

MIDLAND DEVELOPMENT CORPORATION

MINUTES

September 8, 2025

The Board of Directors of the Midland Development Corporation convened in regular session in the Midland Chamber of Commerce board room, 300 West Wall Street, Suite 200, Midland, Texas, at 10:00 a.m. on September 8, 2025.

Board Members present: Chairman Lourcey Sams, Director Brad Bullock, Director Elvie Brown and Director Garrett Donnelly

Board Members absent: Director Jill Pennington, Director Zachary Deck

Staff Members present: Interim City Attorney Nicholas Toulet-Crump, Assistant City Attorney Kevin Bailey, Deputy City Secretary Jan Hamilton, Deputy City Secretary Rachel Guentensberger, Deputy City Secretary Kathy Rauda, Chief of Staff Taylor Novak

Council Member(s) present: Mayor Lori Blong, Council member Brian Stubbs (via Zoom), Council member Amy Stretcher Burkes (via Zoom)

MDC Staff Members present: Operations Manager Ken Doyle, Executive Director Sara Harris, Business Development Coordinator Soraye Lara

1. Call meeting to order.

Chairman Sams called the meeting to order at 10:00 a.m.

2. Motion approving the minutes of the July 7, 2025, meeting of the Midland Development Corporation.

Director Donnelly moved to approve the minutes of the July 7, 2025, meeting of the Midland Development Corporation, seconded by Director Brown.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

3. Motion approving the minutes of the July 8, 2025, meeting of the Midland Development Corporation.

Director Bullock moved to approve the minutes of the July 8, 2025, meeting of the Midland Development Corporation, seconded by Director Donnelly.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

4. Presentation from MOTRAN Alliance, Inc. on infrastructure projects and initiatives in Midland and the Permian Basin.

James Beaucham, President of Motran Alliance, Inc gave an overview of projects and initiatives and their effect on Midland and the Permian Basin.

5. Presentation from the Midland Hispanic Chamber of Commerce on its micro grant program.

Savannah Morales CEO of the Midland Hispanic Chamber of Commerce gave a presentation regarding the MHCC Micro Grant Program. The program awards approximately twelve(12) \$1000 grants per calendar year to local businesses to reinvest in the community and to support growth.

6. Presentation from MODE Communications on the Midland Development Corporation's advertising campaign.

John H. James, CEO of Mode Communications and Jose Goana CEO & President of Red Pixel Marketing gave an update regarding the improved engagement on social media that the advertising campaign for the Midland Development Corporation has received.

7. Discuss, consider, and take action on the proposed adoption of an incentives matrix and guidelines for evaluating and administering future economic development projects of the Midland Development Corporation.

Director Bullock moved to approve the proposed adoption of an incentives matrix and guidelines for evaluating and administering future economic development projects of the Midland Development Corporation, seconded by Director Donnelly.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

8. ED-505 - Resolution authorizing the execution of an economic development agreement with MOTRAN Alliance, Inc.; and authorizing payment for said agreement.

Director Bullock moved to approve the Resolution authorizing the execution of an economic development agreement with MOTRAN Alliance, Inc.; and authorizing payment for said agreement, seconded by Director Brown.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

9. **ED-506 - Resolution authorizing the execution of a consultant services agreement with The Perryman Group in an amount not to exceed \$80,000.00 for the production of certain economic indices and reports regarding the City of Midland, Texas, and the Permian Basin.**

Director Donnelly moved to approve the Resolution authorizing the execution of a consultant services agreement with The Perryman Group in an amount not to exceed \$80,000.00 for the production of certain economic indices and reports regarding the City of Midland, Texas, and the Permian Basin, seconded by Director Bullock.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

10. **ED-507 -Resolution authorizing the execution of an amendment to that certain economic development agreement entered into on April 22, 2025, between the Midland Development Corporation and AST & Science, LLC.**

Director Bullock moved to approve the Resolution authorizing the execution of an amendment to that certain economic development agreement entered into on April 22, 2025, between the Midland Development Corporation and AST & Science, LLC, seconded by Director Donnelly.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

11. **ED-508 - Resolution authorizing the execution of an amendment to that certain commercial lease agreement entered into on April 22, 2025, between the Midland Development Corporation and AST & Science, LLC regarding a certain facility with an address of 2908 Enterprise Lane located at the Midland International Air & Space Port.**

Director Brown moved to approve the Resolution authorizing the execution of an amendment to that certain commercial lease agreement entered into on April 22, 2025, between the Midland Development Corporation and AST & Science, LLC regarding a certain facility with an address of 2908 Enterprise Lane located at the Midland International Air & Space Port, seconded by Director Donnelly.

The motion carried by the following vote: AYE: Sams, Donnelly, Bullock, Brown. NAY: None. ABSTAIN: None. ABSENT: Pennington, Deck.

12. **Presentation on the July 2025 economic development activity report from the Midland Development Corporation Executive Director.**

Executive Director Sara Harris update on the Midland Development Corporation economic development activity report. Ms. Harris highlighted key line items including the first Costco infrastructure reimbursement incentive and sales tax revenue for the fiscal year. She also spoke about a few recent events such as the Fly into Fall event that took place August 23rd at the Midland Airpark, and the upcoming LOVE Midland clean-up volunteer opportunity to be held October 4th.

The board recessed into executive session at 11:14 a.m.

13. 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.

All the business at hand having been completed, Chairman Sams adjourned the meeting at 12:17 p.m.

Respectfully submitted,

Rachel Guentensberger, Deputy City Secretary

PASSED AND APPROVED on the 6th Day of October 2025.

Elvie Brown, Secretary