

**THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019**

On this, eighteenth (18<sup>th</sup>) day of December, 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:

Diana Fuentes-Aguilar  
Stephen Charlton  
Cynthia Cabaza  
Benita Valadez  
Juan Jose "JJ" Serrano  
Fred Perez

Also present were:

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

**I. CALL TO ORDER**

At 6:00 PM, Mrs. Aguilar called the meeting of December 18, 2019 to order.

**II. APPROVAL OF MINUTES**

**A. Regular Board Meeting of November 20<sup>th</sup>, 2019.**

Mr. Charlton made a motion to approve the minutes from the November 20<sup>th</sup> 2019 Board Meeting.

Mrs. Valadez seconds the motion.

Mr. Charlton votes in favor.

Mrs. Valadez votes in favor.

Mrs. Aguilar votes in favor.

Mrs. Cabaza votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Motion passes.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

**III. PUBLIC COMMENTS**

Mr. Jacinto Garza addressed the Board regarding some land that he has available for sale.

Manny Colorado spoke on behalf of Mohammad Ahbed, to thank the Board for the support on the new Jack-in-the-Box and mention that he would like to invest more in Weslaco.

Mark Wright and Wayne Pearson asked for support regarding Project Crazy.

**IV. NEW BUSINESS**

A. Reappointment of Mr. Juan Jose "JJ" Serrano as EDC of Weslaco Board Member.

Mr. Serrano addressed the Board stating that he has truly enjoyed serving at the EDCW Board and is very glad to continue serving.

No action required.

B. New EDC of Weslaco Board Members Mr. Fred Perez and Mrs. Sonjia De La Fuente.

Ms. McDermott introduced Mr. Fred Perez, Mr. Perez formally introduced himself to the Board and expressed his enthusiasm to be a member of the EDCW Board.

No action required.

C. Discussion and Action Regarding Selection of Officers for the EDC of Weslaco.

Mr. Charlton made a motion to nominate Mr. JJ Serrano as president of the EDCW Board. Mrs. Valadez seconds the motion.

Mr. Charlton votes in favor.  
Mrs. Valadez votes in favor.  
Mrs. Cabaza votes in favor.  
Mrs. Aguilar votes in favor.  
Mr. Perez votes in favor.

Motion passes.

Mrs. Cabaza made a motion to nominate Mrs. Valadez as Vice President of the EDCW Board. Mr. Charlton seconds the motion.

Mrs. Cabaza votes in favor.  
Mr. Charlton votes in favor.  
Mrs. Aguilar votes in favor.  
Mr. Serrano votes in favor.  
Mr. Perez votes in favor.

Motion passes.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

Mr. Serrano made a motion to nominate Mrs. Cabaza as Secretary of the EDCW Board.  
Mr. Charlton seconds the motion.

Mr. Serrano votes in favor.  
Mr. Charlton votes in favor.  
Mrs. Valadez votes in favor.  
Mrs. Aguilar votes in favor.  
Mr. Perez votes in favor.

Motion passes.

Mr. Serrano made a motion to nominate Mr. Charlton as the Treasurer of the EDCW Board.  
Mrs. Valadez seconds the motion.

Mr. Serrano votes in favor.  
Mrs. Valadez votes in favor.  
Mrs. Cabaza votes in favor.  
Mrs. Aguilar votes in favor.  
Mr. Perez votes in favor.

Motion passes.

D. Discussion and Possible Action Regarding the City's Request to Replace Current Equipment of Pylon Sign on Railroad St.

Ms. McDermott presented the item to the Board, after much discussion there was no action from the EDCW Board.

No action.

E. Second Amendment for the EDCW of Weslaco 2019-2020 Budget.

Mr. Salinas presented the amendment for the EDCW Budget for 2019-2020.

Mrs. Valadez made a motion to approve the EDCW Amendment Budget for 2019-2020 as presented.

Mr. Charlton seconds the motion.

Mrs. Valadez votes in favor.  
Mr. Charlton votes in favor.  
Mr. Serrano votes in favor.  
Mrs. Aguilar votes in favor.  
Mrs. Cabaza votes in favor.  
Mr. Perez votes in favor.

Motion passes.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

F. Discussion and Possible Action Regarding the General Fund, Money Market & CD Interest Information.

Mr. Salinas presented the General Fund, Money Market & CD Interest Information to the Board.

There was no action regarding this item.

**V. OLD BUSINESS**

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

Mr. Valdez presented Project Light, where he went over the timeline and mention that the East side should be completed by December 23<sup>rd</sup>, 2019 and training on programming the lighting will be on January 6<sup>th</sup>, 2020.

No action required.

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

There were no updates regarding this item.

**VI. REPORTS**

A. Monthly Financial Report – November 2019.

Mr. Salinas gave the Financial Report for November 2019 to the EDCW Board.

No action.

B. Executive Director Report, Marie McDermott.

- Monthly Report
- Summary Leads

Ms. McDermott presented her report to the Board, where she highlighted the following:

- Investing in the Weslaco Industrial Park: December 31<sup>st</sup>, Talked to Matt Jones to see if the Wilson #1 is available; conducted a tour of the site north on FM 1015
- Met with Project Crazy; Project Senior; Project Nursing; and Project Abuela
- Business Retention: Did a letter for Texas Aviation Academy for the 30 days' notice sent certified mail; Met with Irineo Capetillo regarding Kapal Cabinet House LLC renovations;

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

talked to Lupe Salinas from Valley Striping about the lot and a building; met with Richard Estevanes regarding Mid Valley Truck & Trailer.

- Seminars & Conferences: Met with Debbie Rektorik, Mark Williams and Tracy Bullion about the Weslaco 100 committee and the Weslaco Century Leader Luncheon.

No action required.

C. Economic Development Director Report, Steven Valdez.

- Monthly Report

Mr. Valdez presented his report to the Board, where he highlighted the following:

- IDEA-U: Found a building for them, they selected the San Patricio building.
- Cold Calling Cold Storage: Called on Lineage Logistics; Preferred Freezer Services, Americold and New Orleans Cold Storage.
- Cold call visit to Murco Walls: Trying to get a BRE visit.
- EACC New York: Submitted letter and company profile.
- Emcee Tree Lighting Ceremony.
- Window Painting for Downtown Bldgs.: Removed paintings.
- Script Writing for Weslaco 100 Leaders Luncheon & Tree Lighting Ceremony.
- New Projectors for the Board Room.

No action required.

D. Economic Development Manager Report, M. Cisneros.

- Monthly Report

Ms. Cisneros presented her report to the Board, where she highlighted the following:

- Maintaining 41 leads at various stages including the following: Project Senior; Project Crazy; Project Home; Project Ramon and Project Dock.
- Attended a workshop "Building Blocks Workshop".
- Reservations for Airplane and Hotel for ICSC in Fort Worth & setting up appointments.
- Reports for the Board Meeting and Minutes.
- Board Members Terms Report.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

No action required.

E. Economic Development Manager Report, L. Delgado.

• Monthly Report

Ms. Delgado presented her report to the Board, where she highlighted the following:

- EDC-Weslaco Facebook: Article by Texas Border Business by Dr. Ray Perryman; video of Christmas Tree progress; and the Public Parking Garage in Downtown.
- Alfresco Weslaco: Over 80 vendors participating; Band is Chris Marshall Payne's Street Team; live art by painter JJ Balli.
- Provided Pictures from the Christmas Tree Lighting and the Weslaco 100 Century Luncheon.

No action required.

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

• Monthly Report

Ms. McDermott presented the report for the Business Visitor & Event Center reservations for the month.

No action required.

**VII. EXECUTIVE SESSION**

At 7:16 PM Mr. Serrano announces that the EDCW Board is now in Executive Session.

At 8:23 PM Mr. Serrano announces that the EDCW Board is out of Executive Session and will reconvene in Open Session as posted.

**VIII. ACTION ON EXECUTIVE SESSION**

A. Project Crazy 292-16-09-07: 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. Charlton made a motion to authorize the Executive Director to negotiate an incentive agreement as discussed under Executive Session.

Mrs. Valadez seconds the motion.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

Mr. Charlton votes in favor.  
Mrs. Valadez votes in favor.  
Mr. Serrano votes in favor.  
Mrs. Aguilar votes in favor.  
Mrs. Cabaza votes in favor.  
Mr. Perez votes in favor.

Motion passes.

- B. Project Nursing 282-19-06-21: 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 551.087)

No action.

- C. Project Windshield 310-19-11-15: 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 551.087)

Mr. Charlton made a motion to approve the Grant incentive for \$24,950 as discussed under Executive Session.

Mrs. Valadez seconds the motion.

Mr. Charlton votes in favor.  
Mrs. Valadez votes in favor.  
Mr. Serrano votes in favor.  
Mrs. Cabaza votes in favor.  
Mrs. Aguilar votes in favor.  
Mr. Perez votes in favor.

Motion passes.

- D. Discussion and Possible Action Regarding Motel 6. (as permitted under Tex. Gov't Code section 551.071)

No action.

- E. 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)

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
DECEMBER 18, 2019

No action.

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)

Mrs. Valadez made a motion to get clarifications and start negotiations as discussed under Executive Session.

Mr. Charlton seconds the motion.

Mrs. Valadez votes in favor.

Mr. Charlton votes in favor.

Mr. Serrano votes in favor.

Mrs. Cabaza votes in favor.

Mrs. Aguilar votes in favor.

Mr. Perez votes in favor.

Motion passes.

G. Discussion and Deliberation Regarding Acquisition of Real Property. (as permitted under Tex. Gov't Code Section 551.072)

No action.

**IX. ADJOURNMENT**

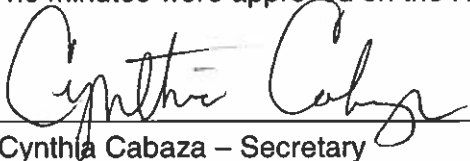
With no other business before the Board, at 8:27 PM the EDCW Board Meeting of December 18<sup>h</sup>, 2019 was adjourned.

Respectfully submitted;



Maria Cisneros - Recorder

The minutes were approved on the Regular Board Meeting of January 15<sup>th</sup>, 2019.



Cynthia Cabaza - Secretary