

MIDLAND DEVELOPMENT CORPORATION
MINUTES
June 2, 2015

The Board of Directors of the Midland Development Corporation convened in regular session on the 2nd floor training room of Shared Spaces, 3500 N. “A” street, Midland, Texas, Midland, Texas, on June 2, 2015.

Board Members present: Treasurer Tracy Bacon, Chairman Brent Hilliard, Director Cary Love, and Secretary Robert Rendall.

Board Members absent: Vice Chairman Gary Douglas (arrived at 8:16 a.m.)

Staff Members present: City Manager Courtney Sharp, Assistant City Manager Tommy Hudson, Assistant City Manager Frank Salvato, City Attorney John Ohnemiller, Director of Airports Justine Ruff, Director of Finance Pam Simecka, Director of Engineering Services Jose Ortiz, and Deputy City Secretary Karla Mata.

MDC Staff Members present: Executive Director Pam Welch, Administrative Coordinator Deniese Napoliello, Economic Development Specialist Zach Gilbert, and Marketing Coordinator Reagan Latham.

Council Member(s) present: Jeff Sparks (District 1 arrived at 8:24 a.m.)

1. Chairman Hilliard called the meeting to order at 8:03 a.m.

The Board took session out of order and excused observers at 8:05 a.m. and recessed into executive session.

5. Pursuant to Texas Government Code §551.010, 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 §551.087 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.

b. Section §551.072 Deliberation Regarding Real Property

- i. Discuss the sale, exchange, lease or value of real property described as an approximate 78.25 acre tract of land out of Section 11, Block 40, T-2-S, T&P RR Co. Survey, Midland County, Texas.
- ii. Discuss the sale, exchange, lease or value of real property described as Lot 6, Block 9, Midland International Airport Industrial Park Addition, Section 5, Midland, Midland County, Texas.
- iii. Discuss the purchase, exchange, lease or value of real property described as an approximate 374 acre tract of land out of Section 33, Block 40. T-1-S, T&P Co. Survey, Midland, County, Texas.

- iv. Discuss the purchase, exchange, lease or value of real property described as Block 55, Original Town Addition, Midland, Midland County, Texas.

The Board reconvened into regular session at 8:36 a.m.

2. Consider a motion approving the minutes of the April 24, 2015 regular meeting of the Midland Development Corporation.

Director Bacon moved to approve the minutes of the April 24, 2015 regular meeting of the Midland Development Corporation with the amendment to change the word “come” to “came” on page 2, Item No. 3, fourth line of second paragraph; seconded by Director Love. The motion carried by the following vote: AYE: Bacon, Douglas, Hilliard, Love, and Rendall. NAY: None. ABSTAIN: None. ABSENT: None.

3. Receive, discuss, and consider the April monthly expenses from the Midland Development Corporation.

Executive Director Pam Welch gave an overview of the April monthly expenses, from the Midland Development Corporation. Mrs. Welch and Finance Director Pam Simecka provided overview on sales tax.

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

Economic Development Specialist Zach Gilbert, Marketing Coordinator Reagan Latham, and Executive Director Pam Welch reported on the monthly economic development activity and on marketing, provided workforce/employment stats, advertising activities, and social media. Mrs. Welch shared that the mock up and suite display was on the way, and will be set up at the Midland International Air & Space Port lobby area.

6. Consider a resolution authorizing payment in the amount of \$317, 555.71 to the Midland County Hospital District pursuant to the Midland Development Corporation’s Reimbursable Physician Recruitment Agreement with the Midland County Hospital District. **(ED-250)**

Director Rendall moved to adopt Resolution No. ED-250 authorizing payment in the amount of \$317, 555.71 to the Midland County Hospital District pursuant to the Midland Development Corporation’s Reimbursable Physician Recruitment Agreement with the Midland County Hospital District; seconded by Director Bacon. The motion carried by the following vote: AYE: Bacon, Douglas, Hilliard, and Rendall. NAY: Love. ABSTAIN: None. ABSENT: None.

7. The MDC Board of Directors and administrative staff and other will participate in a workshop to discuss: history of the Midland Development Corporation goals, past priorities, economic development issues, personnel issues, and develop priorities for the upcoming year, and for long term planning.

Executive Director Pam Welch, discussed the mission and goals of the Midland Development Corporation, noting that their mission is to promote and advance the opportunities that enhance and diversify the strength and stability of the Midland economy. Mrs. Welch is open to hear suggestions. The Midland Development Corporation target industries are:

- Aerospace/Aviation
- Commercial Spaceport Development

- Downtown Development
- Professional & Business Energy
- Tradition & Alternative Energy
- Warehouse/Distribution

Mrs. Welch noted that manufacturing also needs to be included along with warehouse/distribution. She continued describing Spaceport business plan. Mrs. Welch provided an overview on Spaceport Business Park existing tenants: Xcor and Orbital Outfitters Facility, and their progress.

The Board recessed for break at 9:50 a.m. and reconvened at 10:03 a.m.

Mrs. Welch discussed the Midland Development Corporation owned properties such as the David Mims Business Park Aerial. There is 71.31 acres available for development and is conveniently located next to the Agri Empresa Trans Load and Storage facility serviced by Union Pacific Railroad. Discussion ensued regarding the target industries, infrastructure needs. The board ensued in discussion of the options of what they could do with the property such as developing and selling.

Marketing Coordinator Reagan Latham gave an overview of the Midland Development Brand. Ms. Latham noted one goal is to update the exhibit booth with eye-catching images with interchangeable stats and enhanced digital capabilities.. Ms. Latham also discussed advertising, direct communication, internal reporting, and social media. Ms. Latham was open to hearing any feedback, suggestions, or recommendations on how they can improve; she welcomes any comments.

The Board excused observers at 11:14 a.m. for a second time and recessed into executive session.

The Board reconvened into regular session at 12:45 p.m.

All of the business at hand having been completed, Chairman Hilliard adjourned the meeting at 12:45 p.m.

Respectfully submitted,

Karla Mata, Deputy City Secretary

PASSED AND APPROVED the 26th day of June, 2015.

Robert Rendall, Secretary