

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO
MINUTES OF THE REGULAR MEETING
OCTOBER 21, 2020

On this, twenty-first (21st) day of October, 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 present:

Juan Jose "JJ" Serrano
Benita Valadez
Stephen Charlton
Fred Perez
Sonjia De La Fuente – Arrived at 6:10 P.M.

Also present were:

Marie McDermott – EDCW Executive Director
Steve Valdez – EDCW Director
Maria Cisneros – Commercial Real Estate & Retail Marketing Manager
Lillie Delgado – Digital Communications Manager
Veronica Montemayor – Finance Manager
Rudy Salinas – EDCW CPA
Alex Benavides – EDCW Attorney
Eugene Vaughn – EDCW Attorney
Maria Lenard - Fortem Consulting LLC
Lance Nail – UTRGV-CIC Dean

I. CALL TO ORDER

At 6:00 PM, Mr. Serrano called the Regular Meeting of September 16, 2020 to order.

II. APPROVAL OF MINUTES

A. Regular Board Meeting of September 16, 2020.

Mrs. Valadez made a motion to approve the minutes from the Regular Board Meeting of September 16, 2020.

Mr. Charlton seconds the motion.

Mrs. Valadez votes in favor.

Mr. Charlton votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Motion passes.

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III. PUBLIC COMMENTS:

There were no public comments.

IV. NEW BUSINESS

A. Introduction and Discussion of the Dean of Business School UTRGV-CIC Dean Lance Nail of the plan that he has for the Center for Innovation and Commercialization.

Dean Lance Nail addressed the Board and mention that UTRGV has been approached by Apple, to recruit more Hispanic developers to develop Apple apps which they will be taking courses here in UTRGV-CIC Weslaco.

No action required.

B. Discussion and Possible Action Regarding Beatification to Dolores Huerta Ave.

Ms. McDermott recommends improving the embellishment of Dolores Huerta Ave. for \$8,350.

Mrs. Valadez moves to approve the incentive as recommended.

Mr. Perez seconds the motion.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Mr. Serrano votes in favor.

Mrs. De La Fuente votes in favor.

Mr. Charlton votes against.

Motion passes with four votes.

V. OLD BUSINESS

A. Discussion & Possible Action Regarding Lawn Services with Lawn Rangers.

Mr. Charlton made a motion to approve the services from Lawn Rangers.

Mrs. De La Fuente seconds the motion.

Mr. Charlton votes in favor.

Mrs. De La Fuente votes in favor.

Mr. Serrano votes in favor.

Mrs. Valadez votes in favor.

Mr. Perez votes in favor.

Motion passes.

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

Mrs. Valadez made a motion to approve the training of STC and EDCW for La Abuela Foods.
Mr. Charlton seconds the motion.

Mrs. Valadez votes in favor.

Mr. Charlton votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Motion passes.

C. Discussion Regarding Strategic Planning Results by Maria Leonard.

Mrs. Leonard presented the results of the strategic planning to the Board.

No action required.

VI. REPORTS

A. Monthly Financial Report – September 2020.

Mr. Salinas presented the monthly financial report for September 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: Joint workshop schedule for either November 11 or 21st from 8:30 A.M. to Noon; Weslaco's Industrial Park; Project Ahmed; Mr. Ramirez regarding the Sunil Wadhvani/Nolana deal; Project Z & L; Talked to Martin Vela IT Director of City of Weslaco about software program; Incentive contract for David Duff; Incentive contract for CH Robinson/CIL Fresh; Incentive contract for JJ Villarreal and deliver check; Grant for VIDA; Grant for Frontera Audubon and deliver check; Letter for Lawn Rangers; Talked to Ernesto Velarde & Jorge Torres, US Customs Broker; Working out the EDA grant for the City of Weslaco and EDC role in funding hanger project; RSTEC Executive & Membership Committee & Board Meeting; TBIC Virtual Mission meetings to recruit companies and sent thank you notes; Project Tube; Summary Leads.

No action required.

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C. Economic Development Director Report, Steven Valdez.

- Monthly Report

Mr. Valdez highlighted the following on his report: five appointments; TBIC Virtual site selection meetings; Completed Project White House; Updated power point presentation for workshop; RFI Project Neowise; Project Sanitize; Promotional video for industrial park; Annual work plan; FRI Project Sunburst; Maintaining relationships with 15-20 prospects and leads.

No action required.

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

- Monthly Report

Ms. Cisneros highlighted the following in her report: Project Ship; Rick Robles regarding new plaza on Texas Blvd.; Project Centro; Project Tin; Project Christmas; Project Dog; Project Comfort Food; Project Home; Project Tech; Project Bellow; Project Katz; Board meeting tasks; Minute Book Minutes; Certified Agendas; Webinar by the Retail Coach; Communicated with the City regarding Board members terms.

No action required.

E. Digital Communications Manager Report, Lillie Delgado.

- Monthly Report

Ms. Delgado highlighted the following: Posting on EDCW Facebook account: Harbor Freight Tools; Tenants on South Point Plaza; Message from Mayor Suarez regarding 2020 Census; Rio Grande Guardian article regarding Kapal; Uploaded to EDCW website the labor market report; Uploaded the Incentive Inflow/out flow list; Uploaded top employers in Weslaco; Billboards-SJ Hospice, Unidos Contra Diabetes and Smith Security Anniversary all three have renew for next month.

No action required.

F. Finance Manager, Veronica Montemayor.

- Monthly Report

- BVEC Report

Mrs. Montemayor highlighted the following in her report: UTRGV-CIC invoices for monthly rent, janitorial services & HVAC preventive maintenance; Received and deposited sales tax money; EDA grant is on hold till further notice; monthly reports; Business Visitor & Event Center report.

No action required.

VII. EXECUTIVE SESSION

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At 7:39 P.M. Mr. Serrano announces that the Board will move into Executive Session as posted.

At 8:09 P.M. Mr. Serrano announces that the Board will move out of Executive Session and into 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 Centro 311-19-09-16:

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 Sanitize 353-20-08-06

Mrs. Valadez made a motion to approve the incentive as recommended.
Mr. Charlton seconds the motion.

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

Motion passes.

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

No action.

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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. Waiver of Conflict of Interest.

Mr. Charlton made a motion to authorize the Executive Director to sign the waiver of conflict of interest as presented.

Mrs. Valadez seconds the motion.

Mrs. Valadez votes in favor.

Mr. Charlton votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Mrs. De La Fuente votes in favor.

Motion passes.

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

Mr. Serrano appointed a committee of himself, Mrs. Valadez and Mr. Perez for the Director's performance review.

IX. ADJOURNMENT

With no other business before the Board, at 8:11 PM the EDCW Board Regular Meeting of October 21, 2020 was adjourned.

Respectfully submitted;



Maria Cisneros – Recorder

The minutes were approved on the Regular Board Meeting of November 21st, 2020.



Cynthia Cabaza – Secretary