

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

On this, eighteenth (18th) day of November, 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
Fred Perez
Patrick Gonzalez

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
Eugene Vaughn – EDCW Attorney
Alex Benavides – EDCW Attorney
Mike Perez – Weslaco City Manager

I. CALL TO ORDER

At 6:01 PM, Mr. Serrano called the Regular Meeting of November 18, 2020 to order.

II. APPROVAL OF MINUTES

A. Regular Board Meeting of October 21, 2020.

Ms. Cisneros pointed that the minutes need to be revised item on paragraph I.
Call to Order: the date should read October 21, 2020.

Mrs. Valadez made a motion to approve the minutes from the Regular Board Meeting of October 21, 2020 with the revision.

Mr. Gonzalez seconds the motion.

Mrs. Valadez votes in favor.

Mr. Gonzalez votes in favor.

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Mr. Serrano votes in favor.
Mr. Perez votes in favor.

Motion passes.

III. PUBLIC COMMENTS:

There were no public comments.

IV. NEW BUSINESS

A. Discussion & Possible Action Regarding Revising EDCW Fiscal Policy and Guide for COVID-19 Virus.

Mrs. Valadez made a motion to approve COVID pay for 14 business days paid time for one time only in alignment with what the City of Weslaco currently has in place.

Mr. Gonzalez seconds the motion.

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

Motion passes.

V. OLD BUSINESS

A. Discussion & Possible Action Regarding Audit Agencies Quotes.

Mrs. Valadez made a motion to approve the recommendation to hire Garcia & Pena for EDCW Audit.

Mr. Perez seconds the motion.

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

Motion passes.

B. Discussion & Possible Action Regarding Hiring a Consultant for the City of Weslaco for the Airport Investment.

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Mr. Gonzalez made a motion to proceed and prepare contract for consideration for next EDCW Board meeting.

Mrs. Valadez seconds the motion.

Mr. Gonzalez votes in favor.

Mrs. Valadez votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Motion passes.

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

No action.

D. Discussion & Possible Action Regarding for South Texas College to go to the end of the Fiscal Year September 30, 2021.

Mrs. Valadez made a motion to approve the recommendation for a renewal of a \$75,000 for training with STC.

Mr. Gonzalez seconds the motion.

Mrs. Valadez votes in favor.

Mr. Gonzalez votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Motion passes.

At 6:38 P.M. Mr. Serrano announces that the Board will move out of order of the agenda and go into Executive Session.

At 7:04P.M. Mr. Serrano announces that the Board will move into Open Session and back to the regular order of the agenda.

VI. REPORTS

A. Monthly Financial Report – October 2020.

Mrs. Montemayor presented the financial report for October 2020 to the Board.

No action required.

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B. Executive Director Report, Marie McDermott.

- Summary Leads
- Monthly Report

Ms. McDermott presented her report to the Board where she highlighted the following: Weslaco's Industrial Park/Joint Workshop; Project Philippines; Project Liu; Communicated with Hans Humphry; Met with Trigen Construction; Communicated with City of Nolensville; Talked to Esmeralda Villarreal from Texas Workforce Commission; Talked to David Duff; BRE with Namce; Communicated with Project Ahmed; Worked on Project Z & L; Chatted with Martin Vela, IT Director of City of Weslaco; Follow-up with Turkish prospects; Staff returning to office Nov. 9th; Communicated with staff about COVID-19 procedures; COVID-19 policy; Meeting with Patrick Gonzalez and Veronica Montemayor; Summary Leads meeting.

No action required.

C. Economic Development Director Report, Steven Valdez.

- Monthly Report

Mr. Valdez did not have a report, he was hospitalized with Covid-19 and has been out for about 3 weeks. Working on Project Odd Couple.

No action required.

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

- Monthly Report

Ms. Cisneros presented her report to the Board where she highlighted the following: Working on 34 leads; Project Ship; Project Centro; Project Back; Project Myra; Project Liu; Obed Garcia regarding development; Project Rudy; Agenda for November 18, 2020 along with attachments, posting and delivery; Quarterly Review with Ms. McDermott; Revised work plan for 2020-2021; Summary of Leads Report; Joint Workshop Agenda, Minutes; Certified Agendas.

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No action required.

E. Digital Communications Manager Report, Lillie Delgado.

• Monthly Report

Ms. Delgado highlighted the following on her report; Posted/Shared the following: COVID-19 information; UTRGV-CIC Weslaco Grant; Cybersecurity Awareness for Small Business Webinar; Texas National Bank new construction; Senor Mostacho coming soon; South Texas College Grant Award; Small Business Administration Franchising Webinar Series; Grand opening for the Eatery; Photos of the TIPA Skeet Shooting Fundraiser. Billboard currently running are: SJ Hospice; Le Pho House; Smith Security; Woodcrafters; Pending Chick-Fil-A. Marketing on TIPA; Valley Business Report.

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 and janitorial services; Received and deposited sales tax check from City of Weslaco; Attended Monday's zoom meetings; worked on Balance Sheet; Profit & Loss; Inflow & Outflow report; Business Visitor & Event Center report.

No action required.

VII. EXECUTIVE SESSION

At 7:48 P.M. Mr. Serrano announces that the EDCW 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

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- 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).

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 Myra 342-19-06-13

Mrs. Valadez made a motion to approve Project Myra as discussed under Executive Session.

Mr. Gonzalez seconds the motion.

Mrs. Valadez votes in favor.

Mr. Gonzalez votes in favor.

Mr. Serrano votes in favor.

Mr. Perez votes in favor.

Motion passes.

2. Project Rudy 373-20-11-11

Mrs. Valadez made a motion to approve Project Rudy as discussed under Executive Session.

Mr. Gonzalez seconds the motion.

Mrs. Valadez votes in favor.

Mr. Gonzalez votes in favor.

Mr. Serrano votes in favor.

Mr. Perez 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:

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1. Project Park 99-16-09-01

No action

2. Hiring a Commercial Broker for Sell of the University Apartments.
Mrs. Valadez made a motion for approval as discussed under Executive Session.
Mr. Perez seconds the motion.

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

Motion passes.

3. Transfer Ownership of the University Apartments.

Mrs. Valadez made a motion for approval as discussed under Executive Session.
Mr. Perez seconds the motion.

Mrs. Valadez votes in favor.
Mr. Perez votes in favor.
Mr. Serrano 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).

No Action

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

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1. Committee Review of Executive Director's Yearly Performance.

Item was Tabled.

IX. ADJOURNMENT

With no other business before the Board, at 8:46 PM the EDCW Board Regular Meeting of November 18, 2020 was adjourned.

Respectfully submitted;



Maria Cisneros – Recorder

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



Juan J. Serrano - Secretary