

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO
MINUTES OF THE REGULAR MEETING
NOVEMBER 20, 2019

On this, twentieth (20th) day of November, 2019 at 6:00 PM, The Economic Development Corporation of Weslaco convened its regular meeting at the Business-Visitor & Event Center Board Room located at 275 South Kansas Avenue, Weslaco, Texas.

The following members were present:

Joe Olivarez – President
Diana Fuentes-Aguilar – Vice President
Stephen Charlton – Treasurer
Rick Talbert
Benita Valadez
Juan Jose “JJ” Serrano

Also present were:

Marie McDermott – EDCW Executive Director
Steven Valdez – EDCW Director
Maria Cisneros – EDCW Manager
Miroslava Valdez – EDCW Manager
Lillie Delgado – EDCW Manager
Rudy Salinas - EDCW CPA
Chuy Ramirez – EDCW Attorney

I. CALL TO ORDER

At 6:01 PM, Mr. Olivarez called the meeting of November 20, 2019 to order.

II. APPROVAL OF MINUTES

A. Regular Board Meeting of October 16th, 2019.

Mr. Serrano made a motion to approve the minutes from October 16th, 2019.
Mr. Charlton seconds the motion.

Mr. Serrano votes in favor.
Mr. Charlton votes in favor.
Mr. Olivarez votes in favor.
Mrs. Aguilar votes in favor.
Mr. Talbert votes in favor.
Mrs. Valadez votes in favor.

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Motion passes.

III. PUBLIC COMMENTS

There were no public comments.

IV. OLD BUSINESS

A. Discussion & Status Regarding Project Light 233-18-24-11.

Mr. Valdez gave a status report to the Board where he highlighted the timeline: TXDOT Sending Project to FHWA, has been approved.

No action required.

B. Status Report: Application For Texas Enterprise Zone Project for Kapal Cabinet House LLC.

Ms. McDermott gave a status report regarding the Application for Texas Enterprise Zone Project for Kapal Cabinet Houser LLC, where she presented approval letter from Governor Greg Abbott.

No action required.

C. Discussion and Status Regarding Workforce Training Program with Matching Funds Between EDC of Weslaco and South Texas College.

Mr. Valdez gave a report regarding the available funds from the grant and the projects and the balance amount.

Mr. Valdez presented the 4 more names for OSHA 10 training and asked for approval from the Board.

Mrs. Aguilar made a motion to approve the OSHA 10 training contingent to having a total of 12 participants.

Mrs. Valadez seconds the motion.

Mrs. Aguilar votes in favor.

Mrs. Valadez votes in favor.

Mr. Olivarez votes in favor.

Mr. Charlton votes in favor

Mr. Talbert votes in favor.

Mr. Serrano votes in favor.

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- D. Discussion and Possible Action Regarding an Amendment for the 2019-2020 EDCW Budget.
Mr. Charlton made a motion to approve the Amendment for the 2019-2020 EDCW Budget as presented.

Mr. Talbert seconds the motion.

Mr. Charlton votes in favor.
Mr. Talbert votes in favor.
Mr. Olivarez votes in favor.
Mrs. Aguilar votes in favor.
Mrs. Valadez votes in favor.
Mr. Serrano votes in favor.

Motion passes.

V. REPORTS

- A. Monthly Financial Report – September 2019.

Mr. Salinas gave the financial report for September 2019 to the EDCW Board.

No action required.

- B. Executive Director Report, Marie McDermott.

- Summary Leads
- Monthly Report

Ms. McDermott gave her report to the Board, where she highlighted her Business Development Activities: Working on Industrial Park development sites; and a Prospect with a Call Center.

Business Retention Visits: Texas Aviation Academy, Kapal Cabinet House, & Smile Inc.

Seminars & Conferences Attended: SBA Emerging Leader Program; Opportunity Zones; RGV Partnership Golf Tournament.

No action required.

- C. Economic Development Director Report, Steven Valdez.

- Monthly Report

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Mr. Valdez gave his report to the Board where he highlighted the following items: Appointment with Project Tommy, TXDOT/Overpass Lighting, Pan De Campo Event, Brew in the Woods Event, Southern Tire Mart. Also worked on redesigning & promoting marketing materials for downtown area; STC workforce training; new projector for the EDCW Board room; call calling cold storage businesses; Project Rubberduck RFI; & IDEA University.

No motion required.

D. Economic Development Manager Report, M. Cisneros.

- Monthly Report

Ms. Cisneros presented her report where she mention that she is currently working with 38 leads; Project Senior; Project Crazy; Project Sprout; Project U; Project Feet; Project Feet; Project Sale; Project Film; & Project Home; and a BRE meeting with Weslaco Cinemark Theater.

Has 8 Certified Agendas ready for signatures, research on retailers attending ICSC on January to make appointments, confirmation to meet with Project Home at ICSC, working with intern Candy Hernandez on adding commercial real estate to the EDCW website.

No action required.

E. Economic Development Manager Report, L. Delgado.

- Monthly Report

Ms. Delgado highlighted the EDCW Facebook page where she posted several events: Teddy's BBQ Ribbon Cutting; Tour Highlights Weslaco's 2019 Developments.

Alfresco: Over 80 vendors signed up and confirmed; Band is Jaime G and the Adel's; and Lillian Avalos will have a live art painting.

Weslaco: Met with Weslaco 100 staff regarding Century Leader Luncheon and met with Mark Williams regarding Weslaco 100 event.

Tree Lighting Ceremony: coordinating with the City of Weslaco for the ceremony; performances; rental equipment and decorations.

No action required.

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F. Economic Development Accounting Services/H.R. Report/ Business Visitor & Event Center Report, Miros Valdez.

- Monthly Report

Mrs. Valdez presented a report from the Business Visitor & Event Center, and mention the final EDA reimbursement has been received.

No action required.

VI. EXECUTIVE SESSION

At 7:05 PM Mr. Olivarez announces that the EDCW Board is now in Executive Session.

At 9:08 PM Mr. Olivarez announces that the EDCW Board is out of Executive Session and will reconvene in Open Session.

VII. ACTION ON EXECUTIVE SESSION

A. Project Eye 168-18-02-05: Discussion and Deliberation Regarding Economic Development Negotiations or Offer of a Financial Or Other Incentive to a Business prospect (as permitted under Tex. Gov't Code section 551.087)

Mr. Talbert made a motion to authorize the extension as requested in Executive Session.
Mr. Charlton seconds the motion.

Mr. Talbert votes in favor.
Mr. Charlton votes in favor.
Mr. Olivarez votes in favor.
Mrs. Aguilar votes in favor.
Mrs. Valadez votes in favor.
Mr. Serrano votes in favor.

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- B. Project Joe 283-19-08-13: Discussion Regarding Economic Development Negotiations or Offer of a Financial Or Other Incentive to a Business prospect (as permitted under Tex. Gov't Code section 551.072)

Mrs. Aguilar made a motion to approve the recommendation of the Executive Director.
Mrs. Valadez seconds the motion.

Mrs. Aguilar votes in favor.
Mrs. Valadez votes in favor.
Mr. Olivarez votes in favor.
Mr. Charlton votes in favor.
Mr. Talbert votes in favor.
Mr. Serrano votes in favor.

Motion passes.

- C. Project Hanger 293-19-11-11: Discussion Regarding Economic Development Negotiations or Offer of a Financial Or Other Incentive to a Business prospect (as permitted under Tex. Gov't Code section 551.072)

Mr. Talbert made a motion to authorize the Executive Director to terminate the existing lease contract and begin the process of potentially soliciting prospects to purchase the property.
Mr. Charlton seconds the motion.

Mr. Talbert votes in favor.
Mr. Charlton votes in favor.
Mr. Olivarez votes in favor.
Mrs. Aguilar votes in favor.
Mrs. Valadez votes in favor.
Mr. Serrano votes in favor.

Motion passes.

- D. Project Tommy 288-19-10-25: Discussion Regarding Economic Development Negotiations or Offer of a Financial Or Other Incentive to a Business prospect (as permitted under Tex. Gov't Code section 551.072)

Mrs. Aguilar made a motion to approve \$5,000 for the façade grant.
Mrs. Valadez seconds the motion.

Mrs. Aguilar votes in favor.
Mrs. Valadez votes in favor.
Mr. Olivarez votes in favor.
Mr. Charlton votes in favor.
Mr. Talbert votes in favor.
Mr. Serrano votes in favor.

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Motion passes.

E. Consideration of Matter Regarding Motel 6 and Approval of any Action (as permitted under Tex. Gov't Code 551.071)

Mr. Talbert made a motion to engage with Mr. Ramirez in an hourly bases to proceed on the initiation of action relating to the Motel 6 incentive agreement as discussed in Executive Session. Mr. Charlton seconds the motion.

Mr. Talbert votes in favor.

Mr. Charlton votes in favor.

Mr. Olivarez votes in favor.

Mrs. Aguilar votes in favor.

Mrs. Valadez votes in favor.

Mr. Serrano votes in favor.

Motion passes.

Mr. Talbert exits the Board room before any discussion regarding Project Park.

F. Project Park 99-16-09-01: Discussion and Deliberation Regarding Economic Development Negotiations or Offer of a Financial Or Other Incentive to a Business prospect (as permitted under Tex. Gov't Code section 551.072)

Item was Tabled.

G. Discussion and Deliberation Regarding Evaluation of the Executive Director of the EDC of Weslaco, Goals, and Objectives. (as permitted under Tex. Gov't Code Section 551.074)

Mr. Serrano made a motion to provide the Executive Director Ms. Marie McDermott a \$4,000 annual increase, also make it retro effective October 1st, 2019 of the fiscal year. Mr. Olivarez and Mr. Serrano will provide Ms. McDermott an evaluation with in one to two weeks.

Mrs. Valadez seconds the motion.

Mr. Serrano votes in favor.

Mrs. Valadez votes in favor.

Mr. Olivarez votes in favor.

Mrs. Aguilar votes in favor.

Mr. Charlton votes in favor.

Mr. Talbert votes in favor.

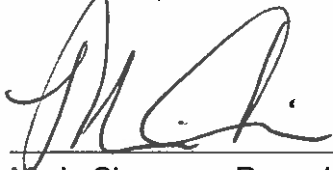
Motion passes.

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IX. ADJOURNMENT

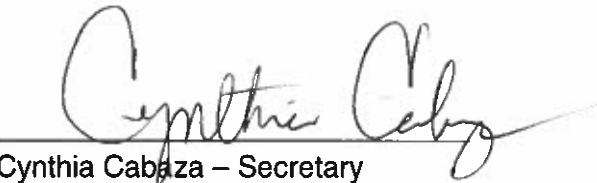
With no other business before the Board, at 9:14 PM the EDCW Board Meeting of November 20th, 2019 was adjourned.

Respectfully submitted;



Maria Cisneros - Recorder

The minutes were approved on the Regular Board Meeting of December 18th, 2019.



Cynthia Cabaza - Secretary