

**THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020**

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

Jose "JJ" Serrano  
Benita Valadez  
Cynthia Cabaza  
Fred Perez  
Sonjia De La Fuente  
Patrick Gonzalez

Also present were:

Marie McDermott – EDCW Executive Director  
Steven Valdez – EDCW Director  
Maria Cisneros – EDCW Manager

**I. CALL TO ORDER**

At 6:00 P.M. Mr. Serrano called the meeting from March 18<sup>th</sup>, 2020 to order.

**II. APPROVAL OF MINUTES**

**A. Regular Board Meeting of February 19, 2020.**

Mrs. Valadez made a motion to approve the minutes from February 19, 2020.  
Mrs. Cabaza seconds the motion.

Benita Valadez votes in favor.  
Cynthia Cabaza votes in favor.  
Jose "JJ" Serrano votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

**B. Special Board Meeting of March 5<sup>th</sup>, 2020.**

Mrs. Valadez made a motion to approve the minutes from the Special Board Meeting of March 5<sup>th</sup>, 2020.

Mr. Perez seconds the motion.

Benita Valadez votes in favor.

Fred Perez votes in favor.

Jose "JJ" Serrano votes in favor.

Cynthia Cabaza votes in favor.

Sonjia De La Fuente votes in favor.

Patrick Gonzalez votes in favor.

Motion passes.

**III. PUBLIC COMMENTS**

There were no public comments.

Mr. Serrano announces at 6:04 PM that the EDC Board will move into Executive Session to discuss Item 7 D. 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).

At 6:31 P.M. Mr. Serrano announces that the EDC Board will convene back in Open Session into the regular order of the agenda.

The Board meeting continued on the regular order of the agenda.

**IV. NEW BUSINESS**

**A. Discussion & Possible Action Regarding the Proposed Rule 3.334.**

Ms. McDermott presented the Item, where she recommends approval of Title 34, Section 3.334 for support on the efforts from the Tax Policy Division Comptroller of Public Accounts regarding sales tax collections & distribution from state and local sales taxes from remote sellers that have no physical address in Texas.

Mrs. Valadez made a motion to approve Title 34, Section 3.334 of the Texas Administrative Code.

Mr. Perez seconds the motion.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

Fred Perez votes in favor.  
Benita Valadez votes in favor.  
Jose "JJ" Serrano votes in favor.  
Cynthia Cabaza votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

**V. OLD BUSINESS**

A. Discussion & Possible Action Regarding Strategic Planning Workshop Results.

Ms. McDermott presented the item to the Board, going through some of the items from the results.

Item was Tabled for next meeting.

B. Discussion & Possible Action Regarding the Resolution to Obtain a Corporate Credit Card for Commercial Real Estate & Marketing Manager Maria Cisneros.

Ms. McDermott presented the item to the Board where she recommends approval for the corporate credit card for Ms. Cisneros.

Mrs. Cabaza made a motion to approve the Resolution to obtain a corporate credit card for Commercial Real Estate & Marketing Manager Maria Cisneros.

Mrs. Valadez seconds the motion.

Cynthia Cabaza votes in favor.  
Benita Valadez votes in favor.  
Jose "JJ" Serrano votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

C. Discussion & Possible Action Regarding an Amendment to the South Texas College Grant.

Ms. McDermott presented the Item to the Board, where she recommends amending the contract to end September 30<sup>th</sup>, 2020 end of fiscal year.

Mrs. Valadez made a motion to approve the recommendation.  
Mrs. Cabaza seconds the motion.

Benita Valadez votes in favor.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

Cynthia Cabaza votes in favor.  
Jose "JJ" Serrano votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

D. Discussion & Possible Action Regarding & Matching Funds Between EDC of Weslaco and South Texas College.

Mr. Valdez presented the Board with a request for the matching funds between EDCW and South Texas College for Kapal for his work training for 11 employees.  
Mrs. Cabaza made a motion to approve the request as presented.  
Mrs. Valadez seconds the motion.

Cynthia Cabaza votes in favor.  
Benita Valadez votes in favor.  
Jose "JJ" Serrano votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

E. Discussion & Possible Action Regarding Landscaping Budget and Cost Share with the City of Weslaco.

Ms. McDermott gave a status report to the Board, after discussion; Mrs. Valadez made a motion to give the Executive Director the authority to renegotiate with City Manager to request that City take over the maintenance of City Building & Downtown, and EDCW to request RFP's for Freeway & Industrial Park maintenance.  
Mrs. De La Fuente seconds the motion.

Jose "JJ" Serrano votes in favor.  
Benita Valadez votes in favor.  
Cynthia Cabaza votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

**VI. REPORTS**

A. Monthly Financial Report – March 2020.

Ms. McDermott gave the financial report for March 2020 to the Board.

No action required.

B. Executive Director Report, Marie McDermott.

- Summary Leads
- Monthly Report

Ms. McDermott presented her monthly report, where she highlighted the following items:

Land acquisition committee meeting; Contract with Randy Summers; Meeting with LRGVDC; Letter to Jacinto Garza; Walmart Neighborhood Store; Summary Leads meeting; Meeting with Chris Murine; RSTEC Board Meeting.

Business Retention: Hangar contract; Visit with Woodcrafters; Mid Valley Airport Board Briefing; Texas Regional Bank & Kapal for Financing; Meeting with Joaquin Spamer.

No action required.

C. Economic Development Director Report, Steven Valdez.

- Monthly Report

Mr. Valdez highlighted the following items for his monthly report: There were five appointments; BRE visit with Woodcrafters; Workforce Training for Agenda; Attended National Food Expo in Anaheim, California; Project Spectrum; FAM Tour Gifts; Industrial Park Land Research; Board Members Pictures; Research Property for Joaquin Spamer; Site Selector Community Profile.

No action required.

D. Commercial Real Estate & Retail Marketing Manager Report, Maria Cisneros.

- Monthly Report

Ms. Cisneros highlighted the following item: Project Katz; Project Shine; Project Barn; Project Ship; Project Day; Project Cow; Project Houston; Invitations for ICSC; Board Meeting Tasks;

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

Minutes for Special Meeting and Regular Meeting; Reservations for RECON for Board Members (including Hotel and Plane); Sales Tax Workshop Reservations for Board Members (including Hotel and Plane); Research for Retailers attending ICSC; Updated EDCW Website Properties; Signed a File Minute Book.

No action required.

E. Quality of Life Manager Report, Lillie Delgado.

- Monthly Report

Ms. Delgado presented her report highlighting the following: EDC-Weslaco Facebook posted the Domain Development Plaza; Census 2020 Information; Community Events in and Around Weslaco; State of the City Press Release; Teddy's BBQ Texas Monthly Article. Alfresco was cancel due to inclement weather; Uploaded New Photos of the EDCW Board Members; Past & Present Incentives; RFQ's Request on Website; and Worked on the Celebracion La Placita Park.

No action required.

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

- Monthly Report

- BVEC Report

Ms. McDermott gave a brief presentation of Mrs. Valdez report to the Board with continued maintenance with UTRGV-CIC; worked on the audit; and the Business Visitor & Event Center report.

No action required.

## VII. EXECUTIVE SESSION

At 7:20 PM Mr. Serrano announces that the EDC Board will convene in Executive Session as posted.

At 7:34 PM Mr. Serrano announces that the EDC Board is out of Executive Session and will convene in Open Session as posted.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

**VIII. ACTION ON EXECUTIVE SESSION**

- A. Project Eight: 238-20-02-06 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)

Mrs. Valadez made a motion to approve the Façade Grant as recommended.  
Mrs. De La Fuente seconds the motion.

Motion passes.

Benita Valadez votes in favor.  
Sonjia De La Fuente votes in favor.  
Jose "JJ" Serrano votes in favor.  
Cynthia Cabaza votes in favor.  
Fred Perez votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

- B. Project Law: 319-20-02-07 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. Serrano made a motion to approve the Weslaco 100 Grant for \$4,775 as presented.  
Mrs. Valadez seconds the motion.

Jose "JJ" Serrano votes in favor.  
Benita Valadez votes in favor.  
Cynthia Cabaza votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

- C. 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 approve as discussed under Executive Session and give the Executive Director the authority as discussed.

Mrs. Cabaza seconds the motion.

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO  
MINUTES OF THE REGULAR MEETING  
MARCH 18, 2020

Benita Valadez votes in favor.  
Cynthia Cabaza votes in favor.  
Jose "JJ" Serrano votes in favor.  
Fred Perez votes in favor.  
Sonjia De La Fuente votes in favor.  
Patrick Gonzalez votes in favor.

Motion passes.

- D. 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)

No action.

**IX. ADJOURNMENT**

With no other business before the Board, at 7:36 PM the EDCW Board Meeting of March 18<sup>th</sup>, 2020 was adjourned.

Respectfully submitted;



Maria Cisneros - Recorder

The minutes were approved on the Regular Board Meeting of April 22, 2020.



Cynthia Cabaza - Secretary