

**MIDLAND DEVELOPMENT CORPORATION
MINUTES
August 07, 2017**

The Board of Directors of the Midland Development Corporation convened in regular session at Midland City Hall basement conference room, 300 North Loraine, Midland, Texas, on August 07, 2017.

Board Members present: Chairman Brent Hilliard, Director Stephen Lowery, and Director Keith Stretcher

Board Members absent: Director Wesley Bownds, Director Gary Douglas

Staff Members present: Assistant City Manager Frank Salvato, Assistant City Attorney Nicholas Toulet-Crump, Finance Director Pam Simecka, and Deputy City Secretary SueAnn Lopez

Council Member(s) present: Sharla Hotchkiss (District 3)

MDC Staff Members present: Special Consultant to the MDC Chairman Pam Welch, Marketing Coordinator Regan Latham, Accounting Clerk/Research Analyst Sara Harris, and Business Development Director Timothy Danielson.

1. Call meeting to order.

Chairman Hilliard called the meeting to order at 10:03 a.m.

2. Consider a motion approving the minutes of the July 10, 2017 meeting of the Midland Development Corporation.

Director Stretcher moved to approve the minutes of July 10, 2017; seconded by Director Lowery. The motion carried by the following vote: AYE: Hilliard, Lowery, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Bownds and Douglas.

3. Consider a resolution approving an Economic Development Agreement between the Midland Development Corporation and the Midland Community College District.

Dr. Stephen Thomas, President of Midland College, explained the college would be offering job skills, training and academies for MISD students attending dual credit courses and would be adding new labs and facility space to accommodate the students.

Council Member Sharla Hotchkiss stated they had been working on getting vocational education back in school for at least the past ten years and wanted to congratulate the Midland Development Corporation on their support.

Director Stretcher moved to approve Resolution ED-328 approving an Economic Development Agreement between the Midland Development Corporation and the Midland Community College District; seconded by Director Lowery. The motion carried by the following vote: AYE: Hilliard, Lowery, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Bownds and Douglas.

4. Receive a presentation from Enrique Romero of the Small Business Development Center providing updates on the Midland Enterprise Challenge.

Enrique Romero and Maggie Walker from the Small Business Development Center gave an update on the Midland Entrepreneurial Challenge. They reported they had orientation which consisted of the center helping candidates with business plans, marketing and financial reviews. They stated there were 24 businesses at orientation with 7 submitting a business plan for the Entrepreneur Challenge. Mr. Romero stated the award ceremony would take place in October.

Chairman Lowery asked how the candidates heard about the program and Mr. Romero stated it was all thorough word of mouth.

Mr. Stretcher suggested extending the contract and adding it to the September agenda for marketing purposes.

5. Consider a motion authorizing the Chairman to either (i) negotiate and execute an agreement with one or more executive search firms to assist the MDC in recruiting and hiring an executive director, or (ii) advertise the executive director position opening; and providing that the hiring of an executive director must be approved by the MDC board of directors. This motion may include the delegation of certain duties to one or more directors.

Director Stretcher moved to amend and approve the motion to authorize the Chairman of the Midland Development Corporation to negotiate and execute an agreement to assist the MDC in recruiting and hiring an executive director, or (ii) advertise the executive director position opening; and providing that the hiring of an executive director must be approved by the MDC board of directors. This motion may include the delegation of certain duties to one or more directors; seconded by Director Lowery. The motion carried by the following vote: AYE: Hilliard, Lowery, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Bownds and Douglas.

6. Consider a resolution approving the ratification of a Term Agreement between Pamela Welch and the Midland Development Corporation.

Director Stretcher moved to approve Resolution ED-329 ratifying a Term Agreement between Pamela Welch and the Midland Development Corporation; seconded by Director Lowery. The motion carried by the following vote: AYE: Hilliard, Lowery, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Bownds and Douglas.

7. Receive and discuss and consider the July 2017 monthly expenses from the Midland Development Corporation.

Special Consultant to the MDC Chairman Pam Welch stated there was nothing unusual about income statement and balance sheets.

8. Consider a resolution approving the budget for the Midland Development Corporation's 2017-2018 Fiscal Year.

Discussion ensued regarding various budget items and the general fund. Director Stretcher asked that next year the Midland Development Corporation be included in reviewing the financial allocations for the City departments. Ms. Simecka stated she would have the consultant include the MDC in the discussions and arrange the meeting when the consultant comes on site.

Director Lowery moved to approve Resolution ED-330 approving the budget for the Midland Development Corporation's 2017-2018 Fiscal Year; seconded by Director Stretcher. The motion carried by the following vote: AYE: Hilliard, Lowery, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Bownds and Douglas.

9. Receive and discuss the monthly economic development activity report from the MDC staff as well as any reports on marketing and advertising activities.

Business Development Director Timothy Danielson, Marketing Coordinator Regan Latham, and Accounting Clerk/Research Analyst Sara Harris gave a brief report on the monthly economic development activity, provided workforce/employment stats, and discussed marketing and advertising activities.

All of the business at hand having been completed, Chairman Hilliard adjourned the meeting at 10:59 a.m.

Respectfully submitted,

SueAnn Lopez, Deputy City Secretary

PASSED AND APPROVED the 11th day of September 2017.

Gary Douglas, Secretary