

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO
MINUTES OF THE REGULAR MEETING
FEBRUARY 19, 2020

On this, nineteenth (19th) day of February, 2020 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:

Benita Valadez
Cynthia Cabaza
Stephen Charlton
Fred Perez
Sonjia De La Fuente

Also present were:

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

I. CALL TO ORDER

At 6:04 PM Mrs. Valadez called the meeting from February 19th, 2020 to order.

II. APPROVAL OF MINUTES

A. Regular Board Meeting of January 15th, 2020.

Mr. Charlton made a motion to approve the minutes from the Regular Board Meeting of January 15th, 2020 to order.

Mrs. De La Fuente seconds the motion.

Mr. Charlton votes in favor.

Mrs. De La Fuente votes in favor.

Mrs. Valadez votes in favor.

Mrs. Cabaza votes in favor.

Mr. Perez votes in favor.

Motion passes.

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B. Special Board Meeting of February 3rd, 2020.

Mr. Perez made a motion to approve the minutes from February 3rd, 2020.
Mrs. De La Fuente seconds the motion.

Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.
Mrs. Valadez votes in favor.
Mrs. Cabaza votes in favor.
Mr. Charlton votes in favor.

Motion passes.

III. PUBLIC COMMENTS

There were no public comments.

IV. NEW BUSINESS

A. Discussion Regarding Strategic Planning for the Economic Development Corporation of Weslaco.

Ms. McDermott presents and reminds the Board about the Strategic Planning Workshop and mentions that the final report of the workshop will be on March 18th, 2020.

No action need.

B. Discussion & Possible Action Regarding Celebración De La Placita on May 6th, 2020.

Ms. McDermott presented the item to the Board, as a request from Commissioner Lopez, and referred to the event as a small Alfresco. Ms. McDermott requests approval from the Board.

Mrs. Cabaza made a motion to approve Ms. McDermott request of approval.
Mr. Charlton seconds the motion.

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

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Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.

Motion passes.

V. OLD BUSINESS

A. Discussion & Possible Action Regarding EDCW Audit for 2018-2019.

Mr. Garcia presented the Audit for 2018-2019 to the Board.
Mr. Charlton made a motion to accept the Audit for 2018-2018 as presented.
Mrs. Cabaza seconds the motion.

Mr. Charlton votes in favor.
Mrs. Cabaza seconds the motion.
Mrs. Valadez votes in favor.
Mrs. De La Fuente votes in favor.
Mr. Perez votes in favor.

Motion carries.

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

Mr. Valdez presented the report to the Board regarding workforce training for 51 employees divided between three separate companies.

Mr. Charlton made a motion to approve the training as requested.
Mr. Perez seconds the motion.

Mr. Charlton votes in favor.
Mr. Perez seconds the motion.
Mrs. Valadez votes in favor.
Mrs. Cabaza votes in favor.
Mrs. De La Fuente votes in favor.

Motion passes.

VI. REPORTS

A. Monthly Financial Report – January 2020.

Mr. Salinas presented the financial report of January 2020 to the Board.

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Mr. Charlton moves to approve the financial report of January 2020.

Mrs. Cabaza seconds the motion.

Mr. Charlton votes in favor.

Mrs. Cabaza votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Motion carries.

B. Executive Director Report, Marie McDermott.

- Summary Leads
- Monthly Report

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

- Land Acquisition Committee meeting
- Mr. Ramirez consulting regarding the land
- Project Dock: went to the City meeting for approval
- Project Crazy: contacted representative to sign the contract.
- FAM Tour for the Site Consultants for the Rio Grande Valley
- Project Dog: visit Weslaco and sites information about sites for retail

Business Retention

- Hangar: review contract for selling the hangar
- Procurement contact for Rio Precision Machine & Welding & Industrial Manufacturing Precision

General News

- Planning for Strategic Planning
- Alfresco will be on February 20th 2020
- EDC Audit meeting with Mr. Charlton, Rudy Silva, Miros Valdez and me.
- Working on 74 leads
- Mr. Valdez pointed out Project Spectrum and mention that the RFI has been submitted.

C. Economic Development Director Report, Steven Valdez.

- Monthly Report

Mr. Valdez presented his report to the Board, where he presented a quick overlook of his appointments for the month.

- Press Release: provided pictures and formatted press release on new EDC Board members.

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- Workforce Training on the Board Agenda
- Underpass Lighting: secured a 2 year warranty on labor and installation of lights and 5 year warrantee on LED lights, the project was approved by the Board with a \$150,000 budget and the total cost was \$132,462.
- Attended the FAM Tour 2020
- Script writing for the Mayors welcome at Valley Baptist Micro Hospital and script for Steve Urbina emcee replacement.
- Industrial Park Maps and power point presentation highlighting land under consideration by EDC
- VIVA Fresh Expo preparing to attend in April
- Researching ETJ area for both Woodcrafters facilities
- BRE at Woodcrafters
- Visit to Lineage Cold Storage
- Worked on three proposals for Weslaco 100 & Façade Grants

D. Economic Development Manager Report, Maria Cisneros.

- Monthly Report

Ms. Cisneros presented her report where she highlighted the following items:

- Project Home: will not be attending RECON, will let me know when he will be visiting Weslaco
- Project Katz: development is moving forward, have checked with the City to see how the permitting process is moving along.
- Project Meat: Looking for land or a building
- Project Ship: Ready to move forward
- Project Dog: Research on demographics, and meeting
- Worked on Minute Book, Certified agendas, Minutes and reports
- Research for attendees for RECON, and sending emails for appointments
- Hotel and plane reservations for RECON
- Research and registration on Sales Tax Workshop for new Board

E. Economic Development Manager Report, Lillie Delgado.

- Monthly Report

Ms. Delgado presented her report highlighting the following:

- Posting on Facebook
- Alfresco: shared on Facebook; might be cancelled because of the weather; Payne is the title sponsor; smaller sponsors are Raising Canes and Plasma Center

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- Digital Billboard: SJ Hospice, Drink more water, Law Office of Carlos Garza & Alfresco event.
- Worked on website with Create the Bridge to resolve issues.
- Marketing: Press Release of new Board Members, and TEDC also shared the press release.

F. Economic Development Accounting Services/H.R. Report, Miros Valdez.

- Monthly Report
- BVEC Report

Mrs. Valdez presented her report to the Board where she highlighted the following:

- UTRGV-CIC scheduled pest control maintenance
- Legal services-incentive agreement with Project Windshield
- Compass Bank: prepared letter for change of Board signatories & titles, & submitted non-customer signature card
- BVEC: work with Anthony for monthly board report
- CIL Properties: Notified balloon note, provide contract & promissory note
- 2018-2019 audit
- Texas National Bank; worked on credit card for Maria, Bank requests Resolution for approval
- Accounting: W-2's for staff; 1099's for vendors; Valley Stripping; CIL properties; TWC quarterly report.

VII. EXECUTIVE SESSION

At 7:11 PM Mrs. Valadez announces that the EDC Board will convene in Executive Session as posted.

At 8:34 PM, Mrs. Valadez announces that the EDC Board is out of Executive Session and will convene in Open Session as posted.

VIII. ACTION ON EXECUTIVE SESSION

- A. Project Cabinet II 317-19-12-05: 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)

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Mr. Charlton made a motion to approve the incentive for \$50,840 payable at execution of the incentive agreement with performance standards being 1. Installation of new and used equipment as set out in the Executive Directors February 12, 2020 letter in the sum of \$278,399 and 2. Performance of 10 new employees.

Mrs. Cabaza seconds the motion.

Mr. Charlton votes in favor.

Mrs. Cabaza votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Motion Carries.

B. CiL Properties: 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 and renew an extension of the principle balance of the note of \$95,186.82 payable at 5% interest, amortize for 3 years with the principle balance maturing February 20, 2023 if there is a balance.

Mr. Perez seconds the motion.

Mr. Charlton votes in favor.

Mr. Perez votes in favor.

Mrs. Valadez votes in favor.

Mrs. Cabaza votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Motion Carries.

C. Project Law 319-20-02-07: 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 recommendation of the approval for the Weslaco 100 Grant up to \$3,575.

Mrs. Cabaza seconds the motion.

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Mr. Charlton votes in favor.
Mrs. Cabaza votes in favor.
Mrs. Valadez votes in favor.
Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.

Motion Carries

- D. Project Bravo 318-20-01-22: 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)

Mrs. Cabaza made a motion to approve the recommendation for the Façade Grant for \$5000.
Mr. Charlton seconds the motion.

Mrs. Cabaza votes in favor.
Mr. Charlton votes in favor.
Mrs. Valadez votes in favor.
Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.

Motion Carries.

- E. Project Angie 322-20-01-29: 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)

Mrs. Cabaza made a motion to approve the recommendation for the Weslaco 100 Grant for \$8,850.
Mr. Charlton seconds the motion.

Mrs. Cabaza votes in favor.
Mr. Charlton votes in favor.
Mrs. Valadez votes in favor.
Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.

Motion Carries.

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- 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. Cabaza made a motion to delegate authority to the Executive Director to offer contracts for the purchase of one or more of the 5 tracts as set in her February 18, 2020 letter & to authorize to engage the services of Randy Summers at a fee of 3%.

Mr. Charlton seconds the motion.

Mrs. Cabaza votes in favor.

Mr. Charlton votes in favor.

Mrs. De La Fuente votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Motion Carries.

- G. Discuss the Purchase, sale or Lease of Real Property and Take Any Action Necessary or Advisable prospect (as permitted under Tex. Gov't Code section 551.072)

There was no action regarding this item.

- H. 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)

There was no action regarding this item.

- I. Report by Legal Counsel on Motel 6 Matter and Any Necessary Action. (as permitted under Tex. Gov't Code Section 551.071)

There was no action regarding this item.

IX. ADJOURNMENT

With no other business before the Board, at 8:40 PM the EDCW Board Meeting of February 19th, 2020 was adjourned.

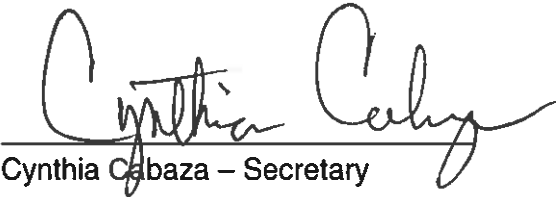
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Respectfully submitted;

A handwritten signature in blue ink, appearing to read 'M. Cisneros', written over a horizontal line.

Maria Cisneros - Recorder

The minutes were approved on the Regular Board Meeting of March 18th, 2020.

A handwritten signature in black ink, appearing to read 'Cynthia Cabaza', written over a horizontal line.

Cynthia Cabaza – Secretary