

# MIDLAND DEVELOPMENT CORPORATION

## MINUTES

January 5, 2026

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 January 5, 2026.

- Board Members present:** Chairman Lourcey Sams, Director Brad Bullock, Director Elvie Brown, Director Jill Pennington, Director Zachary Deck, and Director Garrett Donnelly
- Board Members absent:** None
- Staff Members present:** City Manager Tommy Gonzalez, Deputy City Manager Jose Ortiz, City Attorney Nicholas Toulet-Crump, Assistant City Attorney Kevin Bailey, Chief of Staff Taylor Novak, Assistant City Secretary Rachel Guentensberger, and Deputy City Secretary Kathy Rauda
- Council Member(s) present:** Mayor Lori Blong, Council Member Amy Stretcher Burkes, Council Member Brian Stubbs
- MDC Staff Members present:** Executive Director Sara Harris, Business Development Coordinator Soraye Palmer, Marketing Coordinator Paige McCartney and Operations Manager Ken Doyle

**1. Call meeting to order.**

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

**2. Presentation thanking outgoing Midland Development Corporation board members Zack Deck, Jill Pennington, and Lourcey Sams.**

*Outgoing members were honored with plaques and offered remarks of appreciation.*

**3. Motion electing officers to serve through December 2026.**

*Director Pennington moved to elect Director Bullock as Chairman, Director Brown as Vice Chair and Director Donnelly as Secretary, seconded by Director Deck.*

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

**4. Motion approving the corrected minutes of the October 6, 2025, meeting of the Midland Development Corporation.**

*Director Bullock moved to approve the corrected minutes of the October 6, 2025, meeting of the Midland Development Corporation, seconded by Director Pennington*

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

**5. Motion approving the minutes of the December 1, 2025, meeting of the Midland Development Corporation.**

*Director Brown moved to approve the minutes of the December 1, 2025, meeting of the Midland Development Corporation, seconded by Director Donnelly*

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

**6. Presentation from MODE Communications LLC on a proposed messaging and communications campaign for the Midland Development Corporation.**

*John James, CEO of MODE Communications, Javier Castro with MODE Communications and Jose Gaona, CEO of Red Pixel Marketing gave a presentation regarding "The Future is Midland" campaign for the Midland Development Corporation.*

**7. ED - 517 - Resolution authorizing the execution of a consulting services agreement with MODE Communications LLC in an amount not to exceed \$150,000.00 for the production of certain services and deliverables aimed at driving marketing, awareness, and engagement for the Midland Development Corporation and the aerospace industry in the City of Midland, Texas, and the Permian Basin.**

*Director Pennington moved to defer ED - 517 - Resolution authorizing the execution of a consulting services agreement with MODE Communications LLC in an amount not to exceed \$150,000.00 for the production of certain services and deliverables aimed at driving marketing, awareness, and engagement for the Midland Development Corporation and the aerospace industry in the City of Midland, Texas, and the Permian Basin, seconded by Director Donnelly*

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

**8. ED - 518 - Resolution approving the execution of a consulting services agreement with DTH Strategies, LLC, in an amount not to exceed \$240,000.00 to provide strategic and public affairs consulting and advocacy for the Midland Development Corporation.**

*Director Deck moved to defer ED - 518 - Resolution approving the execution of a consulting services agreement with DTH Strategies, LLC, in an amount not to exceed \$240,000.00 to provide strategic and public affairs consulting and advocacy for the Midland Development Corporation, seconded by Director Bullock*

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

**9. ED - 519 - Resolution approving the execution of a consulting services agreement with**

**Integrated Launch Solutions, Inc., in an amount not to exceed \$35,000.00 for spaceport licensing support services, including risk assessments and gap analyses, for the Midland Development Corporation in support of the development of an inland vertical orbital launch range.**

*Director Bullock moved to approve ED-519 - Resolution approving the execution of a consulting services agreement with Integrated Launch Solutions, Inc., in an amount not to exceed \$35,000.00 for spaceport licensing support services, including risk assessments and gap analyses, for the Midland Development Corporation in support of the development of an inland vertical orbital launch range, seconded by Director Pennington.*

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

- 10. ED - 520 - Resolution authorizing the execution of a consultant services agreement with InterFlight Global Corporation in an amount of \$225,000.00 for services related to the procurement of new tenants for facilities located at the Spaceport Business Park; and authorizing payment for said agreement.**

*Director Donnelly moved to defer ED-520 - Resolution authorizing the execution of a consultant services agreement with InterFlight Global Corporation in an amount of \$225,000.00 for services related to the procurement of new tenants for facilities located at the Spaceport Business Park; and authorizing payment for said agreement, seconded by Director Pennington.*

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

- 11. Presentation on the November 2025 economic development activity report from the Midland Development Corporation Executive Director.**

*Executive Director Sara Harris delivered an update on the Midland Development Corporation's economic development activity report and extended her thanks to the outgoing board members for their service.*

***All the business at hand having been completed, Chairman Sams adjourned the meeting at 11:18 a.m.***

Respectfully submitted,

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Rachel Guentensberger, Assistant City Secretary

PASSED AND APPROVED on the 2<sup>nd</sup> Day of February 2026.

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Garrett Donnelly, Secretary