

Development Corporation of Mercedes, Inc.

Agenda

February 24, 2021 at 11:30AM

320 S. Ohio

Development Corporation of Mercedes, Inc.

Agenda

February 24, 2021 11:30AM

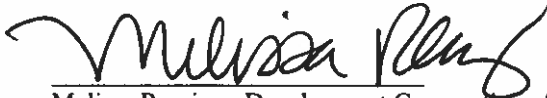
320 S Ohio

NOTICE, is hereby given that the Development Corporation of Mercedes, Inc. will be holding a **VIRTUAL Special Called Meeting** on **Wednesday, February 24, 2021** at **11:30AM** at **URL: <https://global.gotomeeting.com/join/900892645>** **PHONE: 1 866 899 4679 / ACCESS CODE: 900-892-645** for the purpose of considering and taking formal action regarding the following items:

1. Call meeting to order
2. Discussion and Action: January 20, 2021 Board Minutes
3. Discussion and Action: January 2021 Financials
4. Discussion and Action: Election of Officers
5. Discussion and Action: FY19-20 Audit Corrective Action
6. Discussion and Action: Resolution to Approve Utilizing AMEX points for Christmas Bonus/Gift cards
7. Discussion and Action: Tree Removal and Clean-up of Mercedes Light Industrial Park, Lots 1,2,5,6,8 and Ditch
8. Discussion: Mercedes Light Industrial Park Fencing
9. Discussion and Action: New Commercial Production Costs
10. Executive Session: Section 551.071: pending legal issues with 956Sports and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.
11. Discussion and Action: item #10
12. Adjournment

The Board of Directors reserves the right to go into Executive Session at any time during the meeting to consult with its attorney in accordance with Section 551.071, deliberate the purchase or sale of real property in accordance with Section 551.072, deliberate personnel matters in accordance with Section 551.074, and/or deliberate economic development negotiations in accordance with Section 551.047. This notice is given in accordance with Vernon's Texas Code Annotated, Texas Government Code, Section 551.001 et. seq. I hereby certify this Notice of a Meeting of the Development Corporation of Mercedes was posted in accordance with the Open Meetings Act on the outside bulletin board at City Hall of the City of Mercedes, located at 400 S Ohio, visible and accessible to the general public during and after working hours. This notice was posted on the 19th day of February, 2021 at 4:00PM and will remain so posted continuously for at least 72 hours preceding the scheduled time of this meeting in accordance with Chapter 551 of the Texas Government Code.

ATTEST:



Melissa Ramirez, Development Corporation of Mercedes

1. Call meeting to order

2. Discussion and Action: January 20, 2021 Board Minutes

Development Corporation of Mercedes, Inc.
Virtual Special Called Meeting
Wednesday, January 20, 2020 11:30AM
globalgotomeetings.com

Board Members Present:

Fred Gonzalez – President
Roel Villanueva- Member
David Garza – Member
Peggy Marie Chavez – Yanez - Member
Luis Huerta - Member

Board Members Absent:

Joe Flores – Vice President
Tony Garza – Treasurer

EDC Staff Present:

Melissa Ramirez – Executive Director

City Staff Present:

Mark Sossi – DCM Attorney

Others Present:

Roberto Carrillo – Givilancz & Martinez PLLC
Ana Cadena Trevino - Carr, Rigg and Ingram, LLC

1. Call Meeting to order

Fred Gonzalez called the meeting to order at 11:47 AM.

2. Discussion and Action: November 18, 2020 Board Minutes

Roel Villanueva motioned to approve the November 18, 2020 Board Minutes as presented. Seconded by David Garza. All voted aye.

3. Discussion and Action: November 2020 and December 2020 Financials

David Garza motioned to approve the November 2020 Financials as presented. Seconded by Luis Huerta. All voted aye. Roel Villanueva motioned to approve the December 2020 Financials as presented. Seconded by David Garza. All voted aye.

4. Discussion and Action: Election of Officers

David Garza motioned to table the Election of Officers until the February meeting. Seconded by Luis Huerta. All voted aye.

5. Discussion and Action: FY 19-20 Audit, Carr, Rigg and Ingram, LLC

Roel Villanueva motioned to approve the FY 19-20 Audit as presented by Carrs, Rigg and Ingram, LLC. Seconded by David Garza. All voted aye.

6. Discussion and Action: TXCLASS

David Garza motioned to approve the TXCLASS Quarterly Report as presented. Seconded by Luis Huerta. All voted aye.

7. Discussion and Action: Bank Signature Card

David Garza motioned to approve the Bank Signature Card changes as presented in the memo to remove Jaime Gonzales from all DCM accounts and add Luis Huerta. Seconded by Roel Villanueva. All voted aye.

8. Discussion and Action: Tree Removal and Clean-up of Mercedes Light Industrial Park, Lots 1, 2, 5, 6, 8 and Ditch.

David Garza motioned to gather two more bids for a total of three for the Tree Removal and Clean-up of Mercedes Light Industrial Park, Lots 1, 2, 5, 6, 8 and Ditch. Seconded by Peggy Marie Chavez – Yanez. All voted aye.

9. Executive Session: Section 551.087: Economic development negotiations with Project Mirame, Project G. Gomez and Project Drive In and Section 551.071: pending legal issues with 956Sports and Rio Tex and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.

The Board went into Executive Session at 12:15 PM

The Board went into Open Session at 1:30 PM

10. Discussion and Action: item #9

Roel Villanueva motioned to have the attorney draft an agreement with a timeline for 956Sports along with the Marketing Committee. Seconded by Peggy Marie Chavez – Yanez. Roel Villanueva, Peggy Marie Chavez – Yanez, Fred Gonzalez, and Luis Huerta voted aye. David Garza voted nay.

David Garza motioned to deny Project Mirame. Seconded by Luis Huerta. All voted aye.

David Garza motioned to approve a loan payment deferral for six months as requested by Project G. Gomez. Seconded by Roel Villanueva. All voted aye.

Roel Villanueva motioned to let the developer know the DCM Board will consider 1 lot for Project Drive In. Seconded by David Garza. All voted aye.

6. Adjournment: 1:34PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Roel Villanueva, Member

David Garza, Member

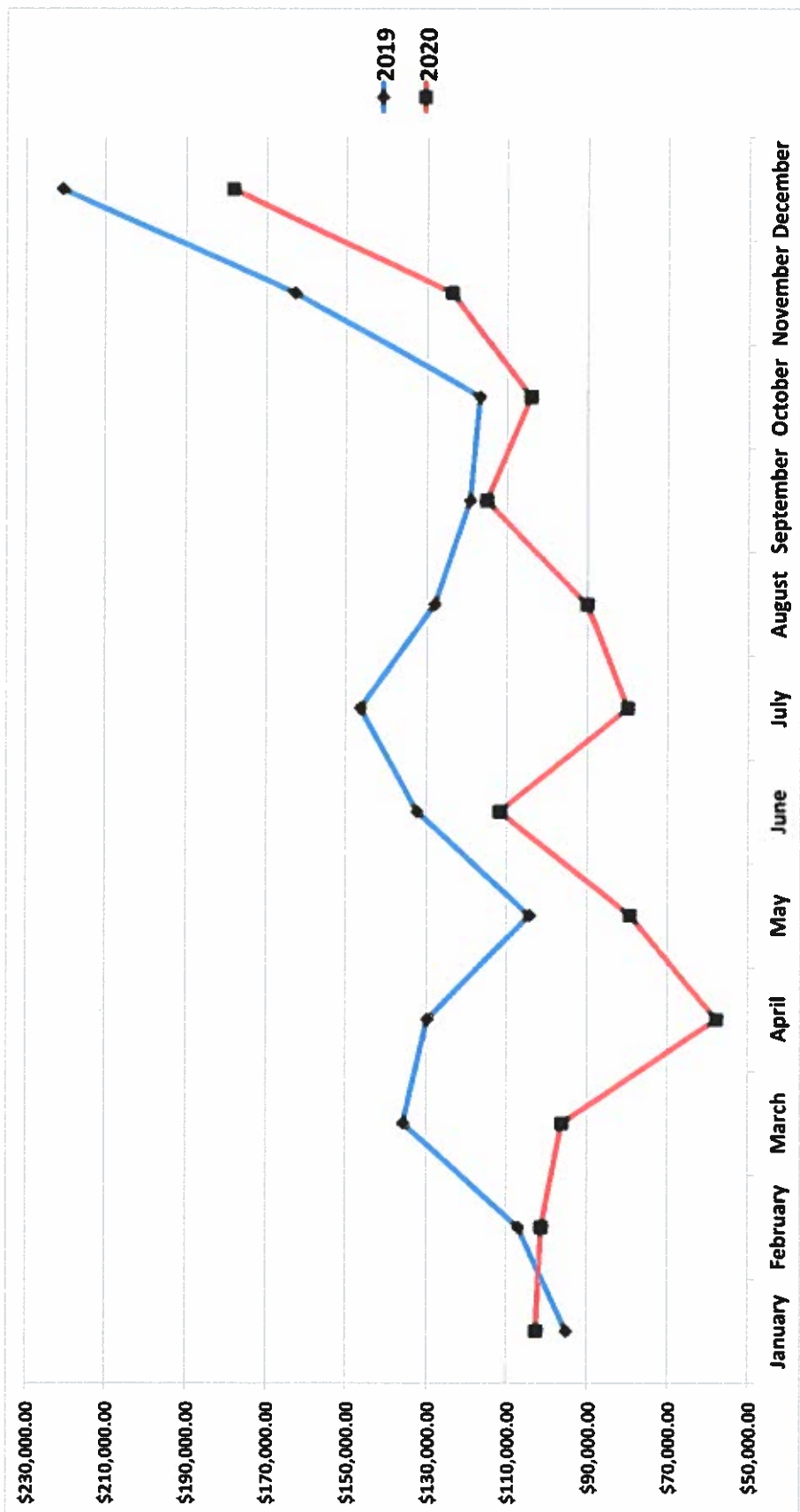
Peggy Marie Chavez - Yanez, Member

Luis Huerta, Member

3. Discussion and Action: January 2021 Financials

Sales Tax Comparison FY 2019 & FY 2020

	January	February	March	April	May	June	July	August	September	October	November	December	Total
2019	\$95,016.15	\$106,886.23	\$135,820.47	\$129,833.92	\$104,197.59	\$132,407.98	\$146,428.88	\$128,012.76	\$119,140.47	\$116,730.39	\$162,727.91	\$220,587.30	\$1,597,790.05
2020	\$102,438.09	\$101,195.21	\$96,158.22	\$57,618.21	\$79,270.24	\$111,688.30	\$79,857.59	\$90,136.93	\$115,012.83	\$103,896.79	\$123,846.01	\$178,334.39	\$1,239,452.81



December 2020 Sales Tax Allocation

County	City	Rate	Net Payment This Period	Comparable Payment Prior Year	% Change	Payment YTD	Prior Year Payment YTD	% Change
Hidalgo	Alamo	2.00%	\$507,651.33	\$453,563.99	11.92%	\$884,463.36	\$808,644.99	9.37%
Hidalgo	Alton	2.00%	\$167,752.71	\$144,363.43	16.20%	\$306,807.88	\$244,172.81	25.65%
Hidalgo	Donna	2.00%	\$498,728.81	\$420,127.22	18.70%	\$911,624.11	\$752,041.56	21.21%
Hidalgo	Edcouch	2.00%	\$33,824.14	\$28,166.23	20.08%	\$61,377.31	\$49,579.14	23.79%
Hidalgo	Edinburg	2.00%	\$3,018,874.85	\$2,695,697.55	11.98%	\$5,282,894.44	\$4,767,052.06	10.82%
Hidalgo	Elsa	1.50%	\$178,126.78	\$133,085.73	33.84%	\$293,887.37	\$237,067.44	23.96%
Hidalgo	Granjeno	1.00%	\$5,271.54	\$3,852.37	36.83%	\$8,847.29	\$6,938.79	27.50%
Hidalgo	Hidalgo	2.00%	\$382,323.75	\$327,985.58	16.56%	\$666,774.50	\$591,514.82	12.72%
Hidalgo	La Joya	2.00%	\$80,586.54	\$58,751.65	37.16%	\$130,835.75	\$96,936.00	34.97%
Hidalgo	La Villa	1.50%	\$12,297.89	\$12,102.56	1.61%	\$21,589.67	\$19,351.08	11.56%
Hidalgo	McAllen	2.00%	\$8,493,073.15	\$8,373,078.40	1.43%	\$14,234,441.26	\$14,111,879.55	0.86%
Hidalgo	Mercedes	2.00%	\$713,337.55	\$882,349.18	-19.15%	\$1,208,721.58	\$1,533,260.82	-21.16%
Hidalgo	Mission	2.00%	\$1,890,408.02	\$1,138,614.27	66.02%	\$3,407,503.08	\$2,485,816.61	37.07%
Hidalgo	Palmhurst	1.50%	\$278,618.78	\$240,349.29	15.92%	\$490,871.06	\$420,989.02	16.59%
Hidalgo	Palmview	1.00%	\$120,439.89	\$101,260.26	18.94%	\$211,722.79	\$180,536.65	17.27%
Hidalgo	Penitas	1.50%	\$120,624.85	\$104,132.05	15.83%	\$221,054.76	\$188,041.44	17.55%
Hidalgo	Pharr	2.00%	\$2,287,746.52	\$1,999,170.81	14.43%	\$4,154,277.55	\$3,693,552.07	12.47%
Hidalgo	Progreso	2.00%	\$23,997.05	\$22,785.39	5.31%	\$43,756.58	\$42,208.98	3.66%
Hidalgo	Progreso Lakes	1.50%	\$5,505.34	\$4,925.84	11.76%	\$13,520.76	\$8,897.94	51.95%
Hidalgo	San Juan	2.00%	\$452,958.35	\$451,038.98	0.42%	\$863,491.67	\$796,609.04	8.39%
Hidalgo	Sullivan City	1.00%	\$22,375.77	\$30,857.60	-27.48%	\$40,179.05	\$50,427.89	-20.32%
Hidalgo	Weslaco	2.00%	\$1,546,291.71	\$1,453,053.94	6.41%	\$2,748,302.86	\$2,516,965.53	9.19%

\$713,337.55
75%

City **\$535,003.16**

\$713,337.55
25%

EDC **\$178,334.39**

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - EDC
As of January 31, 2021

	Jan 31, 21	Dec 31, 20	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	544,139.77	501,153.87	42,985.90
Development Corp - TXCLASS	127,730.99	127,716.71	14.28
EDC 2006 Reserve - TXCLASS	272,663.83	272,633.40	30.43
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	944,734.59	901,703.98	43,030.61
Accounts Receivable			
Sales Tax Receivable	90,136.93	90,136.93	0.00
Total Accounts Receivable	90,136.93	90,136.93	0.00
Total Current Assets	1,034,871.52	991,840.91	43,030.61
Fixed Assets			
Accumulated Depreciation	-11,402.00	-11,402.00	0.00
Furniture and Equipment			
2 Televisions 04/13/19	1,309.78	1,309.78	0.00
Total Furniture and Equipment	1,309.78	1,309.78	0.00
Office Furniture	10,575.00	10,575.00	0.00
Redevelopment Asset	3,373,406.27	3,373,406.27	0.00
Total Fixed Assets	3,373,889.05	3,373,889.05	0.00
Other Assets			
Def Outflow - OPEB	3,284.00	3,284.00	0.00
Def Outflow - Pension Plan	41,252.00	41,252.00	0.00
Investment in Assets	-4,529,199.12	-4,529,199.12	0.00
Loan Rec - MD Int'l(Orb-Galvan)	130,937.21	130,937.21	0.00
Note Receivable - City	391,323.56	391,323.56	0.00
Rsrcs To be Prov 07 & EDC Buil	5,900,131.77	5,933,663.67	-33,531.90
Total Other Assets	1,937,729.42	1,971,261.32	-33,531.90
TOTAL ASSETS	6,346,489.99	6,336,991.28	9,498.71
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Accrued Interest Payable	18,506.00	18,506.00	0.00
Def Inflow - Pension Plan	21,119.00	21,119.00	0.00
Payroll Liabilities	2,304.24	2,309.55	-5.31
Unavailable Rev/Gain From EDC	130,937.21	130,937.21	0.00
Total Other Current Liabilities	172,866.45	172,871.76	-5.31
Total Current Liabilities	172,866.45	172,871.76	-5.31
Long Term Liabilities			
Bonds Payable 2007	1,645,000.00	1,645,000.00	0.00
Bonds Payable 2016	1,354,167.10	1,375,000.44	-20,833.34
Def Inflow OPEB	412.00	412.00	0.00
Due to City - Proposed	49,093.34	49,093.34	0.00
Due to City for MIF - Proposed	29,712.11	29,712.11	0.00
Estimated Mail Rebate Liability	2,032,478.34	2,045,176.90	-12,698.56
Net OPEB Liability	10,128.00	10,128.00	0.00
Net Pension Liability	139,538.00	139,538.00	0.00
Texas Leverage Fund Payable	494,120.26	494,120.26	0.00
Total Long Term Liabilities	5,754,649.15	5,788,181.05	-33,531.90
Total Liabilities	5,927,515.60	5,961,052.81	-33,537.21
Equity			

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - EDC
As of January 31, 2021

	Jan 31, 21	Dec 31, 20	\$ Change
Fund Balance - General	295,452.37	295,452.37	0.00
Prior Year Adjustment	91.74	91.74	0.00
Unappropriated FDBL/RETAIN ERN	-4,297,469.71	-4,297,469.71	0.00
Unrestricted Net Assets	4,310,974.03	4,310,974.03	0.00
Net Income	109,925.96	66,890.04	43,035.92
Total Equity	418,974.39	375,938.47	43,035.92
TOTAL LIABILITIES & EQUITY	6,346,489.99	6,336,991.28	9,498.71

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss Budget vs. Actual
For the Period Ending January 31, 2021

	Oct '20 - Jan 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - TX Class	200.87	2,352.00	-2,151.13	8.5%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	10,416.67	95,000.00	-84,583.33	11.0%
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	10,617.54	694,713.92	-684,096.38	1.5%
Taxes				
Sales Tax	432,892.55	1,141,427.56	-708,535.01	37.9%
Total Taxes	432,892.55	1,141,427.56	-708,535.01	37.9%
Total Income	443,510.09	1,836,141.48	-1,392,631.39	24.2%
Expense				
Capital Outlay				
Furniture & Fixtures	0.00	1,000.00	-1,000.00	0.0%
Total Capital Outlay	0.00	1,000.00	-1,000.00	0.0%
Maintenance				
Maintenance	697.66	2,000.00	-1,302.34	34.9%
Office Equipment	19.99	3,000.00	-2,980.01	0.7%
Total Maintenance	717.65	5,000.00	-4,282.35	14.4%
Other Services & Charges				
Audit	10,900.00	21,500.00	-10,600.00	50.7%
Automobile Mileage	424.01	5,000.00	-4,575.99	8.5%
Billboards	997.34	3,000.00	-2,002.66	33.2%
Bldg Lease	5,194.00	15,582.00	-10,388.00	33.3%
Chamber	0.00	5,000.00	-5,000.00	0.0%
Contract Labor - Writer	1,600.00	6,000.00	-4,400.00	26.7%
Crime Insurance	0.00	700.00	-700.00	0.0%
Electricity	871.41	3,000.00	-2,128.59	29.0%
Janitorial	3,500.00	11,000.00	-7,500.00	31.8%
Legal	7,277.75	45,000.00	-37,722.25	16.2%
Loan Fees - EDC	0.00	750.00	-750.00	0.0%
Marketing & Promotion	1,576.00	7,300.00	-5,724.00	21.6%
Meetings	255.89	1,500.00	-1,244.11	17.1%
Membership/Subs	200.10	1,000.00	-799.90	20.0%
Miscellaneous	181.72	500.00	-318.28	36.3%
Office Equipment - Lease	929.88	2,342.40	-1,412.52	39.7%
Outlet Mall Oct 18' - Oct 28'	12,898.58	70,000.00	-57,301.44	18.1%
Postage	110.00	300.00	-190.00	36.7%
Professional Fees - Accounting	4,800.00	19,200.00	-14,400.00	25.0%
Project CL Healthcare	59,000.00	59,000.00	0.00	100.0%
Project Cortinos	0.00	58,302.50	-58,302.50	0.0%
Project La Herencia	0.00	66,666.00	-66,666.00	0.0%
Project Orchard Grove Apartment	0.00	100,000.00	-100,000.00	0.0%
Project Raybec	0.00	50,000.00	-50,000.00	0.0%
Project Residency	0.00	75,000.00	-75,000.00	0.0%
Project RGV Livestock Show Park	0.00	25,000.00	-25,000.00	0.0%
Project Rios of Mercedes	50,800.00	50,800.00	0.00	100.0%
Project TRLA	0.00	25,000.00	-25,000.00	0.0%
Projects	40,700.00	251,307.70	-210,607.70	16.2%
Receptionist	6,000.00	0.00	6,000.00	100.0%
Series 2007 - Interest	0.00	83,720.00	-83,720.00	0.0%
Series 2007 - Principal	0.00	195,000.00	-195,000.00	0.0%
Series 2010A- Int & Princ 8/21	0.00	64,856.00	-64,856.00	0.0%
Telephones	1,570.84	5,400.00	-3,829.16	29.1%
TLF Repayment - Interest	5,607.36	33,608.56	-28,001.20	16.7%
TLF Repayment - Principal	37,519.16	97,897.40	-60,378.24	38.3%
Travel & Training	0.00	1,200.00	-1,200.00	0.0%

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss Budget vs. Actual
For the Period Ending January 31, 2021

	Oct '20 - Jan 21	Budget	\$ Over Budget	% of Budget
VTX Note	20,833.34	190,000.00	-169,166.66	11.0%
Water Bill	456.36	1,200.00	-743.64	38.0%
Web-Site	2,660.00	7,980.00	-5,320.00	33.3%
Total Other Services & Charges	276,663.72	1,660,612.56	-1,383,948.84	16.7%
Personnel Costs				
Cell Phone Allowance	200.00	600.00	-400.00	33.3%
Health/Life Insurance	3,486.64	13,896.00	-10,409.36	25.1%
Salaries	41,191.23	119,000.00	-77,808.77	34.6%
Social Security	3,140.98	9,470.70	-6,329.72	33.2%
TMRs Contribution	7,407.10	23,757.22	-16,350.12	31.2%
Unemployment Comp	0.00	1,500.00	-1,500.00	0.0%
Worker's Comp	0.00	305.00	-305.00	0.0%
Total Personnel Costs	55,425.95	168,528.92	-113,102.97	32.9%
Supplies				
Office Supplies	776.81	1,000.00	-223.19	77.7%
Total Supplies	776.81	1,000.00	-223.19	77.7%
Total Expense	333,584.13	1,836,141.48	-1,502,557.35	18.2%
Net Ordinary Income	109,925.96	0.00	109,925.96	100.0%
Net Income	109,925.96	0.00	109,925.96	100.0%

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - R.B.E.G. Grant
As of January 31, 2021

	Jan 31, 21	Dec 31, 20	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	231,736.83	228,581.92	3,154.91
Total Checking/Savings	231,736.83	228,581.92	3,154.91
Total Current Assets	231,736.83	228,581.92	3,154.91
Other Assets			
Allowance - RBEG	-28,326.68	-28,326.68	0.00
EDC RBEG Grant-TXCLASS	41,712.47	41,707.84	4.63
Loan Rec - DeLaGarza Bakery	118,625.72	118,625.72	0.00
Loan Rec - First Nat'l B(Gomez)	25,824.64	25,824.64	0.00
Loan Rec - Jaime Gonzalez	29,523.19	30,235.39	-712.20
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	52,884.83	53,395.89	-511.06
Loan Rec - Reybotics, LLC (Adv)	148,460.03	148,460.03	0.00
Loan Rec - The Grind	51,346.59	51,346.59	0.00
Loan Rec - Top Gym - San Miguel	58,733.09	59,749.13	-1,016.04
Loan Rec - Werbiski Ashley & H	17,364.29	17,848.54	-484.25
Total Other Assets	564,148.17	566,867.09	-2,718.92
TOTAL ASSETS	795,885.00	795,449.01	435.99
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	522,435.69	525,159.24	-2,723.55
Total Other Current Liabilities	522,435.69	525,159.24	-2,723.55
Total Current Liabilities	522,435.69	525,159.24	-2,723.55
Total Liabilities	522,435.69	525,159.24	-2,723.55
Equity			
Fund Balance	261,903.39	261,903.39	0.00
Unrestricted Net Assets	-4,684.31	-4,684.31	0.00
Net Income	16,230.23	13,070.69	3,159.54
Total Equity	273,449.31	270,289.77	3,159.54
TOTAL LIABILITIES & EQUITY	795,885.00	795,449.01	435.99

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - I R P
As of January 31, 2021

	Jan 31, 21	Dec 31, 20	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	179,174.12	177,741.36	1,432.76
Total Checking/Savings	179,174.12	177,741.36	1,432.76
Total Current Assets	179,174.12	177,741.36	1,432.76
Other Assets			
Allowance - IRP	-16,111.00	-16,111.00	0.00
IRP Operating Reserv - TXCLASS	68,540.68	68,533.07	7.61
Loan Rec - 956Sports	32,222.19	32,222.19	0.00
Loan Rec - Castaneda Mario & M	89,202.87	89,202.87	0.00
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	134,502.59	134,502.59	0.00
Loan Rec - Mid Valley Dental	44,762.50	45,799.79	-1,037.29
Loan Rec - Raquel Moreno	9,639.74	9,893.40	-253.66
Rarcs To Be Provided	579,172.93	579,172.93	0.00
Total Other Assets	958,066.76	959,350.10	-1,283.34
TOTAL ASSETS	1,137,240.88	1,137,091.46	149.42
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Note Payable - USDA - IRP	579,172.93	579,172.93	0.00
Unavailable Revenue - IRP	310,353.15	311,644.10	-1,290.95
Total Other Current Liabilities	889,526.08	890,817.03	-1,290.95
Total Current Liabilities	889,526.08	890,817.03	-1,290.95
Total Liabilities	889,526.08	890,817.03	-1,290.95
Equity			
Fund Balance - IRP	143,874.41	143,874.41	0.00
Unrestricted Net Assets	60,024.53	60,024.53	0.00
Net Income	43,815.86	42,375.49	1,440.37
Total Equity	247,714.80	246,274.43	1,440.37
TOTAL LIABILITIES & EQUITY	1,137,240.88	1,137,091.46	149.42

**Blue BusinessSM Plus Credit Card**

DEVELOPMENT CORPORATION OF

MELISSA RAMIREZ

Closing Date 01/17/21 Next Closing Date 02/14/21

Account Ending 5-31009

p. 1/6

Customer Care: 1-800-521-6121

TTY: 1-800-221-9950

Website: americanexpress.com

New Balance **\$265.91****Minimum Payment Due** **\$35.00****Payment Due Date** **02/11/21[‡]**

‡ Late Payment Warning: If we do not receive your Minimum Payment Due by the Payment Due Date of 02/11/21, you may have to pay a late fee of up to \$39.00 and your APRs may be increased to the Penalty APR of 29.24%.

Minimum Payment Warning: If you make only the minimum payment each period, you will pay more in interest and it will take you longer to pay off your balance. For example:

If you make no additional charges and each month you pay...	You will pay off the balance shown on this statement in about...	And you will pay an estimated total of...
Only the Minimum Payment Due	8 months	\$279

If you would like information about credit counseling services, call 1-888-733-4139.

➡ See page 2 for important information about your account.

➡ Please refer to the **IMPORTANT NOTICES** section on **pages 5 - 6.**

Continued on page 3

Membership Rewards[®] Points

Available and Pending as of 12/31/20

4,206

For up to date point balance and full program details, visit membershiprewards.com

Account Summary

Previous Balance	\$145.06
Payments/Credits	-\$315.05
New Charges	+\$435.90
Fees	+\$0.00
Interest Charged	+\$0.00

New Balance **\$265.91****Minimum Payment Due** **\$35.00**Credit Limit **\$13,000.00**Available Credit **\$12,734.09**

Days In Billing Period: 31

↓ Please fold on the perforation below, detach and return with your payment ↓

**Payment Coupon**

Do not staple or use paper clips

**Pay by Computer**americanexpress.com/
business**Pay by Phone**

1-800-472-9297

Account Ending 5-31009

Enter 15 digit account # on all payments.
Make check payable to American Express.

MB 01 004315 57092 B 22 A



MELISSA RAMIREZ
DEVELOPMENT CORPORATION OF
320 S OHIO AVE
MERCEDES TX 78570-3118

Payment Due Date

02/11/21

New Balance

\$265.91

Minimum Payment Due

\$35.00

See reverse side for instructions
on how to update your address,
phone number, or email.



AMERICAN EXPRESS
P.O. BOX 650448
DALLAS TX 75265-0448

\$ _____
Amount Enclosed

0000349992503945648 000026591000003500 13 H



Blue BusinessSM Plus Credit Card
 DEVELOPMENT CORPORATION OF
 MELISSA RAMIREZ
 Closing Date 01/17/21

p. 3/6

Account Ending 5-31009

 **Customer Care & Billing Inquiries**
 International Collect
 Large Print & Braille Statements
 Cash Advance at ATMs Inquiries

1-800-521-6121
 1-623-492-7719
 1-800-521-6121
 1-800-CASH-NOW

Hearing Impaired
 TTY: 1-800-221-9950
 FAX: 1-623-707-4442
 In NY: 1-800-522-1897

 **Website:** americanexpress.com

**Customer Care
 & Billing Inquiries**
 P.O. BOX 981535
 EL PASO, TX
 79998-1535

Payments
 P.O. BOX 650448
 DALLAS TX 75265-
 0448

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Payments and Credits

Summary

	Total
Payments	-\$145.06
Credits	-\$169.99
Total Payments and Credits	-\$315.05

Detail *Indicates posting date


	Amount
Payments	
01/01/21* PAYMENT RECEIVED - THANK YOU	-\$145.06
Credits	
12/22/20 OFFICE DEPOT #2668 000002668	-\$169.99
WESLACO TX	
8004633768	
AC1900 WiFi Cable Modem Router	

New Charges

Summary

	Total
Total New Charges	\$435.90

Detail

	MELISSA RAMIREZ Card Ending 5-31009			
				Amount
12/17/20	LOOPNET COMMERCIAL P	888-567-7442	DC	Marketing & Promotion \$69.00
12/18/20	FACEBK *QMBG8WJ7A2 FACEBOOK ADVERTISING	FB.ME/ADS	CA	Marketing & Promotion \$25.00

Continued on reverse

Detail Continued

				Amount
12/21/20	OFFICE DEPOT #2668 000002668 8004633768 AC1900 WiFi Cable Modem Router 2YR REPL GEAR 100-249 99	WESLACO	TX <i>Office Equipment Maintenance</i>	\$189.98
12/21/20	FACEBK *WBW9JWN7A2 FACEBOOK ADVERTISING	FB.ME/ADS	CA <i>Marketing + Promotion</i>	\$25.00
12/22/20	WAL-MART SUPERCENTER 1041 1041 DISCOUNT STORE	WESLACO	TX <i>Office Supplies</i>	\$32.19
12/22/20	FAMILY DOLLAR 704-814-3289	MERCEDES	TX <i>Office Supplies</i>	\$8.66
12/24/20	LOGMEIN*GOTOMEETING ONLINE SVCS	LOGMEIN.COM	MA <i>Meetings</i>	\$51.06
12/28/20	DOLLAR GENERAL 8006789258 DISCOUNT STORES	MERCEDES	TX <i>Office Supplies</i>	\$10.01
01/05/21	FACEBK *CGGTFWJ8A2 FACEBOOK ADVERTISING	FB.ME/ADS	CA <i>Marketing + Promotion</i>	\$25.00

Fees

	Amount
Total Fees for this Period	\$0.00

Interest Charged

	Amount
Total Interest Charged for this Period	\$0.00

About Trailing Interest

You may see interest on your next statement even if you pay the new balance in full and on time and make no new charges. This is called "trailing interest". Trailing interest is the interest charged when, for example, you didn't pay your previous balance in full. When that happens we charge interest from the first day of the billing period until we receive your payment in full. You can avoid paying interest on purchases by paying your balance in full and on time each month. Please see the "When we charge interest" sub-section in your Cardmember Agreement for details.

2021 Fees and Interest Totals Year-to-Date

	Amount
Total Fees in 2021	\$0.00
Total Interest in 2021	\$0.00

Interest Charge Calculation

Your Annual Percentage Rate (APR) is the annual interest rate on your account.

	Annual Percentage Rate	Balance Subject to Interest Rate	Interest Charge
Purchases	13.24% (v)	\$0.00	\$0.00
Total			\$0.00

(v) Variable Rate

P.O. Box 4650, Edinburg, Texas 78540
Return Service Requested



00008210 TT212S01302101520400 01 000000000 0008210 005

DEVELOPMENT CORPORATION OF MERCEDES INC
320 S OHIO AVE
MERCEDES TX 78570-3118

Customer Service Information



24/7 Banking: 1-888-862-1862

Customer Support: 1-855-862-1920

Your Bank associates are available to assist you
Monday through Friday from 8:00AM to 5:00PM



Written Inquiries:

P.O. Box 4650, Edinburg, Texas 78540



Visit us Online: www.texasnational.com



Email Inquiries: customerservice@texasnational.com



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PUBLIC FUNDS ANALYSIS

Account Number: XXXXXX1873

Account Owner(s): DEVELOPMENT CORPORATION OF MERCEDES INC

Balance Summary

Beginning Balance as of 01/01/2021	\$512,339.74
+ Deposits and Credits (1)	\$123,846.00
- Withdrawals and Debits (22)	\$88,158.76
Ending Balance as of 01/31/2021	\$548,026.98
Service Charges for Period	\$0.00
Average Balance for Period	\$497,474.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Jan 26	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	123,846.00

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Jan 08	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,486.57
Jan 15	IRS/USATAXPYMT *****1511785040 DEVELOPMENT CORPORATIO	2,309.55
Jan 19	REF 1QNM6Z9 TO *0691 TRANSFER FOR VTX DE	10,416.67



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DEBITS AND OTHER WITHDRAWALS (Continued)

Date	Description	Withdrawals
Jan 22	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,436.57

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Jan 04	3653	222.47	Jan 04	3661	262.50	Jan 19	Mercedes 3667	40,000.00
Jan 12	TMS 3655	2,314.04	Jan 08	Chamber 3662	1,298.50	Jan 26	Mercedes Plaza 3668	12,698.56
Jan 04	*3657	145.06	Jan 07	3663	665.00	Jan 20	3669	50.00
Jan 04	CRI 3658	4,000.00	Jan 08	3664	219.35	Jan 21	3670	392.71
Jan 06	3659	116.02	Jan 14	3665	400.00	Jan 27	3671	873.03
Jan 05	Accounting 3660	1,600.00	Jan 11	3666	252.16	Jan 26	Chamber 3672	3,000.00

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Jan 04	507,709.71	Jan 11	500,072.11	Jan 20	444,581.85
Jan 05	506,109.71	Jan 12	497,758.07	Jan 21	444,189.14
Jan 06	505,993.69	Jan 14	497,358.07	Jan 22	440,752.57
Jan 07	505,328.69	Jan 15	495,048.52	Jan 26	548,900.01
Jan 08	500,324.27	Jan 19	444,631.85	Jan 27	548,026.98



CHECK IMAGES

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/04/2021

Pay to the order of: FPA Bank

Amount: \$222.47

Signature: [Signature]

01/04/2021 Check 3653 \$222.47

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/12/2021

Pay to the order of: Team Member for \$2,314.04

Amount: \$2,314.04

Signature: [Signature]

01/12/2021 Check 3655 \$2,314.04

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/04/2021

Pay to the order of: American Express

Amount: \$145.06

Signature: [Signature]

01/04/2021 Check 3657 \$145.06

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/04/2021

Pay to the order of: Corp. Budget & Support, LLC

Amount: \$4,000.00

Signature: [Signature]

01/04/2021 Check 3658 \$4,000.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/06/2021

Pay to the order of: City of Mercedes

Amount: \$116.02

Signature: [Signature]

01/06/2021 Check 3659 \$116.02

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/05/2021

Pay to the order of: Gifford & Martin, PLLC

Amount: \$1,600.00

Signature: [Signature]

01/05/2021 Check 3660 \$1,600.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/04/2021

Pay to the order of: Last Chicago

Amount: \$262.50

Signature: [Signature]

01/04/2021 Check 3661 \$262.50

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/08/2021

Pay to the order of: Mercedes Area Chapter of Commerce

Amount: \$1,298.50

Signature: [Signature]

01/08/2021 Check 3662 \$1,298.50

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/07/2021

Pay to the order of: MFC Bank, Inc.

Amount: \$665.00

Signature: [Signature]

01/07/2021 Check 3663 \$665.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/08/2021

Pay to the order of: Thermo Over Flow Corp.

Amount: \$219.35

Signature: [Signature]

01/08/2021 Check 3664 \$219.35

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/14/2021

Pay to the order of: Robert D. Chisum

Amount: \$400.00

Signature: [Signature]

01/14/2021 Check 3665 \$400.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Ohio
Mercedes, TX 78401

Check Date: 01/11/2021

Pay to the order of: Ryley's Plumbing Service

Amount: \$252.16

Signature: [Signature]

01/11/2021 Check 3666 \$252.16





000049-0005744 PDF 961652

Development Corporation of Mercedes Inc.
320 S Ohio
Mercedes, TX 78570

Summary Statement

January 31, 2021

Page 1 of 6

Investor ID: TX-01-0607

Texas CLASS

Texas CLASS

Average Monthly Yield: 0.1316%

	Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	127,716.71	0.00	0.00	14.28	127,724.55	127,730.99
TX-01-0607-0002	EDC 2006 RESERVE	272,633.40	0.00	0.00	30.43	272,650.12	272,663.83
TX-01-0607-0003	EDC RBEG FUND	41,707.84	0.00	0.00	4.63	41,710.39	41,712.47
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	68,533.07	0.00	0.00	7.61	68,537.25	68,540.68
TOTAL		510,591.02	0.00	0.00	56.95	510,622.31	510,647.97

Tel: (800) 707-6242

<https://www.texasclass.com/>

Security Holder Remittance Report for 2/10/2021

Start Date:	1/26/2021 12:00:00A
End Date:	2/10/2021 11:59:00P
Print Date:	02/10/2021
Print Time:	5:08:29 pm

Security Holder

Development Corporation of Mercedes

Investor Number		Investor Name		Development Corporation of Mercedes							Rcv'd	Net Remit
Loan No	Borrower	Trans Desc	*Paid Dt	Pmt Amt	Principal	Interest	Ser Fee	Lt Chrg	Fee			Am
98569300	MD Internatio	Regular Pymnt	01/28/2021	2,938.50	1,302.16	1,636.34	18.00	0.00	0.00		0.00	2,920.50
98569300	MD Internatio	Late Charge	01/28/2021	146.93	0.00	0.00	0.00	0.00	0.00		0.00	0.00
98553940	Mid Valley Der	Regular Pymnt	02/01/2021	1,186.24	1,066.06	120.18	18.00	0.00	0.00		0.00	1,168.24
98550182	Gomez	Late Charge	02/03/2021	34.53	0.00	0.00	0.00	0.00	0.00		0.00	0.00
98550182	Gomez	Late Charge	02/03/2021	34.53	0.00	0.00	0.00	0.00	0.00		0.00	0.00
98550182	Gomez	Late Charge	02/03/2021	69.06	0.00	0.00	0.00	0.00	0.00		0.00	0.00
98564988	Hinojosa	Regular Pymnt	02/08/2021	282.52	254.40	28.12	18.00	0.00	0.00		0.00	264.52
Investor/Bank/Group Total				4,692.31	2,622.62	1,784.64	54.00	0.00	0.00		0.00	4,353.26
Total Security Holder				4,692.31	2,622.62	1,784.64	54.00	285.05	0.00		0.00	4,353.26

Delinquency Report

As Of February 10, 2021

Data Date: 02/10/2021
 Data Time: 5:07:38 pm
 Print Date: 02/10/2021
 Print Time: 5:07:38 pm

Security Holder Development Corporation of Mercedes

Investor Number: <u>01-985-003</u>		Investor Name: <u>Development Corporation of Mercedes</u>								
<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98552764	75,000.00	32,222.19	1421.24	426.36	10/17/2016	32,222.19	10/15/2016	11/18/2016	1579	53
Sports2Nighr,		325 West Second St.								
98560836	107,362.25	89,202.87	1060.13	106.02	12/03/2020	7,684.14	08/01/2020	12/03/2020	193	7
Castaneda , Mario		1201 S. Rio Rico Rd.								
						<u>\$ 39,906.33</u>				

Mortgage Servicer System
Investor Trial Balance For Development Corp of Mercedes RBEG

Bk	Grp	Inv	Loan #	Loan #	Loan Name	Due Date	Int Rate	P&I	Prin Bal	Net Prin Bal	T&I Bal	Unapplied	Subsidy
01	985	002	98550030	98550030	De La Garza, Al	06/01/21	5.00000	1,976.98	118,625.72	118,625.72	0.00	0.00	0.00
01	985	002	98550038	98550038	Salinas, Michael	02/10/21	4.00000	680.48	52,884.83	52,884.83	0.00	0.00	0.00
01	985	002	98554876	98554876	Jom Investmen	04/15/21	4.00000	999.24	51,346.59	51,346.59	0.00	0.00	0.00
01	985	002	98557444	98557444	Gonzalez, Jaime	02/01/21	3.50000	838.59	29,523.19	29,523.19	0.00	0.00	0.00
01	985	002	98563684	98563684	REYBOTICS, LLC	01/24/21	3.50000	2,015.98	148,460.03	148,460.03	0.00	0.00	0.00
01	985	002	98564204	98564204	Werbiski, Ashle	02/03/21	3.50000	545.75	17,364.29	17,364.29	0.00	0.00	0.00
01	985	002	98567980	98567980	San Miguel, Ju	02/05/21	3.00000	1,167.96	58,733.09	58,733.09	0.00	0.00	0.00
Total :								8,224.98	476,937.74	0.00			
								476,937.74	0.00	0.00			

Item Count = 7

Mortgage Servicer System
Investor Trial Balance For Development Corporation of Mercedes IRP

Bk	✓	Grp	Inv	Loan #	Loan #	Loan Name	Due Date	Int Rate	P&I	Prin Bal	Net Prin Bal	T&I Bal	Unapplied	Subsidy
01	985	003	98550182	98550182	Gomez, Roy G.	05/06/21	3.00000	690.58	41,958.91	41,958.91	0.00	0.00	0.00	
01	985	003	98552764	98552764	Sports2Night, I	10/15/16	5.00000	1,421.24	32,222.19	32,222.19	0.00	0.00	0.00	
01	985	003	98553940	98553940	Mid Valley Den	03/01/21	3.50000	1,186.24	43,696.44	43,696.44	0.00	0.00	0.00	
01	985	003	98560836	98560836	Castaneda, Ma	08/01/20	3.50000	1,060.13	89,202.87	89,202.87	0.00	0.00	0.00	
01	985	003	98564988	98564988	Hinojosa, Raqu	03/23/21	3.50000	282.52	9,385.34	9,385.34	0.00	0.00	0.00	
01	985	003	98569300	98569300	MD Internatio	01/18/21	1.00000	2,938.50	312,137.64	312,137.64	0.00	0.00	0.00	
Total :									7,579.21	528,603.39	0.00			
									528,603.39	0.00	0.00			
Item Count = 6														

* Denotes a loan with a pending loan transfer.

4. Discussion and Action: Election of Officers

Memo

To: DCM Board of Directors

From: Rose Saenz

CC: Melissa Ramirez, Executive Director

Date: 1/13/21

Re: Election of Officers

The annual Board Meeting will be held every January (3.07). The Board shall choose such officers at each annual meeting or soon there after as possible.

Recommendation: Table if the whole Board is not in attendance.

Commission may be a voting member of the Development Corporation of Mercedes.

- 3.04 The Board, acting for the corporation, shall have and exercise all of the rights, powers, privileges, authority, and functions given by the general laws of Texas to nonprofit corporations incorporated under the Texas Non-Profit Corporation Act, as amended (Article 1396-1.01, et seq., Texas Revised Civil Statutes Annotated) and other such powers given by the Development Corporation Act of 1979, as amended (Article 5190.6, Texas Revised Civil Statutes Annotated).
- 3.05 The Board is hereby required to perform the following duties:
1. The Board shall develop an overall economic and industrial development strategy for the City.
 2. The corporation's focus will be primarily in the areas of business retention and expansion, formation of new businesses, business attraction, and the enhancement of community assets to promote economic development.
 3. Assurance of accountability for all sales tax funds and all other funds received and expended by the corporation.
 4. The corporation shall make reports to the City Commission to include a review of revenues received and expended by the corporation from the City.
- 3.06 The corporation is authorized to do that which the Board deems desirable to accomplish any of the powers or duties set out or alluded to hereinabove and in accordance with State Law.
- 3.07 The annual meeting of the Board shall be held at the Principal Office of the Corporation in January. The Board shall meet in regular meeting at least once each month or on an on call basis at a place and time to be determined by the President and shall be conducted pursuant to all applicable laws. Special meetings of the Board may be called by the President or any three (3) Directors on three (3) days notice to each Director, either personally, by mail, or by telephone. Directors may execute written waivers of notice of any meeting. All meetings shall be conducted in accordance with the requirements of the Texas Open Meeting Act. All meetings of the Board of Directors shall be within the city limits of the City of Mercedes.
- 3.08 Regular attendance at the Board meetings is required of all members. Three (3) consecutive absences and/or attendance reflecting absences constituting 50% of the meetings over a 12-month period may constitute the need for replacement of a member. In that event, the member will be counseled by the Board and

subsequently, the Board may submit, in writing, to the City Manager of the City of Mercedes a request that the member be replaced by the Mercedes City Commission.

- 3.09 For the purpose of convening a meeting and transacting business, a quorum shall consist of four (4) Directors. If a quorum shall not be present at any meeting of the Directors, the Directors present thereat may recess the meeting from time to time, without notice other than announcement at the meeting until a quorum shall be present. Any action taken by the Board shall require the affirmative vote of no less than four (4) Directors.
- 3.10 The Board shall be responsible to the Mercedes City Commission for the proper discharge of the Board's duties as assigned in these bylaws and by the Articles of Incorporation. Its authority is limited by applicable laws, contracts that may be entered into with the City or other entities, and budget and fiduciary responsibilities. The Board, on behalf of the corporation, may request that administrative departments of the City provide assistance to the corporation and the Board in fulfilling its duties. The City and the Board may agree to reimburse any such administrative department's budget for the cost of such services so provided. The corporation may seek legal assistance through the City Attorney or a separate attorney engaged by it for that purpose.
- 3.11 In addition to the Mayor and City Commissioners, the City Manager of the City of Mercedes shall serve as an ex-officio non-voting member of the Board.

ARTICLE IV NOTICES

- 4.01 Whenever, under the provisions of the governing statutes or of these bylaws, notice is required to be given to any Director, it shall be construed to mean notice in writing, by mail or in person, addressed to such Director at address as appears on the books of the corporation, and such notice shall be deemed to be given at the time when the same shall be thus mailed. Whenever any notice is required to be given under the provisions of the statutes or bylaws, a waiver thereof in writing signed by the person or persons entitled to said notice, whether before or after the time stated therein, shall be deemed equivalent thereto.

ARTICLE V OFFICERS

- 5.01 The elected officers of the corporation shall be a President, Vice-President, Secretary, and Treasurer. Any two (2) offices may be held by the same person, except the offices of the President and Secretary.

- 5.02 The Board shall choose such officers at each annual meeting or as soon thereafter as possible. Officers shall serve a term of one (1) year; providing, however, that the officers shall continue to serve until the election of their successors.
- 5.03 The Board may appoint such other officers and agents as it shall deem necessary, who shall hold their offices for such terms and who shall exercise such power and perform such duties as shall be determined from time to time by the Board.
- 5.04 Any officer elected or appointed by the Board may be removed at any time by the affirmative vote of a majority of the whole Board. If the office of any officer becomes vacant for any reason, the vacancy may be filled by the Board for the remaining term.
- 5.05 The President shall preside at all meeting of the Directors, and shall have general supervision of the management and business of the corporation, and shall see that all orders and resolutions of the Board are carried into effect. The President shall have the right to vote on all matters coming before the Board. The President shall execute bonds, mortgages, and other contracts requiring a seal, under the seal of the corporation, except where required or permitted by law to be otherwise signed and executed and except where the signing and execution thereof shall be delegated by the Board to some other officer or agent of the corporation. The President shall have the authority, upon notice to members of the Board, to call a special meeting of the Board when in his judgment such meeting is required. The President shall have the authority to appoint committees to aid and assist the Board in its business undertaking or other matters incidental to the operation and function of the Board. In general, the President shall perform all duties incident to the office, and such other duties as shall be prescribed from time to time by the Board of Directors.
- 5.06 In the absence of the President, or in the event of his or her inability to act, the Vice-President shall perform the duties of the President, and shall perform other such duties as the Board shall prescribe.
- 5.07 The Secretary shall attend all sessions of the Board and record all votes and minutes of all proceedings in a book to be kept for that purpose. The Secretary shall give, or cause to be given notices of all meetings of the Board and shall perform such other duties which may be prescribed by the Board or the President. The Secretary shall be the custodian of the corporate records and seal of the corporation and shall keep a mailing address and street address, if different, of each Director.
- 5.08 To the extent not otherwise provided by the Board, by rules or regulations, in resolutions relating to the issuance of bonds, or in any financing documents relating to such issuance, the Treasurer shall have the custody of the corporate funds and securities and shall keep full and accurate accounts of receipts and disbursements in books belonging to the corporation and shall deposit all monies

and other valuable effects in the name and to the credit of the corporation. The Treasurer shall be bonded for the faithful discharge of his/her duties with such surety or sureties and in such sum as the Board of Directors shall determine by Board Resolution, but in no event shall the amount of such bond be less than an amount equal to the average sums which the Treasurer has access to and the ability to convert during a twelve (12) month period of time. The Treasurer shall, in general, perform all the duties incident to that office and such other duties as from time to time may be assigned to him/her by the President of the Board. The Board may require the President, Vice-President, and Secretary, (in addition to the Treasurer) to give the corporation bonds and such sums and with such surety or sureties as shall be satisfactory to the Board for the faithful performance of the duties of their office.

ARTICLE VI MANAGERS, EMPLOYEES, CONTRACTORS

- 6.01 The Board shall have the right to employ a manager for the corporation, and such other full or part-time employees as needed to carry out the programs of the corporation. These employees shall perform the duties as assigned to them by the Board.
- 6.02 The corporation may contract with any qualified and appropriate person or association, for designated tasks which will aid or assist the Board in the performance of its duties. However, no such contract shall ever be approved or entered into which seeks or attempts to divest the Board of Directors of its discretion and policy-making functions in discharging the duties hereinabove set forth.

ARTICLE VII FINANCIAL PROVISIONS

- 7.01 Fiscal year of the corporation shall begin on October 1 and end on September 30 of the following year.
- 7.02 A budget for the forthcoming fiscal year shall be submitted to, and approved by, the Board of Directors, and the City Commission. In submitting the budget to the City Commission, the Board of Directors shall submit the budget on forms prescribed by the City Manager and in accordance with the annual budget preparation schedule as set forth by the City Manager. The budget shall be submitted to the City Manager for inclusion of it in the annual budget presentation to the City Commission. The budget proposed for adoption shall include the projected operating revenue and expenses, estimated year end fund balances, encumbered funds and such other information as shall be useful to or appropriate for the Board of Directors and the City Commission.

5. Discussion and Action: FY 19-20 Audit Corrective Action

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 2/18/2021
Re: FY19-20 Audit Corrective Action

The auditor identified the following deficiencies:

IP = Improvement Point	D = Control Deficiency	SD = Significant Deficiency	MW = Material Weakness	
CONTROL NUMBER	RATING	AREA	ITEM NOTED	SUGGESTION
2020-001	D	Expenditures and prepaid expenses	A prepaid expense transaction was incorrectly recorded by being expensed completely.	Expenditure transactions should be reviewed to consider if the transaction has been recorded in the proper accounting period.
2020-002	IP	Sales tax receivable	Sales tax receivable should be accrued for expected collections of 60 days after year end.	DCM should verify sales tax receivable is recorded to account for the months of October and November after year-end. If actual collection has not been received at the time accounting records are closed, an estimated amount should be recorded to properly accrue for 60 days requirement.
2020-003	IP	IT and accounting services	DCM does not have a contract with external accountant to describe the CPA responsibilities during the year.	DCM should create and approve a contract that describes the accounting responsibilities of the work to be performed in the year by external CPA office.

Corrective Action:

2020-001: This was a check issued to the Chamber for personnel services. The check was deposited late and did not clear the bank within the reporting period. There was no adjustment made. Moving forward, the DCM will issue payment early and adjust as necessary.

2020-002: Sales Tax was accrued for 30 days. Moving forward, the DCM will accrue for 60days.

2020-003: There is currently no contract in place with Givilancz & Martinez. The DCM will consider one within the next few months.

Recommendation: Approve corrective action plan.

**6. Discussion and Action: Resolution to Approve
Utilizing AMEX points for Christmas Bonus/Gift
Cards**

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 2/19/2021
Re: American Express Points

Resolution to approve the usage of Amex points to acquire gift cards for Rose and Donna.

Recommendation: Approve

RESOLUTION OF
THE DEVELOPMENT CORPORATION OF MERCEDES
AUTHORIZING THE USE OF AMEX POINTS FOR
HOLIDAY BONUSES FOR THE 2020 CALENDER YEAR

Whereas the Development Corporation of Mercedes currently employs Donna Jackson in the capacity of Receptionist, and Rose Saenz in the capacity as Administrative Coordinator, and

Whereas Donna Jackson and Rose Saenz have faithfully served the Development Corporation of Mercedes for many years, and

Whereas both employees have over the past years exhibited an above average work ethic, prolific dedication to their jobs and high levels of attention to detail, and

Whereas the Board of Directors of the Development Corporation of Mercedes wishes to authorize the use of AMEX points earned by the corporation to provide a means of providing bonuses to both employees.

IT IS THEREFORE RESOLVED that the Executive Director of the Development Corporation of Mercedes is authorized to utilize AMEX 40,000 points to purchase gift cards in the amount of \$200 for each employee as holiday bonuses for the 2020 fiscal year.

Approved by the Board of Directors, this ____ day of _____, 2021.

Board President



Thank you for your order.

Order Summary

PHYSICAL ITEMS (4 ITEMS)

The Home Depot®			
\$100	Physical Gift Card	x4	40,000

Physical gift cards and certificate orders should be delivered within 3 business days.

Order Total	40,000
-------------	--------

Remaining Points	1,380
------------------	-------

It may take up to 10 minutes for your points balance to reflect this update.

Shipping to

MELISSA RAMIREZ
3404 GINGER AVE

Shipping Type



GIFT CARD RELEASE FORM

I certify that I have received a gift card in the amount of \$200 from the Development Corporation of Mercedes.

Print Name: Rose Marie Saenz

Signature: Rose Marie Saenz

Date: 12/1/2020

map



GIFT CARD RELEASE FORM

I certify that I have received a gift card in the amount of \$200 from the Development Corporation of Mercedes.

Print Name: Donna M. Jackson

Signature: *Donna M. Jackson*

Date: 12-1-2020

mak

**7. Discussion and Action: Tree Removal and Clean-up
of Mercedes Light Industrial Park, Lots 1,2,5,6,8 and
Ditch**

Rivera's Lawn & Landscaping
700 Virginia Avenue
La Feria, TX 78559
Phone: 956-907-0351
Email: rivera_lawnservices@yahoo.com
Contact: Enrique Rivera



Customer Address
Development Corporation of Mercedes
320 South Ohio
Mercedes, Texas 78570
(956) 565 - 2230
rsaenz@mercedesedc.com

Quote # 72
Date: 01/27/2021

Description	Total
Tree Removal for the Mercedes Light Industrial Park, Lots 1,2,5,6,8 and the Ditch	\$1,800.00
This includes removing all the smaller trees around the property, clean up and disposal fee.	
Total	\$1,800.00



Terms and Conditions

Scope of Work: Company will provide to Homeowner the services as described in the attached proposal which is hereby incorporated into this Contract as reference. The company will provide all services, materials, labor, tools, and equipment needed for completion of services in the quote at the previously listed address. All services will be in compliance with local codes and company agrees to provide professional quality services according to acceptable industry standards and practices.

Payment Terms: Receipt of a 50% down payment is due upon signing of quote acceptance and prior to final scheduling for project initiation. The balance of the contract is due the day of the final contract completion. If for any reason, the project is delayed beyond the control of the company due to unforeseen issues with the home, natural disasters, or homeowner circumstances the homeowner agrees to pay company for the work completed until a new schedule is agreed upon by both parties.

Change Order: Any deviation from the above Scope of Work involving a change in the scope of work or any additional costs will be executed only with a written change order signed and dated by both the Company and homeowner.

Warranty: The company warrants all work will be performed in a good and workmanlike manner. All materials used in the project will be new and of good quality; and all work will be completed as defined in the scope of work outlined in the proposal acceptance. Any warranties for parts or materials are subject to specific manufacturer terms on such products.

Conditions: This proposal is valid for 30 days. The company reserves the right to withdraw this proposal or re-quote the project if contract acceptance is beyond 30 days.

The above prices, specifications, and conditions are satisfactory and are hereby accepted. The company is authorized to do the work as specified. A 50% deposit is required at the time of signing and balance is due at the completion of the job. The signature on this contract is evidence of the Homeowner's acceptance of all terms and conditions within.

Acceptance Date:

Print Name:

Signature:

Thank you for allowing our company to be a part of your home improvement project. If you have any additional questions or concerns, please contact us directly.

_____	_____
Name	Date



CYPRESS TEXAS

INSURANCE COMPANY

PO BOX 41059 JACKSONVILLE, FL 32203-1059
1-877-560-5224 (FOR ALL INQUIRES)

**COMMERCIAL GENERAL LIABILITY POLICY
POLICY DECLARATIONS**

Policy Number TGL 5000962 04 85
Renewal of TGL 5000962

Policy Period From 06/21/2020 To 06/21/2021
12 01 A.M. Standard Time at the Named Insured's Address

Transaction RENEWAL DECLARATION

Effective: 06/21/2020

Date Issued: 05/03/2020

Pay Plan: DIRECT BILL

Named Insured and Address

RAYMUNDO RIVERA
RIVERA'S LAWN & LANDSCAPING
700 VIRGINIA AVE
LA FERIA TX 78559-9999

Agent

SANDRA ZAMORA
SANDRA ZAMORA INS AGCY
2013 N CONWAY AVE
MISSION TX 78572-2965
Telephone: 956-585-1984

4522774

Type of Business

CORPORATION

Audit Period

ANNUAL

IN RETURN FOR THE PAYMENT OF THE PREMIUM, AND SUBJECT TO ALL THE TERMS OF THIS POLICY, WE AGREE WITH YOU TO PROVIDE THE INSURANCE AS STATED IN THIS POLICY.

LIMITS OF INSURANCE

General Aggregate Limit (Other than Products-Completed Operations)	\$	1,000,000
Products - Completed Operations Aggregate Limit		INCLUDED
Each Occurrence Limit	\$	1,000,000
Personal and Advertising Injury Limit	\$	1,000,000
Medical Expense Limit, any one person	\$	5,000
Fire Damage Limit, any one fire	\$	100,000
Liability Deductible (Property Damage Only) Per Claim	\$	500

AMENDED LIMITS OF LIABILITY

Refer to attached schedule, if any.

CLASSIFICATIONS

Refer to attached schedule.

FORMS AND ENDORSEMENTS

Refer to attached schedule.

These Declarations together with the common policy conditions, coverage part declarations, coverage part form(s), original application, endorsements, and renewal questionnaires, complete the above numbered policy.

Claim Free Discount (10%)		INCLUDED
TOTAL COVERAGE PREMIUM	\$	505.00

TOTAL ASSESSMENTS AND FEES

POLICY FEE	\$	25.00
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TOTAL POLICY PREMIUM: \$ 530.00

COUNTERSIGNED DATE: 05/03/2020

BY

Policy Number: TGL 5000962 04 85
Transaction: RENEWAL DECLARATION
Named Insured: RAYMUNDO RIVERA

**COMMERCIAL GENERAL LIABILITY
EXTENSION OF DECLARATIONS**

Effective: 06/21/2020

Date Issued: 05/03/2020

Policy Period From 06/21/2020 To 06/21/2021

12:01 A.M. Standard Time at the Named Insured's Address

LOCATION OF PREMISES

Location of All Premises You Own, Rent or Occupy:

00001

700 VIRGINIA AVE

LA FERIA TX 78559-9999

Includes copyrighted material of Insurance Services Office, Inc., with its permission. Copyright, Insurance Services Office, Inc., 1994.

Policy Number: TGL 5000962 04 85
Transaction: RENEWAL DECLARATION
Named Insured: RAYMUNDO RIVERA

COMMERCIAL GENERAL LIABILITY COVERAGE SCHEDULE

Effective: 06/21/2020

Date Issued: 05/03/2020

Policy Period From 06/21/2020 To 06/21/2021

12 01 A.M. Standard Time at the Named Insured's Address

Classification	Code	Premium Basis	Rate	Premium Deposit
LAWN CARE SERVICES	97050	\$20,000	14.06	\$281.00
For risks which provide services for lawn care, such as mowing, fertilizing, edging or cleaning lawns, including the removal of leaves, or preventing growth of or killing weeds. Coverage is included for incidental application of "over the counter" herbicides or pesticides on lawns under the insured's regular care. Risk is not eligible for coverage if licenses or permits are required for herbicides or pesticides application. No work along roads or highways.				
LANDSCAPE GARDENING	97047	\$4,700	16.38	\$77.00
Includes laying out grounds, planting trees, shrubs, flowers or lawns, and interior landscaping. Coverage is included for incidental application of "over the counter" herbicides or pesticides. Risk is not eligible for coverage if licenses or permits are required for herbicide or pesticide application. No excavation, interior sprinkler system work, or work along roads or highways. Outdoor sprinkler system installation and repairs included.				
PAYMENT PLAN SET-UP FEE				\$10.00
MINIMUM PREMIUM ADJUSTMENT				\$137.00
TERRORISM COVERAGE				INCLUDED
Automatic Additnl Ins-Ong Oprt	94444			INCLUDED
RENEWAL CLAIM FREE DISCOUNT				INCLUDED
TOTAL COVERAGE PREMIUM				\$505.00

TBD = To be determined at Audit

(c) cost	(c) per \$1,000
(e) each	(e) per each
(p) payroll	(p) per \$1,000
(r) recipients	(r) per \$1,000
(s) sales	(s) per \$1,000
(u) units	(u) per each



**LANDSCAPE
LAWN CARE
IRRIGATION
PESTICIDE**

January 28, 2021

WORK ORDER #17040

PROPOSAL FOR

ROSE SAENZ
DEVELOPMENT CORPORATION OF MERCEDES
MERCEDES LIGHT INDUSTRIAL PARK
CAMERON ST
MERCEDES, TX 78570

DESCRIPTION OF WORK TO BE PERFORMED

Clean Up Services:

Tree Removal and Clean-up of Mercedes Light Industrial Park, Lots 1,2,5,6,8 and the Ditch.
Need all trees uprooted and all debris removed, no mowing.

SALE:	\$1,657.00
SALES TAX:	\$136.70
TOTAL:	\$1,793.70

Payment shall be received no later than the 10th day following the invoice date. A finance charge of 1.5% per month will be applied to all unpaid balances. This is an annual rate of 18%. To avoid a finance charge, payment must be received by our office before the next billing date. All payments are applied to the oldest balance. If action is necessary to collect an overdue account, any collection fees and / or attorney fees incurred by TLC Total Lawn Care LLC will be added to the balance due. If the owner refuses to pay as specified, the contractor need not perform any work, nor give any notice to cancellation

CONDITIONS, which, upon acceptance by you of this proposal, are fully agreed to and accepted by client:

All work is to be completed in a manner in keeping with standard practices, any alteration or deviation from specification involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate.

CONTRACTOR is defined as TLC Total Lawn Care LLC including its employees, directors, officers and subcontractors.

CLIENT is defined as Mercedes Light Industrial Park and employees

CONTRACTOR shall be responsible and liable for and shall release, indemnify, defend and hold harmless

CLIENT against all claims, demands, losses, costs, liabilities and expenses arising out of or in connection with the performance of the services, which relate to:

- Personal injury (including death or disease) to CONTRACTOR and damage to equipment or other property of CONTRACTOR, irrespective of cause and even if caused in whole or in part by the negligence or breach of duty (statutory or otherwise) of CLIENT; and
- Personal injury (including death or disease) to any third party, or damage to property of any third


party to the extent attributable to the negligence, breach of duty (statutory or otherwise) or other legal fault of CONTRACTOR.

CLIENT shall be responsible and liable for and shall release, indemnify, defend and hold harmless CONTRACTOR against all claims, demands, losses, costs, liabilities and expenses arising out of or in connection with the performance of the services, which relate to:

- Personal injury (including death or disease) to CLIENT and damage to equipment or other property of CLIENT, unless directly caused in whole or in part by the negligence or breach of duty (statutory or otherwise) of CONTRACTOR; and
- Personal injury (including death or disease to any third party, or damage to property of any third party to the extent attributable to the negligence, breach of duty (statutory or otherwise) or other legal fault of CLIENT.

ACCEPTANCE: You are hereby authorized to furnish all material, equipment and labor required to complete the work described in the above proposal, for which the undersigned agrees to pay the amount stated in said proposal and according to the terms thereof.

By



Rogelio De Leon

Date

January 28, 2021**TLC TOTAL LAWN CARE LLC**

By

Date

**DEVELOPMENT CORPORATION OF
MERCEDES**

Subject: Re: Tree removal and clean up

Date: Thursday, January 28, 2021 at 10:04:10 AM Central Standard Time

From: Rudy Sandoval

To: rsaenz@mercedesedc.com

Tree proposal

SANDOVAL'S TREE TRIMMING SERVICES



2117 E. 26th St.
Weslaco, TX 78596
(956) 532-9650
Fax: (956) 973-8256
sandoval.treeservice@yahoo.com



PROPOSAL

1949

PROPOSAL SUBMITTED TO:

WORK TO BE PERFORMED AT:

SHEET NO.
DATE 1/28/2021

NAME	City of Mercedes Light Industrial Park
ADDRESS	40 Gibson Street Michigan Ave along expressway
CITY, STATE	Mercedes, TX 78570
PHONE NO.	rsaenz@mercedesedc.com
ARCHITECT	

We hereby propose to furnish the materials and perform the labor necessary for the completion of:

Tree Removal and clean up of lots 1, 2, 5, 6, 8 and ditch.

SUBTOTAL: 3500.00
TAX: 0.00
TOTAL: 3500.00

All material is guaranteed to be as specified, and the above work to be performed in accordance with the drawings and specifications submitted for above work and completed in a substantial workmanlike manner and is fully insured (\$1MM liability)

for the sum of: Dollars (\$ 3500.00)
with payments to be as follows.

Any alteration or deviation from above specifications involving extra costs will be requested only upon written order, and will become an extra charge over and above the estimate. All agreements contingent upon delays, accidents, or delays beyond our control.

Respectfully submitted

Per

Rose Saenz
Rudy Sandoval

Note - This proposal may be withdrawn by us if not accepted within days.

ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payments will be made as outlined above.

SIGNATURE

X

DATE

SIGNATURE

8. Discussion and Action: Mercedes Light Industrial Park Fencing

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 2/19/21
Re: Mercedes Light Industrial Park Fencing

Discuss fencing at the Mercedes Light Industrial Park



Proposal

January 17, 2020

Mario Gonzalez (956) 534-3795

JOB SCOPE

Job Site: Mercedes Light Industrial Park
Expressway 83
Mercedes, TX

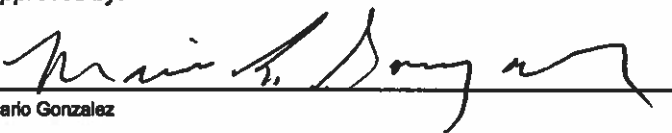
Attn: Melissa Ramirez

Job Scope

- Build wall 6' x 500'
- Wall to be constructed with 8" cinderblock
- Beam 3' deep x 1' wide using 3000 PSI concrete with 5/8" rebar
- Every 20' will have 12" x 12" columns
- Painting not included

Grand Total: \$45,600.00

Approved by:


Mario Gonzalez

1-17-2020
Date

To accept proposal sign below

Mario Gonzalez

260 South Texas Blvd. Suite 303
Weslaco, TX 78596

9. Discussion and Action: New Commercial Production Costs

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 2/19/2021
Re: Commercial Production Costs

The Marketing Committee selected Spectrum to produce and air Mercedes' new commercial. The commercial will focus on a refined shopping experience at the Rio Grande Valley Premium Outlet mall. The target demographics are women with an average HHI of \$100K.

Commercial air time will be paid by the City of Mercedes. There is a production fee of \$2,829.45. Production costs include a commercial in English and Spanish.

Recommendation: Approve production costs.



CREATIVE SERVICES PROPOSAL

Kernel
Created by Spectrum Reach

First Look Discounted Offer requires client signature by March 1, 2021.

Client Name: City of Mercedes

Account Executive: Sheldon Davis

Market: RGV

Kernel Contact: Baldo Lopez

PROJECT INSTRUCTIONS	RATE	UNIT	AMOUNT
:30 English Shopping Commercial :30 Spanish version of English Commercial Script Up to 4 talent fees per commercial 1 producer 1 lighting tech 1 grip 1 makeup artist Up to 8 consecutive hours of shooting Includes setup, filming and breakdown Up to 4 edit hours Music library selection and licensing Includes 2 rounds of revisions per commercial Primary motion graphics Primary color correction Primary sound mixing	\$4,353.00	1	\$4,353.00

ANNUAL COST	\$4,353.00
35% FIRST LOOK DISCOUNT	\$ 1,523.55
TOTAL:	\$2,829.45

This concept and all information herein are proprietary to Spectrum Reach® and Client may not use or disclose such concept or information other than with Spectrum Reach's express permission. Client agrees to hold confidential and not use or disclose to any person all statements, discussions and communications between the parties and all documents provided by Spectrum Reach pertaining to the commercial, including all information, materials and digital content. © 2020 Spectrum Reach. All Rights Reserved.

Client Signature: _____ Date: _____ Rate: _____

Kernel Signature: _____ Date: _____ Rate: _____




Presented to
Mercedes EDC Shopping
VALLEYWIDE
Sheldon Davis JANUARY 11, 2021

Spectrum
REACH

Executive Overview

Spectrum Reach's exclusive TV planning tool utilizes our entire world of data intelligence to create the most effective campaigns that reach targeted audiences like never before.




Market

Market/Ad Zone in your chosen geographic location



Audience

Selected attributes that best describe your ideal customer you're trying to reach



Goals

Budget/Impression goals & flight dates

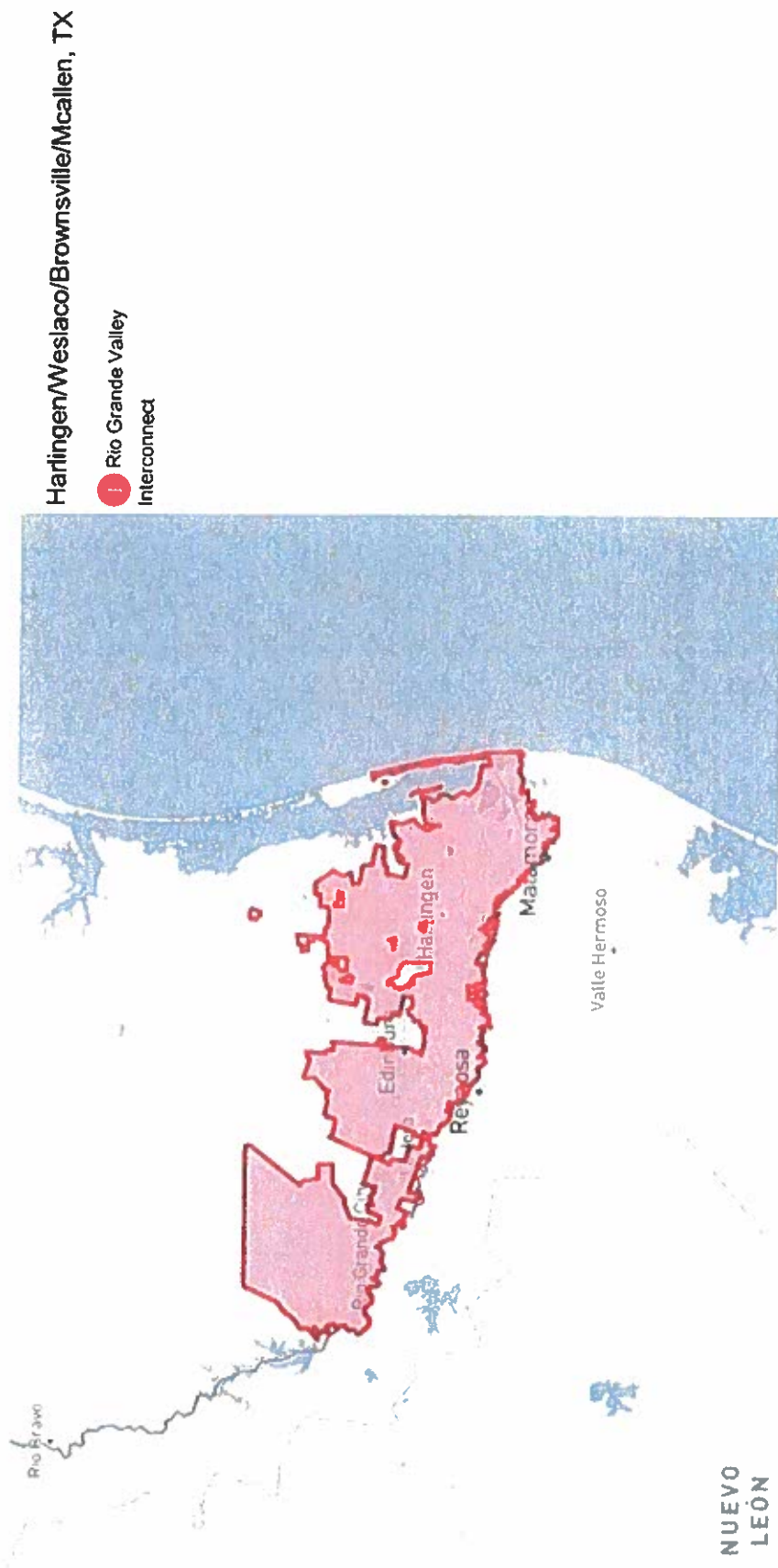
Targeted Interconnect(s)
1 in Harlingen/Weslaco/Brownsville/
McAllen, TX

Audience Overview
4 attribute(s) selected

Estimated Impressions
4,315,953 Total Impressions between
March 01 - December 26

Market - Harlingen/Weslaco/Brownsville/Mcallen, TX

Spectrum Reach uses multiple, robust data sources to create your optimized media plan with an ideal distribution of impressions across the dates and zones you've selected in order to reach your targeted audience most effectively



Audience

Understanding the background and behavior of your ideal target customer is key to constructing the most effective media plan

Demographic

- Income: \$75,000-\$99,999, \$100,000-\$149,999, \$150,000-\$199,999, \$200,000+
- Age: 25-54, Over 50
- Gender: Female

Interconnect Audience Size



Selected audience is 8% of market universe.

Propensity

Auto








- Buying/Spending Interests: Apparel-Interest

No value selected.



AE: Sheldon Davis
 Phone: 956-357-0060
 Fax: 956-702-1966
 E-mail: sheldon.davis@charter.com
 Assistant: patricia.chancey@charter.com

Network	Daypart	Program	Start Date	End Date	Unit Dur	Avg Units/Wk	Active Weeks	Rate	Total Units	Cost
6864, RGVR- Rio Grande Valley Region AEN										
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$16.00	43	\$688.00
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$17.55	43	\$754.65
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$14.15	64	\$905.60
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$2.10	43	\$90.30
	M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 10a-6p M-Su 12m-2a	DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME DAYTIME MIDNIGHT	3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21 3/1/21	12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21 12/26/21	30 30 30 30 30 30 30 30 30 30 30 30	2 1 0 1 1 0 1 0 0 2 0 1	4 3 1 3 2 1 4 1 5 1 4 43	\$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$10.75 \$2.10	72 41 6 35 36 17 23 58 17 73 12 55 43	\$774.00 \$440.75 \$64.50 \$376.25 \$387.00 \$182.75 \$247.25 \$823.50 \$182.75 \$784.75 \$129.00 \$591.25 \$90.30

Network	Daypart	Program	Start Date	End Date	Unit Dvr	Avg Units/Wk	Active Weeks	Rate	Total Units	Cost
CNNE										
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$2.10	43	\$90.30
DSE										
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$2.10	43	\$90.30
ENT										
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$13.60	43	\$584.80
FOOD										
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	2	43	\$19.90	86	\$1,711.40
FOX										
	M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	1	\$6.60	4	\$26.40
FXNC										
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	2	43	\$17.55	86	\$1,509.30
HALL										
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	4	\$8.15	14	\$114.10
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$8.15	6	\$48.90
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$8.15	5	\$40.75
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$8.15	6	\$48.90
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$8.15	10	\$81.50
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$8.15	1	\$8.15
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$8.15	3	\$24.45
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	0	1	\$8.15	12	\$97.80
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	2	43	\$9.95	87	\$865.65
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	7	\$2.10	21	\$44.10
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	1	\$2.10	2	\$4.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	1	10	\$2.10	30	\$63.00
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	1	\$2.10	2	\$4.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	1	\$2.10	2	\$4.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	1	\$2.10	2	\$4.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	1	\$2.10	2	\$4.20

Network	Daypart	Program	Start Date	End Date	Unit Dur	Avg Units/Wk	Active Weeks	Rate	Total Units	Cost
HGTV	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	4	\$2.10	12	\$25.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	1	\$2.10	2	\$4.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	2	\$2.10	6	\$12.60
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	4	\$2.10	12	\$25.20
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	3	\$2.10	9	\$18.90

HGTV



M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	2	43	\$19.10	86	\$1,642.60
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HLN



M-Su 10a-6p	DAYTIME	3/1/21	12/26/21	30	1	3	\$1.05	51	\$53.55
M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	2	\$1.05	6	\$6.30
M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	2	\$1.05	6	\$6.30
M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	0	4	\$1.05	8	\$8.40

HSTE



M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	1	43	\$2.10	43	\$90.30
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ID



M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	1	4	\$2.10	41	\$86.10
M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	1	\$2.10	17	\$35.70
M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	2	\$2.10	19	\$39.90
M-Su 10a-6p	DAYTIME	3/1/21	12/26/21	30	0	1	\$2.10	1	\$2.10
M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	1	\$6.60	3	\$19.80
M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	3	\$6.60	10	\$66.00

LMN

LIF



M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	1	\$3.15	2	\$6.30
M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	2	43	\$16.00	86	\$1,376.00

LMN



M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	2	43	\$4.20	86	\$361.20
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LRNM

Network

Daypart

Program

Start Date

End Date

Unit

Avg Unit/Wk

Active Weeks

Rate

Total Units

Cost

M-Su 4p-12m

EARLY NEWS/PRIME TIME

12/26/21

30

1

43

\$2.10

43

\$90.30



MNBC

MORNINGS

3/1/21

12/26/21

30

1

9

\$10.25

51

\$522.75

M-Su 5a-10a

DAYTIME

3/1/21

12/26/21

30

1

2

\$6.05

36

\$217.80

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

1

\$6.05

17

\$102.85

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

1

3

\$6.05

54

\$326.70

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

2

\$6.05

6

\$36.30

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

2

\$6.05

20

\$121.00

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

3

\$6.05

6

\$36.30

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

8

\$6.05

141

\$853.05

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

1

\$6.05

7

\$42.35

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

6

\$6.05

18

\$108.90

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

2

3

\$6.05

104

\$629.20

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

1

3

\$6.05

54

\$326.70

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

1

\$6.05

12

\$72.60

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

2

4

\$6.05

72

\$435.60

M-Su 12m-2a

MIDNIGHT

3/1/21

12/26/21

30

1

12

\$1.05

57

\$59.85

NGC

DAYTIME

3/1/21

12/26/21

30

0

3

\$2.10

13

\$27.30

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

1

\$2.10

7

\$14.70

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

1

\$2.10

12

\$25.20

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

1

2

\$2.10

24

\$50.40

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

1

\$2.10

12

\$25.20

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

4

\$6.60

29

\$191.40

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

1

\$6.60

7

\$46.20

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

2

\$6.60

10

\$66.00

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

2

\$6.60

16

\$105.60

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

2

\$6.60

9

\$59.40

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

1

8

\$6.60

58

\$382.80

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

6

\$6.60

38

\$250.80

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

0

1

\$6.60

7

\$46.20

M-Su 6p-12m

PRIME TIME

3/1/21

12/26/21

30

1

4

\$6.60

28

\$184.80

M-Su 12m-2a

MIDNIGHT

3/1/21

12/26/21

30

0

1

\$6.60

7

\$46.20

M-Su 12m-2a

MIDNIGHT

3/1/21

12/26/21

30

0

1

\$2.10

1

\$2.10

S1HR

DAYTIME

3/1/21

12/26/21

30

2

43

\$3.45

86

\$296.70

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

1

1

\$3.45

24

\$82.80

M-Su 10a-6p

DAYTIME

3/1/21

12/26/21

30

0

1

\$3.45






21

\$72.45

M-Su 10a-6p

DAYTIME

3/1/21

Network	Daypart	Program	Start Date	End Date	Unit Dur	Avg Units/Wk	Active Weeks	Rate	Total Units	Cost
	M-Su 4p-12m	EARLY NEWS/PRIME TIME	3/1/21	12/26/21	30	2	43	\$9.70	86	\$834.20
	M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	1	9	\$3.45	56	\$193.20
	M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	1	\$3.45	7	\$24.15
	M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	2	\$3.45	16	\$55.20
	M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	0	1	\$3.45	7	\$24.15
	M-Su 6p-12m	PRIME TIME	3/1/21	12/26/21	30	2	10	\$3.45	69	\$238.05
	M-Su 12m-2a	MIDNIGHT	3/1/21	12/26/21	30	3	33	\$1.05	142	\$149.10
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	2	6	\$2.10	71	\$149.10
	M-Su 5a-10a	MORNINGS	3/1/21	12/26/21	30	0	3	\$2.10	4	\$8.40
Totals									4,074	\$26,840.95
Grand Totals									4,074	\$26,840.95

Broadcast Month Costs - Grand Total

Month	Gross Cost	Total Units
03/2021	\$2,746	410
04/2021	\$2,472	382
05/2021	\$3,382	549
06/2021	\$2,475	404
07/2021	\$2,399	360
08/2021	\$2,652	409
09/2021	\$2,666	388
10/2021	\$2,890	427
11/2021	\$2,283	316
12/2021	\$2,875	429

4074

\$26840.95

Total

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Adjustments: Network Interactivity and Network Carriage have been factored into calculations

Hartington-Wisla-Bnsyl-Mca Nov20 DMA Nielsen Live-7

Cable Zones: SPECTRUM REACH RGVR- Rio Grande Valley Region

Hartington-Wisla-Bnsyl-Mca Nov20 DMA Nielsen Live-7

LHN: unrated station

STHR: unrated station

* Estimate information indicated has been supplied by the user



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Client hereby confirms that Spectrum Reach has provided to client a printed copy of the terms and conditions for the Advertisers, Agencies and Rep Firms, which are expressly incorporated herein by this reference:

Client Signature: _____ Date: _____

Title: _____

Acceptance Signature: _____ Date: _____

Title: _____

SPECTRUM REACH

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ACCEPTED AND AGREED:

CLIENT: _____

By: _____

Name: _____

Spectrum
REACH

10. Executive Session: Section 551.071: pending legal issues with 956Sports and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.

11.Discussion and Action: item #10

12. Adjournment