

# MIDLAND DEVELOPMENT CORPORATION

## MINUTES

December 09, 2024

The Board of Directors of the Midland Development Corporation convened in special session at the Bush Convention Center conference room, 105 North Main Street, Midland, Texas, at 10:00 a.m. on December 09, 2024.

Board Members present: Chairman Lourcey Sams, Director Chase Gardaphe, Director Elvie Brown, Director Brad Bullock, Director Berry Simpson, Director Zachary Deck, and Director Jill Pennington

Board Members absent: None

Staff Members present: Assistant City Attorney Nicholas Toulet-Crump, Planning and Development Officer Elizabeth Triggs, and Chief Deputy City Secretary Vanessa Magallanes

Council Member(s) present: Mayor Lori Blong and Councilmember Amy Stretcher Burkes

MDC Staff Members present: Executive Director Sara Harris, Business Engagement & Marketing Gabrielle Franks, and Business Retention & Expansion Coordinator Sammi Steele Thomas, and Midland Altitude Chamber Complex Operations Manager Ken Doyle

### 1. Call meeting to order.

Chairman Sams called the meeting to order at 10:00 am

### 2. Motion approving the minutes of the November 04, 2024, meeting of the Midland Development Corporation.

Director Simpson moved to approve the minutes of the November 04, 2024, meeting of the Midland Development Corporation, seconded by Director Bullock. The motion carried by the following vote: AYE: Sams, Gardaphe, Deck, Pennington and Brown. NAY: None. ABSTAIN: None. ABSENT: None.

### 3. Presentation from MODE Communications, LLC, on a proposed messaging and communications campaign for the Midland Development Corporation.

CEO of MODE Communications John James and CEO of Red Pixel Marketing Jose Gaona gave a presentation on a proposed messaging and communications campaign for the Midland Development Corporation.

4. Resolution authorizing the execution of a consultant services agreement with MODE Communications, LLC, and authorizing payment for said agreement.

Director Bullock moved to approve Resolution ED-486 authorizing the execution of a consultant services agreement with MODE Communications, LLC, and authorizing payment for said agreement., seconded by Director Gardaphe. The motion carried by the following vote: AYE: Sams, Simpson, Gardaphe, Deck, Pennington, and Brown. NAY: None. ABSTAIN: None. ABSENT: None.

5. Resolution establishing the dates of the regular meetings of the Midland Development Corporation Board of Directors to be held during the period of February 2025 to January 2026.

Director Bullock moved to approve Resolution ED-487 establishing the dates of the regular meetings of the Midland Development Corporation Board of Directors to be held during the period of February 2025 to January 2026., seconded by Director Deck. The motion carried by the following vote: AYE: Sams, Simpson, Deck, Pennington, Gardaphe, and Brown. NAY: None. ABSTAIN: None. ABSENT: None.

6. Resolution authorizing the execution of an amendment to that professional services agreement with Kimley-Horn and Associates, Inc., for professional services related to the widening and improving of State Highway 158 from Sinclair Avenue to Wadley Avenue, and from Wadley Avenue to Briarwood Avenue.

Director Deck moved to approve Resolution ED-488 authorizing the execution of an amendment to that professional services agreement with Kimley-Horn and Associates, Inc., for professional services related to the widening and improving of State Highway 158 from Sinclair Avenue to Wadley Avenue, and from Wadley Avenue to Briarwood Avenue., seconded by Director Simpson. The motion carried by the following vote: AYE: Sams, Bullock, Pennington, Gardaphe, and Brown. NAY: None. ABSTAIN: None. ABSENT: None.

7. Resolution authorizing the execution of an amendment to Task Order No. 1 to the Master Research and Development Agreement with The MITRE Corporation.

Director Gardaphe moved to approve Resolution ED-489 authorizing the execution of an amendment to Task Order No. 1 to the Master Research and Development Agreement with The MITRE Corporation., seconded by Director Bullock. The motion carried by the following vote: AYE: Sams, Simpson, Pennington, Deck, and Brown. NAY: None. ABSTAIN: None. ABSENT: None.

8. Presentation on the November 2024 monthly expenses and economic development activity report from the Midland Development Corporation Executive Director and staff.

Sara Harris gave an overview of the month's expenses, revenues, and economic development activity. Gabrielle Franks updated the board on social media stats and marketing. Sammi Steele Thomas gave an overview of the business retention and expansion program in November.

**Board recessed into executive session at 11:03 a.m.**

9. Pursuant to Texas Government Code §551.101, the Board of Directors will hold an Executive Session, which is closed to the public to discuss the following matters as permitted under the following Texas Government Code Sections:

a. Section 551.072, Deliberation Regarding Real Property

i. Discuss the purchase, exchange, lease, or value of real property.

b. Section 551.087, Deliberation Regarding Economic Development Negotiations

i. Discuss business prospects that the Midland Development Corporation seeks to have, locate, stay, or expand in or near the City of Midland, Texas, and discuss possible incentives, and discuss contract compliance on the part of businesses.

**Board reconvened into open session at 12:31 p.m.**

All the business at hand having been completed, Chairman Sams adjourned the meeting at 12:33 p.m.

Respectfully submitted,

---

Vanessa Magallanes, Chief Deputy City Secretary

PASSED AND APPROVED the 6<sup>th</sup> Day of January 2025.

---

Jill Pennington, Secretary