

**MIDLAND DEVELOPMENT CORPORATION  
MINUTES  
September 11, 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 September 11, 2017.

**Board Members present:** Chairman Brent Hilliard, Director Wesley Bownds, and Director Keith Stretcher

**Board Members absent:** Director Stephen Lowery and Director Gary Douglas

**Staff Members present:** Assistant City Manager Robert Patrick, Assistant City Attorney Nicholas Toulet-Crump, Finance Director Pam Simecka, Director of Engineering Jose Ortiz and Deputy City Secretary SueAnn Lopez

**Council Member(s) present:** J. Ross Lacy (District 4), Jeff Sparks (District 1), John B. Love III (District 1)

**MDC Staff Members present:** Special Consultant to the MDC Chairman Pam Welch, Marketing Coordinator Regan Latham, and Accounting Clerk/Research Analyst Sara Harris

1. Call meeting to order.

Chairman Hilliard called the meeting to order at 10:01 a.m.

2. Consider a motion approving the minutes of the September 11, 2017 meeting of the Midland Development Corporation.

Director Stretcher moved to approve the minutes of September 11, 2017; seconded by Director Bownds. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

3. Receive and discuss and consider the August 2017 monthly expenses from the Midland Development Corporation.

Accounting Clerk/Research Analyst Sara Harris stated they opted to delay the budget amendment until next month because of continuing developments with some reimbursement from city projects and the length of this month's agenda. She stated

that aside from that there were no unusual expenditures this month.

4. Consider a motion authorizing the Chairman to negotiate and execute a contract with the Midland Tennis Center dba Bush Tennis Center regarding the Chris Davidson Opportunity Park. Said motion will appropriate funds and authorize the Chairman to execute any document necessary to evidence the Midland Development Corporation's passage of said motion.

Steve Davidson representing the Bush Tennis Center showed a video and renderings and gave a presentation of the proposed Chris Davidson Opportunity Park. He also explained the equipment and landscape of the proposed park for children with disabilities and their families.

Chairman Hilliard asked about the \$200,000.00 roadway improvements. Mr. Davidson stated they put it in the budget due to the widening and improving of Briarwood that was in the planning stage at the time and the amount was to cover their share of the improvements.

Director Stretcher moved to amend the motion to appropriate \$316,000.00 from the MDC Promotional Fund for the Chris Davidson Opportunity Park and authorize the Chairman to negotiate and execute any contracts with the Bush Tennis Center or the Chris Davidson Opportunity Park and to give the Chairman as much discretion as the MDC is allowed by law.; seconded by Director Lowery. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

5. Consider a motion authorizing the Chairman to negotiate and execute an agreement with the City of Midland regarding all improvements to the intersection of Carver Street and Scharbauer Drive including but not limited to drainage, sidewalks, handicapped ramps, road improvements, and utilities. Said motion will appropriate funds for the project.

Director of Engineering Jose Ortiz explained the improvements to the intersection of Carver Street and Scharbauer Drive and showed photos of draw and explained the improvements needed in the area noting the dangers of the flooding in the area for pedestrians and vehicles.

Council Member Love spoke about the issues he has had involving the draw and some that were very heartbreaking. He stated students and people in wheelchairs are not able to cross during the flooding.

Mr. Larry Sims spoke about an incident involving his wife and sister-in-law who saved three people on September 20 in the dark of the night due to the flooding of the draw. He stated there were so many facets that affect the whole area, that there are so many kids that come through the area where the water rises so high

that it is such a danger to all. Discussion ensued regarding the dangers of the high waters in the area.

Mr. Love proposed having staff put up a sign or plaque that commemorated the event of Mr. Sims' wife and sister-in-law rescuing three people's lives.

Director Stretcher thanked Mr. Ortiz and Council Member Love for their work on the plan with roads, drainage and safety.

Chairman Hilliard asked if there would be enough money for lighting. Director Stretcher stated that if there were not enough funds for lighting that they would do a change order for the lighting.

Director Stretcher Chairman moved to approve a motion to negotiate and execute an agreement with the City of Midland regarding all improvements to the intersection of Carver Street and Scharbauer Drive including but not limited to drainage, sidewalks, handicapped ramps, road improvements, and utilities and to appropriate funds not to exceed \$1,700,000.00; seconded by Director Bownds. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

6. Consider a resolution authorizing the execution of an Economic Development Agreement between the Midland Development Corporation and S.M.P Flow Control, Inc. and Seaboard International, Inc.; and authorizing payment therefor.

Director Stretcher moved to approve Resolution ED-331 authorizing the execution of an Economic Development Agreement between the Midland Development Corporation and S.M.P Flow Control, Inc. and Seaboard International, Inc.; and authorizing payment therefor; seconded by Director Bownds. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

7. Consider a resolution authorizing the execution of a Purchase and Sale Agreement between the Midland Development Corporation and S.M.P. Flow Control, Inc. for the sale of twenty (20) acres out of an approximate 73.62 acre tract of land out of Section 11, Block 40, Township 2 South, T&P RR Co. Survey, Midland County, Texas.

Director Stretcher moved to approve Resolution ED-332 authorizing the execution of a Purchase and Sale Agreement between the Midland Development Corporation and S.M.P. Flow Control, Inc. for the sale of twenty (20) acres out of an approximate 73.62 acre tract of land out of Section 11, Block 40, Township 2 South, T&P RR Co. Survey, Midland County, Texas; seconded by Director Bownds. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

8. Consider a resolution authorizing the execution of a Promotional Agreement with MOTRAN Alliance, Inc.

James Beauchamp representing MOTRAN Alliance gave a presentation regarding the leverage program with the Midland Development Program and the costs of the project which started in 2011. He stated this current project would complete the eastern portion of the loop and stated it has been a great impact in other areas. Discussion ensued regarding other projects in other Cities.

Director Stretcher moved to approve Resolution ED-333 authorizing the execution of a Promotional Agreement with MOTRAN Alliance, Inc.; seconded by Director Bownds. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

9. Consider a resolution authorizing the execution of a Donation Agreement with the Texas Department of Transportation for a highway safety improvement project to provide for the construction of main lanes and interchanges on system at the intersection of Loop 250 and County Road 1150 in Midland County, Texas; and allocating funds therefor.

Director Stretcher stated he wanted to point out that there were three items on the agenda regarding roads which is what the public has been asking for.

Director Stretcher moved to approve Resolution ED-334 authorizing the execution of a Donation Agreement with the Texas Department of Transportation for a highway safety improvement project to provide for the construction of main lanes and interchanges on system at the intersection of Loop 250 and County Road 1150 in Midland County, Texas; and allocating funds therefor.; seconded by Director Bownds. The motion carried by the following vote: AYE: Hilliard, Bownds, and Stretcher. NAY: None. ABSTAIN: None. ABSENT: Douglas and Lowery.

10. Receive and discuss a Communication Plan for the Midland Development Corporation.

Marketing Coordinator Regan Latham stated they have implemented a free trial with Kickfire on Google Analytics. She stated this may be a great start with the business development. She stated they can now access the business names of the people who are visiting their website and is very beneficial to know if there are any prospects for Midland.

Ms. Latham reviewed the communication plan and stated her goal was to get an understanding on what type of metrics the board would like to see and what kind of updates are important in terms of what type of marketing they are doing and how

they are doing it. Ms. Latham suggested the Board read thoroughly the complete plan.

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

Accounting Clerk/Research Analyst Sara Harris stated that at the board's request, she had supplemented the business development sales funnel with tables to show Business Development Director Tim Danielson's month-over-month efforts. She stated that on the sales funnel they had one project completed that she felt was very noteworthy.

All of the business at hand having been completed, Chairman Hilliard adjourned the meeting at 11:43 a.m.

Respectfully submitted,

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SueAnn Lopez, Deputy City Secretary

PASSED AND APPROVED the 2<sup>nd</sup> day of October 2017.

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Gary Douglas, Secretary