

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

On this, nineteenth (19) day of August 2020 at 6:00 PM, The Economic Development Corporation of Weslaco convened its regular meeting via videoconference/telephone as granted by Governor Greg Abbott, temporary suspension of the Open Meeting Act as a precaution of spread of COVID-19.

The following members were in attendance:

Jose "JJ" Serrano
Benita Valadez
Cynthia Cabaza
Stephen Charlton
Fred Perez
Patrick Gonzalez

Also present were:

Marie McDermott – Executive Director
Steven Valdez – Director
Maria Cisneros – Commercial Real Estate & Retail Marketing Manager
Lillie Delgado – Digital Communications Manager
Veronica Montemayor – Finance Manager
Eugene Vaughn – EDCW Attorney
Alex Benavides – EDCW Attorney
Rudy Salinas – EDCW CPA
Barbara Jean Garza – Weslaco Chamber President
David Fuentes - CFO Tierra Santa Golf Course

I. CALL TO ORDER

At 6:00 P.M. Mr. Serrano called the meeting from August 19th, 2020 to order.

II. APPROVAL OF MINUTES

A. Regular Board Meeting of July 15, 2020.

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

Mrs. Cabaza seconds the motion.

Mr. Charlton votes in favor.

Mrs. Cabaza votes in favor.

Mr. Serrano votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mr. Gonzalez votes in favor.

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Motion passes.

B. Special Board Meeting of July 31, 2020.

Mr. Charlton made a motion to approve the minutes from July 31, 2020.

Mrs. Valadez second the motion.

Mr. Charlton votes in favor.

Mrs. Valadez votes in favor.

Mr. Serrano votes in favor.

Mrs. Cabaza votes in favor.

Mr. Perez votes in favor.

Mr. Gonzalez votes in favor.

C. Special Board Meeting of August 6, 2020.

Mrs. Valadez made a motion to approve the minutes from August 6, 2020.

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.

Mr. Perez votes in favor.

Mr. Gonzalez votes in favor.

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III. PUBLIC COMMENTS:

There were no public comments.

IV. OLD BUSINESS

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A. Discussion & Possible Action Regarding Weslaco Chamber of Commerce Lease Agreement.

Mrs. Barbara Garza addressed the EDCW Board and mentioned that the Weslaco Chamber has been working hard on getting more memberships and asked for support of discount on rent. Mrs. Cabaza made a motion to discount the past due rent discounted by 25% for three months. Mr. Charlton seconds the motion.

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

Motion passes.

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

Mr. Valdez presented the item to the Board where he asked for approval for training as presented.

Mr. Charlton made a motion to approve the training for Kapal as presented.
Mrs. Cabaza seconds the motion.

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

Motion passes.

C. Discussion & Possible Action Regarding an Amendment to Incentive Agreement Between South Texas College Mid Campus & EDCW for High Demand Job Training.

Ms. McDermott presented the item to the Board, and recommends extension of contract. Mrs. Cabaza made a motion to approve the extension of the high demand contract till December 2020. Mr. Charlton seconds the motion.

Mrs. Cabaza votes in favor.

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

Motion passes.

D. Discussion & Possible Action Regarding Bids for Freeway Maintenance.

Ms. McDermott presented the item to the Board, and asked for approval.
Mrs. Cabaza recommends a 1 million dollars policy, the EDCW is added as additional insured, workers comp waiver of segregation, and auto insurance.
Mr. Charlton made a motion accept bid based on the company meeting the requirements discussed.
Mr. Gonzalez seconds the motion.

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

Motion passes.

E. Discussion & Possible Action Regarding Second Weslaco Small Business Recovery Assistance Loan/Grant.

Ms. McDermott gave a status report of the applicants as of 4:30pm of August 19, 2020.
Mr. Serrano asked for a Special Meeting for August 25, 2020 at noon for final approval.

No motion needed.

V. NEW BUSINESS

A. Discussion and Possible Action Regarding the Weslaco Chamber Air Conditioner Unit Replacement Bids.

Ms. McDermott presented the item and recommends Farrell Plumbing and Cooling with their price more advantages.

Mrs. Cabaza request proof of workers comp and general liability and a certificate netting EDCW as additional insured and waved.

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Mrs. Cabaza made a motion to accept the contract from Farrell Plumbing for the 6 ton A/C unit.
Mr. Perez seconds the motion.

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

Motion passes.

B. Discussion and Possible Action Regarding EDCW Work Plan for Fiscal Year 2020-2021.

Ms. McDermott presented the EDCW work plan for fiscal year 2020-2021 to the Board.

Mr. Charlton made a motion to approve the EDCW work plan for fiscal year 2020-2021.
Mrs. Cabaza seconds the motion.

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

Motion passes.

VI. REPORTS

A. Monthly Financial Report – August 2020.

Mrs. Montemayor presented the monthly financial report for August 2020.

No action required.

B. Executive Director Report, Marie McDermott.

- Summary Leads
- Monthly Report

Ms. McDermott presented her report to the Board where she highlighted the following: Weslaco Industrial Park Land acquisition committee; Weslaco's Small Business Recovery Assistance Loan/Grant committee; Special Meeting for Draft Budget; Working with Maria on three projects on

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the list; Talking to the City code enforcement regarding a wall that has burned and store owner wants it down; Hurricane clean up BVEC roof and landscaping repairs; Summary Leads we have 21 projects that are wins with 171 new jobs and \$13,366,00 in capital investment.

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: Appointments for the month; 2 virtual site selection meetings; completed Project Flower; Zoom workshop for local businesses; Follow-up after hurricane; RFI's to Project Gateway Passage, Project Safety First & Project Grow South; worked on slides for industrial park presentation; Project Barbie; EDC grant application; Project Transloading; Improving home office setting; maintaining relationships with prospects.

No action required.

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

• Monthly Report

Ms. Cisneros gave her monthly report and highlighted the following: Working on Project Ship, Ms. McDermott will be giving more details under Executive Session; Project Ahmed; Project Flash; Project Katz; Project King; Project Myra; the rest are agenda packages; minutes; sales tax reports; summary leads report; public information request; a couple of demographic reports.

No action required.

E. Digital Communications Manager Report, Lillie Delgado.

• Monthly Report

Ms. Delgado presented her report and highlighted the following: Promoting of Small Business Training Seminars; Shared webinars from the Texas Workforce; Texas Grant information; Updated project photos of Harbor Freight and South Point Plaza; Billboards updated; Valley Business Report had Busy Bristles; De Shopping Magazine.

No action required.

F. Finance Manager, Veronica Montemayor.

• Monthly Report

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- BVEC Report

Mrs. Montemayor highlighted the following items: UTRGV repairs; Invoiced the Cares Act; Received check for the Cares Act; EDCW 2020-2021 Budget; Attend Budget workshop at the City; EDA Grant; BVEC 925 visitors during the elections.

No action required.

VII. EXECUTIVE SESSION

At 7:12 P.M. Ms. Cisneros announces that the Board will convene in Executive Session as posted.

At 8:46 P.M. Mr. Serrano announces that the Board will move in to Open Session.

VIII. ACTION ON EXECUTIVE 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).

1. Project Ship 126-16-09-07

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 Aquila Capital Holding Agreement Amendment

Mrs. Valadez made a motion to approve extension as recommendation of the Executive Director.
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.
Mr. Perez votes in favor.
Mr. Gonzalez votes in favor.

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2. Project Z & L 346-20-04-19

Mrs. Valadez made a motion to accept the recommendation of the Executive Director.
Mr. Gonzalez seconds the motion.

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

Motion passes.

3. Project Transloading 348-19-04-17

No action.

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 Barbie 344-20-07-15

Mr. Charlton made a motion to negotiate for the purchase of the property as discussed under Executive Session.
Mrs. Cabaza seconds the motion.

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

Motion passes.

2. Project Park 99-16-09-01

Mrs. Valadez made a motion to authorize the Executive Director to enter in an agreement on the property discussed in Executive Session.
Mr. Charlton seconds the motion.

Mrs. Valadez votes in favor.

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

Motion passes.

D. Consultation with Attorney 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).

1. Status Report from Mr. Jesus (Chuy) Ramirez Regarding Pending Litigation.

No action.

2. Deliberation and Possible Action Regarding Executive Director's Performance Review. (as permitted under Tex. Gov't Code Section 551.074)

Item was Tabled for next Board Meeting.

IX. ADJOURNMENT

With no other business before the Board, at 8:50 P.M. the EDCW Board Meeting of August 19, 2020 was adjourned.

Respectfully submitted;



Maria Cisneros - Recorder

The minutes were approved on the Regular Board Meeting of September 16, 2020.



Cynthia Cabaza – Secretary