to fund every project that is currently on the books

The study and the associated steering committee produced a series of priorities and strategies on how to continue to gather proper data and utilize that data for a better freight network. Some of the strategies are currently being implemented and others will be developed as the committee continues its work going forward.

**MOTRAN ALLIANCE, INC.**  
**Profit & Loss YTD Comparison**  
**July 2020**

	<u>Jul 20</u>	<u>Oct '19 - Jul 20</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
4000 · Founding Member Dues	417.00	19,170.00
4010 · Member Dues	0.00	73,833.33
4200 · Interest Earned	19.70	403.08
4300 · Miscellaneous Income	0.00	5,000.00
4400 · Grants	0.00	20,000.00
4410 · MDC	0.00	142,500.00
4420 · ODC	35,625.00	142,500.00
4600 · PBC Revenue	0.00	9,500.00
4700 · Heidelberg Donations	0.00	4,900.00
<b>Total Income</b>	<b>36,061.70</b>	<b>417,806.41</b>
<b>Expense</b>		
I-14 Initiative	0.00	10,000.00
ODC Wifi Study	0.00	4,000.00
5000 · Marketing		
5001 · MOTRAN Marketing	1,113.76	11,639.56
5000 · Marketing - Other	0.00	8,665.21
<b>Total 5000 · Marketing</b>	<b>1,113.76</b>	<b>20,304.77</b>
5025 · Travel Expenses	28.08	5,022.46
5050 · Events & Expos	0.00	21,561.44
5075 · Professional Services	0.00	12,275.00
6000 · Administration		
6035 · Dues & Subscriptions	0.00	811.94
6045 · Food & Entertainment	0.00	2,544.38
6055 · Gifts	0.00	1,641.67
6060 · Insurance	0.00	3,508.29
6075 · Miscellaneous Expense	0.00	347.92
6085 · Office Lease	2,655.00	10,620.00
6090 · Office Supplies	33.00	4,782.78
6105 · Postage	0.00	1,238.59
6115 · Program Supplies	496.78	3,766.57
6140 · Telephone	322.47	3,290.17
<b>Total 6000 · Administration</b>	<b>3,507.25</b>	<b>32,552.31</b>
6011 · Credit Card Charges	0.00	56.32
6033 · Donations	0.00	3,666.00
6073 · Lodging		
6074 · Delegation	0.00	110.85
<b>Total 6073 · Lodging</b>	<b>0.00</b>	<b>110.85</b>
6500 · Personnel		
6501 · Salaries & Wages	19,700.00	190,925.00
6502 · Payroll Taxes	1,525.25	13,833.29
6503 · Employee Health Reimbursement	788.00	8,447.00
6504 · Payroll Service Fee	122.34	1,230.37
6505 · Retirement Contributions	531.00	5,660.25
<b>Total 6500 · Personnel</b>	<b>22,666.59</b>	<b>220,095.91</b>
7410 · Previous year remittance-MDC	0.00	66.57
7420 · Previous year remittance-ODC	0.00	66.57
<b>Total Expense</b>	<b>27,315.68</b>	<b>329,778.20</b>
<b>Net Ordinary Income</b>	<b>8,746.02</b>	<b>88,028.21</b>
<b>Net Income</b>	<b>8,746.02</b>	<b>88,028.21</b>

MOTRAN ALLIANCE, INC.  
**Balance Sheet**  
As of July 31, 2020

	<u>Jul 31, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1000 · Frost MOTRAN Checking	2,161.07
1010 · Frost MOTRAN Money Market	223,605.01
1015 · Frost-ODC Money Market	35,501.74
1020 · Frost- MDC Money Market	35,509.86
<b>Total Checking/Savings</b>	<u>296,777.68</u>
<b>Total Current Assets</b>	296,777.68
<b>Fixed Assets</b>	
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)
<b>Total Fixed Assets</b>	<u>0.00</u>
<b>TOTAL ASSETS</b>	<u><u>296,777.68</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
3900 · Net Assets	208,749.47
Net Income	88,028.21
<b>Total Equity</b>	<u>296,777.68</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>296,777.68</u></u>

11:59 AM

08/24/20

**MOTRAN ALLIANCE, INC.**  
**Statement of Cash Flows**  
July 2020

---

	<u>Jul 20</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	8,746.02
Net cash provided by Operating Activities	<u>8,746.02</u>
Net cash increase for period	8,746.02
Cash at beginning of period	<u>288,031.66</u>
Cash at end of period	<u><u>296,777.68</u></u>

**MOTRAN ALLIANCE, INC.**  
**Statement of Cash Flows**  
October 2019 through July 2020

---

	<u>Oct '19 - Jul 20</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	88,028.21
<b>Net cash provided by Operating Activities</b>	<u>88,028.21</u>
<b>Net cash increase for period</b>	88,028.21
<b>Cash at beginning of period</b>	<u>208,749.47</u>
<b>Cash at end of period</b>	<u><u>296,777.68</u></u>

**MOTRAN, INC. MONTHLY EXPENSE SUMMARY  
FOR THE MONTH OF Jul-20**

<b>EXPENDITURE CATEGORIES</b>	<b>MONTHLY EXPENSE</b>	<b>MDC</b>	<b>ODC</b>
Credit Card Processing Fee			
Dues and Subscriptions			
Events and Expo's			
Food and Entertainment			
Gifts			
Health Insurance Reimbursement	\$788.00		
Heidleberg Donation			
I-14 Initiative			
Insurance			
MOTRAN Marketing	\$1,113.76	\$556.88	\$556.88
Other Marketing			
Misc. Expense			
Office Lease	\$2,655.00		
Office Supplies	\$33.00		
Payroll Salaries	\$19,700.00	\$9,850.00	\$9,850.00
Payroll Taxes	\$1,525.25	\$762.62	\$762.62
Payroll Service Fee	\$122.34		
Retirement	\$531.00		
Postage			
Professional Services			
Program Supplies	\$496.78		
Travel	\$28.08	\$14.04	\$14.04
Other Travel			
Utilities: Telephone & Internet	\$322.47		
ODC Wifi			
Previous Year Reimittance MDC			
Previous Year Reimittance ODC			
<b>TOTAL EXPENSES</b>	<b>\$27,315.68</b>	<b>\$11,183.54</b>	<b>\$11,183.54</b>

MOTRAN ALLIANCE, INC.  
July 2020/City EDC Funding Breakdown

	Budget FY2018-19	Current Month	YTD Amount	Remaining Balance	Percent Remaining
<b>Revenue</b>					
Founding Members Dues	\$20,000.00	\$417.00	\$19,170.00	\$830.00	4%
Member Dues	\$65,000.00		\$73,833.33	(8,833.33)	0%
Midland Development Corp	\$142,500.00		\$142,500.00	\$0.00	0%
Odessa Development Corp	\$142,500.00	\$35,625.00	\$142,500.00	\$0.00	0%
PBC Revenue	\$50,000.00		\$9,500.00	\$40,500.00	81%
Grants	\$5,000.00		\$20,000.00	(\$15,000.00)	0%
Interest Income	\$1,500.00	\$19.70	\$403.08	\$1,096.92	73%
Misc. Income	\$2,500.00		\$5,000.00	(\$2,500.00)	0%
Heidelberg Donations	\$4,000.00		\$4,900.00	(\$900.00)	0%
<b>Total Revenues</b>	<b>\$433,000.00</b>	<b>\$36,061.70</b>	<b>\$417,806.41</b>	<b>\$15,193.59</b>	<b>4%</b>
<b>Expenditures</b>					
Dues & Subscriptions					
Events					
Food & Entertainment					
Gifts					
Health Ins. Reimbursement	\$2,500.00		\$2,500.00	\$0.00	0%
Insurance					
I-14 Initiative	\$2,500.00		\$2,500.00	\$0.00	0%
Miscellaneous Expenses					
Office Lease					
Office Supplies					
Payroll-Salaries	\$115,000.00	\$9,850.00	\$95,462.50	\$19,537.50	17%
Payroll-Service Fee					
Payroll Taxes	\$7,500.00	\$762.62	\$6,916.61	\$583.39	8%
Retirement					
Postage					
Marketing	\$5,000.00	\$556.88	\$4,317.27	\$682.73	14%
Other Marketing					
Program Supplies					
Telephone					
Travel Expenses	\$5,000.00	\$14.04	\$2,491.59	\$2,508.41	50%
Travel Other					
Professional Services	\$5,000.00		\$5,000.00	\$0.00	0%
<b>TOTAL EXPENSES</b>	<b>\$142,500.00</b>	<b>\$11,183.54</b>	<b>\$119,187.97</b>	<b>\$23,312.03</b>	<b>16%</b>

**ODESSA DEVELOPMENT CORPORATION  
BALANCE SHEET  
JULY 2020**

**ASSETS**

Investments - Local Government Pools	\$ 26,432,475
Investments - CDs and CDARs	3,233,570
Investments - Municipal Securities	11,894,923
Investments - Money Market	13,754,069
Interest Receivable - Municipal Securities	<u>237,328</u>
<b>TOTAL ASSETS</b>	<b>\$ <u>55,552,365</u></b>

**LIABILITIES**

Accounts Payable	<u>187,684</u>
<b>TOTAL LIABILITIES</b>	<b>\$ <u>187,684</u></b>

**FUND BALANCE**

Reserved - Short Term Commitments Due Within One Year	
Glazer's Beer & Beverage	\$ 226,998
West Texas Food Bank	558,075
Odessa College - 2nd Project Training Facility	822,391
UTPB - 2nd Project Training Facility	<u>1,500,000</u>
Total Short Term Commitments	3,107,464
Reserved - Long Term Commitments Due in More Than One Year	
FMC Technologies	152,798
Glazer's Beer & Beverage	680,995
Select Energy	55,123
West Texas Food Bank	146,866
UTPB - 2nd Project Training Facility	3,000,000
Downing Wellhead Equipment, LLC	1,640,000
Rack Industries, LLC	2,757,294
Kaige Industries, LLC	<u>318,000</u>
Total Long Term Commitments	<u>8,751,076</u>
Total Reserved	11,858,540
Assigned (TXDOT Projects)	9,135,890
Assigned (Workforce Housing Infrastructure Incentives)	4,987,774
Unreserved	<u>29,382,477</u>
<b>TOTAL FUND BALANCE</b>	<b>\$ <u>55,364,681</u></b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$ <u>55,552,365</u></b>

**ODESSA DEVELOPMENT CORPORATION**  
**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE**  
**TOTAL BUDGET COMPARISON**  
**JULY 2020**

	<u>TOTAL BUDGET</u>	<u>ACTUAL - YTD</u>	<u>REMAINING BALANCE</u>
<b>REVENUES</b>			
4-A Sales Tax Receipts	\$ 12,000,000	\$ 10,402,650	\$ (1,597,350)
Miscellaneous Income/Refunds	-	-	-
Interest Income	500,000	685,012	185,012
Gain and or (Loss) on Investments	(200,000)	(63,054)	136,946
<b>TOTAL REVENUES</b>	<b>\$ 12,300,000</b>	<b>\$ 11,024,608</b>	<b>\$ (1,275,392)</b>
<b>EXPENDITURES</b>			
Supplies and Materials	\$ 1,500	\$ 441	\$ 1,059
Audit Services	35,000	40,300	(5,300)
Special Services	202,200	201,800	400
Insurance	15,000	13,454	1,546
Bank Services	6,000	5,171	829
Administration Fee - City of Odessa	205,349	171,124	34,225
Contingencies	100,000	-	100,000
Contracted Economic Development Services			
Chamber of Commerce	852,280	852,280	-
MOTRAN	142,500	142,500	-
UTPB - Small Business Center	98,794	98,794	-
Promotional			
Marketing	645,865	327,344	318,521
UTPB - SBDC Entrep. Contest	422,632	-	422,632
Façade Grants	250,000	-	250,000
Business Incentives	51,872,800	3,688,108	48,184,692
Infrastructure Grants	100,000	49,712	50,288
<b>TOTAL EXPENDITURES</b>	<b>\$ 54,949,920</b>	<b>\$ 5,591,028</b>	<b>\$ 49,358,892</b>
<b>EXCESS (DEFICIENCY) OF REVENUE OVER EXPENDITURES</b>	<b>\$ (42,649,920)</b>	<b>\$ 5,433,580</b>	<b>\$ 48,083,500</b>
<b>FUND BALANCE - AT BEGINNING OF YEAR</b>	<b>\$ 49,931,101</b>	<b>\$ 49,931,101</b>	<b>\$ -</b>
<b>FUND BALANCE - AT END OF YEAR</b>	<b>\$ 7,281,181</b>	<b>\$ 55,364,681</b>	<b>\$ 48,083,500</b>

**ODESSA DEVELOPMENT CORPORATION  
CHANGES IN RESERVED FUND BALANCE  
JULY 2020**

**Reserved - Short Term Commitments**

				Dates in Fiscal Years	
	Current Month	Prior Month	Month End Change	Pmt Began	Expires
FMC Technologies	\$ -	\$ -	\$ -	2017-18	2021-22
Select Energy	-	-	-	2017-18	2021-22
Glazer's Beer & Beverage	226,998	226,998	-	2014-15	2018-19
West Texas Food Bank	-	-	-	2016-17	2020-21
West Texas Food Bank-2nd Amendment	558,075	558,075	-	2019-20	2019-20
Odessa College - 2nd Project Training Facility	822,391	822,391	-	2017-18	2019-20
UTPB - 2nd Project Training Facility	1,500,000	1,500,000	-	2017-18	2021-22
<b>Total Short Term Commitments</b>	<b>\$ 3,107,464</b>	<b>\$ 3,107,464</b>	<b>\$ -</b>		

**Reserved - Long Term Commitments**

				Dates in Fiscal Years	
	Current Month	Prior Month	Month End Change	Pmt Began	Expires
FMC Technologies	\$ 152,798	\$ 152,798	\$ -	2017-18	2021-22
Glazer's Beer & Beverage	680,995	680,995	-	Not started (5 year payout)	
Select Energy	55,123	55,123	-	2017-18	2021-22
West Texas Food Bank	146,866	146,866	-	2016-17	2020-21
Odessa College - 2nd Project Training Facility	-	-	-	2017-18	2019-20
UTPB - 2nd Project Training Facility	3,000,000	3,000,000	-	2017-18	2021-22
Downing Wellhead Equipment, LLC	1,640,000	1,640,000	-		
Rack Industries, LLC	2,757,294	2,757,294	-		
Kaige Equipment, LLC	318,000	318,000	-		
<b>Total Long Term Commitments</b>	<b>\$ 8,751,076</b>	<b>\$ 8,751,076</b>	<b>\$ -</b>		
<b>Total Reserved Fund Balance</b>	<b>\$ 11,858,540</b>	<b>\$ 11,858,540</b>	<b>\$ -</b>		

**ODESSA DEVELOPMENT CORPORATION  
INVESTMENT SUMMARY  
JULY 2020**

This investment summary report is in full compliance with the investment strategy as established per the City's Investment Policy and the the Public Funds Investment Act.

The fair value for the beginning and end of the reporting period are as follows:

<b>INVESTMENT</b>	<b>BEGINNING BALANCE</b>	<b>PURCHASE AMOUNT</b>	<b>CHANGES IN FAIR VALUE AND INTEREST</b>	<b>SALES AMOUNT</b>	<b>ENDING BALANCE</b>
<b>GOVERNMENT POOLS</b>	\$ 27,668,452	\$ 756,731	\$ 6,307	\$ 1,999,015	\$ 26,432,475
<b>CD'S AND CDARS</b>	3,229,325	-	4,245	-	3,233,570
<b>SAVINGS AND MONEY MARKETS</b>	13,396,076	340,000	17,993	-	13,754,069
<b>MUNICIPAL BONDS</b>	12,257,611	-	(22,688)	340,000	11,894,923
<b>AGENCY NOTES</b>	-	-	-	-	-
<b>TOTAL</b>	<u>\$ 56,551,465</u>	<u>\$ 1,096,731</u>	<u>\$ 5,857</u>	<u>\$ 2,339,015</u>	<u>\$ 55,315,037</u>

Note: This investment report is prepared in accordance with Generally Accepted Accounting Principles (GAAP), and is in compliance with the City of Odessa's investments strategies in the investment policy, and with relevant provisions of the Public Funds Investment Act.

*Cindy Muncy*  
Assistant City Manager of  
Administrative Services

**ODESSA DEVELOPMENT CORPORATION  
INVESTMENT PORTFOLIO  
JULY 31, 2020**

**Beginning of Month**

<b><u>INVESTMENT TYPE</u></b>	<b><u>YTM</u></b>	<b><u>MATURITY</u></b>	<b><u>PAR</u></b>	<b><u>FAIR**</u></b>
<b>Local Government Investment Pools</b>				
TexPool	0.22%	Open	\$ 20,603,361	\$ 20,603,361
Logic	0.63%	Open	7,065,090	7,065,090
<b>Total Local Government Investment Pools</b>			<b>\$ 27,668,452</b>	<b>\$ 27,668,452</b>
<b>Weighted Average Rate Per Pools Total</b>	<b>0.32%</b>			
<b>Money Market Investment</b>				
Frost Money Market	0.10%	Open	13,396,076	13,396,076
<b>Total Money Market</b>			<b>\$ 13,396,076</b>	<b>\$ 13,396,076</b>
<b>Weighted Average Rate Per MM Total</b>	<b>0.10%</b>			
<b>CD AND CDARs Investments</b>				
AimBank - 17 Month CD	1.50%	1/31/20	\$ 2,173,000	\$ 2,183,958
BBVA CD	1.71%	12/15/19	1,032,140	1,045,367
<b>Total CD and CDARs Investments</b>			<b>\$ 3,205,140</b>	<b>\$ 3,229,325</b>
<b>Weighted Average Rate Per CD's Total</b>	<b>1.57%</b>			
<b>Municipal Securities</b>				
Arizona ST B Tax	2.18%	7/1/20	\$ 340,000	\$ 340,000
Florida St Bd A Tax	2.64%	7/1/21	1,000,000	1,020,630
Dallas TX	2.21%	10/1/20	3,325,000	3,337,136
Center Tex ISD Tax	5.40%	2/15/21	1,000,000	1,025,980
Hudson Cnty NJ C-2 Tax	3.00%	9/18/20	1,000,000	1,000,800
Texas Tech University	1.95%	2/15/21	500,000	503,765
Texas St Trans	4.00%	8/27/20	5,000,000	5,029,300
<b>Total Municipal Securities</b>			<b>\$ 12,165,000</b>	<b>\$ 12,257,611</b>
<b>Weighted Average Rate Per Munis Total</b>	<b>3.30%</b>			
<b>TOTAL INVESTMENTS</b>	<b>0.98%</b>		<b>\$ 56,434,668</b>	<b>\$ 56,551,465</b>

\*\* 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  
JULY 31, 2020**

End of Month

<u>INVESTMENT TYPE</u>	<u>YTM</u>	<u>MATURITY</u>	<u>PAR</u>	<u>FAIR**</u>
<b>Local Government Investment Pools</b>				
TexPool	0.21%	Open	\$ 19,364,863	\$ 19,364,863
Logic	0.42%	Open	7,067,612	7,067,612
<b>Total Local Government Investment Pools</b>			<b>\$ 26,432,475</b>	<b>\$ 26,432,475</b>
<b>Weighted Average Rate Per Pools Total</b>	<b>0.26%</b>			
<b>Money Market Investment</b>				
Frost Money Market	0.06%	Open	\$ 13,754,069	\$ 13,754,069
<b>Total Money Market</b>			<b>\$ 13,754,069</b>	<b>\$ 13,754,069</b>
<b>Weighted Average Rate Per MM Total</b>	<b>0.06%</b>			
<b>CD AND CDARs Investments</b>				
AimBank - 17 Month CD	1.50%	1/31/20	\$ 2,173,000	\$ 2,186,706
BBVA CD	1.71%	12/15/19	1,032,140	1,046,864
<b>Total CD and CDARs Investments</b>			<b>\$ 3,205,140</b>	<b>\$ 3,233,570</b>
<b>Weighted Average Rate Per CD's Total</b>	<b>1.57%</b>			
<b>Municipal Securities</b>				
Florida St Bd A Tax	2.64%	7/1/21	\$ 1,000,000	1,019,680
Dallas TX	2.21%	10/1/20	3,325,000	3,333,778
Center Tex ISD Tax	5.40%	2/15/21	1,000,000	1,022,670
Hudson Cnty NJ C-2 Tax	3.00%	9/18/20	1,000,000	1,000,520
Texas Tech University	1.95%	2/15/21	500,000	505,475
Texas St Trans	4.00%	8/27/20	5,000,000	5,012,800
<b>Total Municipal Securities</b>			<b>\$ 11,825,000</b>	<b>\$ 11,894,923</b>
<b>Weighted Average Rate Per Munis Total</b>	<b>3.33%</b>			
<b>TOTAL INVESTMENTS</b>	<b>0.95%</b>		<b>\$ 55,216,684</b>	<b>\$ 55,315,037</b>

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

**RESOLUTION NO. ODC-2020R-\_\_**

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE ODESSA DEVELOPMENT CORPORATION APPROVING AN ECONOMIC DEVELOPMENT AGREEMENT WITH GASKET & PACKINGS, INC.; AUTHORIZING THE EXECUTION OF ANY DOCUMENTS NECESSARY TO IMPLEMENT THIS RESOLUTION; AND DECLARING AN EFFECTIVE DATE.

**WHEREAS**, Gasket & Packings, Inc. (the "Company") proposes to operate an Industrial Sealing business which includes gasket manufacturing, mechanical seal distribution, torque tool equipment, field services etc., classified as #423990 of the North American Industry Classification System (NAICS) in Ector County, Texas, and increase primary jobs which satisfies the requirements of Sections 501 and 504 of the Local Government Code; and

**WHEREAS**, the Company plans to remodel a newly leased building that Company will occupy. The remodel will include more office space, more warehouse space, more fabrication space and in house torque tool calibration lab. The total capital investment will be approximately \$250,000; and

**WHEREAS**, the Company will retain 5 jobs with an annual payroll of \$154,200 and will add 5 more jobs with an annual payroll of \$293,340 during the first year. Over the next 5 years, this will translate in to approximately \$447,840 in annual payroll; and

**WHEREAS**, based on the number of jobs and payroll over the next 5 years, the Company qualifies for a total grant of \$125,000 to be paid out over the 5-year-period if the Company maintains compliance with all terms and conditions of the agreement;

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE ODESSA DEVELOPMENT CORPORATION:**

**Section 1.** That the statements of fact in the Preamble are found to be true and correct and are approved as findings.

**Section 2.** That an Economic Development Agreement with Gasket & Packings, Inc. in the amount of \$125,000 is approved and authorized for execution.

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

The foregoing resolution was approved and adopted on the 10<sup>th</sup> day of September, A.D., 2020, by the following vote:

Tim Edgmon	_____
Gene Collins	_____
Melanie Hollmann	_____
David Boutin	_____
Chris Cole	_____

Approved the 10<sup>th</sup> day of September, A.D., 2020.

APPROVED AS TO FORM:

\_\_\_\_\_  
Tim Edgmon, President

ATTEST:

\_\_\_\_\_  
Natasha Brooks, City Attorney as Attorney for  
ODC Board

\_\_\_\_\_  
Norma Aguilar-Grimaldo, City Secretary as  
Assistant Secretary for ODC Board



**Economic Development**

## **Application for Economic Development Assistance**

The completion of the following 6-pages of information is required for all projects requesting economic development assistance from the Odessa Development Corporation. Provide information in all blanks of the application form, including the check list for Required Information on page 7. If more space is needed, attach additional pages to the corresponding information. For example, to list employees, number the attachment #5 Employment Information and attach it to page 5. Your signature is required on page 2 and page 7. If the information requested is Not Applicable, enter "N/A" in the space. Incomplete applications will not be considered for assistance. After the application is reviewed, the Odessa Development Corporation may require additional information to indicate the financial abilities or other factors of the company.

### **Three methods to submit the Application:**

Submit the completed application *by mail*:

Odessa Chamber of Commerce, Economic Development Department  
PO Box 3626  
Odessa, Texas 79760

Submit the completed application *in person to*:

700 N. Grant, Suite 200  
Odessa, Texas 79761  
(Bank of America Building)

Submit the completed application via email to: [wburnett@odessaecodev.com](mailto:wburnett@odessaecodev.com)

**This application must be filed with the Odessa Chamber of Commerce, Economic Development Department prior to making public announcement or filing Building Permit with the City.**

**If you have questions about this application, please contact the Economic Development Department at (432) 333-7880.**

**I. Contact Information**

<b>Applicant/Business Name (Exact legal name i.e. Corporation, LLC, Limited Partnership)</b>		
Gasket & Packings, Inc.		
<b>Mailing Address</b>		
PO Box 229		
<b>Physical Address (If different from mailing address)</b>		
405 E. 10th St.		
<b>City</b>	<b>State</b>	<b>Zip Code</b>
Borger	TX	79007
<b>Phone Number/ Office</b>		<b>Fax Number</b>
806-464-8968		
<b>Phone Number Cell</b>		
806-577-3721		
<b>Email Address</b>		<b>Website</b>
mmurry@sealing.com		www.sealing.com
<b>Applicant's Representative</b>		<b>Title</b>
Michael Murry		General Manager

Odessa Development Corporation and the City of Odessa are public entities subject to the Open Records Act (CH. 552, Gov. Code). Applicant waives all rights to confidentiality regarding information it conveys to the Chamber, ODC, and the City of Odessa, unless it identifies in writing the information that is subject to confidentiality and such non-disclosure does not violate the Open Records Act.



\_\_\_\_\_  
Applicant's Signature

8/3/2020

\_\_\_\_\_  
Date

## II. Project Information

**1. Description of the Project and Type of Business**

**2. the estimated new capital investment for equipment and furniture;**

**3. percentage of physical assets purchased in Odessa;**

**4. list of new machinery, equipment and other physical assets.**

1. Type of business - Industrial Sealing - includes gasket manufacturing, mechanical seal distribution, torque tool equipment, field services and much more. Project includes remodeling a newly leased building that GPI has not moved into yet. The remodel will include more office space, more warehouse space, more fabrication space and our in house Torque tool calibration lab.

2. \$250,000

4. Bldg Remodel, Calibration Lab, Office furniture

## III. Facility Information

Current Property Values in Odessa		
Building	Equipment	
Leasing	\$318,565	
Address and Legal Description of each location	Address Of Location (New or Expansion) circle one	
2645 Kermit Hwy, Odessa, TX. 79763	1720 E 7th St., Odessa TX. 79761	
Estimated New Capital Investment for Building Construction	Estimated Dates for Construction	
	Start:	Complete:
\$250,000	9/1/2020	12/1/2021

#### IV. Company Information

Description of the Company		Year Established
Industrial & Fluid Sealing Gasket Manufacturing Mechanical Seals Torque Tools, Rental, calibrations, repair, new equipment Much more		1982
NAICS Code <sup>1</sup>	NAICS Code Description	
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	
Annual Sales		Annual Sales in Odessa <sup>2</sup>
11 Million		3 million
Projected Increase in sales		Projected Increase in Odessa sales
25%		50-75%
Financial & Supplier References		Length of time applicant commits to Odessa
Please see attached		indefinitely

#### Notes

- NAICS Code:** North American Industrial Classification Code. The NAICS manual is available for use at the Chamber.
- Annual Sales in Odessa:** Estimated sales to Odessa customers. If the company has no Odessa customers, enter "none."

**V. Employment Information**

**List all Current/Transfer Full Time Employees and the Location of employment.  
 A. Include the number of Salaried workers and Annual Salary for each position.  
 B. Include the number of Hourly workers with hourly Wage and avg. number of hours.**

**A. Salaried Employees:**

Job Title/Position	Number of Employees	Annual Salary	Job location
Sales	1	Commission\$110k	Odessa
Store Supervisor	1	\$58,000	Odessa

**B. Hourly Employees:**

Job Title/Position	Wage	Number of Employees	Annual Salary	Job location
Warehouseman	\$17.00	1	\$35,360	Odessa
Customer Service	\$14.75 / \$14.50	2	\$30,680 / \$30,160	Odessa

**List all New Full Time Employees Resulting from Expansion/Relocation and/or New Location in Odessa.  
 A. Include number of Salaried workers and Annual Salary.  
 B. Include number of Hourly workers with hourly Wage and avg. number of hours.**

**A. Salaried Employees:**

Job Title/Position	Number of Employees	Annual Salary	Job location
Salesman	1	\$100,000	Odessa
Calibration	1	\$ 75,000	Odessa

**B. Hourly Employees:**

Job Title/Position	Wage	Number of Employees	Annual Salary	Job location
Store Supervisor	\$24hr	1	\$50,000	Odessa
Fabricator	\$20hr	1	\$41,600	Odessa
Delivery	\$13hr	1	\$27,040	Odessa

**Provide Date when Expected to Reach Full Employment (month/year)**

Jan/2023

**VI. Economic Development Assistance Request(s)**

Financial Assistance Grant Requested from Odessa Development Corp. (\$\$ Amount)		
\$250,000		
How will this funding be used		
for remodel and in house calibration lab.		
Tax Abatement Requested from Taxing Entities	First Year of Abatement	Number of Years of Abatement*
<input type="checkbox"/> Yes <input type="checkbox"/> No		
Other Assistance Requested from City Council: Enterprise Zone Sales Tax Rebate		
<input type="checkbox"/> Yes <input type="checkbox"/> No		

**\*Abatement Schedule Requested:** Please refer to the City of Odessa Tax Abatement policy statement to determine the applicable tax abatement schedule, found on page \_\_\_\_\_ of \_\_\_\_\_. Tax abatements are subject to approval from each taxing entity: City of Odessa, Ector County, Ector County Hospital District, and Odessa College. Ector County Independent School District is excluded from tax abatement by Texas law.

**Check list for a Completed Application**

Items 1 – 6 of the *printed application, pages 2-6:*

- 1. Contact information.
- 2. Summary of Project (including detailed description of construction and a detailed list of machinery, equipment and physical assets.)
- 3. Facility Information
- 4. Company Information
- 5. Employment Information to include list of current employees and list of new employees expected to be created.
- 6. Request for Economic Development Grant and/or Tax Abatement and/or Enterprise Zone City Sales Tax Rebate

***Items to be Submitted by Applicant Existing Enterprise Only***

- 7. Business Plan, to include Pro Forma financial statement, cash flow forecast and supporting assumptions.
- 8. Prior 2 years and current Year-To-Date financial statements, to include Balance Sheets and Statements of Income & Expenses, and Current Receivable Aging Report.  
*Audited financial information is preferred, if available.*
- 9. Income Tax Returns for prior three years.
- 10. Letter addressing Tax Abatement Minimum Standards *(if applicable)*
- 11. Resumé of owner(s) and principal manager(s).
- 12. Personal financial statement required, if an individual owns 20% of the company.

***Items to be Submitted by Applicant New Enterprise Only***

- 7. Business Plan, to include Pro Forma financial statement, cash flow forecast and supporting assumptions.
- 8. Current Year to Date financial statements for all equity owners including personal financial statement for any individuals and balance sheets and statements of income and expenses for any entities, and current receivables aging report
- 9. Income Tax Returns for prior three years for all equity owners.
- 10. Letter addressing Tax Abatement Minimum Standards *(if applicable)*
- 11. Resumé of owner(s) and principal manager(s).

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**Applicant's Signature, attesting all information is provided and accurate**

**This application must be filed with the Odessa Chamber of Commerce, Economic Development Department prior to making public announcement or filing Building Permit with the City. If you have questions about this application, please contact the Economic Development Department at (432) 333-7881.**

**Revised 08/21/2019**