

Development Corporation of Mercedes, Inc.

Agenda

May 5, 2021 at 11:30AM

320 S. Ohio

Development Corporation of Mercedes, Inc.

Agenda

May 5, 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, May 5, 2021 at 11:30AM** at <https://global.gotomeeting.com/join/503661093> **PHONE:** 1 877 309 2073 / **ACCESS CODE:** 503-661-093 for the purpose of considering and taking formal action regarding the following items:

1. Call meeting to order
2. Executive Session: Section 551.087: Economic development negotiations with Project Travel Center, Project Gabriela and Project R. Galvan and Section 551.071: pending legal issues with delinquent loans and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.
3. Discussion and Action: item #2
4. Discussion and Action: March 17, 2021 Board Minutes
5. Discussion and Action: March 2021 Financials
6. Discussion and Action: Accounting Services Contract, Givilancz & Martinez, PLLC
7. Discussion and Action: Placing meetings on Facebook Livestream
8. Discussion and Action: Untable 2017-2021 Incentive Report
9. Discussion and Action: Public Funds Information Act Training
10. Adjournment

The Board of Directors reserves the right to go into Executive Session at any time during this 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 551.087. 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 10th day of April, 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. Executive Session: Section 551.087: Economic development negotiations with Project Travel Center, Project Gabriela and Project R. Galvan and Section 551.071: pending legal issues with delinquent loans and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.

3. Discussion and Action: item # 2

4. Discussion and Action: March 17, 2021 Board Minutes

Development Corporation of Mercedes, Inc.
Virtual Special Called Meeting
Wednesday, March 17, 2021 11:30AM
globalgotomeetings.com

Board Members Present:

Fred Gonzalez – President
Tony Garza – Treasurer
David Garza – Member
Peggy Marie Chavez – Yanez - Member

Board Members Absent:

Joe Flores – Vice President
Roel Villanueva- Member
Luis Huerta - Member

EDC Staff Present:

Melissa Ramirez – Executive Director
Rose Saenz – Administrative Coordinator

City Staff Present:

Mark Sossi – DCM Attorney

Others Present:

Roberto Carrillo – Givilancz & Martinez PLLC

1. Call Meeting to order

Fred Gonzalez called the meeting to order at 11:37 AM.

2. Discussion and Action: February 24, 2021 Board Minutes

David Garza motioned to approve the February 24, 2021 Board Minutes as presented. Seconded by Tony Garza. All voted aye.

3. Discussion and Action: February 2021 Financials

Tony Garza motioned to approve the February 2021 Financials as presented. Seconded by David Garza. All voted aye.

4. Discussion and Action: Texas Class Quarterly Report

Tony Garza motioned to approve the Texas Class Quarterly Report as presented. Seconded by David Garza. All voted aye.

5. Discussion and Action: Accounting Services Contract, Givilancz & Martinez, PLLC

Tony Garza motioned to approve the Accounting Services Contract, Givilancz & Martinez, PLLC. Seconded by Peggy Marie Chavez-Yanez. Fred Gonzalez, Tony Garza and Peggy Marie Chavez-Yanez voted aye. David Garza abstained. Four votes are needed, therefore motion dies.

6. Discussion and Action: DCM Grant Programs

David Garza motioned to table the DCM Grant Programs and revisit in six months due to financial constraints. Seconded by Tony Garza. All voted aye.

7. Discussion and Action: Renew building lease

Tony Garza motioned to approve the renewal of the building lease. Seconded by David Garza. All voted aye.

8. Discussion and Action: Placing meetings on Facebook Livestream

Tony Garza motioned to research and get cost estimates on Placing meetings on Facebook Livestream. Seconded David Garza All voted aye.

9. Discussion and Action: Goals and Objectives of the DCM

David Garza motioned to discuss the Goals and Objective of the DCM at a workshop in May. Seconded by Tony Garza. All voted aye.

10. Discussion and Action: 2017 - 2021 Incentive Report

David Garza motioned to table the 2017 – 2021 Incentive Report. Seconded by Tony Garza. All voted Aye.

11. Executive Session: Section 551.087: Economic development negotiations with Project Travel Center and Project Macaw and Section 551.071: pending legal issues with 956Sports Settlement Agreement, DCM VS. Daniel Longoria, DCM VS. Elias Gonzalez, DCM VS. Leticia Galvan, DCM VS. Nora Martinez, DCM VS. Irma Cadena, DCM VS. Rio Tex, DCM VS. TVCF 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 12:19 PM

The Board went into Open Session at 1:39 PM

12. Discussion and Action: item #11

Tony Garza motioned to approve the 956Sports Settlement Agreement with an agreed judgement as presented by legal counsel. Seconded by David Garza. All voted aye.

13. Adjournment: 12:40PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Peggy Marie Chavez - Yanez, Secretary

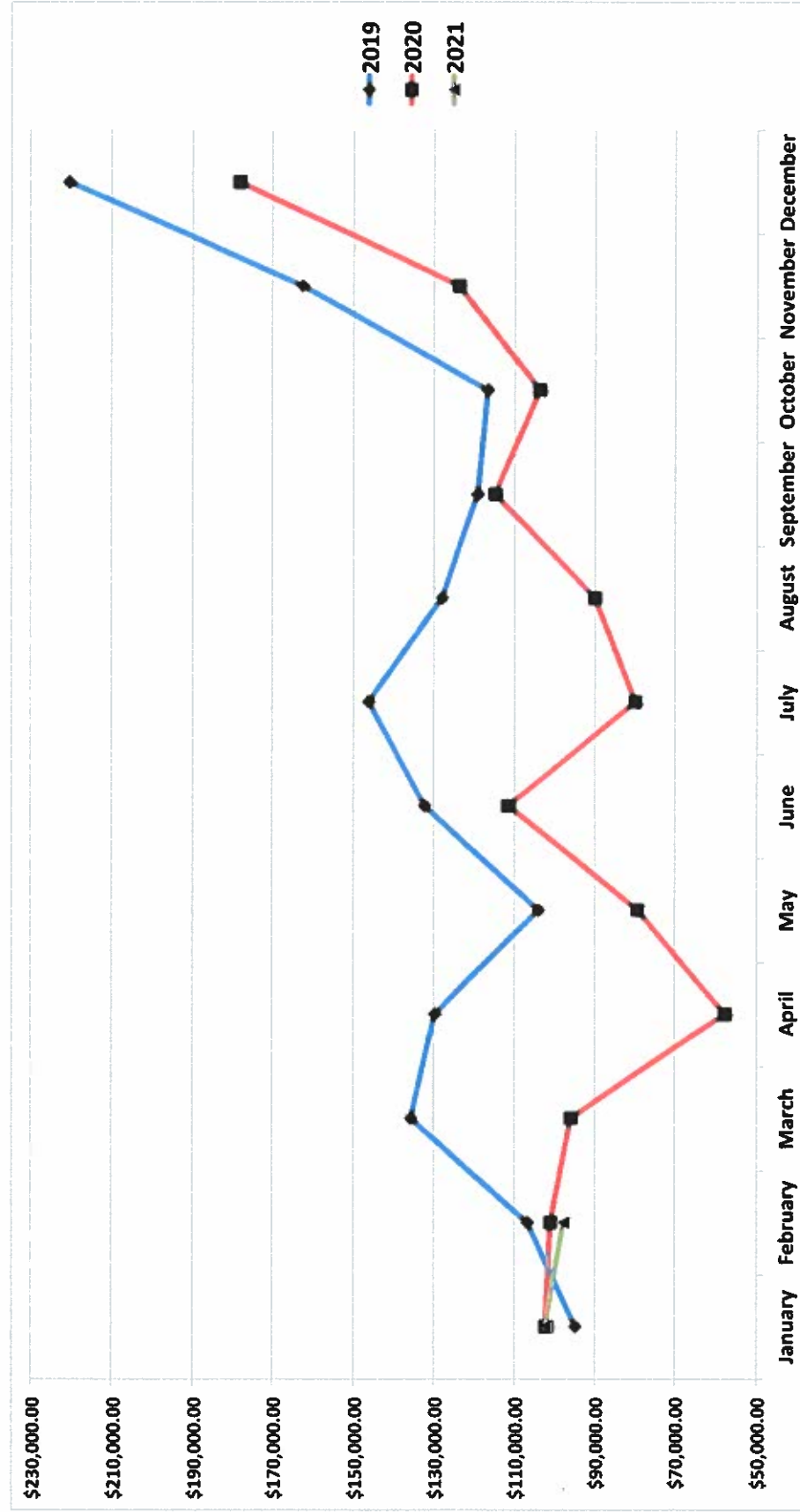
Roel Villanueva, Member

David Garza, Member

Luis Huerta, Member

5. Discussion and Action: March 2021 Financials

Sales Tax Comparison FY 2019 - FY 2021

[illegible]

February 2021 Sales Tax Allocation

City/County	Rate	Net Payment This Period	Comparable Payment Prior Year	% Change	Payment YTD	Prior Year Payment YTD	% Change
Hidalgo	2.00%	\$338,521.94	\$303,107.68	11.68%	\$1,587,351.49	\$1,386,809.70	14.46%
Hidalgo	2.00%	\$121,498.50	\$99,404.04	22.22%	\$576,694.16	\$437,981.78	31.67%
Hidalgo	2.00%	\$357,441.51	\$307,479.04	16.24%	\$1,658,023.99	\$1,376,011.59	20.49%
Hidalgo	2.00%	\$30,192.60	\$22,963.21	31.48%	\$121,934.12	\$105,873.03	15.17%
Hidalgo	2.00%	\$2,007,490.97	\$1,815,741.67	10.56%	\$9,505,837.55	\$8,485,032.60	12.03%
Hidalgo	1.50%	\$114,618.36	\$92,418.54	24.02%	\$530,726.36	\$407,003.17	30.39%
Hidalgo	1.00%	\$3,316.37	\$2,869.46	15.57%	\$19,568.15	\$13,027.69	50.20%
Hidalgo	2.00%	\$250,539.87	\$246,089.85	1.80%	\$1,205,417.03	\$1,098,198.98	9.76%
Hidalgo	2.00%	\$45,008.32	\$34,524.65	30.36%	\$227,102.59	\$171,620.12	32.32%
Hidalgo	2.00%	\$7,657.66	\$9,381.08	-18.37%	\$36,732.34	\$34,780.97	5.61%
Hidalgo	2.00%	\$5,255,016.85	\$4,938,362.86	6.41%	\$25,070,007.99	\$24,045,388.50	4.26%
Hidalgo	2.00%	\$391,843.83	\$404,780.85	-3.19%	\$2,010,717.89	\$2,347,794.01	-14.35%
Hidalgo	2.00%	\$1,457,201.98	\$1,323,032.34	10.14%	\$6,321,350.65	\$5,111,693.89	23.66%
Hidalgo	1.50%	\$168,613.97	\$159,347.02	5.81%	\$863,032.13	\$735,793.99	17.29%
Hidalgo	1.50%	\$85,445.73	\$77,991.04	9.55%	\$391,380.24	\$340,088.38	15.08%
Hidalgo	1.50%	\$89,919.41	\$79,670.91	12.86%	\$410,814.70	\$346,730.56	18.48%
Hidalgo	2.00%	\$1,734,431.24	\$1,551,501.82	11.79%	\$7,819,379.11	\$6,899,071.01	13.33%
Hidalgo	2.00%	\$17,635.76	\$15,951.94	10.55%	\$80,793.01	\$79,210.38	1.99%
Hidalgo	1.50%	\$3,573.73	\$4,161.77	-14.12%	\$21,364.76	\$17,870.58	19.55%
Hidalgo	2.00%	\$349,786.52	\$320,562.89	9.11%	\$1,598,344.04	\$1,432,693.68	11.56%
Hidalgo	1.00%	\$14,958.40	\$17,165.16	-12.85%	\$73,355.87	\$84,684.84	-13.37%
Hidalgo	2.00%	\$1,121,806.81	\$995,182.21	12.72%	\$5,078,778.52	\$4,488,939.44	13.13%

\$391,843.83

75%

\$293,882.87

City

\$391,843.83

25%

\$97,960.96

EDC

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

	Mar 31, 21	Feb 28, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	528,521.78	678,477.88	-149,956.10
Development Corp - TXCLASS	127,753.13	127,741.70	11.43
EDC 2006 Reserve - TXCLASS	272,711.11	272,686.67	24.44
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	929,186.02	1,079,106.25	-149,920.23
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	1,019,322.95	1,169,243.18	-149,920.23
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)	127,951.85	127,951.85	0.00
Note Receivable - City	391,323.56	391,323.56	0.00
Rarcs To be Prov 07 & EDC Bull	5,839,552.74	5,889,855.04	-30,302.30
Total Other Assets	1,874,165.03	1,904,467.33	-30,302.30
TOTAL ASSETS	6,267,377.03	6,447,599.56	-180,222.53
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	2,304.26	-0.02
Unavailable Rev/Gain From EDC	127,951.85	127,951.85	0.00
Total Other Current Liabilities	169,881.09	169,881.11	-0.02
Total Current Liabilities	169,881.09	169,881.11	-0.02
Long Term Liabilities			
Bonds Payable 2007	1,645,000.00	1,645,000.00	0.00
Bonds Payable 2016	1,312,500.42	1,333,333.76	-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	2,032,478.34	0.00
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	475,207.91	484,676.87	-9,468.96
Total Long Term Liabilities	5,694,070.12	5,724,372.42	-30,302.30
Total Liabilities	5,863,951.21	5,894,253.53	-30,302.32
Equity			

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

	Mar 31, 21	Feb 28, 21	\$ 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	94,377.39	244,297.60	-149,920.21
Total Equity	403,425.82	553,346.03	-149,920.21
TOTAL LIABILITIES & EQUITY	6,267,377.03	6,447,599.56	-180,222.53

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

	Oct '20 - Mar 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - MD Int'l(Orb Galvan)	899.92	0.00	899.92	100.0%
Interest - TX Class	270.29	2,352.00	-2,081.71	11.5%
Loan Principal Payments - EDC	2,985.36	0.00	2,985.36	100.0%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	31,250.01	95,000.00	-63,749.99	32.9%
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	35,405.58	694,713.92	-659,308.34	5.1%
Taxes				
Sales Tax	713,765.05	1,141,427.56	-427,662.51	62.5%
Total Taxes	713,765.05	1,141,427.56	-427,662.51	62.5%
Total Income	749,170.63	1,836,141.48	-1,086,970.85	40.8%
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	2,354.66	2,000.00	354.66	117.7%
Office Equipment	0.00	3,000.00	-3,000.00	0.0%
Total Maintenance	2,354.66	5,000.00	-2,645.34	47.1%
Other Services & Charges				
Audit	15,000.00	21,500.00	-6,500.00	69.8%
Automobile Mileage	865.11	5,000.00	-4,134.89	17.3%
Billboards	997.34	3,000.00	-2,002.66	33.2%
Bldg Lease	7,791.00	15,582.00	-7,791.00	50.0%
Chamber	0.00	5,000.00	-5,000.00	0.0%
Contract Labor - Writer	2,400.00	6,000.00	-3,600.00	40.0%
Crime Insurance	700.00	700.00	0.00	100.0%
Electricity	1,688.53	3,000.00	-1,311.47	56.3%
Janitorial	5,200.00	11,000.00	-5,800.00	47.3%
Legal	16,697.75	45,000.00	-28,302.25	37.1%
Loan Fees - EDC	750.00	750.00	0.00	100.0%
Marketing & Promotion	1,714.00	7,300.00	-5,586.00	23.5%
Meetings	449.92	1,500.00	-1,050.08	30.0%
Membership/Subs	825.10	1,000.00	-174.90	82.5%
Miscellaneous	250.02	500.00	-249.98	50.0%
Office Equipment - Lease	1,554.64	2,342.40	-787.76	66.4%
Outlet Mall Oct 18' - Oct 28'	12,698.56	70,000.00	-57,301.44	18.1%
Postage	110.00	300.00	-190.00	36.7%
Professional Fees - Accounting	8,000.00	19,200.00	-11,200.00	41.7%
Project Bagdad	50,000.00			
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	50,000.00	100,000.00	-50,000.00	50.0%
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	37,325.17	83,720.00	-46,394.83	44.6%
Series 2007 - Principal	0.00	195,000.00	-195,000.00	0.0%
Series 2010A- Int & Princ 8/21	64,741.00	64,856.00	-115.00	99.8%
Telephones	2,356.26	5,400.00	-3,043.74	43.6%

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

	Oct '20 - Mar 21	Budget	\$ Over Budget	% of Budget
TLF Repayment - Interest	8,258.27	33,608.56	-25,350.29	24.6%
TLF Repayment - Principal	56,431.51	97,897.40	-41,465.89	57.6%
Travel & Training	250.00	1,200.00	-950.00	20.8%
VTX Note	62,500.02	190,000.00	-127,499.98	32.9%
Water Bill	689.12	1,200.00	-510.88	57.4%
Web-Site	4,655.00	7,880.00	-3,325.00	58.3%
Total Other Services & Charges	571,398.32	1,660,612.56	-1,089,214.24	34.4%
Personnel Costs				
Cell Phone Allowance	300.00	600.00	-300.00	50.0%
Health/Life Insurance	5,208.76	13,896.00	-8,687.24	37.5%
Salaries	59,498.43	119,000.00	-59,501.57	50.0%
Social Security	4,536.41	9,470.70	-4,934.29	47.9%
TMRS Contribution	10,508.34	23,757.22	-13,248.88	44.2%
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	80,051.94	168,528.92	-88,476.98	47.5%
Supplies				
Office Supplies	988.32	1,000.00	-11.68	98.8%
Total Supplies	988.32	1,000.00	-11.68	98.8%
Total Expense	654,793.24	1,836,141.48	-1,181,348.24	35.7%
Net Ordinary Income	94,377.39	0.00	94,377.39	100.0%
Net Income	94,377.39	0.00	94,377.39	100.0%

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

	Mar 31, 21	Feb 28, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	236,710.46	234,898.02	1,812.44
Total Checking/Savings	<u>236,710.46</u>	<u>234,898.02</u>	<u>1,812.44</u>
Total Current Assets	<u>236,710.46</u>	<u>234,898.02</u>	<u>1,812.44</u>
Other Assets			
Allowance - RBEG	-28,326.68	-28,326.68	0.00
EDC RBEG Grant-TXCLASS	41,719.66	41,715.94	3.72
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	28,750.21	28,750.21	0.00
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	51,881.34	52,372.42	-491.08
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	56,698.90	57,729.26	-1,030.36
Loan Rec - Werbiski Ashley & H	16,866.83	16,866.83	0.00
Total Other Assets	<u>559,847.24</u>	<u>561,364.96</u>	<u>-1,517.72</u>
TOTAL ASSETS	<u><u>796,557.70</u></u>	<u><u>796,262.98</u></u>	<u><u>294.72</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	518,127.57	519,649.01	-1,521.44
Total Other Current Liabilities	<u>518,127.57</u>	<u>519,649.01</u>	<u>-1,521.44</u>
Total Current Liabilities	<u>518,127.57</u>	<u>519,649.01</u>	<u>-1,521.44</u>
Total Liabilities	<u>518,127.57</u>	<u>519,649.01</u>	<u>-1,521.44</u>
Equity			
Fund Balance	261,903.39	261,903.39	0.00
Unrestricted Net Assets	-4,684.31	-4,684.31	0.00
Net Income	21,211.05	19,394.89	1,816.16
Total Equity	<u>278,430.13</u>	<u>276,613.97</u>	<u>1,816.16</u>
TOTAL LIABILITIES & EQUITY	<u><u>796,557.70</u></u>	<u><u>796,262.98</u></u>	<u><u>294.72</u></u>

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

	Mar 31, 21	Feb 28, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	157,173.98	154,699.09	2,474.89
Total Checking/Savings	157,173.98	154,699.09	2,474.89
Total Current Assets	157,173.98	154,699.09	2,474.89
Other Assets			
Allowance - IRP	-16,111.00	-16,111.00	0.00
IRP Operating Reserv - TXCLASS	68,552.58	68,546.42	6.16
Loan Rec - 956Sports	32,222.19	32,222.19	0.00
Loan Rec - Castaneda Mario & M	88,000.72	88,853.53	-852.81
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	131,435.43	131,435.43	0.00
Loan Rec - Mid Valley Dental	42,627.52	43,696.44	-1,068.92
Loan Rec - Raquel Moreno	9,130.19	9,385.34	-255.15
Rsrcs To Be Provided	554,116.66	554,116.66	0.00
Total Other Assets	926,108.55	928,279.27	-2,170.72
TOTAL ASSETS	1,083,282.53	1,082,978.36	304.17
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Note Payable - USDA - IRP	554,116.66	554,116.66	0.00
Unavailable Revenue - IRP	303,439.31	305,616.19	-2,176.88
Total Other Current Liabilities	857,555.97	859,732.85	-2,176.88
Total Current Liabilities	857,555.97	859,732.85	-2,176.88
Total Liabilities	857,555.97	859,732.85	-2,176.88
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	21,827.62	19,346.57	2,481.05
Total Equity	225,726.56	223,245.51	2,481.05
TOTAL LIABILITIES & EQUITY	1,083,282.53	1,082,978.36	304.17

**Blue BusinessSM Plus Credit Card**

DEVELOPMENT CORPORATION OF

MELISSA RAMIREZ

Closing Date 04/16/21 Next Closing Date 05/17/21

Account Ending 5-31009



p. 1/5

Customer Care: 1-800-521-6121

TTY: Use Relay 711

Website: americanexpress.com

New Balance **\$691.14**

Minimum Payment Due **\$35.00**

Payment Due Date **05/11/21[‡]**

‡Late Payment Warning: If we do not receive your Minimum Payment Due by the Payment Due Date of 05/11/21, 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	23 months	\$784

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 page 5.

Continued on page 3

Membership Rewards[®] Points

Available and Pending as of 03/31/21

5,968

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

Account Summary

Previous Balance \$173.36
 Payments/Credits -\$173.36
 New Charges +\$691.14
 Fees +\$0.00
 Interest Charged +\$0.00

New Balance **\$691.14**
Minimum Payment Due **\$35.00**

Credit Limit \$13,000.00
 Available Credit \$12,308.86

Days in Billing Period: 30

↓ 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 003455 70106 B 15 A



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

Payment Due Date
05/11/21

New Balance
\$691.14

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 000069114000003500 13 H

Detail Continued

					Amount
04/15/21	24HOURWRISTBANDS.COM - IMPRINT.COM IMAD68804211 77083 APPAREL HSWRS/ACC	+1 (877) 508-4569	TX	Marketing + Promotion <i>City Face Masks</i>	\$187.28
04/15/21	24HOURWRISTBANDS.COM - IMPRINT.COM IMAD68804211 77083 APPAREL HSWRS/ACC	+1 (877) 508-4569	TX	Marketing + Promotion <i>City Face Masks</i>	\$46.00
04/16/21	PREMIER TEES squareup.com/receipts	Weslaco	TX	Marketing + Promotion <i>City Face Masko</i>	\$250.00

refund
pending
refund
pending

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



Blue BusinessSM Plus Credit Card
 DEVELOPMENT CORPORATION OF
 MELISSA RAMIREZ
 Closing Date 04/16/21



p. 3/5

Account Ending 5-31009



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

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

Hearing Impaired

Online chat at americanexpress.com or use Relay dial 711 and 1-800-521-6121



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

Put More Time to Business and Less Time to Bills

Grant a member of your team access to your account to log in and securely handle expense management on your behalf. Terms apply.

Visit www.AmericanExpress.com/enrollIAM to enroll an Account Manager now.



Payments and Credits

Summary

Total

Payments	-\$173.36
Credits	\$0.00
Total Payments and Credits	-\$173.36

Detail

*Indicates posting date

Payments	Amount
03/29/21* PAYMENT RECEIVED - THANK YOU	-\$173.36

New Charges

Summary

Total

Total New Charges	\$691.14
--------------------------	-----------------

Detail



MELISSA RAMIREZ
 Card Ending 5-31009

Amount

03/17/21	LOOPNET COMMERCIAL P	888-567-7442	DC	Marketing + Promotion	\$69.00
03/24/21	LOGMEIN*GOTOMEETING ONLINE SVCS	LOGMEIN.COM	MA	Meetings	\$51.06
03/26/21	AMERICAN LEGION J.A GARCIA 628043007104 956-565-2362	MERCEDES	TX	Meetings Com mtr	\$46.00
03/26/21	LA CASA DE LA ABUELA 956-250-5093	MCALLEN	TX	Meetings Mohamed	\$33.22
04/09/21	WHATABURGER FAST FOOD RESTAURANT	MERCEDES	TX	Marketing + Promotion commercial	\$8.58

Continued on reverse

Account Number
Statement Date
Statement Thru Date
Check/Items Enclosed
Page

XXXXXX187
03/31/2021
03/31/2021
1

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

00008894 TT212S04012102020800 01 000000000 0008894 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

Join us on Facebook!

PUBLIC FUNDS ANALYSIS

Account Number: XXXXXX1873

Account Owner(s): DEVELOPMENT CORPORATION OF MERCEDES INC

Balance Summary

Beginning Balance as of 03/01/2021	\$684,128.38
+ Deposits and Credits (1)	\$102,538.12
- Withdrawals and Debits (32)	\$253,868.60
Ending Balance as of 03/31/2021	\$532,797.90
Service Charges for Period	\$0.00
Average Balance for Period	\$571,959.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Mar 18	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	102,538.12

DEBITS AND OTHER WITHDRAWALS

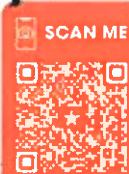
Date	Description	Withdrawals
Mar 01	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	900.00
Mar 01	BENE TEXAS LEVERAGE FUND TRN:P202103010019944	10,781.63
Mar 03	BENE WENDY MOSHER, 401-278-5840 TRN:P202103030051773	37,325.17

Janitorial TLF
Bank of America Bond Payment



Take advantage of our competitive rates!

WE ARE... *Business Friendly!*



Application Available Online: www.texasnational.com

Offer is subject to credit approval. Other fees may apply.
Mobile carrier message and data rates may apply.



DEBITS AND OTHER WITHDRAWALS (Continued)

Date	Description	Withdrawals
Mar 05	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,486.57
Mar 10	BENE:RAYBEC MERCEDES LLC TRN:P202103100046836	50,000.00
Mar 11	BENE:RAYBEC OHIO STREET LLC TRN:P202103110076080	50,000.00
Mar 15	IRS/USATAXPYMT *****7402836941 DEVELOPMENT CORPORATIO	2,304.26
Mar 17	REF 3ZSCKUR TO *0691 TRANSFER OF FUNDS F	10,416.67
Mar 19	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,436.57

Raybee Orchard/Grove
Raybee Ohio St.
VTx

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Mar 10	3685	15.00	Mar 04	3697	396.07	Mar 18	3705	700.00
Mar 01	*3688	400.00	Mar 02	3698	1,600.00	Mar 17	3706	50.00
Mar 11	<i>TMRS</i> 3689	2,191.38	Mar 15	3699	1,298.50	Mar 16	<i>Legal</i> 3707	6,920.00
Mar 08	3690	392.71	Mar 10	3700	441.98	Mar 23	<i>City of</i> → 3708	64,741.00
Mar 03	*3693	665.00	Mar 08	3701	894.23	Mar 26	<i>Mercedes</i> *3710	392.71
Mar 08	3694	135.12	Mar 10	3702	400.00	Mar 30	<i>Bond pmt</i> *3712	173.36
Mar 03	3695	750.00	Mar 15	3703	525.00	Mar 26	3713	116.38
Mar 11	3696	362.29	Mar 16	3704	1,657.00			

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Mar 01	672,046.75	Mar 10	575,544.90	Mar 18	601,657.92
Mar 02	670,446.75	Mar 11	522,991.23	Mar 19	598,221.35
Mar 03	631,706.58	Mar 15	518,863.47	Mar 23	533,480.35
Mar 04	631,310.51	Mar 16	510,286.47	Mar 26	532,971.26
Mar 05	627,823.94	Mar 17	499,819.80	Mar 30	532,797.90
Mar 08	626,401.88				



CHECK IMAGES

03/10/2021 Check 3685 \$15.00

03/01/2021 Check 3688 \$400.00

03/11/2021 Check 3689 \$2,191.38

03/08/2021 Check 3690 \$392.71

03/03/2021 Check 3693 \$665.00

03/08/2021 Check 3694 \$135.12

03/03/2021 Check 3695 \$750.00

03/11/2021 Check 3696 \$362.29

03/04/2021 Check 3697 \$396.07

03/02/2021 Check 3698 \$1,600.00

03/15/2021 Check 3699 \$1,298.50

03/10/2021 Check 3700 \$441.98



CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3701
Check Date: 03/08/21

Pay to the order of: City of Mercedes
\$ 894.23

For Deposit Only - No Cash Withdrawal
City of Mercedes
300 S. Ohio St.
Mercedes, TX 78570

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/08/2021 Check 3701 \$894.23

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3702
Check Date: 03/10/21

Pay to the order of: City of Mercedes
\$ 400.00

For Deposit Only - No Cash Withdrawal
City of Mercedes
300 S. Ohio St.
Mercedes, TX 78570

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/10/2021 Check 3702 \$400.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3703
Check Date: 03/15/21

Pay to the order of: Texas Economic Development
\$ 525.00

For Deposit Only - No Cash Withdrawal
Texas Economic Development
1900 East Loop West
Austin, TX 78751

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/15/2021 Check 3703 \$525.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3704
Check Date: 03/16/21

Pay to the order of: TFC Trust Loan Care LLC
\$ 1,657.00

For Deposit Only - No Cash Withdrawal
TFC Trust Loan Care LLC
4744 S. Loop W.
Houston, TX 77058

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/16/2021 Check 3704 \$1,657.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3705
Check Date: 03/18/21

Pay to the order of: Mercedes Industrial Agency
\$ 700.00

For Deposit Only - No Cash Withdrawal
Mercedes Industrial Agency
200 S. 3rd Street
Mercedes, TX 78570

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/18/2021 Check 3705 \$700.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3706
Check Date: 03/17/21

Pay to the order of: Texas Union, LLC
\$ 50.00

For Deposit Only - No Cash Withdrawal
Texas Union, LLC
P.O. Box 1000
Cheney, WA 99004

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/17/2021 Check 3706 \$50.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3707
Check Date: 03/16/21

Pay to the order of: Texas Union, LLC
\$ 6,920.00

For Deposit Only - No Cash Withdrawal
Texas Union, LLC
P.O. Box 1000
Cheney, WA 99004

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/16/2021 Check 3707 \$6,920.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3708
Check Date: 03/23/21

Pay to the order of: City of Mercedes
\$ 64,741.00

For Deposit Only - No Cash Withdrawal
City of Mercedes
400 S. Ohio St.
Mercedes, TX 78570

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/23/2021 Check 3708 \$64,741.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3710
Check Date: 03/26/21

Pay to the order of: Texas Union, LLC
\$ 392.71

For Deposit Only - No Cash Withdrawal
Texas Union, LLC
P.O. Box 1000
Cheney, WA 99004

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/26/2021 Check 3710 \$392.71

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3712
Check Date: 03/30/21

Pay to the order of: American Express
\$ 173.36

For Deposit Only - No Cash Withdrawal
American Express
P.O. Box 2424
Dallas, TX 75202-2424

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/30/2021 Check 3712 \$173.36

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. Ohio
Mercedes, TX 78570

Check Number: 3713
Check Date: 03/26/21

Pay to the order of: City of Mercedes
\$ 116.38

For Deposit Only - No Cash Withdrawal
City of Mercedes
400 S. Ohio St.
Mercedes, TX 78570

Signature: David G. Gable

⑆000000170⑆ ⑆111110118⑆ ⑆15000187⑆

03/26/2021 Check 3713 \$116.38





0000449-0005752 PDF 980705

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

Summary Statement

March 31, 2021

Page 1 of 6

Investor ID: TX-01-0607

Texas CLASS

Texas CLASS		Average Monthly Yield: 0.1051%						
		Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	127,741.70	0.00	0.00	11.43	36.42	127,747.74	127,753.13
TX-01-0607-0002	EDC 2006 RESERVE	272,686.67	0.00	0.00	24.44	77.71	272,699.58	272,711.11
TX-01-0607-0003	EDC RBEG FUND	41,715.94	0.00	0.00	3.72	11.82	41,717.91	41,719.66
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	68,546.42	0.00	0.00	6.16	19.51	68,549.68	68,552.58
TOTAL		510,690.73	0.00	0.00	45.75	145.46	510,714.91	510,736.48

**Security Holder
Remittance Report for
4/23/2021**

Start Date:	4/9/2021 12:00:00
End Date:	4/23/2021 11:59:00
Print Date:	04/23/2021
Print Time:	5:31:31 pm

Security Holder Development Corporation of Mercedes

Investor Number		Investor Name		Development Corp of Mercedes RBEG							
<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Rcvr'd Fee</u>	<u>Net Rem</u>	
98554876	Jom Investme	Regular Pymnt	04/09/2021	994.09	0.00	994.09	18.00	0.00	0.00	976.00	
98557444	Gonzalez	Regular Pymnt	04/13/2021	839.00	803.56	35.44	18.00	0.00	0.00	821.00	
98564204	Werbiski	Regular Pymnt	04/13/2021	545.75	517.46	28.29	18.00	0.00	0.00	527.75	
Investor/Bank/Group Total				2,378.84	1,321.02	1,057.82	54.00	0.00	0.00	2,324.82	

Investor Number		Investor Name		Development Corporation of Mercedes							
<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Rcvr'd Fee</u>	<u>Net Rem</u>	
98569300	MD Internatio	Regular Pymnt	04/15/2021	877.00	413.81	463.19	0.00	0.00	0.00	877.00	
98569300	MD Internatio	Regular Pymnt	04/15/2021	2,923.00	2,923.00	0.00	18.00	0.00	0.00	2,905.00	
98564988	Hinojosa	Regular Pymnt	04/16/2021	282.52	255.89	26.63	18.00	0.00	0.00	264.52	
Investor/Bank/Group Total				4,082.52	3,592.70	489.82	36.00	0.00	0.00	4,046.52	

Total Security Holder				6,461.36	4,913.72	1,547.64	90.00	0.00	0.00	6,371.36	
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Delinquency Report As Of April 23, 2021

Data Date: 04/23/2021
Data Time: 5:32:36 pm
Print Date: 04/23/2021
Print Time: 5:33:01 pm

Security Holder Development Corporation of Mercedes

Investor Number: 01-985-002 Investor Name: Development Corp of Mercedes RBEG

<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>
98563684	150,400.00	148,460.03	2015.98	100.80	09/18/2020	6,249.54	01/24/2021	09/18/2020	89	3
REYBOTICS;										

Investor Number: 01-985-003 Investor Name: Development Corporation of Mercedes

<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	1651	56
Sports2Nigh, 325 West Second St										
98560836	107,362.25	87,102.83	1060.13	106.02	04/07/2021	6,570.32	11/01/2020	04/07/2021	173	6
Castaneda, Mario 1201 S. Rio Rico Rd										
98569300	315,629.17	304,050.47	2938.50	146.93	04/15/2021	2,954.00	03/18/2021	04/15/2021	36	2
MD Internati, 311 D. Vogel Drive										

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

Bk	Inv	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	05/10/21	4.00000	680.48	51,331.63	51,331.63	0.00	0.00	0.00
01	985	002	98554876	98554876	Jom Investmen	05/15/21	4.00000	999.24	51,346.59	51,346.59	0.00	5.15	0.00
01	985	002	98557444	98557444	Gonzalez, Jaim	05/01/21	3.50000	838.59	27,239.02	27,239.02	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	05/03/21	3.50000	545.75	15,873.17	15,873.17	0.00	0.00	0.00
01	985	002	98567980	98567980	San Miguel, Ju	05/05/21	3.00000	1,167.96	55,652.10	55,652.10	0.00	0.00	0.00
Total :								8,224.98	468,528.26	468,528.26	5.15		
									468,528.26	468,528.26	0.00	0.00	

Item Count = 7

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

Bk	Inv	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		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	98560836	98560836	Castaneda, Ma	11/01/20	3.50000	1,060.13	87,102.83	87,102.83	0.00	0.00	0.00
01	985	003	98564988	98564988	Hinojosa, Raqu	05/23/21	3.50000	282.52	8,874.30	8,874.30	0.00	0.00	0.00
01	985	003	98569300	98569300	MD Internatio	03/18/21	1.00000	2,938.50	304,050.47	304,050.47	0.00	0.00	0.00
Total :								6,392.97		474,208.70		0.00	
									474,208.70		0.00		0.00

Item Count = 5

6. Discussion and Action: Accounting Services Contract, Givilancz & Martinez, PLLC

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 3/12/21
Re: Financial and Accounting Services

EDC Checks

1. Submit documentation to process a check including receipts and check request (DCM)
2. Document the expense for accounting purposes (FINANCE)
3. Print out check (FINANCE)
4. Get checks signed (DCM)
5. Mail out checks (DCM)

****Approximately 20-25 checks are written per month**

Loan Portfolio

1. Submit documentation to process a loan disbursement (DCM)
2. Document loan for accounting purposes (FINANCE)
3. Submit documentation to process a check to the loan servicing company (DCM)
4. Document expense for accounting purposes (FINANCE)
5. Print out check (FINANCE)
6. Get checks signed (DCM)
7. Mail out checks (DCM)
8. Reconcile bimonthly remittance reports from loan servicing company (DCM & FINANCE)
9. Ensure debt service reserve standards are met (DCM & FINANCE)

****There are currently 13 notes**

Payroll

1. Wire money to each employee's appropriate bank account - there are two employees (FINANCE)
2. Wire money for payroll taxes (FINANCE)
3. Print out a check for retirement, health insurance, dental and vision insurance companies (FINANCE)
4. Get checks signed (DCM)
5. Mail out checks (DCM)
6. Document all expenses for accounting purposes (FINANCE)
7. Account for all paid time off (FINANCE)

Wires

1. USDA IRP – Generate paperwork to fulfill annual payment (DCM)
2. USDA IRP – Wire money and document the transaction for accounting purposes (FINANCE)
3. TLF – Generate paperwork to fulfill monthly payment (DCM)
4. TLF – Wire money and document the transaction for accounting purposes (FINANCE)
5. VTX – Wire money and document the transaction for accounting purposes (FINANCE)

Other

1. Ensure debt service is maintained for two sales tax bonds (DCM & FINANCE)
2. Ensure outlet annual commitment is fulfilled (DCM & FINANCE)
3. Generate monthly financial reports for Board meeting (FINANCE)



**GIVILANCZ
& MARTINEZ**
CPAs + Advisors

Melissa Ramirez
Executive Director
Development Corporation of Mercedes
Mercedes, Texas 78570

We appreciate the opportunity to propose our services to the Development Corporation of Mercedes. This letter presents the general terms and objectives of the engagement.

We propose to perform the following services as referenced in more detail in the attached Memo which designates the relevant finance related activities:

1. **EDC Check** – We will provide check writing and bookkeeping services on a monthly basis which includes classification of revenues and expenses, reconciliation of bank accounts and production of monthly "compiled" financial statements for Board Meetings.
2. **Loan Portfolio** – We will account for and document all loan portfolio activity.
3. **Payroll** – We will provide a complete payroll processing service including quarterly reporting to the IRS and W-2's as well as required electronic payment of taxes.
4. **Wires** – We will execute wires as needed and directed.
5. **Other** – We will ensure that Outlet commitment and bond debt service payments are made as required.

Our monthly fee for the above enumerated services will be \$1,600.00.

The fee estimate is based on anticipated cooperation from your personnel, and the assumption that unexpected circumstances will not be encountered during the engagement. If significant additional time is necessary, we will discuss it with you and arrive at a new fee estimate before we incur the additional costs.

Any additional services requested which are not described above will be billed at our standard hourly rates unless otherwise arranged.

"Seeing beyond the numbers"

2300 W. Pike Blvd. Suite 201. Weslaco, TX 78596. Tel: 956-968-2108 Fax: 956-968-9231



@gimcpasrgv



@gimcpas



gm-cpas.com



customer-service@gm-cpas.com

Development Corporation of Mercedes
March 2, 2021
Page 2

Our bills are due when you receive them. A finance charge of 1.5% per month will be assessed on any unpaid balance after deduction of current payments, credits and allowances made within 30 days of date of billing. This is an Annual Percentage Rate of 18%.

We shall be pleased to discuss this letter with you at any time.

If the foregoing is in accordance with your understanding and meets with your agreement, please sign a copy of this letter in the space provided and return it to us. Please keep a copy for your records.

Sincerely,

Givilancz & Martinez, PLLC

Givilancz & Martinez, PLLC

Acknowledged

Development Corporation of Mercedes

By _____

Title _____

Date _____



**GIVILANCZ
& MARTINEZ**
CPAs • Advisors

7. Discussion and Action: Placing meetings on Facebook Livestream

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 4/30/2021
Re: Placing meetings on Facebook Live stream

Currently 8 out of 22 cities in Hidalgo County Live Stream on their Website and only 1 city Live Streams through Facebook.

McAllen	Yes Website	Population	141,968
Edinburg	Yes Website	Population	95,847
Mission	Yes Website	Population	83,567
Pharr	Yes Website	Population	78,073
Weslaco	Yes Website	Population	40,464
San Juan	Yes Website	Population	36,744
Donna	Yes Website	Population	16,409
Palmview	Yes Website	Population	5,733
Alton	Yes Facebook		
Alamo	No		
Edcouch	No		
Elsa	No		
Granjeno	No		
Hidalgo	Did but has resumed in person meetings without live stream		
La Joya	No		
La Villa	No		
Mercedes	No		
Palmhurst	No		
Penitas	No		
Progreso	No		
Progreso Lakes	No		
Sullivan City	No		

Communities that livestream their virtual meetings all have their webcams enabled.

Initial Costs

Upgrade Internet: additional \$79+/month
XPS Tower: \$1200



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[View All Configurations](#)



XPS Tower

~~\$1,289.99~~

\$1,199.00

[Price Match Guarantee](#)

10th Gen Intel® Core™ i7-10700 processor(8-Core, 16M Cache, 2.9GHz to 4.8GHz)

Windows 10 Pro English

NVIDIA® GeForce® GTX 1650 SUPER™ 4GB GDDR6

16GB, 1x16GB, DDR4, 2933MHz

256GB M.2 PCIe NVMe Solid State Drive + 1TB 7200 rpm 3.5" SATA Hard Drive

360W Night Sky Bezel Chassis not including optical drive

8. Discussion and Action: Untable 2017-2021 Incentive Report

From the Office of
David Garza

2190 W. U.S. Highway 83
Mercedes, TX 78570
956-565-3711
JuansWelding@peoplepc.com

February 9, 2021

Development Corporation of Mercedes
Melissa Ramirez
Mercedes, TX 78570

We would like to place the following items on next meeting agenda.

- a. Discussion and possible action on placing our meetings on Facebook "live stream"
- b. Discussion and possible action, either regular or executive session, "goals and objectives of the DCM".
- c. Executive: Consultation with legal counsel pursuant to Texas Government Code 351.071 for purpose of receiving privileged attorney client communications pursuant to Texas Government Code 551.071 regarding pending and anticipated litigation. Property at Vermont St and Frontage, north side.
- d. Executive : Consultation with legal counsel pursuant to Texas Government Code 351.071 for purpose of receiving privileged attorney client communications pursuant to Texas Government Code 551.071 regarding pending and anticipated litigation Ref: information or recovery of \$150,000.00 on March 4 2016 Special Meeting.
- e. Discussion and possible action on the incentives, loans and grants on the DCM web page

Thank You



David Garza



Lou Huerta

Development Corporation of Mercedes, Inc.
Virtual Special Called Meeting
Thursday, August 27, 2020 4:00PM
globalgotomeetings.com

Board Members Present:

Fred Gonzalez – President
Joe Flores – Vice President
Jaime Gonzales – Secretary
Roel Villanueva- Member
David Garza – Member
Peggy Marie Chavez – Yanez - Member

Board Members Absent:

Tony Garza – Treasurer

EDC Staff Present:

Melissa Ramirez – Executive Director
Rose Saenz – Administrative Coordinator

City Staff Present:

Mark Sossi – DCM Interim Attorney

Others Present:

1. Call Meeting to order

Fred Gonzalez called the meeting to order at 4:00 PM.

2. Discussion and Action: Minutes for July 23, 2020 and August 20, 2020

Jamie Gonzales motioned to approve the July 23, 2020 and August 20, 2020 Minutes as presented. Seconded by Roel Villanueva. All voted aye.

3. Discussion and Action: Bank Signature Cards

Roel Villanueva motioned to update all the DCM Bank accounts as presented. Seconded by Jaime Gonzales. All voted aye.

4. Discussion and Action: Incentives on Website

Joe motioned to publish a working list of award recipients on the EDC Website within the bounds of the Statutes of Limitations and working towards releasing more information as it becomes available. Seconded by Roel Villanueva. Joe modified the motion to publish a working list of award recipients for the past four years on our website within the bounds of confidentiality and working towards

releasing more information as it becomes available. Seconded by Roel Villanueva. Fred Gonzalez, Joe Flores, Jaime Gonzales, Roel Villanueva & Peggy Marie Chavez - Yanez voted aye. David Garza voted nay.

5. Discussion and Action: DCM Budget

Jaime Gonzales motioned to move the presented five accounts Leticia Galvan, Elias Gonzalez, Nora Martinez, Daniel Longoria and Irma Cadena to uncollectable / Bad Debt to appease our Audit recommendations. Seconded by Joe Flores. Fred Gonzalez, Joe Flores, Jaime Gonzales, Roel Villanueva & Peggy Marie Chavez - Yanez voted aye. David Garza voted nay.

6. Discussion and Action: Mercedes Small Business Recovery Grant – Alicia Vasquez

Roel Villanueva motioned to approve Mercedes Small Business Recovery Assistance Grant application in the amount of \$5,000 for Alica Vasquez – DBA Alicia’s Restaurant. Seconded by David Garza. All voted aye.

7. Discussion and Action: Mercedes Small Business Recovery Grant – Martha Carrillo

Joe Flores motioned to approve Mercedes Small Business Recovery Assistance Grant application in the amount of \$3,000 for Martha Carrillo – DBA Martha’s Beauty Parlor. Seconded by David Garza. All voted aye.

8. Discussion and Action: Mercedes Small Business Recovery Grant – Ramiro Ramirez

David Garza motioned to table Mercedes Small Business Recovery Assistance Grant application for Ramiro Ramirez. Seconded by Joe Flores. All voted aye.

9. Discussion and Action: Mercedes Small Business Recovery Grant – Patricia E. Barrera

Jaime Gonzales motioned to approve Mercedes Small Business Recovery Assistance Grant application in the amount of \$5,000 for Patricia E. Barrera – DBA Rocky Mountain Chocolate Factory. Seconded by Roel Villanueva. All voted aye.

6. Adjournment: 5:02 PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Jaime Gonzales, Secretary

Roel Villanueva, Member

David Garza, Member

Peggy Marie Chavez - Yanez, Member

Melissa Ramirez

From: Melissa Ramirez <mramirez@mercedesedc.com>
Sent: Tuesday, February 23, 2021 2:14 PM
To: juanswelding@peoplepc.com
Cc: marksossi@hotmail.com
Subject: Incentives
Attachments: Minutes-8-27-20.docx

David,

At the August 27, 2020 Board meeting, the DCM Board of Directors approved publishing a list of incentives on the website. Please see attached minutes to review the directive in its entirety. On November 24, 2020, the link was sent to all Board members via the Friday memo. The link continues to remain active. To access the link manually, scroll over the about us section and select "Incentives 2016-current". If you require assistance navigating the website, please contact staff.



development corporation

mercedes

Home Live in Mercedes Start a Bu



Regards,
Melissa Ramirez
Mercedes EDC
6.565.2230

From: Rose Saenz [<mailto:rsaenz@mercedesedc.com>]

Sent: Tuesday, November 24, 2020 11:21 AM

To: Jose Gonzalez; Joe Flores; Juan Garza; Jaime Gonzales; Roel Villanueva; David; Peggy Estrada

Cc: Sergio Zavala; Melissa Ramirez

Subject: FW: Friday Memo

Friday Memo

1. Westgate Meat Market: Mr. Guerra paid off the remaining balance of \$30,985.44 in full. This was deposited in the IRP fund.
2. Distribution Center: I met with Frank and David from Lovett Commercial yesterday. They are interested in the property behind the La Quinta and the property on the SE Corner of Mile 2 E and Frontage 83. They inquired about a traffic light on the North and South Side of Mile 2 E and the Expressway as well. They also inquired about an inventory tax abatement and a TIRZ incentive. There is a lot of work to be done. They also met with other communities: McAllen, Donna, Weslaco, Harlingen and San Benito.
3. Past and Present Incentives Report: The report is live: <https://mercedesedc.com/about-us/incentives-2016-current/>
4. Mercedes Corner: New on the blog: <https://mercedesedc.com/mercedes-corner/covid-19-dims-lights-of-mercedes-based-carnival-companies/>
5. Marketing Update: The Mercedes Area Chamber of Commerce has initiated a "I love Mercedes". Marketing collateral consists of a billboard and bumper stickers. The goal is to promote a positive image for the community to spur investment and opportunity. The billboard will be up in about a week. Additionally, the Mercedes Enterprise ran the ad below to highlight the City's and DCM's contribution to the business community. The ad will also run next week.



Thank you to the City of Mercedes Mayor and Commission, as well as DCM Board of Directors for continuously advocating for the small business community.

Together, the City and DCM disbursed \$227,898.



Mayor
Honorio Murupien



Mayor Pro Tem
Leo Villalobos



Commissioner
Leonel Hernandez



Commissioner
Cristella De Leon



Commissioner
Juan M. Gomez

DCM Board of Directors

Fred Gonzalez, President - Joe Flores, Jr., Vice President
Tony Garza, Treasurer - Jaime Gonzalez, Secretary - Rael Villanueva
David Garza - Peggy Chavez Yanez

- DELA CORTA BAKERY
- THE GRAB
- BUSHER OF HEIN
- RCH MUSIC THERAPY AND WELLNESS CENTER
- AMISTAD ADULT DAY CARE
- ALI HANOR HAS FIELDS STATE FARM
- THE SHOREWAY
- FARMER WIVES IN SUECH
- SOUTH TEXAS AUTO MART
- SALINAS MEAT MARKET
- EUSTIS JEWELRY
- LEDRISHA SPS
- KINGS RESTAURANT
- MERTHAS BEAUTY PARLOR
- ROCKY MOUNTAIN CHOCOLATE PATTER
- HAN SAN GROUP LLC
- CREATIVE KIDS DAYCARE CENTER
- AN TAYLOR INC. LLC
- WRIGHT CUSHINGS
- EDWARDS PHARMACY
- VALLEY WOOD
- VALLEY DAY CARE
- RAMBAM REE ENTERPRISES
- SOUTH TEXAS AUTO MART
- MID VALLEY PHARMACY, LLP
- RETROBOTS
- RAQUEL'S DAYCARE
- SUNLARK'S DAYCARE
- J. DELA O ELECTRIC
- DCM BETO'S RESTAURANT
- JUAN TORO RESTAURANT
- FELITE MATEO MO
- LE MEJICO BAKERY
- BILLY AMBER'S BOUTIQUE
- C. G'S HAIR SALON
- JONES TIRE SHOP
- TEXAS HERO CUPRIES
- EUSTON DO ROOF FLEET INC
- PEL CLASS
- BOOST HOBBS
- H & S TIKI CREAM
- MEXICAN ADVERTISING
- JONES CAFE TO COUNTRY
- SAKA'S PARTY SUPPLIES & GIFTS
- SS AUTO BODY SOLUTIONS
- LEADERSHIP IMPROVEMENT GROUP
- LEE'S JEWELRY EDP
- HARRIS' US
- HARM ENTERPRISES
- P. HER HEALTH CARE LLC
- NOB SERVICES
- LOS COMPLES RESTAURANT
- VALOR FITNESS EQUIPMENT
- SICO MUDRE
- BOLING MC CATERING LLC

Subject: FW: Friday Memo

Date: Tuesday, November 24, 2020 at 11:35:59 AM Central Standard Time

From: Rose Saenz

To: David

From: Hernan Gonzalez <RSaenz@mercedesedc.com>

Date: Tuesday, November 24, 2020 at 11:21 AM

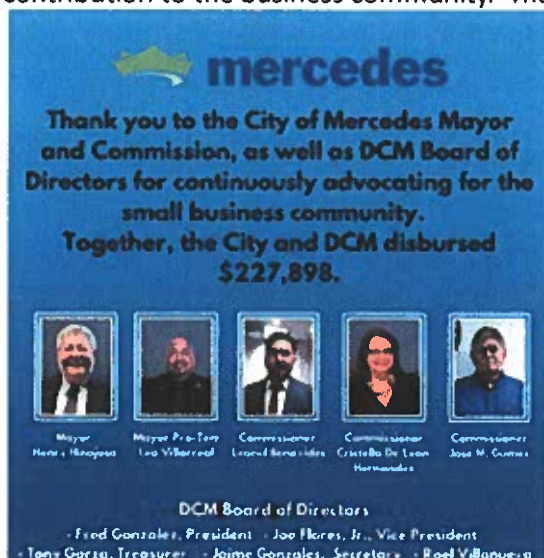
To: Jose Gonzalez <fredgo883@gmail.com>, Joe Flores <joe.flores@aguaworkspipe.com>, Juan Garza <Tony@pfstaxservice.com>, Jaime Gonzales <jaime_78570@yahoo.com>, Roel Villanueva <lamoscacharters@msn.com>, David <juanswelding@peoplepc.com>, Peggy Estrada <alymarie.pe@gmail.com>

Cc: Sergio Zavala <szavala@cityofmercedes.com>, Melissa Ramirez <mramirez@mercedesedc.com>

Subject: FW: Friday Memo

Friday Memo

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• David Garza • Peggy Chavez Yonke

- DE LA GARZA BAKERY
- THE GRIND
- MES MER OPIE IN
- ECH MUSIC THERAPY AND WELLNESS CENTER
- AMISTAD ADULT DAY CARE
- ALEJANDRINA'S TELLES STATE FARM
- THE SHORN DAY
- FANCY NAILS A SALON
- SOUTH TEXAS AUTOMART
- SALINAS MEAT MARKET
- ELSYS JEWELRY
- LEDISHA SOS
- LUCIA'S RESTAURANT
- MARTHA'S BEAUTY PARLOR
- ROCKY MOUNTAIN CHOCOLATE FACTORY
- HAP SAN GROUP LLC
- CREATIVE KIDS DAYCARE CENTER
- IN THE SERVICE LLC
- WRIGHT CLEANERS
- COUCHES PHARMACY
- FALLEY WOOD
- FALLEY DAY TREE
- RAM RAMIREZ ENTERPRISES
- SOUTH TEXAS SUNFLOWER CO
- MID VALLEY PHARMACY, LLP
- REYBODICKS
- RAQUEL'S DAYCARE
- LULUARY'S DAYCARE
- J. DE LA O ELECTRIC
- DON BETO'S RESTAURANT
- JUANITO'S RESTAURANT
- FELIPE MATEA MD
- LE MEZCO BAKERY
- BARRY AMBER'S BOUTIQUE
- GIGGS HAIR SALON
- JOE'S TIRE SHOP
- TEXAS METRO UTILITIES
- EL CONDO BOOZEEERING
- PAL GLASS
- BOOST MOBILE
- VIA FÉ ICE CREAM
- MEXICAN ADVERTISING
- JOSE'S CAFE/CITO COURT FARM
- SACK'S PARTY SUPPLIES & GIFTS
- SS AUTO BODY SOLUTIONS
- LEADERSHIP EMPOWERMENT GROUP
- LYZZ JEWELRY BOX
- HAIR'S 'N' US
- MLEM ENTERPRISES
- RIVER HEALTH CARE LLC
- 1006 SERVICES
- LOS COMALES RESTAURANT
- PALOR FITNESS & OOL STUFF
- TRCO MADRE
- BOUNCING CATERPILLAR LLC

DCM PAST AND PRESENT INCENTIVES REPORT
MARCH 2021

COMPANIES	INCENTIVES PER AGREEMENT		DATE	INCENTIVES PAID/OPEN		TYPE OF PROJECT	PURPOSE
American Legion	\$	4,765.00	2017	PAID	IRP	Loan	
Ashley Werbiski	\$	30,000.00	2018	PAID	RBEG	Loan	
Cortino's Restaurant	\$	9,452.80	2016	PAID	Mercedes 100 & Façade	Façade and parking lot improvements	
Eddie Howell Insurance	\$	6,148.00	2016	PAID	Mercedes 100 & Façade	Code compliance and façade improvements	
Elias Gonzalez	\$	4,900.00	2017	PAID	EDC	Loan	
Elizabeth Quiroga YQ Health Club	\$	6,000.00	2017	PAID	Mercedes 100	Rental subsidy	
Garcia Martial Arts	\$	3,600.00	2016	PAID	Mercedes 100	Rental subsidy	
Heriberto Reynoso	\$	150,000.00	2018	PAID	RBEG	Loan	
Ivan Aguilar Tatoo Shop	\$	9,222.00	2017	PAID	Mercedes 100 & Façade	Rental subsidy amd signage	
Jaime Escandon Restaurant	\$	8,400.00	2017	PAID	Mercedes 100	Rental subsidy	
Jesus & Martha Hernandez- Meli's Picture Frames	\$	3,900.00	2016	PAID	Mercedes 100	Rental subsidy	
Jose Duran Restaurant	\$	6,300.86	2017	PAID	Mercedes 100	Code compliance-hood	
Joseph Duenas Crossfit	\$	9,000.00	2017	PAID	Mercedes 100	Rental subsidy	
Juan San Miguel	\$	65,000.00	2018	PAID	RBEG	Loan	
Justin Cadena Photography	\$	3,000.00	2017	PAID	Mercedes 100	Rental subsidy	
IWTC Homes	\$	75,000.00	2016	PAID	Performance Agreement	Home development	
Knapp Medical Center	\$	750,000.00	2016	OPEN	Performance Agreement	Recruitment of residency clinic	
La Herencia	\$	200,000.00	2017	OPEN	Performance Agreement	Creation of affordable housing	
Lawrence Serna JJ's Concession Stand	\$	4,480.00	2017	PAID	Mercedes 100 & Façade	Rent and façade Improvements	
Leadership Empowerment Group	\$	5,000.00	2018	PAID	Mercedes 100	Mobile Workforce Training Center	
Leticia Galvan	\$	8,075.00	2018	PAID	RBEG	Loan	
Llano Grande Mobile Park	\$	250,000.00	2016	PAID	Performance Agreement	Waterline reimbursement	
Mario Cano Cano's QuickStop	\$	9,000.00	2017	PAID	Mercedes 100	Rental subsidy	
Marth Castaneda	\$	38,953.64	2017	PAID	IRP	Loan	
Martha Carrillo	\$	35,000.00	2016	PAID	RBEG	Loan	
Martha Castaneda	\$	70,391.74	2016	PAID	IRP	Loan	
MD International	\$	48,000.00	2019	PAID	RBEG	Loan	
Mercedes Plaza	\$	15,000.00	2017	PAID	Mercedes 100	Improvements to Mercedes Plaza for T-Mobile	
Mercedes Plaza	\$	40,000.00	2021	PAID	Performance Agreement	Improvements to Mercedes Plaza for Dollar Tree	
Nora Martinez	\$	6,816.80	2017	PAID	RBEG	Loan	
OA Mercedes Health Realty	\$	590,000.00	2016	OPEN	Performance Agreement	Recruitment of skilled nursing facility	
Orchard Grove Apartments	\$	450,000.00	2018	OPEN	Performance Agreement	Creation of affordable housing	
Protech	\$	75,000.00	2016	PAID	Mercedes 100	Headquarters of IT company	
Rafael Mendez Driver's Ed School	\$	3,000.00	2017	PAID	Mercedes 100	Rental subsidy	

Raquel Hinojosa	\$	4,967.14	2018	PAID	IRP	Loan
Raquel Hinojosa	\$	9,000.00	2018	PAID	IRP	Loan
Raybec Ohio Street, LLC	\$	200,000.00	2016	OPEN	Performance Agreement	Creation of affordable housing
Reymundo Chavez Rey's Vehicle Inspection	\$	5,400.00	2017	PAID	Mercedes 100	Rental subsidy
Rio Grande Premium Outlets	\$	2,195,882.02	2018	OPEN	Performance Agreement	Outlet mall incentive
Rio Grande Valley Livestock Show	\$	300,000.00	2016	OPEN	Performance Agreement	Parking lot
Rios of Mercedes	\$	254,000.00	2016	PAID	Performance Agreement	Construction of distribution center
Rolando Garza	\$	15,650.00	2017	PAID	Mercedes Façade	Roof Repair
Samuel Navarro Mechanic Shop	\$	3,000.00	2016	PAID	Mercedes 100	Rental subsidy
SS Body Solutions	\$	9,000.00	2017	PAID	Mercedes 100	Rental Subsidy
Texas Rio Grande Legal Aid	\$	330,000.00	2016	PAID	Performance Agreement	Recruitment of headquarters
Texas Valley Communities Foundation	\$	143,943.00	2016	PAID	Performance Agreement	Demolition for the expansion of business enterprise
Vahalla Comics	\$	364.42	2016	PAID	Signage	Signage

9. Discussion and Action: Public Funds Information Act Training

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 4/30/2021
Re: Texas Public Funds Investment Act

Texas Public Fund Investment Act training is required every 2 years. In lieu of in person training, it was available virtually. I completed the training March 15, 2021.

Recommendation: Approve



www.virtuallearningconcepts.com

Virtual Learning Concepts

(in conjunction with Texas Municipal League)

Certificate of Completion

This certificate is presented to

Melissa Ramirez

for successfully completing Texas Public Funds Investment Act on Mar 15 2021. Melissa Ramirez completed ten hours of Investment Training in full compliance with Texas Government Code Chapter 2256.008 of the Public Funds Investment Act.

Signature *Linda Patterson*

PATTERSON & ASSOCIATES



INVESTMENT PROFESSIONALS
CPE Sponsor #007375

10. Adjournment