

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO
MINUTES OF THE REGULAR MEETING
MARCH 17, 2021

On this, seventeenth (17th) day of March, 2021 at 6:00 PM, The Economic Development Corporation of Weslaco convened its regular meeting at the Business Visitor & Event Center, located at 275 South Kansas Weslaco, Texas; for the purpose of discussing and taking possible action on the following items.

The following members were present:

Benita Valadez
Fred Perez
Sandra Charlton
Juan Jose "JJ" Serrano
Sonjia De La Fuente
Jerry Gonzalez

Also present were:

Steve Valdez – EDCW Interim Executive Director
Maria Cisneros – Commercial Real Estate & Retail Recruitment Manager
Lillie Delgado – Digital Communications Manager
Veronica Montemayor – Finance Manager
Eugene Vaughn – EDCW Attorney
Alex Benavides – EDCW Attorney

I. Call To Order

At 6:03 P.M. Mrs. Valadez called the Regular Board Meeting of March 17, 2021 to order.

II. Approval of Minutes

A. Regular Meeting of February 24, 2021.

Mr. Serrano made a motion to approve the minutes from February 24, 2021.

Ms. Charlton seconds the motion.

Mr. Serrano votes in favor.

Ms. Charlton votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Mr. Jerry Gonzalez votes in favor.

Motion passes.

III. Public Comments

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This portion of the meeting is not intended to be an extended discussion or a debate and is limited to 3 minutes for each presenter. Due to the Texas Open Meetings Act, the Board members do not reply; they listen.

There were no public comments.

IV. Old Business

A. Discussion & Possible Action Regarding STC and EDCW Training.

Mr. Valdez presented the list of the participants for training and recommended approval.

Mr. Serrano made a motion to approve the training for Kapal as presented.

Mr. Perez seconds the motion.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Mrs. Valadez votes in favor.

Ms. Charlton votes in favor.

Mrs. De La Fuente votes in favor.

Mr. Jerry Gonzalez votes in favor.

Motion carries.

B. Discussion & Possible Action Regarding EDCW 2020-2021 Marketing Report.

Mr. Valdez recommends to Table this item for next meeting and asks for to include renewal dates for contracts and not to renew anything.

Ms. Charlton made a motion to Table this item for next meeting.

Mrs. De La Fuente seconds the motion.

Ms. Charlton votes in favor.

Mrs. De La Fuente votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mr. Serrano votes in favor.

Mr. Jerry Gonzalez votes in favor.

Motion carries.

C. Discussion & Possible Action Regarding an Agreement with Ares Services Incorporated to Assist in Grant Preparation and Legislative Assistance in the Area of Economic Development and Economic Development Infrastructure and Other Matters determined by the EDCW Board of Directors.

Mr. Valdez presented the item to the Board, where he explains travel expenses.

Travel expenses include mileage and hotel only, if Mr. Villarreal is traveling for other entities, he is willing to split the expenses by the amount of entities he is representing.

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Mr. Serrano made a motion to approve the travel expense agreement as recommended.
Ms. Charlton seconds the motion.

Mr. Serrano votes in favor.
Ms. Charlton votes in favor.
Mrs. Valadez votes in favor.
Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.
Mr. Jerry Gonzalez votes in favor.

Motion carries.

V. New Business

A. Discussion and Possible Action Regarding Replacing Existing AC Unit For Conference Room B.

Mr. Serrano made a motion to approve option two of Joes Comfort Air proposal.
Ms. Charlton seconds the motion.

Mr. Serrano votes in favor.
Ms. Charlton votes in favor.
Mrs. Valadez votes in favor.
Mr. Perez votes in favor.
Mrs. De La Fuente votes in favor.
Mr. Jerry Gonzalez votes in favor.

Motion carries.

B. Discussion and Possible Action Regarding Hiring Engineering Firm in Conjunction With the Development of Real Estate by the EDCW.

Mr. Valdez presented the firms in the following order for their interviews:

1. Halff Associates, Inc.
2. S & B Infrastructure
3. S.A.M.E.S.

After their interviews each Board member ranked the candidates: Halff Associates received a total of 596 points; S.A.M.E.S. received a total of 516 points; S & B Infrastructure received a total of 462 points.

Ms. Charlton made a motion to accept the ranking and give the Interim Executive Director authority to negotiate with the top ranking firm.

Mrs. De La Fuente seconds the motion.

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

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Mr. Serrano votes in favor.

Mr. Jerry Gonzalez votes in favor.

Motion carries.

VI. Reports

A. Monthly Financial Report – February 2021.

Mrs. Montemayor presented the financial report for February 2021 to the EDCW Board.

No action required.

B. Interim Executive Director Report, Steven M. Valdez.

- Summary Leads
- Monthly Report

Mr. Valdez presented his report to the Board, where he highlighted the following: 12 appointments from February 12, 2021 to March 12, 2021; Industrial Park Project; Bradford Property; Robinson Fresh Garnd Opening; Project Brie Merry; Project Z & L; VIVA Fresh Expo; Summary of Leads Report & Sales Tax Allocation Comparison.

No action required.

C. Commercial Real Estate & Retail Recruitment Manager Report, Maria Cisneros.

- Monthly Report

Ms. Cisneros presented her report and highlighted the following: Maintaining 50 leads; visited Loly's Flower Shop, Mid Valley Boots, Mi Tienda & Capricious Cake Shop downtown Weslaco.; Ribbon Cutting of Schlotzsky's March 23rd at 10 A. M.; Board meeting tasks and reports.

No action required.

D. Digital Communications Manager Report, Lillie Delgado.

- Monthly Report

Ms. Delgado presented her report, where she highlighted the following: Social Media currently has 17,330 followers; Social Media postings included SBA information; Texas Border Business press release of Robinson Fresh; Posted TIPA information; & Postings on EDCW website.

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No action required.

E. Finance Manager, Veronica Montemayor.

- Monthly Report
- BVEC Report

Mrs. Montemayor presented her monthly report to the Board, where she highlighted the following: Requested FRQ's for engineering firms and met with engineering firms; EDCW Audit for 2019-2020 has been completed and paid; Weekly Monthly Board Reports, & Business, Visitor & Event Center Report.

No action required.

VII. Closed Session

At 8:34 P.M. Mrs. Valadez announced that the EDCW Board will convene under closed Session as permitted.

At 9:29 P.M., Mrs. Valadez announced that the EDCW Board will move into Open Session.

VIII. Action On Closed Session

- A. Deliberation and possible action regarding commercial or financial information received by the EDC of Weslaco from a business prospect with which the EDC of Weslaco is conducting economic development negotiations or with which the EDC of Weslaco seeks to have locate, stay, or expand operations in or near the City of Weslaco (as permitted under Tex. Gov't Code Section 551.087) including but not limited to:

- 1 Project Katz 181-18-06-06

No Action.

- B. Deliberation and possible action regarding the offer of a financial or other incentive to a business prospect with which the EDC of Weslaco is conducting economic development negotiations and with which the EDC of Weslaco seeks to have locate stay, or expand operations in or near the City of Weslaco (as permitted under Tex. Gov't Code Section 551.087), including, but not limited to:

1. Project Ahmed 329-19-10-28

Mr. Serrano made a motion to alter the contract to extend the agreement till July 2021 and adjusting the timeline for the rest of the capstones.

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Ms. Charlton seconds the motion.

Mr. Serrano votes in favor.

Ms. Charlton votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Mr. Jerry Gonzalez votes in favor.

Motion carries.

2. Project Green 395-19-11-07

Mr. Jerry Gonzalez made a motion to approve the recommendation on the amount of \$12,448 dollars for the Weslaco 100 Grant in accordance with discussion under Closed Session.

Ms. Charlton seconds the motion.

Mr. Jerry Gonzalez votes in favor.

Ms. Charlton votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mr. Serrano votes in favor.

Mrs. De La Fuente votes in favor.

Motion carries.

C. Deliberation and possible action regarding the purchase, exchange, lease, or value of real property (as permitted under Tex. Gov't Code Section 551.072), including, but not limited to:

1. Project Park 99-16-09-01

Mr. Serrano made a motion to authorize Interim Executive Director to negotiate in accordance with the discussion under Closed Session.

Mr. Jerry Gonzalez seconds the motion.

Mr. Serrano votes in favor.

Mr. Jerry Gonzalez votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Ms. Charlton votes in favor.

Mrs. De La Fuente votes in favor.

Motion carries.

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D. Deliberation and Possible Action Regarding the Appointment, employment, evaluation, reassignment, duties, or resignation of a public officer or employee. (as permitted under Tex. Gov't Code Section 551.074 and 551.071) , including, but not limited to:

1. Executive Director Search

No action.

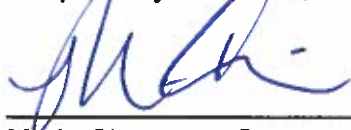
E. Consultation with Attorney and possible action regarding: (1) pending or contemplated litigation; (2) a settlement offer; or (3) a matter in which the duty of the Attorney to the EDC of Weslaco under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with Chapter 551 of the Texas Government Code (as permitted under Tex. Gov't Code Section 551.071)

No action.

IX. Adjournment

With no other business before the Board, at 9:32 PM the EDCW Board Regular Meeting of March 17, 2021 was adjourned.

Respectfully submitted;



Maria Cisneros – Recorder

The minutes were approved on the Regular Board Meeting of April 21, 2021.



JJ Serrano - Secretary

