

THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO
MINUTES OF THE REGULAR MEETING
May 15, 2019

On this, fifteenth (15th) day of May, 2019 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:

Joe Olivarez – President
Diana Fuentes-Aguilar – Vice President
Mr. Charlton - Treasurer
Mrs. Cabaza - Secretary
Rick Talbert
Benita Valadez
Juan Jose “JJ” Serrano

Also present were:

Marie McDermott – EDCW Executive Director
Steven Valdez – EDCW Director
Maria Cisneros – EDCW Manager
Miros Valdez – EDCW Manager
Lillie Delgado – EDCW Manager
Roberto Carrillo - EDCW CPA
Mike Perez – Weslaco City Manager
Andrew Munoz – Weslaco Assistant City Manager
Terrie Salinas – Lower Rio Grande Valley Development Council Director

I. CALL TO ORDER

At 6:05 PM, Mr. Olivarez called the meeting of May 15, 2019 to order.

II. APPROVAL OF MINUTES

A. Regular Board Meeting of April 17th, 2019.

Mr. Charlton made a motion to approve the minutes from April 17, 2019.

Mrs. Valadez seconds the motion.

Mr. Charlton votes in favor.

Mrs. Valadez votes in favor.

Mr. Olivarez votes in favor.

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Mr. Talbert made a motion to approve the recommendation from the Executive Director to assist the City with \$416,468. Disbursement of a quarter of it this year for \$104,117, then \$156,175.50 for this year of 2020 and the remaining amount of \$156,175.50 to be paid on 2021.

Mrs. Cabaza seconds the motion.

Mr. Talbert votes in favor.
Mrs. Cabaza votes in favor.
Mr. Olivarez votes in favor.
Mrs. Aguilar votes in favor.
Mr. Charlton votes in favor.
Mrs. Valadez votes in favor.
Mr. Serrano votes in favor.

Motion passes.

V. OLD BUSINESS

A. Discussion and Deliberation Regarding Improvement of the Business Visitor & Event Center.

Mrs. Valdez presented the report from the improvement of the Business Visitor & Event Center.

Mrs. Aguilar made a motion to approve the recommendation to give the bid to Mr. Castellanos.

Mrs. Valadez seconds the motion.

Mrs. Aguilar votes in favor.
Mrs. Valadez votes in favor.
Mr. Olivarez votes in favor.
Mr. Charlton votes in favor.
Mrs. Cabaza votes in favor.
Mr. Talbert votes in favor.
Mr. Serrano votes in favor.

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B. Discussion and Possible Action Regarding the Audit for 2017/2018.

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Mr. Garcia presented the Audit for 2017-2018 to the Board, there was no action taken due to some corrections that need to be made.

There was no action taken.

VI. REPORTS

A. Monthly Financial Report – April 2019.

Mr. Carrillo presented the Financial Report for April 2019 to the Board, Mr. Charlton made a comment to look in to an interest bearing account.

No action.

B. Executive Director Report.

- **Monthly Report**

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

Upcoming events- RSTEC April Board meeting in Reynosa Mexico; Attended RGV Focus lunch; Project Hospitality. April/May Activities-Texas Enterprise Zone Program with Kapal; Sponsored the U.S. SBA 2019 National Business Week, Lamar Jones from Janktified Goodness and Adam Shidler from Weslaco's Daily Grind won awards; Participated in RSTEC/Tamaulipas workshop; met with Project Levine and Project Box; Follow-up with Project Oscar; Project Alley; Pavers for the City of Weslaco; and the Summary Leads Report.

No action.

C. Economic Development Director Report.

- **Monthly Report**

Mr. Valdez gave a brief report to the Board where he highlighted the following items: Attended PPG Paint Ribbon Cutting, Attended Viva Fresh Expo, meeting with Joe Hernandez seeking business advice, RSTEC, 4th of July preparations,

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Planning the STC Workforce Training Luncheon, Overpass Lighting, Project Eye, Project Captain, Tex Mex Inc. and the South Texas College Grant spreadsheet.

No action.

D. Economic Development Manager Report, M. Cisneros.

- **Monthly Report**

Ms. Cisneros presented her report to the Board where she highlighted the following items: maintaining 30 leads including the following: Project Box, Project Orange, Meeting with Domain Development and Daniel Galvan, advertising on Facebook and Mexico Industry News Magazine. RECON: Finalizing Agenda, updating marketing materials, working on all of the Board Meeting tasks, and weekly reports, updating commercial real estate properties on EDCW website, a new public information request, 4th of July committee meeting & sponsorships.

No action.

E. Economic Development Manager Report, L. Delgado.

- **Monthly Report**

Ms. Delgado presented her report to the Board where she highlighted the following: Social media posted the postcard for Hooters; sharing information regarding Economic Development Week; and sharing information about Small Business Week, Small Business Award Lamar Jones Janktified Goodness and Adam Sarge Weslaco's Daily Grind. 4th of July event report: Bands, Southern Ashes, Jaime De Anda; vendor sing-ups start May 13; Beer vendor is Rewind Bar & Grill.

No action.

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F. Business Visitor & Event Center Report, Miro Valdez.

Mrs. Valdez presented the Business Visitor & Event Center Report to the Board, where she highlighted the amount of visitors, events for April 2019 and \$3,730 dollars on reservations from October 2018 through April 2019.

No action.

VII. EXECUTIVE SESSION

At 7:44PM Ms. Cisneros announces that the EDCW Board is in Executive Session.

At 8:45PM Ms. Cisneros announces that the EDCW Board is now out of Executive Session and will reconvene in Open Session.

VIII. ACTION ON EXECUTIVE SESSION

Mr. Talbert exits the room before any discussion regarding Project Park.

- A. 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)

Mr. Charlton made a motion to keep the offer in place until June 14th, 2019.
Mrs. Valadez seconds the motion.

Mr. Charlton votes in favor.
Mrs. Valadez votes in favor.
Mr. Olivarez votes in favor.
Mrs. Aguilar votes in favor.
Mrs. Cabaza votes in favor.
Mr. Serrano votes in favor.
Mr. Talbert abstains from voting.

Motion passes with six votes.

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- B. Project Light 233-18-24-11: 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)

There was no discussion regarding this item.

- C. Project Eye 168-18-02-05: 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 551.072)

Mrs. Aguilar made a motion to approve the recommendation by the Executive Director, with payment be split in two parts, part one \$25,000 the first year and part two \$22,707 the second year.

Mr. Charlton seconds the motion.

Mr. Olivarez votes in favor.

Mrs. Aguilar votes in favor.

Mr. Charlton votes in favor.

Mrs. Cabaza votes in favor.

Mr. Talbert votes in favor.

Mrs. Valadez votes in favor.

Mr. Serrano votes in favor.

Motion passes.

Mr. Charlton exits the Board Room prior to any discussion regarding Project Hanks.

- D. Project Hanks 243-19-11-04: 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. Aguilar made a motion to approve the Executive Director's recommendation for the Façade and the Weslaco 100.

Mrs. Cabaza seconds the motion.

Mr. Olivarez votes in favor.

Mrs. Aguilar votes in favor.

Mrs. Cabaza votes in favor.

Mr. Talbert votes in favor.

Mrs. Valadez votes in favor.

Mr. Serrano votes in favor.

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Mr. Charlton abstains from voting.

Motion passes with six votes.

- E. Project Box 242-19-01-04; 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)

Mr. Serrano made a motion to approve an incentive agreement of \$75,000 with three year term of \$25,000 per year, with the condition to hire 70 employees, half of them full-time and half part-time, and provide certificate of occupancy.

Mrs. Valadez seconds the motion.

Mr. Olivarez votes in favor.

Mrs. Aguilar votes in favor.

Mr. Charlton votes against.

Mrs. Cabaza votes in favor.

Mr. Talbert votes against.

Mrs. Valadez votes in favor.

Mr. Serrano votes in favor.

Motion passes with five votes.

- F. Discussion and Deliberation Regarding Evaluation of the Executive Director of EDC of Weslaco, Goals, and Objectives (as permitted under Tex. Gov't Code section 551.074)

There was no action regarding this item.

IX. ADJOURNMENT

With no other business before the Board, at 9:05 PM the EDCW Board Meeting of May 15, 2019 was adjourned.

Respectfully submitted;



Maria Cisneros - Recorder

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The minutes were approved on the Regular Board Meeting of June 19th, 2019.



Cynthia Cabaza – Secretary