



# Board Binder Open Session

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February 2, 2026

# Agenda



**MIDLAND DEVELOPMENT CORPORATION AS AUTHORIZED BY CHAPTER 504 OF THE TEXAS  
LOCAL GOVERNMENT CODE**

**NOTICE OF PUBLIC MEETING**

In accordance with Chapter 551, Texas Government Code, as amended, notice is hereby given to the public that the Board of Directors of the Midland Development Corporation will meet in regular session, open to the public, in the Midland Chamber of Commerce board room, 303 West Wall Street, Suite 200, Midland, Texas, at 10:00 a.m. on February 2, 2026. A quorum of the Board of Directors of the Midland Development Corporation intends to be physically present at the aforementioned location.

**Videoconference Information**

Join Zoom Webinar

<https://us02web.zoom.us/j/89531153036?pwd=J2KUdB4Ufx2iaaTasRXs5JdRCyaPrk.1>

Passcode: 092557

Phone one-tap:

+13462487799,,89531153036#,,,\*092557# US (Houston)  
+17193594580,,89531153036#,,,\*092557# US

Join via audio:

+1 346 248 7799 US (Houston) +1 719 359 4580 US +1 253 205 0468 US +1 253 215 8782 US (Tacoma)  
+1 669 444 9171 US +1 669 900 9128 US (San Jose) +1 386 347 5053 US +1 507 473 4847 US  
+1 564 217 2000 US +1 646 558 8656 US (New York) +1 646 931 3860 US +1 689 278 1000 US  
+1 301 715 8592 US (Washington DC) +1 305 224 1968 US +1 309 205 3325 US +1 312 626 6799 US  
(Chicago) +1 360 209 5623 US

Webinar ID: 895 3115 3036

Passcode: 092557

International numbers available: <https://us02web.zoom.us/u/kwZgGU0Q>

At such meeting, the Board of Directors may discuss, consider, and take action on any of the following items:

1. Call meeting to order.
2. Presentation welcoming incoming Midland Development Corporation board members Abraham Bejil, Darpan Bhakta, Hayden Boldrick, and Denzil West.
3. Motion approving the minutes of the January 5, 2026, meeting of the Midland Development Corporation.
4. Discuss electing officers to unfilled positions to serve through December 2026.
5. Resolution authorizing signatories on Midland Development Corporation bank accounts.



6. Presentation on the December 2025 economic development activity report from the Midland Development Corporation Executive Director.
7. 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.

Posted this 27<sup>th</sup> day of January 2026.

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Marcia Bentley German  
City Governance Officer/City Secretary

# January 5<sup>th</sup>

# Minutes

# 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.

<b>Board Members present:</b>	Chairman Lourcey Sams, Director Brad Bullock, Director Elvie Brown, Director Jill Pennington, Director Zachary Deck, and Director Garrett Donnelly
<b>Board Members absent:</b>	None
<b>Staff Members present:</b>	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
<b>Council Member(s) present:</b>	Mayor Lori Blong, Council Member Amy Stretcher Burkes, Council Member Brian Stubbs
<b>MDC Staff Members present:</b>	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

# MDC Bank Account Signatories

**RESOLUTION NO. \_\_\_\_\_**

**RESOLUTION AUTHORIZING SIGNATORIES ON  
MIDLAND DEVELOPMENT CORPORATION BANK  
ACCOUNTS**

**WHEREAS**, the Midland Development Corporation Board of Directors finds it to be in the public interest to authorize withdrawals from all bank accounts held by the Midland Development Corporation by the individuals listed in Section One hereof;

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS  
OF THE MIDLAND DEVELOPMENT CORPORATION:**

**SECTION ONE.** That the following individuals are hereby authorized to withdraw funds from all bank accounts held by the Midland Development Corporation: Brad Bullock; Elvie Brown; Garrett Donnelly; Abraham Bejil; Darpan Bhakta; Hayden Boldrick; Denzil West; and Sara Harris.

**SECTION TWO.** That two (2) signatures shall be required for withdrawal amounts over \$2,500.00, and for any employee expense reimbursement over \$500.00.

On motion of Director \_\_\_\_\_, seconded by Director \_\_\_\_\_, the above and foregoing resolution was adopted by the Board of Directors of the Midland Development Corporation at a regular meeting on the \_\_\_\_\_ day of \_\_\_\_\_, A.D., 2026, by the following vote:

Directors voting "AYE":

Directors voting "NAY":

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BRAD BULLOCK,  
Chairman of the Midland  
Development Corporation

ATTEST:

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GARRETT DONNELLY,  
Secretary of the Midland  
Development Corporation

APPROVED AS TO FORM ONLY:

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NICHOLAS TOULET,  
Attorney for the Midland  
Development Corporation

# Income Statement

MIDLAND DEVELOPMENT CORPORATION  
 INCOME STATEMENT FOR THE 3 MONTHS ENDED  
 December 31, 2025

	Dec-25	YTD	Budgeted Amount
Revenue	\$1,630,811.35	\$4,752,153.22	\$16,195,908.00
40100 - State Sales Tax	\$1,527,711.02	\$4,355,433.26	\$15,000,000.00
43000 - Interest	\$0.00	\$18,000.00	\$0.00
43010 - Interest - Nonpooled Invest	\$0.00	\$69,418.97	\$0.00
46190 - Miscellaneous Rentals	\$103,100.33	\$309,300.99	\$1,195,908.00
4235150 - Midland Dvlpmnt Corp Revenue	\$1,630,811.35	\$4,752,153.22	\$16,195,908.00
Expense	\$372,675.55	\$1,133,705.37	\$16,195,908.00
51010 - Base Salary	\$39,662.41	\$108,401.58	\$509,886.00
51090 - Fica MDC Portion	\$2,561.71	\$7,820.29	\$41,810.00
51110 - Health Insurance	\$376.61	\$9,893.72	\$49,200.00
51135 - ACCE Profit Sharing	\$2,092.64	\$4,596.51	\$35,692.00
52010 - Office Supplies	\$460.17	\$1,308.17	\$9,940.00
52110 - Motor Vehicle Supplies	\$91.02	\$1,478.37	\$1,000.00
52115 - Minor Furniture & Fixtures	\$0.00	\$0.00	\$2,000.00
52155 - Minor Computer Hrdwre & Periph	\$0.00	-\$194.84	\$5,000.00
52160 - Computer Software & Supplies	\$0.00	\$19,530.44	\$40,000.00
52620 - Postage	\$0.00	\$13.25	\$500.00
53010 - Communication	\$1,158.28	\$3,498.08	\$17,000.00
53030 - Light & Power	\$7.64	\$22.92	\$150.00
53110 - Insurance-External	\$286.00	\$111,248.40	\$150,000.00
53212 - Equipment Rental-External	\$143.11	\$1,279.92	\$5,000.00
53220 - Advertising	\$54,949.01	\$126,245.87	\$300,000.00
53370 - Grounds Maintenance	\$2,253.70	\$8,749.08	\$40,000.00
53405 - Software Maintenance	\$1,866.63	\$5,599.89	\$22,000.00
53440 - External Audit Fees	\$3,411.26	\$3,411.26	\$45,000.00
53450 - Consulting Fees	\$26,041.67	\$118,125.01	\$450,000.00
53510 - Travel & Entertainment	\$451.69	\$5,184.57	\$20,000.00
53520 - Dues & Subscriptions	\$1,712.00	\$7,631.56	\$20,000.00
53530 - Training,Registration Fees,Etc	\$0.00	\$790.00	\$10,000.00
53905 - Economic Development Incentive	\$0.00	\$0.00	\$905,101.00
53907 - Business Recruitment & Retentn	\$33,568.89	\$51,806.86	\$150,000.00
53909 - Prior Year Committed Incentives	\$18,103.24	\$198,721.17	\$11,061,187.00
53920 - Rent	\$6,419.52	\$18,933.04	\$73,128.00
54010 - Building Maintenance	\$973.92	\$9,553.51	\$50,000.00
55120 - Maint. - Instruments & Appara.	\$124.93	\$568.74	\$5,700.00
56188 - MOTRAN	\$71,250.00	\$71,250.00	\$142,500.00
56202 - General Fund Services	\$44,509.50	\$178,038.00	\$534,114.00
56995 - Project Non Capital - Promotions	\$60,200.00	\$60,200.00	\$1,500,000.00
235235 - Midland Development Corp	\$372,675.55	\$1,133,705.37	\$16,195,908.00

December 2025 Net Income: **\$1,258,135.80**

Year-to-Date Net Income: **\$3,618,447.85**

# Balance Sheet

**MIDLAND DEVELOPMENT CORPORATION**  
**BALANCE SHEET FOR THE PERIOD ENDED**  
**December 31, 2025**  
**(Used for Internal Purposes Only)**

**ASSETS**

**Current Assets**

Cash and cash equivalents	48,989,287
Investments	-
Sales tax receivable	-
Prepaid expenses	134,721
Accounts receivable	<u>132,200</u>
	49,256,208

**Non-Current Assets**

Capital Assets, net	26,432,611
Forgivable Loans	
Made to Primary Government	-
Made to Other	<u>6,579</u>
Total Forgivable Loans	<u>6,579</u>
	<u>26,439,190</u>
Total Assets	\$ 75,695,398

**LIABILITIES AND NET POSITION**

**Liabilities**

Accounts payable	94,133
Retainage Payable	-
Capital Leases payable	523,818
Commitments payable	
Due within one year	16,053,806
Due in more than one year	<u>51,941,481</u>
Total Commitments Payable	<u>67,995,287</u>
	68,613,238

**Net Position**

Net investment in capital assets	26,432,611
Restricted for Forgivable Loans	6,579
Restricted for Capital Leases	523,818
Promotions	2,826,865
Unrestricted	<u>(22,707,713)</u>
	<u>7,082,160</u>

Total Liabilities and Net Position \$ 75,695,398

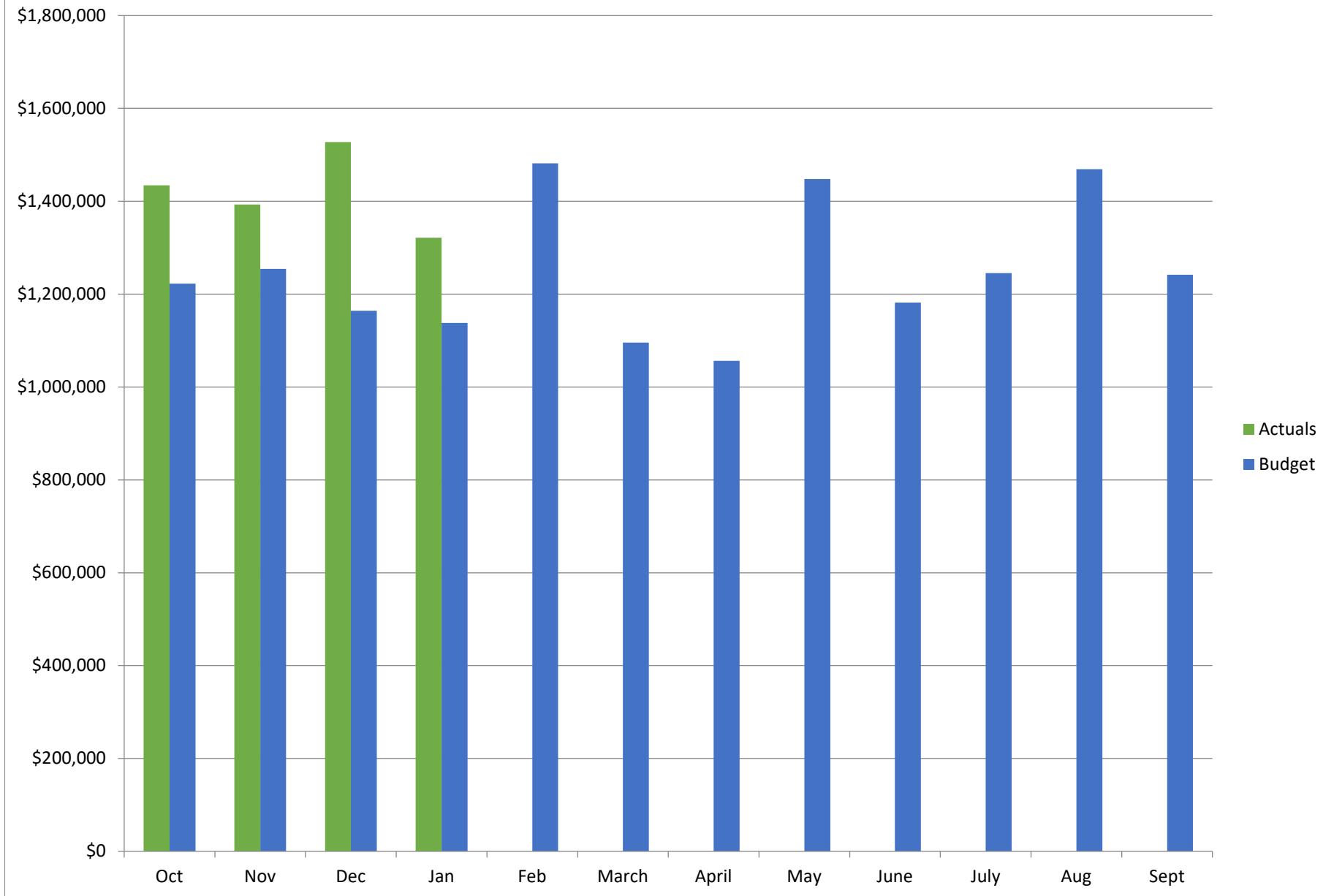
# Sales Tax Revenue



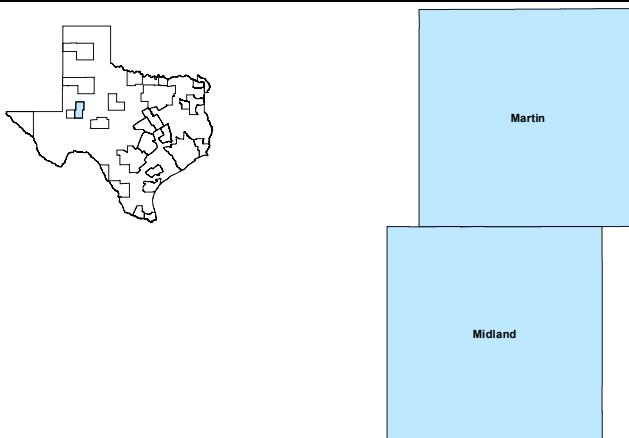
## Sales Tax Variance

	2023-2024	2024-2025	% Change	2024-2025	2025-2026	% Change	YTD Change
October	\$1,376,937.05	\$1,339,067.34	-2.75%	\$1,339,067.34	\$1,434,576.23	7.13%	7.13%
November	\$1,526,083.42	\$1,439,817.92	-5.65%	\$1,439,817.92	\$1,393,146.01	-3.24%	1.76%
December	\$1,363,408.12	\$1,405,626.04	3.10%	\$1,405,626.04	\$1,527,711.02	8.69%	4.08%
January	\$1,290,650.15	\$1,352,302.16	4.78%	\$1,352,302.16	\$1,321,769.47	-2.26%	2.54%
February	\$1,673,418.77	\$1,662,116.28	-0.68%	\$1,662,116.28			
March	\$1,191,145.36	\$1,349,307.23	13.28%	\$1,349,307.23			
April	\$1,226,873.37	\$1,253,723.43	2.19%	\$1,253,723.43			
May	\$1,474,708.24	\$1,711,737.58	16.07%	\$1,711,737.58			
June	\$1,350,292.64	\$1,276,629.36	-5.46%	\$1,276,629.36			
July	\$1,404,616.05	\$1,387,548.82	-1.22%	\$1,387,548.82			
August	\$1,598,380.46	\$1,557,782.82	-2.54%	\$1,557,782.82			
September	\$1,298,093.07	\$1,496,146.41	15.26%	\$1,496,146.41			
Annual Total	\$16,774,606.70	\$17,231,805.39	2.73%	\$17,231,805.39	\$5,677,202.73		

## Sales Tax Actuals vs Budget Estimates



# Activity Report

**Midland MSA**
**November 2025**

**MSA Labor Force Statistics**

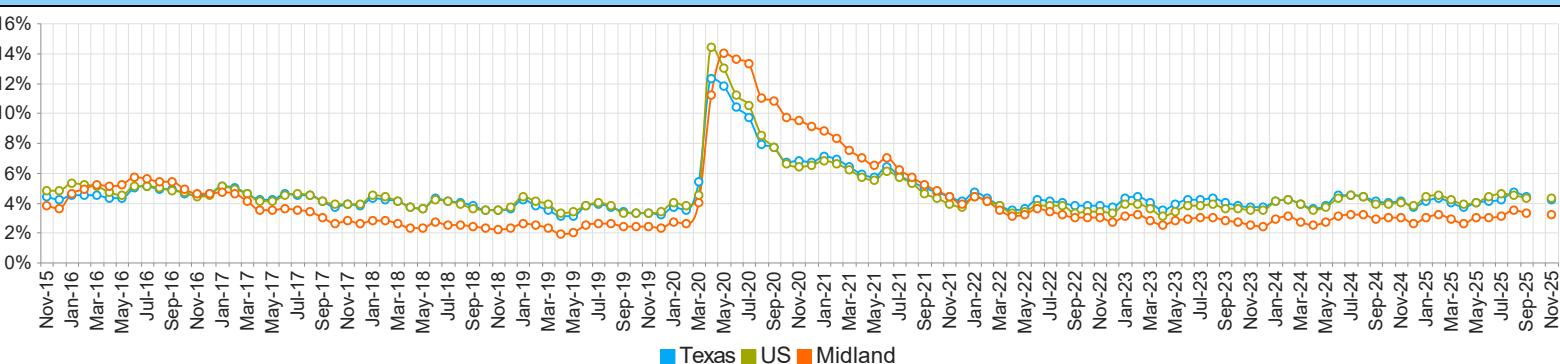
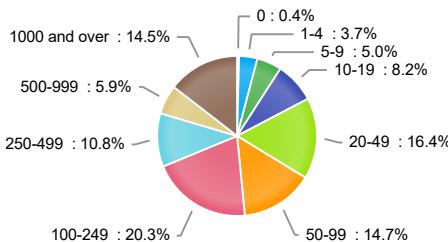
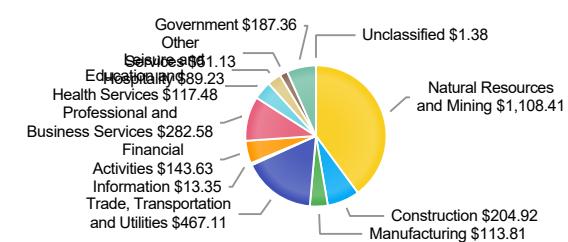
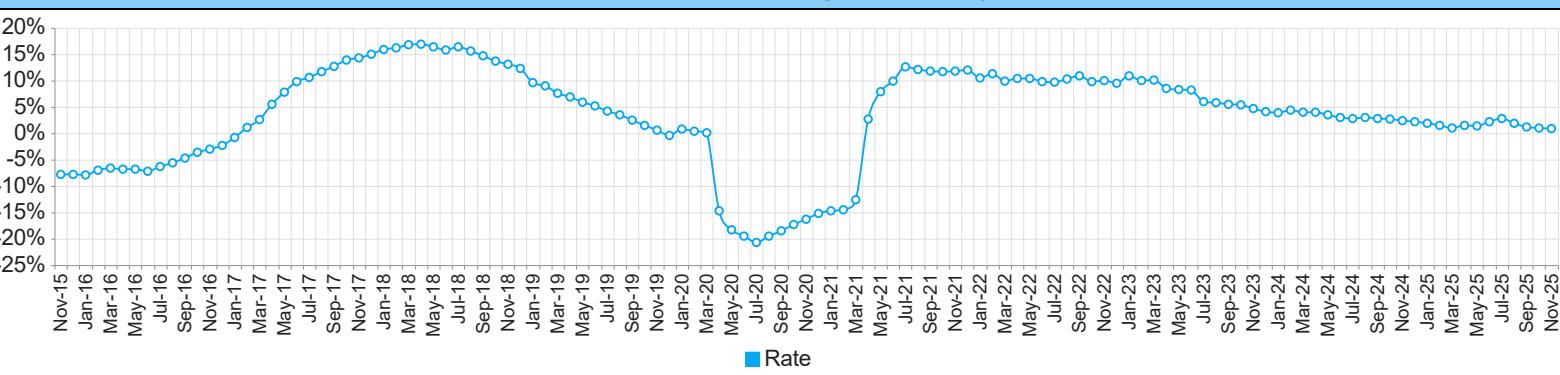
	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	106,616	N/A	104,660	1,956
Employed	103,227	N/A	101,507	1,720
Unemployed	3,389	N/A	3,153	236
Unemployment Rate	3.2%	N/A	3.0%	0.2%

**Texas Labor Force Statistics**

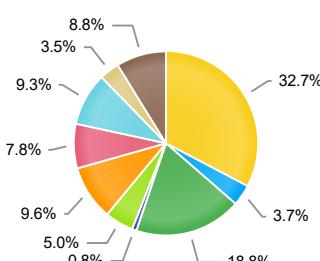
	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	16,038,665	N/A	15,758,856	279,809
Employed	15,361,936	N/A	15,115,304	246,632
Unemployed	676,729	N/A	643,552	33,177
Unemployment Rate	4.2%	N/A	4.1%	0.1%

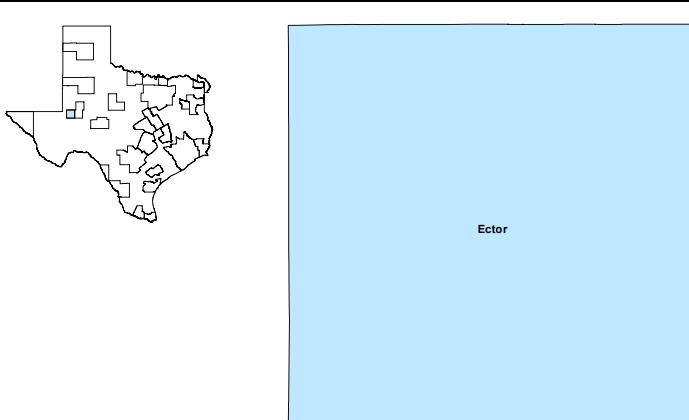
**US Labor Force Statistics**

	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	171,467,000	N/A	168,164,000	3,303,000
Employed	164,066,000	N/A	161,456,000	2,610,000
Unemployed	7,401,000	N/A	6,708,000	693,000
Unemployment Rate	4.3%	N/A	4.0%	0.3%

**Historical Unemployment Rates**

**Employment by Size Class (2nd Quarter 2025)**

**Wages by Industry (in millions) (2nd Quarter 2025)**

**Annual Growth Rate Total Non-agricultural employment**

**Employment by Industry (November 2025)**
**Employment by Industry (November 2025)**

Industry	Current Month Employment	% Monthly Change	% Yearly Change
Total Nonfarm	127,400	0.2%	0.9%
Mining, Logging and Construction	41,700	-0.7%	-0.5%
Manufacturing	4,700	0.0%	0.0%
Trade, Transportation, and Utilities	24,000	0.8%	1.7%
Information	1,000	0.0%	0.0%
Financial Activities	6,400	0.0%	1.6%
Professional and Business Services	12,200	0.8%	1.7%
Private Education and Health Services	9,900	1.0%	2.1%
Leisure and Hospitality	11,900	0.0%	2.6%
Other Services	4,400	0.0%	0.0%
Government	11,200	0.9%	0.9%



**Odessa MSA**
**November 2025**

**MSA Labor Force Statistics**

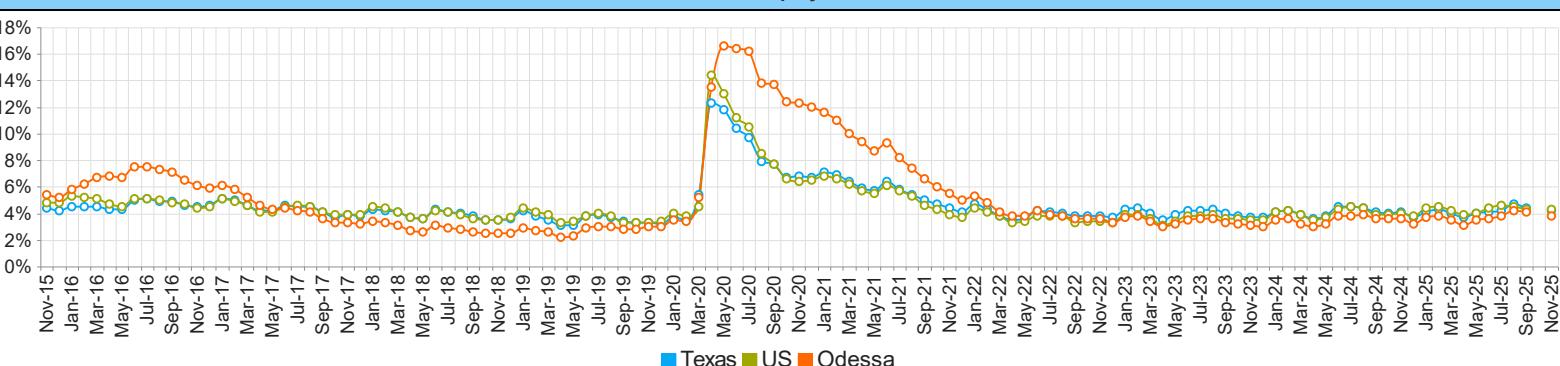
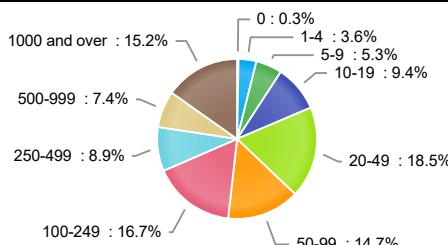
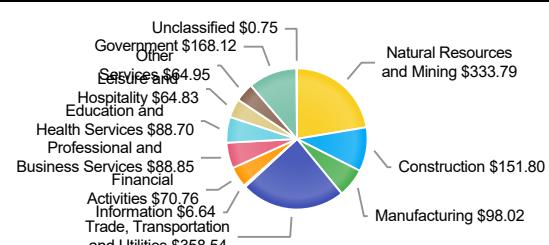
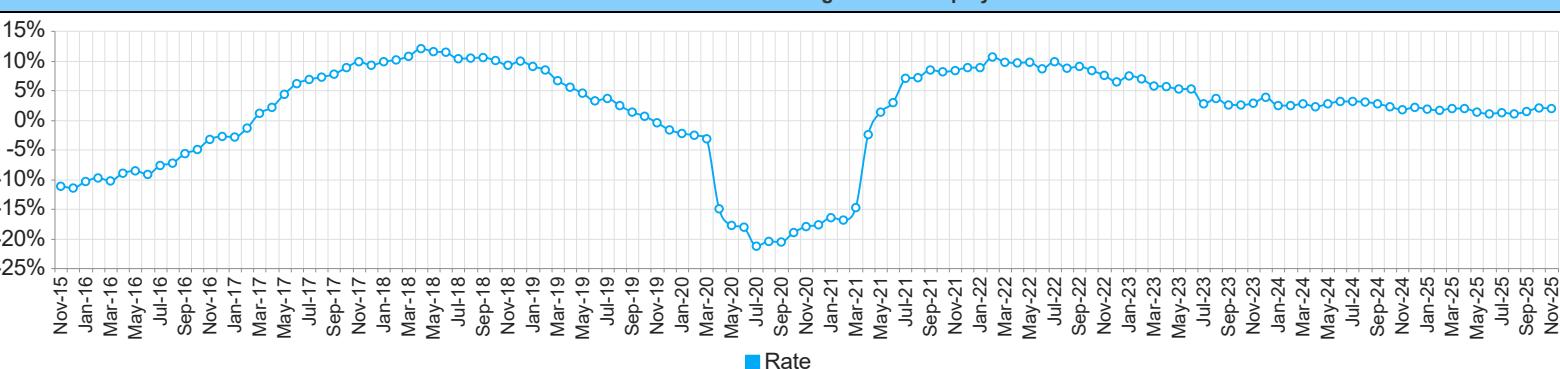
	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	89,482	N/A	87,099	2,383
Employed	86,069	N/A	83,973	2,096
Unemployed	3,413	N/A	3,126	287
Unemployment Rate	3.8%	N/A	3.6%	0.2%

**Texas Labor Force Statistics**

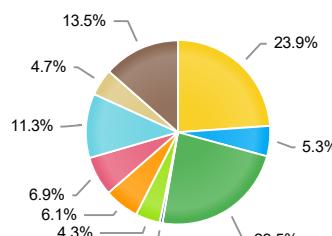
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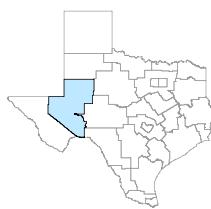
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**Historical Unemployment Rates**

**Employment by Size Class (2nd Quarter 2025)**

**Wages by Industry (in millions) (2nd Quarter 2025)**

**Annual Growth Rate Total Non-agricultural employment**

**Employment by Industry (November 2025)**
**Employment by Industry (November 2025)**

Industry	Current Month Employment	% Monthly Change	% Yearly Change
Total Nonfarm	85,100	0.0%	1.9%
Mining, Logging and Construction	20,300	-1.5%	2.0%
Manufacturing	4,500	0.0%	0.0%
Trade, Transportation, and Utilities	20,000	1.0%	0.5%
Information	400	0.0%	0.0%
Financial Activities	3,700	0.0%	0.0%
Professional and Business Services	5,200	0.0%	0.0%
Private Education and Health Services	5,900	0.0%	1.7%
Leisure and Hospitality	9,600	1.1%	2.1%
Other Services	4,000	0.0%	2.6%
Government	11,500	0.0%	6.5%



**Permian Basin Workforce Development Area**

**November 2025**
**WDA Labor Force Statistics**

	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	266,721	N/A	259,346	7,375
Employed	257,646	N/A	250,839	6,807
Unemployed	9,075	N/A	8,507	568
Unemployment Rate	3.4%	N/A	3.3%	0.1%

**Texas Labor Force Statistics**

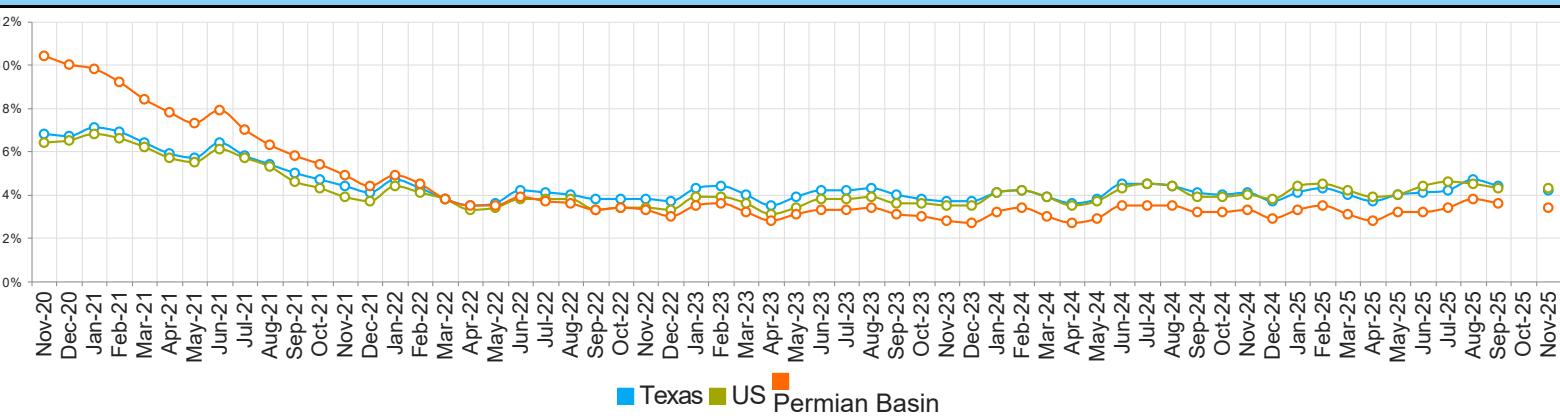
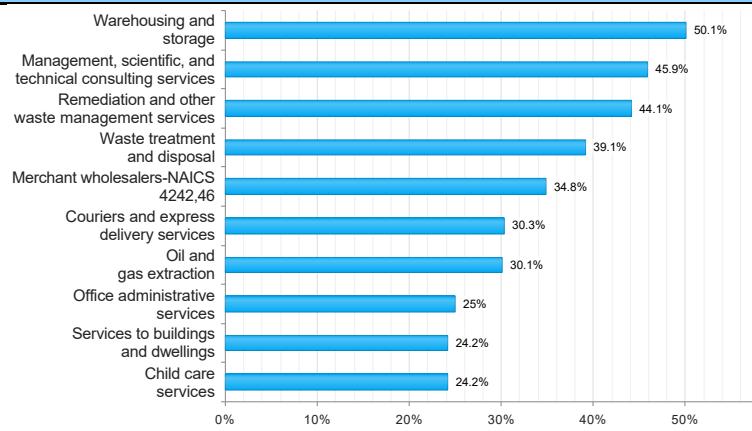
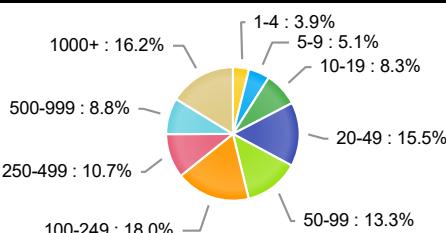
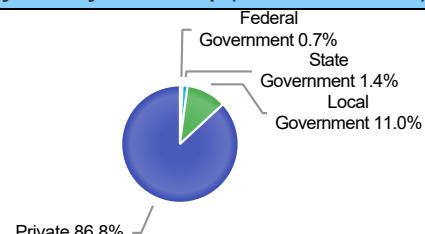
	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	16,038,665	N/A	15,758,856	279,809
Employed	15,361,936	N/A	15,115,304	246,632
Unemployed	676,729	N/A	643,552	33,177
Unemployment Rate	4.2%	N/A	4.1%	0.1%

**US Labor Force Statistics**

	Nov-25	Oct-25	Nov-24	Yearly Change
Civilian Labor Force	171,467,000	N/A	168,164,000	3,303,000
Employed	164,066,000	N/A	161,456,000	2,610,000
Unemployed	7,401,000	N/A	6,708,000	693,000
Unemployment Rate	4.3%	N/A	4.0%	0.3%

**Continued Claims for the Week of the 12th**

	Nov-25	Oct-25	Nov-24	Yearly Change
WDA	1,572	1,647	1,370	202
Texas	126,960	126,209	117,141	9,819

**Historical Unemployment Rates**

**Projected Top Ten Fastest Growing Industries in WDA (% Growth 2022-2032)**

**Employment by Size Class (2nd Quarter 2025)**

**Employment by Ownership (2nd Quarter 2025)**

**Average Weekly Wage (2nd Quarter 2025)**

	Q2 2025	Q1 2025	Q2 2024	Quarterly Change	Yearly Change
WDA	\$1,557	\$1,710	\$1,532	\$-153	\$25
Texas	\$1,422	\$1,586	\$1,380	\$-164	\$42
US	\$1,436	\$1,589	\$1,389	\$-153	\$47

**Employment by Industry (2nd Quarter 2025, Percent Change)**

Industry	Employment	% of Total	% Quarterly Change	% Yearly Change
Natural Resources and Mining	56,567	21.2%	-0.1%	-1.1%
Construction	24,242	9.1%	1.8%	3.4%
Manufacturing	10,964	4.1%	-0.1%	1.0%
Trade, Transportation and Utilities	56,530	21.2%	0.5%	2.3%
Information	1,901	0.7%	1.4%	9.2%
Financial Activities	11,942	4.5%	1.0%	1.5%
Professional and Business Services	19,216	7.2%	1.4%	-0.3%
Education and Health Services	42,135	15.8%	-3.1%	2.2%
Leisure and Hospitality	27,270	10.2%	3.9%	1.0%
Other Services	8,863	3.3%	15.0%	14.7%
Public Administration	7,336	2.7%	3.0%	3.7%

**Employment by Industry (2nd Quarter 2025)**
