



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

September 10, 2020

A regular meeting of the Odessa Development Corporation (ODC) was held on September 10, 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, David Boutin, and Mayor David R. Turner, ex-officio.

Member absent: Chris Cole.

Others present:

City Staff: Norma Aguilar-Grimaldo, City Secretary; 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; Renee Earls, Chamber of Commerce; James Beauchamp, MOTRAN; and Dustin Fawcett, MOTRAN; and

Others: Council member Mari Willis; Kirk Edwards, 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.

August 13, 2020 minutes. Motion was made by Mr. Boutin and seconded by Mr. Collins to approve the minutes. The motion was approved by unanimous vote.

Task Force Report update. Mr. Edwards stated that President Trump's visit included a great roundtable discussion. He reiterated that 30,000 to 40,000 jobs were lost over six months. The Permian Fuels America campaign was well done. He visited DC and met with key assistants and federal elected officials. He stated that studies would be made on how the Permian Oil affects the State of Texas. He was working parallel with the Oklahoma energy groups. Mr. Edwards stated that the message to the State representatives and officials needed to be delivered. He was waiting on data to be presented at a summit. Mr. Boutin emphasized that the message to the State officials was an important component of the message of the Permian Fuels America. Revenue lost impacted State programs. Mr. Edwards reported that \$3 billion was lost this year due to the pandemic and Saudi oil. Mr. Burnett stated that Midland/Odessa Day at the Capitol was February 8 and if it was cancelled it may be prudent to invite State officials to Odessa. Mr. Edwards stated that Texas refiners should provide data on where they purchased oil.

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 projects were at a holding pattern, but communication was being made. Project Rockhound's tax abatement was tabled by the County for the opportunity of a reinvestment zone. The hospital district and Odessa College approved the tax abatement. A manufacturing project, at a Penwell site, would use rail and be a high electricity user was doing its due diligence. Project 2020-04 was a gasket manufacturing expanding its company. A housing application was being considered. The sales tax was in the red with a negative trend. Mayor Turner stated that the Governor may assist with the sales tax.

Mr. Van Amburgh reported that the Permian Fuels America campaign had community outreach. A social media spot was added for the City of Odessa Business Assistance Program. It was to encourage businesses to apply to receive funding. A billboard was also geared to the program. There was a lot of interest on the Permian Fuels America website and over 150 people signed the petition. The social media was gaining traction. Facebook also had a lot of attention with 51 new page likes. He reported on ODC and The Permian Fuels America websites hits. A point of purchase was being developed to identify companies that serve and distribute Texas products.

Mr. Patton reported on SBDC's August activity. There were 838 counseling sessions and 381 counseling hours. There was two new business in Odessa. August's capitalization was \$8,412,559 and Odessa had \$1,625,988. There were 11 full time jobs for Odessa. Ten seminars were scheduled for September on a variety of topics and there was good past Zoom participation. He was referring the clients to the City's Business Assistance Program and were assisting the clients with the application.

Mr. Edgmon met with Mr. Peckham and the Dean regarding the concerns of the Business Challenge. Other communities that had the program followed different type of guidelines. One city provided a mentor of the same field with the winner of the challenge. The concerns and issues were discussed with the Business Challenge representatives. They would be bringing forth a revised program for ODC's consideration. Dr. Woodley, UTPB President, was aware of the discussions.

Mr. Beauchamp reported that the Unified Transportation Program allocated \$235 million for the Permian Basin area and most of the funds would be in the Midland and Odessa area. TXDOT was the recipient of a grant for I-20 project from the US Department of Transportation. He thanked Mayor Turner for the support letter. The funds would allow to move other projects forward. He stated that people were using the broadband report. There were two providers interested in providing fiber for service. One provider received a \$180 million grant that will be used in our area to erect towers and provide services. They would provide the fiber in West and South Odessa. Another fiber provider may install fiber around Loop 338. The providers have high grade fiber. Mr. Beauchamp reported that 65% of people of our area were overpaying for internet. He stated that there was the opportunity for consumer education on better service.

Mrs. Muncy reported on July's financial activities. She stated that assets were \$55,552,365 and unreserved was \$29,382,477. Year to date sales tax was \$10,402,650. September's sales tax was \$749,513. The total sales tax was down 18.33% from last year.

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

Resolution ODC 2020R-15 – Gasket & Packing, Inc. Economic Development Agreement. Mr. Burnett stated that the gasket company was out of Borger, Texas but was expanding its company in Odesa. The company would maintain five jobs and create five jobs. It was oil and gas related. The company was a small business expansion. The grant was for \$125,000 over a five-year period. Their customers were primarily oil and gas industry customers.

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

ODC Committee and Officer Reports. The committees have not met.

Discuss emergency assistance options related to the COVID-19 pandemic. No discussion.

The meeting adjourned at 2:55 p.m.

ATTEST:

APPROVED:

Norma Aguilar-Grimaldo, TRMC, CMC
City Secretary

Tim Edgmon
President