

Development Corporation of Mercedes, Inc.

Agenda

June 16, 2021 at 11:30AM

320 S. Ohio

Development Corporation of Mercedes, Inc.

Agenda

June 16, 2021 11:30AM

320 S Ohio

NOTICE, is hereby given that the Development Corporation of Mercedes, Inc. will be holding a **Regular Called Meeting** on **Wednesday, June 16, 2021** at **11:30AM** at **320 S. Ohio** for the purpose of considering and taking formal action regarding the following items:

1. Call meeting to order
2. Discussion and Action: May 5, 2021 Board Minutes
3. Discussion and Action: April 2021 and May Financials
4. Discussion and Action: TXCLASS Quarterly Report
5. Discussion and Action: DCM Goals and Objectives
6. Discussion and Action: FY 20-21 Budget Amendment
7. Discussion and Action: FY 21-22 Draft Budget
8. Discussion and Action: Board Member Guidelines and Responsibilities
9. Discussion and Action: Board Member Code of Ethics
10. Executive Session: Section 551.087: Economic development negotiations with Project Sports Complex, Project Ka Pow, Project UTRGV, Project MD, Project Bert Ogden and Project Gabriela and Section 551.071: pending legal issues with delinquent notes, Rio Tex, Project Reyonso, Section 551.074: to deliberate personnel matters 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 551.087. 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 11th day of June 16, 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: May 5, 2021 Board Minutes

Development Corporation of Mercedes, Inc.
Virtual Special Called Meeting
Wednesday, May 5, 2021 11:30AM
globalgotomeetings.com

Board Members Present:

Fred Gonzalez – President
Joe Flores – Vice President
Tony Garza – Treasurer
Roel Villanueva- Member
Peggy Marie Chavez – Yanez - Member
Luis Huerta - Member

Board Members Absent:

David Garza – 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 11:30 AM.

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.

The Board went into Executive Session at 11:31 AM

The Board went into Open Session at 11:45 AM

3. Discussion and Action: item #2

Roel Villanueva motioned to approve the incentive for Project Travel center as discussed in executive session. Seconded by Joe Flores. All voted aye.

Joe Flores motioned approve a performance agreement for Project Gabriela subject to approval by counsel as described in executive session. Seconded by Roel Villanueva. All voted aye.

Joe Flores motioned to decrease the interest rate from 4% to 3% on Project R. Galvan, the borrower will be responsible for all delinquencies, late fees and closing costs. Seconded Tony Garza. All voted aye.

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

Tony Garza motioned to approve the March 17, 2021 Board Minutes as presented. Seconded by Peggy Marie Chavez – Yanez. All voted aye.

5. Discussion and Action: March 2021 Financials

Tony Garza motioned to approve the March 2021 Financials as presented. Seconded by Roel Villanueva. All voted aye.

6. 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. All voted aye.

7. Discussion and Action: Placing meetings on Facebook Livestream

Joe Flores motioned to not approve Placing meetings on Facebook Livestream. Seconded Tony Garza. All voted aye.

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

Tony Garza motioned to Untable the 2017 – 2021 Incentive Report. Seconded by Roel Villanueva. All voted aye. Joe Flores motioned to keep and update the 2017 – 2021 Incentive Report on the Mercedes EDC Website as needed. Seconded by Tony Garza. All voted aye.

9. Discussion and Action: Public Funds Information Act Training

Tony Garza motioned to approve the Virtual Public Funds Information Act Training Certificate of compliance by Melissa Ramirez. Seconded by Roel Villanueva. All voted Aye.

10. Adjournment: 12:14PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Peggy Marie Chavez - Yanez, Secretary

Roel Villanueva, Member

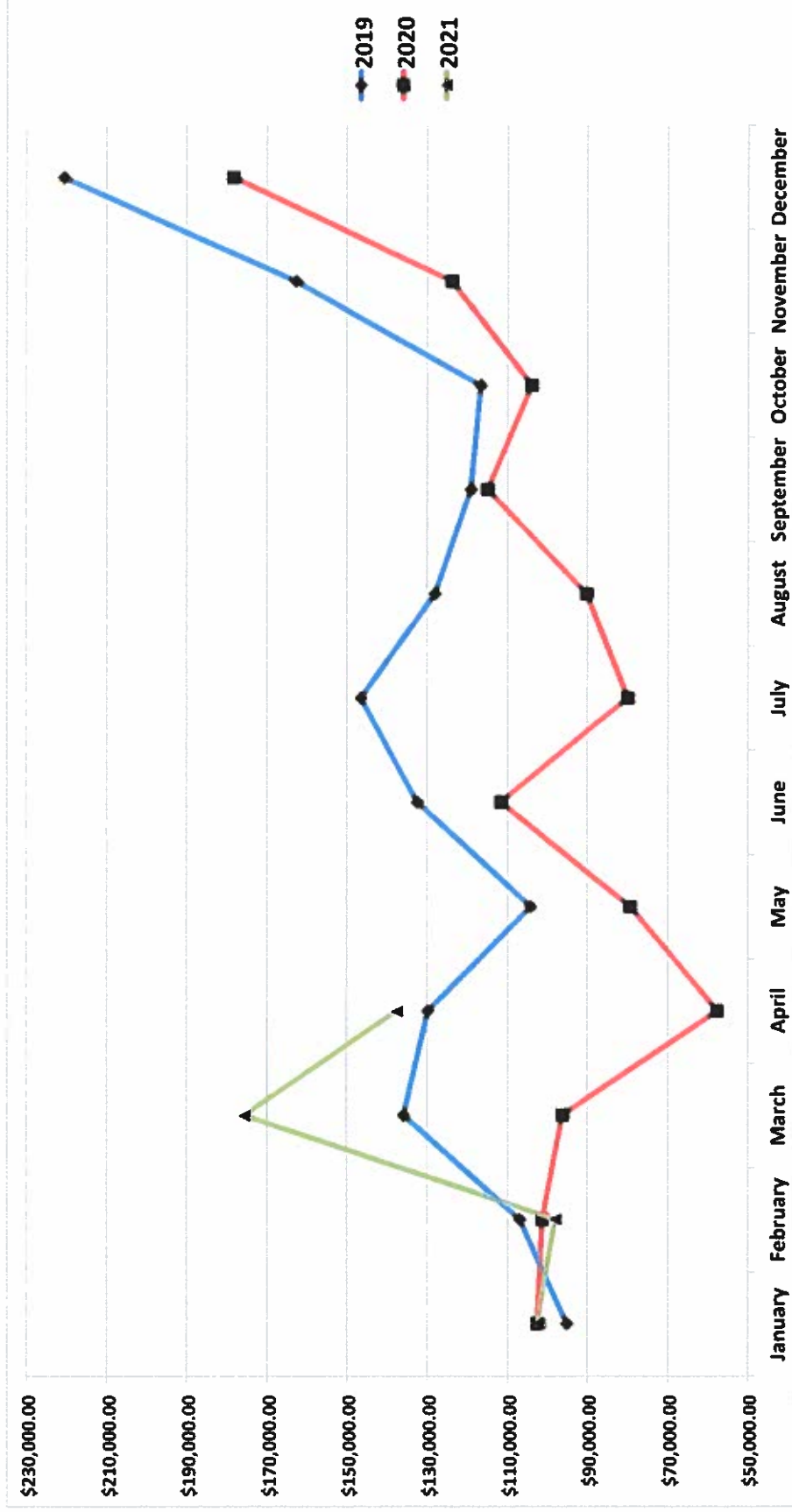
David Garza, Member

Luis Huerta, Member

3. Discussion and Action: April 2021 and May Financials

Sales Tax Comparison FY 2019 - FY 2021

	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
2021	\$102,538.12	\$97,960.96	\$175,743.82	\$137,570.66									\$513,813.56



April 2021 Sales Tax Allocation

City/County	City	Rate	Net Payment This Period	Comparable Payment Prior Year	% Change	Payment YTD	Prior Year Payment YTD	% Change
Hidalgo	Alamo	2.00%	\$412,875.76	\$313,640.70	31.63%	\$2,481,674.92	\$2,079,316.49	19.35%
Hidalgo	Alton	2.00%	\$152,846.21	\$133,563.83	14.43%	\$894,593.29	\$705,346.92	26.83%
Hidalgo	Donna	2.00%	\$413,645.64	\$360,994.89	14.58%	\$2,619,993.95	\$2,151,528.08	21.77%
Hidalgo	Edcouch	2.00%	\$30,031.43	\$26,997.48	11.23%	\$184,692.92	\$159,031.14	16.13%
Hidalgo	Edinburg	2.00%	\$2,564,707.63	\$1,989,179.81	28.93%	\$14,979,276.29	\$12,770,866.43	17.29%
Hidalgo	Elsa	1.50%	\$138,434.05	\$124,279.09	11.38%	\$849,537.01	\$660,969.54	28.52%
Hidalgo	Granjeno	1.00%	\$4,567.91	\$3,556.69	28.43%	\$28,878.81	\$19,758.45	46.15%
Hidalgo	Hidalgo	2.00%	\$259,955.13	\$208,209.90	24.85%	\$1,848,510.29	\$1,581,368.42	16.89%
Hidalgo	La Joya	2.00%	\$49,907.15	\$38,967.98	28.07%	\$348,309.00	\$264,861.25	31.50%
Hidalgo	La Villa	2.00%	\$12,220.63	\$8,789.19	39.04%	\$63,265.86	\$55,073.11	14.87%
Hidalgo	McAllen	2.00%	\$6,561,583.80	\$3,813,614.95	72.05%	\$39,588,867.49	\$33,481,418.45	18.24%
Hidalgo	Mercedes	2.00%	\$550,282.65	\$230,472.82	138.76%	\$3,263,975.81	\$2,962,899.70	10.16%
Hidalgo	Mission	2.00%	\$1,718,263.86	\$1,261,054.67	36.25%	\$10,374,263.79	\$7,825,497.75	32.57%
Hidalgo	Palmhurst	1.50%	\$222,639.63	\$164,208.29	35.58%	\$1,357,208.42	\$1,095,800.86	23.85%
Hidalgo	Palmview	1.50%	\$161,932.60	\$82,881.06	95.37%	\$688,749.53	\$528,030.58	30.43%
Hidalgo	Penitas	1.50%	\$122,784.16	\$91,135.58	34.72%	\$668,615.56	\$533,955.30	25.21%
Hidalgo	Pharr	2.00%	\$2,361,480.03	\$1,589,405.27	48.57%	\$12,611,385.48	\$10,244,845.54	23.09%
Hidalgo	Progreso	2.00%	\$22,601.98	\$22,273.06	1.47%	\$130,481.66	\$124,932.87	4.44%
Hidalgo	Progreso Lakes	1.50%	\$5,334.79	\$4,022.07	32.63%	\$32,780.85	\$26,326.71	24.51%
Hidalgo	San Juan	2.00%	\$456,239.70	\$348,198.45	31.02%	\$2,581,924.17	\$2,186,330.89	18.09%
Hidalgo	Sullivan City	1.00%	\$23,807.45	\$16,117.09	47.71%	\$122,538.17	\$117,977.73	3.86%
Hidalgo	Weslaco	2.00%	\$1,386,826.97	\$1,013,811.30	36.79%	\$8,258,295.13	\$6,740,733.64	22.51%

\$550,282.65

75%

City \$412,711.99

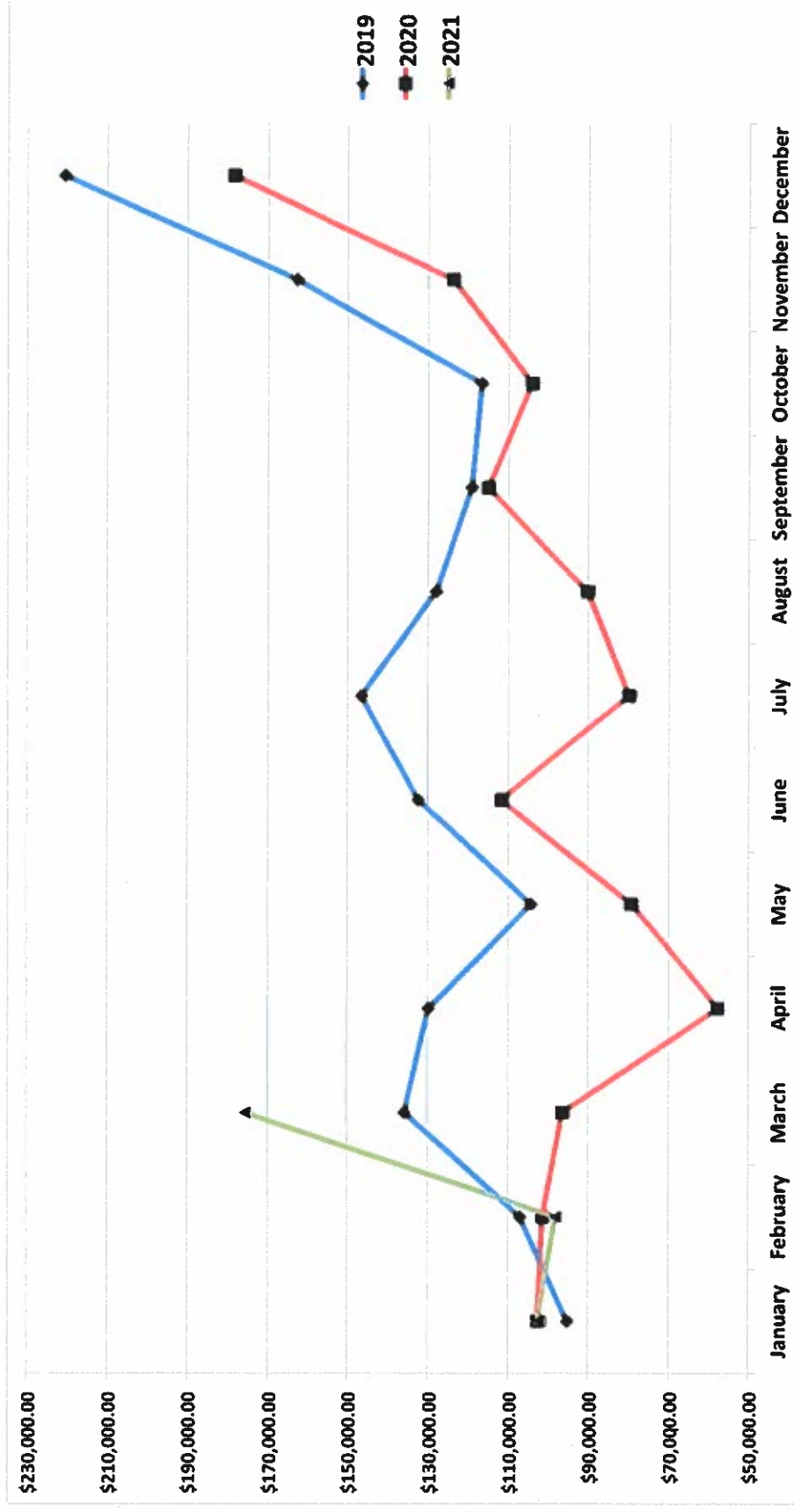
\$550,282.65

25%

EDC \$137,570.66

Sales Tax Comparison FY 2019 - FY 2021

	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
2021	\$102,538.12	\$97,960.96	\$175,743.82										\$376,242.90



March 2021 Sales Tax Allocation

City/County	City	Rate	Net Payment This Period	Comparable Payment Prior Year	% Change	Payment YTD	Prior Year Payment YTD	% Change
Hidalgo	Alamo	2.00%	\$481,447.67	\$378,866.09	27.07%	\$2,068,799.16	\$1,765,675.79	17.16%
Hidalgo	Alton	2.00%	\$165,052.92	\$133,801.31	23.35%	\$741,747.08	\$571,783.09	29.72%
Hidalgo	Donna	2.00%	\$548,324.32	\$414,521.60	32.27%	\$2,206,348.31	\$1,790,533.19	23.22%
Hidalgo	Edcouch	2.00%	\$32,727.37	\$26,160.63	25.10%	\$154,661.49	\$132,033.66	17.13%
Hidalgo	Edinburg	2.00%	\$2,908,731.11	\$2,296,654.02	26.65%	\$12,414,568.66	\$10,781,686.62	15.14%
Hidalgo	Elisa	1.50%	\$180,376.60	\$129,687.28	39.08%	\$711,102.96	\$536,690.45	32.49%
Hidalgo	Granjeno	1.00%	\$4,742.75	\$3,174.07	49.42%	\$24,310.90	\$16,201.76	50.05%
Hidalgo	Hidalgo	2.00%	\$383,138.13	\$274,959.54	39.34%	\$1,588,555.16	\$1,373,158.52	15.68%
Hidalgo	La Joya	2.00%	\$71,299.26	\$54,273.15	31.37%	\$298,401.85	\$225,893.27	32.09%
Hidalgo	La Villa	2.00%	\$14,312.89	\$11,502.95	24.42%	\$51,045.23	\$46,283.92	10.28%
Hidalgo	McAllen	2.00%	\$7,957,275.70	\$5,622,415.00	41.52%	\$33,027,283.69	\$29,667,803.50	11.32%
Hidalgo	Mercedes	2.00%	\$702,975.27	\$384,632.87	82.76%	\$2,713,693.16	\$2,732,426.88	-0.68%
Hidalgo	Mission	2.00%	\$2,334,649.28	\$1,452,749.19	60.70%	\$8,655,999.93	\$6,564,443.08	31.86%
Hidalgo	Palmhurst	1.50%	\$271,536.66	\$195,798.58	38.68%	\$1,134,568.79	\$931,592.57	21.78%
Hidalgo	Palmview	1.50%	\$135,436.69	\$105,061.14	28.91%	\$526,816.93	\$445,149.52	18.34%
Hidalgo	Penitas	1.50%	\$135,016.70	\$96,089.16	40.51%	\$545,831.40	\$442,819.72	23.26%
Hidalgo	Pharr	2.00%	\$2,430,526.34	\$1,756,369.26	38.38%	\$10,249,905.45	\$8,655,440.27	18.42%
Hidalgo	Progreso	2.00%	\$27,086.67	\$23,449.43	15.51%	\$107,879.68	\$102,659.81	5.08%
Hidalgo	Progreso Lakes	1.50%	\$6,081.30	\$4,434.06	37.14%	\$27,446.06	\$22,304.64	23.05%
Hidalgo	San Juan	2.00%	\$527,340.43	\$405,438.76	30.06%	\$2,125,684.47	\$1,838,132.44	15.64%
Hidalgo	Sullivan City	1.00%	\$25,374.85	\$17,175.80	47.73%	\$98,730.72	\$101,860.64	-3.07%
Hidalgo	Weslaco	2.00%	\$1,792,689.64	\$1,237,982.90	44.80%	\$6,871,468.16	\$5,726,922.34	19.98%

\$702,975.27

75%

City \$527,231.45

\$702,975.27

25%

EDC \$175,743.82

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

	May 31, 21	Apr 30, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	648,752.24	501,673.86	147,078.38
Development Corp - TXCLASS	127,770.43	127,761.93	8.50
EDC 2006 Reserve - TXCLASS	272,748.09	272,729.94	18.15
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	1,049,470.76	902,365.73	147,105.03
Accounts Receivable			
Sales Tax Receivable	90,136.93	90,136.93	0.00
Total Accounts Receivable	90,136.93	90,136.93	0.00
Other Current Assets			
Due from IRP	0.00	1,874.33	-1,874.33
Total Other Current Assets	0.00	1,874.33	-1,874.33
Total Current Assets	1,139,607.69	994,376.99	145,230.70
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)	126,305.99	126,305.99	0.00
Note Receivable - City	391,323.56	391,323.56	0.00
Rsrcs To be Prov 07 & EDC Buil	5,759,674.15	5,780,507.49	-20,833.34
Total Other Assets	1,792,640.58	1,813,473.92	-20,833.34
TOTAL ASSETS	6,308,137.32	6,181,739.96	124,397.36
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	2,304.26	3,460.76	-1,156.50
Unavailable Rev/Gain From EDC	126,305.99	126,305.99	0.00
Total Other Current Liabilities	168,235.25	169,391.75	-1,156.50
Total Current Liabilities	168,235.25	169,391.75	-1,156.50

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

	May 31, 21	Apr 30, 21	\$ Change
Long Term Liabilities			
Bonds Payable 2007	1,645,000.00	1,645,000.00	0.00
Bonds Payable 2016	1,270,833.74	1,291,667.08	-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	2,013,281.36	2,013,281.36	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	456,192.98	456,192.98	0.00
Total Long Term Liabilities	5,614,191.53	5,635,024.87	-20,833.34
Total Liabilities	5,782,426.78	5,804,416.62	-21,989.84
Equity			
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	214,662.11	68,274.91	146,387.20
Total Equity	523,710.54	377,323.34	146,387.20
TOTAL LIABILITIES & EQUITY	6,306,137.32	6,181,739.96	124,397.36

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

	Oct '20 - May 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - MD Int'l(Orb Galvan)	1,128.39	0.00	1,128.39	100.0%
Interest - TX Class	324.57	2,352.00	-2,027.43	13.8%
Loan Principal Payments - EDC	4,631.22	0.00	4,631.22	100.0%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	52,083.35	95,000.00	-42,916.65	54.8%
Other Inflows-Voiding old check	342.93			
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	58,510.46	694,713.92	-636,203.46	8.4%
Taxes				
Sales Tax	987,469.81	1,141,427.56	-153,957.75	86.5%
Total Taxes	987,469.81	1,141,427.56	-153,957.75	86.5%
Total Income	1,045,980.27	1,836,141.48	-790,161.21	57.0%
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	2,591.66	2,000.00	591.66	129.6%
Office Equipment	0.00	3,000.00	-3,000.00	0.0%
Total Maintenance	2,591.66	5,000.00	-2,408.34	51.8%
Other Services & Charges				
Audit	15,000.00	21,500.00	-6,500.00	69.8%
Automobile Mileage	937.35	5,000.00	-4,062.65	18.7%
Billboards	997.34	3,000.00	-2,002.66	33.2%
Bldg Lease	10,388.00	15,582.00	-5,194.00	66.7%
Chamber	0.00	5,000.00	-5,000.00	0.0%
Contract Labor - Writer	3,200.00	6,000.00	-2,800.00	53.3%
Crime Insurance	700.00	700.00	0.00	100.0%
Electricity	2,107.37	3,000.00	-892.63	70.2%
Interest Charges on Credit Card	10.09			
Janitorial	6,900.00	11,000.00	-4,100.00	62.7%
Late Fees and Charges	35.00			
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	2,593.86	7,300.00	-4,706.14	35.5%
Meetings	718.57	1,500.00	-781.43	47.9%
Membership/Subs	925.10	1,000.00	-74.90	92.5%
Miscellaneous	250.02	500.00	-249.98	50.0%
Office Equipment - Lease	1,999.58	2,342.40	-342.82	85.4%
Outlet Mall Oct 18' - Oct 28'	31,895.54	70,000.00	-38,104.46	45.6%
Postage	250.34	300.00	-49.66	83.4%
Professional Fees - Accounting	11,200.00	19,200.00	-8,000.00	58.3%
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	50,000.00	50,000.00	0.00	100.0%
Project Residency	0.00	75,000.00	-75,000.00	0.0%
Project RGV Livestock Show Park	25,000.00	25,000.00	0.00	100.0%
Project Rios of Mercedes	50,800.00	50,800.00	0.00	100.0%
Project TRLA	25,000.00	25,000.00	0.00	100.0%
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%

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

	<u>Oct '20 - May 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Series 2010A- Int & Princ 8/21	64,741.00	64,856.00	-115.00	99.8%
Telephones	3,274.02	5,400.00	-2,125.98	60.6%
TLF Repayment - Interest	10,806.60	33,608.56	-22,801.96	32.2%
TLF Repayment - Principal	75,446.44	97,897.40	-22,450.96	77.1%
Travel & Training	250.00	1,200.00	-950.00	20.8%
VTX Note	104,166.70	190,000.00	-85,833.30	54.8%
Water Bill	922.62	1,200.00	-277.38	76.9%
Web-Site	5,985.00	7,980.00	-1,995.00	75.0%
Total Other Services & Charges	716,973.46	1,660,612.56	-943,639.10	43.2%
Personnel Costs				
Cell Phone Allowance	400.00	600.00	-200.00	66.7%
Health/Life Insurance	6,930.88	13,896.00	-6,965.12	49.9%
Salaries	82,382.44	119,000.00	-36,617.56	69.2%
Social Security	6,281.97	9,470.70	-3,188.73	66.3%
TMRS Contribution	14,384.89	23,757.22	-9,372.33	60.5%
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	110,380.18	168,528.92	-58,148.74	65.5%
Supplies				
Office Supplies	1,372.86	1,000.00	372.86	137.3%
Total Supplies	1,372.86	1,000.00	372.86	137.3%
Total Expense	831,318.16	1,836,141.48	-1,004,823.32	45.3%
Net Ordinary Income	214,662.11	0.00	214,662.11	100.0%
Net Income	214,662.11	0.00	214,662.11	100.0%

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

	<u>May 31, 21</u>	<u>Apr 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	246,344.07	242,196.49	4,147.58
Total Checking/Savings	<u>246,344.07</u>	<u>242,196.49</u>	<u>4,147.58</u>
Total Current Assets	<u>246,344.07</u>	<u>242,196.49</u>	<u>4,147.58</u>
Other Assets			
Allowance - RBEG	-28,326.68	-28,326.68	0.00
EDC RBEG Grant-TXCLASS	41,725.30	41,722.53	2.77
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	26,476.82	27,239.02	-762.20
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	50,870.54	51,331.63	-461.09
Loan Rec - Reybotics, LLC (Adv)	148,460.03	148,460.03	0.00
Loan Rec - The Grind	50,786.73	51,346.59	-559.86
Loan Rec - Top Gym - San Miguel	54,616.79	55,652.10	-1,035.31
Loan Rec - Werbiski Ashley & H	15,371.56	15,873.17	-501.61
Total Other Assets	<u>552,431.45</u>	<u>555,748.75</u>	<u>-3,317.30</u>
TOTAL ASSETS	<u><u>798,775.52</u></u>	<u><u>797,945.24</u></u>	<u><u>830.28</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	510,706.14	514,026.21	-3,320.07
Total Other Current Liabilities	<u>510,706.14</u>	<u>514,026.21</u>	<u>-3,320.07</u>
Total Current Liabilities	<u>510,706.14</u>	<u>514,026.21</u>	<u>-3,320.07</u>
Total Liabilities	<u>510,706.14</u>	<u>514,026.21</u>	<u>-3,320.07</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	30,850.30	26,699.95	4,150.35
Total Equity	<u>288,069.38</u>	<u>283,919.03</u>	<u>4,150.35</u>
TOTAL LIABILITIES & EQUITY	<u><u>798,775.52</u></u>	<u><u>797,945.24</u></u>	<u><u>830.28</u></u>

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

	<u>May 31, 21</u>	<u>Apr 30, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	204,483.75	204,976.11	-492.36
Total Checking/Savings	<u>204,483.75</u>	<u>204,976.11</u>	<u>-492.36</u>
Total Current Assets	<u>204,483.75</u>	<u>204,976.11</u>	<u>-492.36</u>
Other Assets			
Allowance - IRP	-16,111.00	-16,111.00	0.00
IRP Operating Reserv - TXCLASS	68,561.86	68,557.30	4.56
Loan Rec - 956Sports	32,222.19	32,222.19	0.00
Loan Rec - Castaneda Mario & M	86,338.77	87,102.83	-764.06
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	129,744.48	129,744.48	0.00
Loan Rec - Raquel Moreno	8,617.66	8,874.30	-256.64
Rsrcs To Be Provided	554,116.66	554,116.66	0.00
Total Other Assets	<u>879,624.88</u>	<u>880,641.02</u>	<u>-1,016.14</u>
TOTAL ASSETS	<u>1,084,108.63</u>	<u>1,085,617.13</u>	<u>-1,508.50</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Due to EDC	0.00	1,874.33	-1,874.33
Note Payable - USDA - IRP	554,116.66	554,116.66	0.00
Unavailable Revenue - IRP	256,946.36	257,967.06	-1,020.70
Total Other Current Liabilities	<u>811,063.02</u>	<u>813,958.05</u>	<u>-2,895.03</u>
Total Current Liabilities	<u>811,063.02</u>	<u>813,958.05</u>	<u>-2,895.03</u>
Total Liabilities	<u>811,063.02</u>	<u>813,958.05</u>	<u>-2,895.03</u>
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	69,146.67	67,760.14	1,386.53
Total Equity	<u>273,045.61</u>	<u>271,659.08</u>	<u>1,386.53</u>
TOTAL LIABILITIES & EQUITY	<u>1,084,108.63</u>	<u>1,085,617.13</u>	<u>-1,508.50</u>

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - EDC
As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	501,673.86	528,521.78	-26,847.92
Development Corp - TXCLASS	127,761.93	127,753.13	8.80
EDC 2006 Reserve - TXCLASS	272,729.94	272,711.11	18.83
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	<u>902,365.73</u>	<u>929,186.02</u>	<u>-26,820.29</u>
Accounts Receivable			
Sales Tax Receivable	90,136.93	90,136.93	0.00
Total Accounts Receivable	<u>90,136.93</u>	<u>90,136.93</u>	<u>0.00</u>
Other Current Assets			
Due from IRP	1,874.33	0.00	1,874.33
Total Other Current Assets	<u>1,874.33</u>	<u>0.00</u>	<u>1,874.33</u>
Total Current Assets	<u>994,376.99</u>	<u>1,019,322.95</u>	<u>-24,945.96</u>
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	<u>1,309.78</u>	<u>1,309.78</u>	<u>0.00</u>
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	<u>3,373,889.05</u>	<u>3,373,889.05</u>	<u>0.00</u>
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)	126,305.99	127,951.85	-1,645.86
Note Receivable - City	391,323.56	391,323.56	0.00
Rsrcs To be Prov 07 & EDC Bull	5,780,507.49	5,839,552.74	-59,045.25
Total Other Assets	<u>1,813,473.92</u>	<u>1,874,165.03</u>	<u>-60,691.11</u>
TOTAL ASSETS	<u>6,181,739.96</u>	<u>6,267,377.03</u>	<u>-85,637.07</u>
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	3,460.76	2,304.24	1,156.52
Unavailable Rev/Gain From EDC	126,305.99	127,951.85	-1,645.86
Total Other Current Liabilities	<u>169,391.75</u>	<u>169,881.09</u>	<u>-489.34</u>
Total Current Liabilities	<u>169,391.75</u>	<u>169,881.09</u>	<u>-489.34</u>
Long Term Liabilities			
Bonds Payable 2007	1,645,000.00	1,645,000.00	0.00
Bonds Payable 2016	1,291,667.08	1,312,500.42	-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	2,013,281.36	2,032,478.34	-19,196.98
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	456,192.98	475,207.91	-19,014.93

Economic Development Corporation of Mercedes, Texas (EDC)

Balance Sheet - EDC

As of April 30, 2021

	Apr 30, 21	Mar 31, 21	\$ Change
Total Long Term Liabilities	5,635,024.87	5,694,070.12	-59,045.25
Total Liabilities	5,804,416.62	5,863,951.21	-59,534.59
Equity			
Fund Balance - General	295,452.37	295,452.37	0.00
Prior Year Adjustment	91.74	91.74	0.00
Unappropriated FOBL/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	68,274.91	94,377.39	-26,102.48
Total Equity	377,323.34	403,425.82	-26,102.48
TOTAL LIABILITIES & EQUITY	6,181,739.96	6,267,377.03	-85,637.07

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss Budget vs. Actual
For the Period Ending April 30, 2021

	<u>Oct '20 - Apr 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - MD Int'l(Orb Galvan)	1,128.39	0.00	1,128.39	100.0%
Interest - TX Class	297.92	2,352.00	-2,054.08	12.7%
Loan Principal Payments - EDC	4,631.22	0.00	4,631.22	100.0%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	41,666.68	95,000.00	-53,333.32	43.9%
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	47,724.21	694,713.92	-646,989.71	6.9%
Taxes				
Sales Tax	811,726.00	1,141,427.56	-329,701.56	71.1%
Total Taxes	811,726.00	1,141,427.56	-329,701.56	71.1%
Total Income	859,450.21	1,836,141.48	-976,691.27	46.8%
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	937.35	5,000.00	-4,062.65	18.7%
Billboards	997.34	3,000.00	-2,002.66	33.2%
Bldg Lease	9,089.50	15,582.00	-6,492.50	58.3%
Chamber	0.00	5,000.00	-5,000.00	0.0%
Contract Labor - Writer	2,800.00	6,000.00	-3,200.00	46.7%
Crime Insurance	700.00	700.00	0.00	100.0%
Electricity	1,881.60	3,000.00	-1,118.40	62.7%
Janitorial	6,900.00	11,000.00	-4,100.00	62.7%
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	2,274.86	7,300.00	-5,025.14	31.2%
Meetings	580.20	1,500.00	-919.80	38.7%
Membership/Subs	875.10	1,000.00	-124.90	87.5%
Miscellaneous	250.02	500.00	-249.98	50.0%
Office Equipment - Lease	1,777.11	2,342.40	-565.29	75.9%
Outlet Mall Oct 18' - Oct 28'	31,895.54	70,000.00	-38,104.46	45.6%
Postage	110.00	300.00	-190.00	36.7%
Professional Fees - Accounting	9,600.00	19,200.00	-9,600.00	50.0%
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	25,000.00	25,000.00	0.00	100.0%
Project Rios of Mercedes	50,800.00	50,800.00	0.00	100.0%
Project TRLA	25,000.00	25,000.00	0.00	100.0%
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	2,748.97	5,400.00	-2,651.03	50.9%

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss Budget vs. Actual
For the Period Ending April 30, 2021

	<u>Oct '20 - Apr 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
TLF Repayment - Interest	10,806.60	33,608.56	-22,801.96	32.2%
TLF Repayment - Principal	75,446.44	97,897.40	-22,450.96	77.1%
Travel & Training	250.00	1,200.00	-950.00	20.8%
VTX Note	83,333.38	190,000.00	-106,666.64	43.9%
Water Bill	805.87	1,200.00	-394.13	67.2%
Web-Site	4,655.00	7,980.00	-3,325.00	58.3%
Total Other Services & Charges	689,728.78	1,660,612.56	-970,883.78	41.5%
Personnel Costs				
Cell Phone Allowance	350.00	600.00	-250.00	58.3%
Health/Life Insurance	6,069.82	13,896.00	-7,826.18	43.7%
Salaries	73,228.84	119,000.00	-45,771.16	61.5%
Social Security	5,584.25	9,470.70	-3,886.45	59.0%
TMRS Contribution	12,834.27	23,757.22	-10,922.95	54.0%
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	98,067.18	168,528.92	-70,461.74	58.2%
Supplies				
Office Supplies	1,024.68	1,000.00	24.68	102.5%
Total Supplies	1,024.68	1,000.00	24.68	102.5%
Total Expense	791,175.30	1,836,141.48	-1,044,966.18	43.1%
Net Ordinary Income	68,274.91	0.00	68,274.91	100.0%
Net Income	68,274.91	0.00	68,274.91	100.0%

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - R.B.E.G. Grant
As of April 30, 2021

	<u>Apr 30, 21</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	242,196.49	236,710.46	5,486.03
Total Checking/Savings	<u>242,196.49</u>	<u>236,710.46</u>	<u>5,486.03</u>
Total Current Assets	<u>242,196.49</u>	<u>236,710.46</u>	<u>5,486.03</u>
Other Assets			
Allowance - RBEG	-28,326.68	-28,326.68	0.00
EDC RBEG Grant-TXCLASS	41,722.53	41,719.66	2.87
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	27,239.02	28,750.21	-1,511.19
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	51,331.63	51,881.34	-549.71
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	55,652.10	56,698.90	-1,046.80
Loan Rec - Werbiski Ashley & H	15,873.17	16,866.83	-993.66
Total Other Assets	<u>555,748.75</u>	<u>559,847.24</u>	<u>-4,098.49</u>
TOTAL ASSETS	<u><u>797,945.24</u></u>	<u><u>796,557.70</u></u>	<u><u>1,387.54</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	514,026.21	518,127.57	-4,101.36
Total Other Current Liabilities	<u>514,026.21</u>	<u>518,127.57</u>	<u>-4,101.36</u>
Total Current Liabilities	<u>514,026.21</u>	<u>518,127.57</u>	<u>-4,101.36</u>
Total Liabilities	<u>514,026.21</u>	<u>518,127.57</u>	<u>-4,101.36</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	26,699.95	21,211.05	5,488.90
Total Equity	<u>283,919.03</u>	<u>278,430.13</u>	<u>5,488.90</u>
TOTAL LIABILITIES & EQUITY	<u><u>797,945.24</u></u>	<u><u>796,557.70</u></u>	<u><u>1,387.54</u></u>

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - I R P
As of April 30, 2021






	<u>Apr 30, 21</u>	<u>Mar 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	204,976.11	157,173.98	47,802.13
Total Checking/Savings	<u>204,976.11</u>	<u>157,173.98</u>	<u>47,802.13</u>
Total Current Assets	<u>204,976.11</u>	<u>157,173.98</u>	<u>47,802.13</u>
Other Assets			
Allowance - IRP	-16,111.00	-16,111.00	0.00
IRP Operating Reserv - TXCLASS	68,557.30	68,552.58	4.72
Loan Rec - 956Sports	32,222.19	32,222.19	0.00
Loan Rec - Castaneda Mario & M	87,102.83	88,000.72	-897.89
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	129,744.48	131,435.43	-1,690.95
Loan Rec - Mid Valley Dental	0.00	42,627.52	-42,627.52
Loan Rec - Raquel Moreno	8,874.30	9,130.19	-255.89
Rsrcs To Be Provided	554,116.66	554,116.66	0.00
Total Other Assets	<u>880,641.02</u>	<u>926,108.55</u>	<u>-45,467.53</u>
TOTAL ASSETS	<u><u>1,085,617.13</u></u>	<u><u>1,083,282.53</u></u>	<u><u>2,334.60</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Due to EDC	1,874.33	0.00	1,874.33
Note Payable - USDA - IRP	554,116.66	554,116.66	0.00
Unavailable Revenue - IRP	257,967.06	303,439.31	-45,472.25
Total Other Current Liabilities	<u>813,958.05</u>	<u>857,555.97</u>	<u>-43,597.92</u>
Total Current Liabilities	<u>813,958.05</u>	<u>857,555.97</u>	<u>-43,597.92</u>
Total Liabilities	<u>813,958.05</u>	<u>857,555.97</u>	<u>-43,597.92</u>
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	67,760.14	21,827.62	45,932.52
Total Equity	<u>271,659.08</u>	<u>225,726.56</u>	<u>45,932.52</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,085,617.13</u></u>	<u><u>1,083,282.53</u></u>	<u><u>2,334.60</u></u>

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

00009312 TT212S05012102015400 01 000000000 0009312 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 04/01/2021	\$532,797.90
+ Deposits and Credits (1)	\$97,960.95
- Withdrawals and Debits (26)	\$80,034.58
Ending Balance as of 04/30/2021	\$550,724.27
Service Charges for Period	\$0.00
Average Balance for Period	\$533,912.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Apr 20	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	97,960.95

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Apr 01	BENE TEXAS LEVERAGE FUND TRN:P202104010017143	10,781.63
Apr 02	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	900.00
Apr 02	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,486.57

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SCAN QR CODE
FOR MORE DETAILS



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Mobile carrier message and data rates may apply.


EQUAL HOUSING
LENDER

DEBITS AND OTHER WITHDRAWALS (Continued)

Date	Description	Withdrawals
Apr 15	IRS/USATAXPYMT *****0553405370 DEVELOPMENT CORPORATIO	2,304.24
Apr 16	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,436.58
Apr 21	REF 5DVMI5S TO *0691 INTERFUND TRANSFER	10,416.67
Apr 30	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	800.00
Apr 30	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,450.03
Apr 30	BENE:TEXAS LEVERAGE FUND TRN:P202104300021578	10,781.63

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Apr 02	3709	262.47	Apr 12	3718	665.00	Apr 23	3724	392.71
Apr 12	<i>TMRS</i> *3711	2,191.38	Apr 06	3719	148.99	Apr 22	3725	50.00
Apr 02	*3714	76.39	Apr 12	<i>Accounting Chamber</i> 3720	1,600.00	Apr 22	3726	72.24
Apr 05	3715	129.24	Apr 15	3721	1,298.50	Apr 22	<i>RGVLS</i> 3727	25,000.00
Apr 06	3716	291.81	Apr 13	3722	894.23	Apr 30	3728	36.36
Apr 07	3717	167.91	Apr 14	3723	400.00			

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Apr 01	522,016.27	Apr 12	512,096.51	Apr 20	601,723.91
Apr 02	517,290.84	Apr 13	511,202.28	Apr 21	591,307.24
Apr 05	517,161.60	Apr 14	510,802.28	Apr 22	566,185.00
Apr 06	516,720.80	Apr 15	507,199.54	Apr 23	565,792.29
Apr 07	516,552.89	Apr 16	503,762.96	Apr 30	550,724.27



CHECK IMAGES

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/02/21

Pay to the order of: TWA Bank
Two hundred sixty two and 47/100

Amount in Numbers: \$262.47

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/02/2021 Check 3709 \$262.47

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/12/21

Pay to the order of: Texas Mortgage Pmt, Ltd.
Two thousand one hundred ninety one and 38/100

Amount in Numbers: \$2,191.38

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/12/2021 Check 3711 \$2,191.38

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/02/21

Pay to the order of: Peoples Credit Plan Corp.
Seventy six and 39/100

Amount in Numbers: \$76.39

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/02/2021 Check 3714 \$76.39

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/05/21

Pay to the order of: Arpa Energy
One hundred twenty nine and 24/100

Amount in Numbers: \$129.24

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/05/2021 Check 3715 \$129.24

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/06/21

Pay to the order of: West Community Bank
Two hundred ninety one and 81/100

Amount in Numbers: \$291.81

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/06/2021 Check 3716 \$291.81

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/07/21

Pay to the order of: MFA Bank
One hundred sixty seven and 91/100

Amount in Numbers: \$167.91

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/07/2021 Check 3717 \$167.91

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/12/21

Pay to the order of: MFC Bank
Six hundred sixty five and 00/100

Amount in Numbers: \$665.00

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/12/2021 Check 3718 \$665.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/06/21

Pay to the order of: First State
One hundred forty eight and 99/100

Amount in Numbers: \$148.99

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/06/2021 Check 3719 \$148.99

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/12/21

Pay to the order of: Oklahoma & Marney LLC
One thousand six hundred and 00/100

Amount in Numbers: \$1,600.00

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/12/2021 Check 3720 \$1,600.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/15/21

Pay to the order of: Mercedes Auto Finance
One thousand two hundred ninety eight and 50/100

Amount in Numbers: \$1,298.50

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/15/2021 Check 3721 \$1,298.50

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/13/21

Pay to the order of: C & M Properties
Eight hundred ninety four and 23/100

Amount in Numbers: \$894.23

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/13/2021 Check 3722 \$894.23

DEVELOPMENT CORPORATION OF MERCEDES, INC.
333 S. Ohio
Mercedes, TX 78750

Check Date: 04/14/21

Pay to the order of: Rogers TV Channel
Four hundred and 00/100

Amount in Numbers: \$400.00

Signature: David G. Gable

⑆0000001710⑆ ⑆114901186⑆ ⑆15000187⑆⑆

04/14/2021 Check 3723 \$400.00



CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 E. One
Mercedes, TX 78670

Check Date 4/23/21

Pay to the order of Tony Andrew Calkins \$392.71

Three Hundred Ninety Two and 71/100

Tony Andrew Calkins
PO Box 6874
City of Houston, TX 77266-0684

David G. Campbell

0000001715* 61114910184 0150001815*

04/23/2021 Check 3724 \$392.71

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 E. One
Mercedes, TX 78670

Check Date 4/22/21

Pay to the order of Tony Andrew Calkins \$50.00

Fifty and 00/100

Tony Andrew Calkins
PO Box 6874
City of Houston, TX 77266-0684

David G. Campbell

0000001715* 61114910184 0150001815*

04/22/2021 Check 3725 \$50.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 E. One
Mercedes, TX 78670

Check Date 4/22/21

Pay to the order of David G. Campbell \$72.24

Seventy Two and 24/100

David G. Campbell

0000001715* 61114910184 0150001815*

04/22/2021 Check 3726 \$72.24

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 E. One
Mercedes, TX 78670

Check Date 4/22/21

Pay to the order of David G. Campbell \$25,000.00

Twenty Five Thousand and 00/100

David G. Campbell

0000001715* 61114910184 0150001815*

04/22/2021 Check 3727 \$25,000.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 E. One
Mercedes, TX 78670

Check Date 4/30/21

Pay to the order of David G. Campbell \$36.36

Thirty Six and 36/100

David G. Campbell

0000001715* 61114910184 0150001815*

04/30/2021 Check 3728 \$36.36








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

00009641 TT212S05292103595100 01 000000000 0009641 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 05/01/2021	\$550,724.27
+ Deposits and Credits (2)	\$177,618.14
- Withdrawals and Debits (19)	\$75,177.82
Ending Balance as of 05/31/2021	\$653,164.59
Service Charges for Period	\$0.00
Average Balance for Period	\$573,759.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
May 04	REF 5WAD6H6 FROM *1899 MD INTERNATIONAL	1,874.33
May 20	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	175,743.81

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
May 14	IRS/USATAXPYMT *****3402585297 DEVELOPMENT CORPORATIO	3,460.76
May 14	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,486.56



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DEBITS AND OTHER WITHDRAWALS (Continued)

Date	Description	Withdrawals
May 17	REF 6EWVEHW TO *0691 INTERFUND TRANSFER	10,416.67
May 28	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
May 03	3729	222.47	May 10	TRGLA 3734	25,000.00	May 14	3739	400.00
May 13	3730	691.14	May 11	THRS 3735	3,287.07	May 13	3740	894.23
May 19	3731	193.07	May 28	Chamber 3736	1,298.50	May 19	3741	237.00
May 04	3732	116.75	May 11	Accounting 3737	1,600.00	May 20	3742	525.05
May 10	Simon 3733	19,196.98	May 13	3738	665.00	May 21	3743	50.00

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
May 03	550,501.80	May 13	500,924.96	May 20	657,949.66
May 04	552,259.38	May 14	493,577.64	May 21	657,899.66
May 10	508,062.40	May 17	483,160.97	May 28	653,164.59
May 11	503,175.33	May 19	482,730.90		



CHECK IMAGES

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/03/21

Pay to the order of: Jada Bess
\$222.47

For deposit only - Do not cash
Pay to the order of: Jada Bess
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/03/2021 Check 3729 \$222.47

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/13/21

Pay to the order of: American Express
\$691.14

For deposit only - Do not cash
Pay to the order of: American Express
4000 Broadway
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/13/2021 Check 3730 \$691.14

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/19/21

Pay to the order of: Amco Energy
\$193.07

For deposit only - Do not cash
Pay to the order of: Amco Energy
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/19/2021 Check 3731 \$193.07

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/04/21

Pay to the order of: City of Mercedes
\$116.75

For deposit only - Do not cash
Pay to the order of: City of Mercedes
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/04/2021 Check 3732 \$116.75

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/10/21

Pay to the order of: Texas Power Credit
\$19,196.98

For deposit only - Do not cash
Pay to the order of: Texas Power Credit
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/10/2021 Check 3733 \$19,196.98

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/10/21

Pay to the order of: Texas Power Credit
\$25,000.00

For deposit only - Do not cash
Pay to the order of: Texas Power Credit
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/10/2021 Check 3734 \$25,000.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/11/21

Pay to the order of: Texas Power Credit
\$3,287.07

For deposit only - Do not cash
Pay to the order of: Texas Power Credit
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/11/2021 Check 3735 \$3,287.07

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/28/21

Pay to the order of: Mercedes Area Chamber of Commerce
\$1,298.50

For deposit only - Do not cash
Pay to the order of: Mercedes Area Chamber of Commerce
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/28/2021 Check 3736 \$1,298.50

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/11/21

Pay to the order of: Mercedes Area Chamber of Commerce
\$1,600.00

For deposit only - Do not cash
Pay to the order of: Mercedes Area Chamber of Commerce
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/11/2021 Check 3737 \$1,600.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/13/21

Pay to the order of: Mercedes Area Chamber of Commerce
\$665.00

For deposit only - Do not cash
Pay to the order of: Mercedes Area Chamber of Commerce
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/13/2021 Check 3738 \$665.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/14/21

Pay to the order of: Mercedes Area Chamber of Commerce
\$400.00

For deposit only - Do not cash
Pay to the order of: Mercedes Area Chamber of Commerce
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/14/2021 Check 3739 \$400.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
330 S. Chas
Mercedes, TX 78350

Check Date: 05/13/21

Pay to the order of: Mercedes Area Chamber of Commerce
\$894.23

For deposit only - Do not cash
Pay to the order of: Mercedes Area Chamber of Commerce
P.O. Box 1803
Mercedes, TX 78350

David C. Bess

#0000001715P 4114901186C 0150001873P

05/13/2021 Check 3740 \$894.23



CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MERCEDES, INC.
222 S. CHASE
MCKINNEY, TX 75069

Check Date 5/19/2021

Pay to the order of M&M Valley LLC

For Deposit Only (Do Not Write)

Two Hundred Thirty Seven and 00/100

237.00

David G. Smith

⑆0000001741⑆ ⑈111490186⑈ ⑆15000187⑆

05/19/2021 Check 3741 \$237.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
222 S. CHASE
MCKINNEY, TX 75069

Check Date 5/20/2021

Pay to the order of Two Valley Cafe

For Deposit Only (Do Not Write)

Five Hundred Twenty Five and 05/100

525.05

David G. Smith

⑆0000001742⑆ ⑈111490186⑈ ⑆15000187⑆

05/20/2021 Check 3742 \$525.05

DEVELOPMENT CORPORATION OF MERCEDES, INC.
222 S. CHASE
MCKINNEY, TX 75069

Check Date 5/21/2021

Pay to the order of Trans Union LLC

For Deposit Only (Do Not Write)

Fifty and 00/100

50.00

David G. Smith

⑆0000001743⑆ ⑈111490186⑈ ⑆15000187⑆

05/21/2021 Check 3743 \$50.00



Blue BusinessSM Plus Credit Card

DEVELOPMENT CORPORATION OF

MELISSA RAMIREZ

Closing Date 05/17/21 Next Closing Date 06/16/21

Account Ending 5-31009

p. 1/6

Customer Care: 1-800-521-6121

TTY: Use Relay 711

Website: americanexpress.com

New Balance \$642.80**Minimum Payment Due \$70.00****Payment Due Date 06/11/21[‡]**

‡ Late Payment Warning: If we do not receive your Minimum Payment Due by the Payment Due Date of 06/11/21, 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%.

Membership Rewards[®] Points

Available and Pending as of 04/30/21

7,350For up to date point balance and full program details, visit membershiprewards.com**Account Summary**

Previous Balance	\$691.14
Payments/Credits	-\$691.14
New Charges	+\$597.71
Fees	+\$35.00
Interest Charged	+\$10.09

New Balance \$642.80**Minimum Payment Due \$70.00**

Credit Limit \$13,000.00

Available Credit \$12,357.20

Days in Billing Period: 31

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	20 months	\$714

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**.

↓ 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 5-31009Enter 15 digit account # on all payments.
Make check payable to American Express.

MB 01 014154 07404 B 72 A

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

Payment Due Date

06/11/21

New Balance

\$642.80

Minimum Payment Due

\$70.00See 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 000064280000007000 13 H



Blue BusinessSM Plus Credit Card
 DEVELOPMENT CORPORATION OF
 MELISSA RAMIREZ
 Closing Date 05/17/21

p. 3/6

Account Ending 5-31009



Customer Care & Billing Inquiries
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1-800-521-6121
 1-623-492-7719
 1-800-CASH-NOW
 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

Hearing Impaired

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

Payments and Credits

Summary

	Total
Payments	-\$691.14
Credits	\$0.00
Total Payments and Credits	-\$691.14

Detail *Indicates posting date

Payments	Amount
05/12/21* PAYMENT RECEIVED - THANK YOU	-\$691.14

New Charges

Summary

	Total
Total New Charges	\$597.71

Detail

MELISSA RAMIREZ
 Card Ending 5-31009

				Amount
04/17/21	LOOPNET COMMERCIAL P	888-567-7442	DC	Marketing Promotion \$69.00
04/24/21	LOGMEIN*GOTOMEETING ONLINE SVCS	LOGMEIN.COM	MA	Meetings \$51.06
04/29/21	USPS PO 4858200081 001372731 8002758777	MERCEDES	TX	Postage overnight package \$30.34
04/29/21	USPS PO 4858200081 001372731 8002758777	MERCEDES	TX	Postage stamps \$110.00
05/05/21	JASONS DELI 016 000000001 9565207042	WESLACO	TX	Meetings Mohamed \$52.13
05/05/21	TA CO MADRE TACOS AND MOR 00-080325550 RESTAURANT	MERCEDES	TX	Meetings Mohamed \$35.18
05/06/21	PREMIER TEES squareup.com/receipts	Weslaco	TX	City of Mercedes Face Masks \$250.00
				Marketing Promotion

Fees

	Amount
05/11/21 Late Payment Fee	Miscellaneous \$35.00
Total Fees for this Period	\$35.00

Continued on reverse

Interest Charged

		Amount
05/17/21	Interest Charge on Purchases	<i>miscellaneous</i> \$10.09
Total Interest Charged for this Period		\$10.09

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	\$35.00
Total Interest in 2021	\$10.09

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)	\$896.83	\$10.09
Total			\$10.09
(v) Variable Rate			



Summary Statement

April 30, 2021
Page 1 of 6
Investor ID: TX-01-0607

000049-0005801 PDF 989839

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

Texas CLASS

Texas CLASS

Average Monthly Yield: 0.0840%

	Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	127,753.13	0.00	8.80	45.22	127,757.91	127,761.93
TX-01-0607-0002	EDC 2006 RESERVE	272,711.11	0.00	18.83	96.54	272,721.31	272,729.94
TX-01-0607-0003	EDC RBEG FUND	41,719.66	0.00	2.87	14.69	41,721.22	41,722.53
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	68,552.58	0.00	4.72	24.23	68,555.14	68,557.30
TOTAL		510,736.48	0.00	35.22	180.68	510,755.58	510,771.70

Tel: (800) 707-6242

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



Summary Statement

May 31, 2021
Page 1 of 6
Investor ID: TX-01-0607

000551-0008403 PDF 305629

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

Texas CLASS

Texas CLASS

Average Monthly Yield: 0.0794%

	Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	127,761.93	0.00	8.50	53.72	127,766.53	127,770.43
TX-01-0607-0002	EDC 2006 RESERVE	272,729.94	0.00	18.15	114.69	272,739.76	272,748.09
TX-01-0607-0003	EDC RBEG FUND	41,722.53	0.00	2.77	17.46	41,724.02	41,725.30
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	68,557.30	0.00	4.56	28.79	68,559.77	68,561.86
TOTAL		510,771.70	0.00	33.98	214.66	510,790.08	510,805.68

Tel: (800) 707-6242

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

Security Holder Remittance Report for 5/25/2021

Start Date:	5/11/2021 12:00:00A
End Date:	5/25/2021 11:59:00P
Print Date:	05/25/2021
Print Time:	4:42:28 pm

Security Holder **Development Corporation of Mercedes**

Investor Number <u>01-985-002</u> Investor Name <u>Development Corp of Mercedes RBEG</u>										Net Remit
<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>Am</u>
98557444	Gonzalez	Regular Pymnt	05/12/2021	839.00 ✓	762.20 ✓	76.80 ✓	18.00	0.00	0.00	821.00
98564204	Werbiski	Regular Pymnt	05/12/2021	545.75 ✓	501.61 ✓	44.14 ✓	18.00	0.00	0.00	527.75
98554876	Jom Investme	Regular Pymnt	05/14/2021	1,004.39 ✓	559.86 ✓	444.53 ✓	18.00	0.00	0.00	986.39
98550038	Salinas	Regular Pymnt	05/17/2021	680.48 ✓	461.09 ✓	219.39 ✓	18.00	0.00	0.00	662.48
Investor/Bank/Group Total				3,069.62	2,284.76	784.86	72.00	0.00	0.00	2,997.62

Investor Number <u>01-985-003</u> Investor Name <u>Development Corporation of Mercedes</u>										Net Remit
<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>Am</u>
98560836	Castaneda	Regular Pymnt	05/12/2021	1,113.46 ✓	764.06 ✓	296.39 ✓	18.00	0.00	0.00	1,042.45
98564988	Hinojosa	Regular Pymnt	05/17/2021	282.52 ✓	256.64 ✓	25.88 ✓	18.00	0.00	0.00	264.52
Investor/Bank/Group Total				1,395.98	1,020.70	322.27	36.00	0.00	0.00	1,306.97

Total Security Holder				4,465.60	3,305.46	1,107.13	108.00	53.01	0.00	4,304.59
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Delinquency Report

As Of May 25, 2021

Data Date: 05/25/2021
Data Time: 4:45:51 pm
Print Date: 05/25/2021
Print Time: 4:45:51 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	10,483.10	01/24/2021	09/18/2020	121	5

REYBOTIC;

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>
98560836	107,362.25	86,338.77	1060.13	106.02	05/12/2021	6,570.00	12/01/2020	05/12/2021	175	6
Castaneda , Mario 1201 S. Rio Rico Rd.										
98569300	315,629.17	304,050.47	2938.50	146.93	04/15/2021	5,892.50	03/18/2021	04/15/2021	68	3
MD Internati, 311 D. Vogel Drive										

\$ 22,945.60

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	06/10/21	4.00000	680.48	50,870.54	50,870.54 ✓	0.00	0.00	0.00
01	985	002	98554876	98554876	Jom Investmen	06/15/21	4.00000	999.24	50,786.73	50,786.73 ✓	0.00	0.00	0.00
01	985	002	98557444	98557444	Gonzalez, Jaime	06/01/21	3.50000	838.59	26,476.82 ✓	26,476.82	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	06/03/21	3.50000	545.75	15,371.56 ✓	15,371.56	0.00	0.00	0.00
01	985	002	98567980	98567980	San Miguel, Ju	06/05/21	3.00000	1,167.96	54,616.79	54,616.79	0.00	0.00	0.00
Total :								8,224.98		465,208.19		0.00	
									465,208.19		0.00	0.00	

Item Count = 7

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

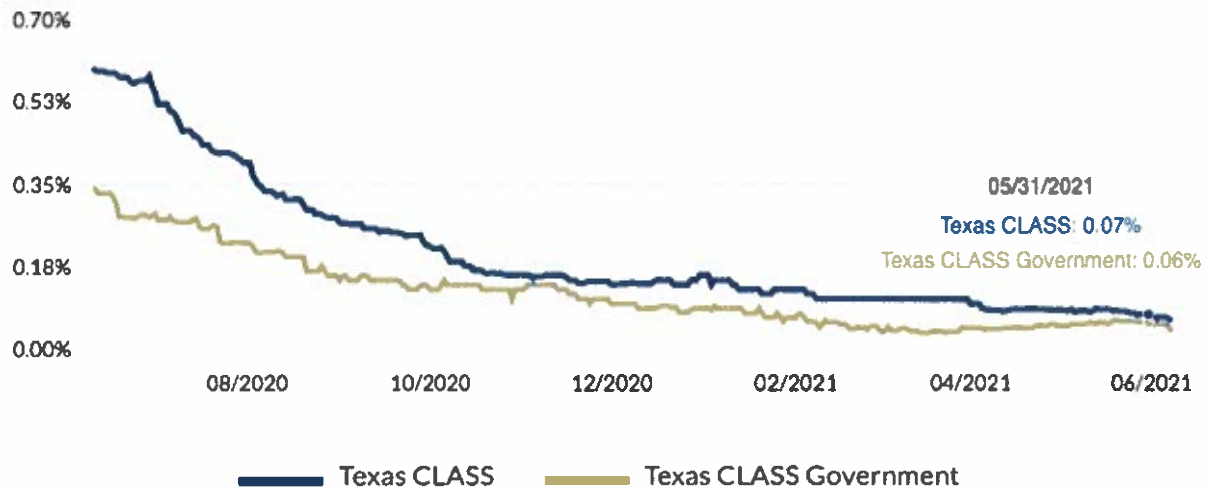
Bk	Inv	Grp	Inv Loan #	Loan #	Loan Name	Due Date	Int Rate	P&I	Prin Bal	Net Prin Bal	T&I Bal	Unapplied	Subsidy
01	985	003	98550182	98550182	Gomez, Roy G.	05/06/21	3.00000	690.58	41,958.91	41,958.91	0.00	0.00	0.00
01	985	003	98560836	98560836	Castaneda, Ma	12/01/20	3.50000	1,060.13	86,338.77	86,338.77 ✓	0.00	0.00	0.00
01	985	003	98564988	98564988	Hinojosa, Raqu	06/23/21	3.50000	282.52	8,617.66	8,617.66 ✓	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 :								4,971.73	440,965.81	0.00			
								440,965.81	0.00	0.00			

Item Count = 4

4. Discussion and Action: TXCLASS Quarterly Report

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

Texas CLASS Daily Yields



Type of Account: Texas CLASS

Maturity Date: NONE

Interest Rate: Variable/ Average May rate .0784%

Presented before the Board: June 16, 2021

Affirm: _____

Date: _____

5. Discussion and Action: DCM Goals and Objectives

Memo

To: DCM Board of Directors
From: Rose Saenz
CC: Melissa Ramirez, Executive Director
Date: 6/11/21
Re: DCM Goals and Objectives

Goals and Objectives from other cities in Hidalgo County are enclosed for comparison.

Recommendation: Discussion

Goals and Objectives from other cities in Hidalgo County

Alamo:

None in place

Alton:

Continue to focus on the Strategic Plan below:

Economic Development – Continue to grow the City’s economic base bringing in jobs associated with retail, commercial and industrial enterprises.

Infrastructure – Provide and maintain high quality and cost-effective infrastructure to meet existing and future needs.

Quality of Life – Maintain a high quality of life that makes Alton a community of choice for residents and business investment.

Organizational Effectiveness – Promote an organizational culture that embraces change, creativity and innovation to ensure proactive, consistent, efficient and accountable service to our community.

These strategic focus areas are the foundation for the Fiscal Year 2020-2021 Budget.

The objectives of the Strategic Plan are achievable only through the careful and calculated use of the City’s limited resources

Donna:

Donna Economic Development Corporation will consider funding all or partial costs in infrastructure such as water, sanitary sewer, drainage, natural gas lines and roads necessary to bring a project to fruition.

The City of Donna will consider tax abatements of multiple years based on total investment and/or employment opportunities.

The Donna Economic Development Corporation owns an industrial park with multiple lots and can consider other combination of incentives.

Edcouch:

None in place

Edinburg:

Maximize Opportunities/Capitalize on Assets

Create Sustainable Job Growth, Small Business, and Economic Resilience

Generate a Positive Business Climate & Promote City as an Attractive Livable Community

Align Existing Resources/Address Gaps

Develop defined Economic Development Strategy for Investment, Industry Recruitment, & Incentives

Operate with greater Efficiency, Compliance, and Fiscal Transparency

Elsa:

None in place

Granjeno:

None in place

Hidalgo:

The y Focus on their Strategic Advantages

The Texas/ Mexico Border City of Hidalgo Tx. is a centralized geographic location that provides options to prospective companies seeking to relocate or startup their operations.

On the border you have the strategic advantages of choosing your industrial market where companies have the option of producing materials in Reynosa while basing their distribution in Hidalgo

Hidalgo Texas provides a full range of resources and infrastructure for the manufacturing and just-in-time supplier. Emerging global shipping and distribution trends make Hidalgo Texas attractive because of its distance to markets, both domestic and international.

La Joya:

None in place

La Villa:

None in place

McAllen:

Strategic objectives are to diversify the economy, improve relations with Mexico, and improve the profitability of the Foreign Trade Zone.

Focus on recruiting manufacturing companies to Reynosa, Mexico in order to compete with low wages in Asian countries such as Korea, Taiwan, Singapore, and Hong Kong.

Mission:

Creating jobs, attracting capital investment, improving the quality of life and strengthening the STEAM Education, Business Expansion and Retention, Recruitment, Infrastructure and Transportation and Quality of Life.

Palmhurst:

No EDC

Palmview:

No EDC

Penitas:

None in place

Pharr:

Uses incentive programs and community partnerships to attract targeted investments and facilitate economic growth throughout the city. The goal of these incentives and development programs is to encourage businesses to expand or locate a business in Pharr. The City of Pharr is committed to providing the best possible incentives to grow the economy and promote strong, balanced development in our region.

Progreso:

None in place

Progreso Lakes:

None in place

San Juan:

To assist small businesses with financial support for a new venture or retention and expansion of existing businesses.

Sullivan City:

None in place

Weslaco:

Job creation through recruitment of new industry and helping existing companies relocate and/or expand.

DCM Mission Statement: To continuously energize the business climate that brings customers to existing business, encourages and supports new business and embraces homebuyers and developers to invest with us in Mercedes.

Strategy: Get Mercedes to be *Noticed, Considered* and *Commitment*

A. *Noticed*

1. Fresh, attract
2. Radio and television campaigns in Mexico and USA
3. Botas De Mercedes
4. Electronic message center
5. Strategic Ads Rio Grande Valley Premium Outlets and Mercedes
6. Community Marketing: Movies In the Park/ Little Nashville
7. Foster a positive relationship with Media
8. Strategic Sponsorship to market community resource partners such as the Livestock Show, Smokin' on the Rio, Estero Llano Grande and Texas Street Festival

B. *Considered:*

1. Renew interest in Schwartz Holdings east of RGVPO
2. Market available DCM property
3. Projects in the pipeline-see DCM Projects update for more info

C. *Commitment:*

1. Fast food retail chain in Mercedes
2. Housing development in Mercedes
3. Sell property located in the Mercedes Light Industrial Park

6. Discussion and Action: FY 20-21 Budget Amendment

FUND: 25

BUDGET AMENDMENT# 1

DEPARTMENT: EDC

DATE POSTED: 6/9/2021

Approved: _____
Fred Gonzalez, Board President

Approved: _____
Melissa Ramirez, Executive Director

**DEVELOPMENT CORPORATION OF MERCEDES
BUDGET FY20-21**

SOURCES OF CASH		FY 19-20	FY 20-21	FY 20-21 AMENDMENT
TAXES				
25-40040	SALES TAX	\$1,521,903.47	\$ 1,141,427.56	\$ 1,367,520.62
TOTAL TAXES		\$1,521,903.47	\$ 1,141,427.56	\$ 1,367,520.62
MISCELLANEOUS				
25-44020	INTEREST- TXCLASS	\$ 6,000.00	\$ 2,352.00	\$ 509.00
25-44026	INTEREST-L&G CONCRETE	\$ -		
25-44027	INTEREST-MD INT'L (ORBIT)	\$ 5,456.57		\$ 1,933.00
25-44041	LOAN PRINCIPAL PAYMENTS	\$ 30,000.00		\$ 5,000.00
25-44097	CARRY OVER FUNDS	\$ 500,000.00	\$ 469,842.29	\$ 469,842.29
	TXCLASS		\$ 127,519.63	\$ 127,519.63
	INTEREST- ELIAS GONZALEZ	\$ 102.00	\$ -	
	REAL ESTATE SALES			
	OTHER INCOME- CITY REIMBURSEMENTS			
	OTHER INCOME- CITY PMT VTX	\$ 125,000.00	\$ 95,000.00	\$ 95,000.00
TOTAL MISCELLANEOUS		\$ 666,558.57	\$ 694,713.92	\$ 699,803.92
TOTAL REVENUE		\$2,188,462.04	\$ 1,836,141.48	\$ 2,067,324.54

DEVELOPMENT CORPORATION OF MERCEDES
BUDGET FY 20-21

USES OF CASH		FY19-20 BUDGET	FY20-21 BUDGET	FY20-21 AMENDMENT
PERSONNEL COSTS				
25-510-1010	SALARIES	\$ 119,000.00	\$ 119,000.00	\$ 119,000.00
25-510-1015	AUTOMOBILE ALLOWANCE	\$ 4,800.00	\$ -	\$ -
25-510-1100	TMRS CONTRIBUTION	\$ 23,757.22	\$ 23,757.22	\$ 23,757.22
25-510-1120	SOCIAL SECURITY	\$ 9,470.70	\$ 9,470.70	\$ 9,470.70
25-510-1140	UNEMPLOYMENT COMP	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00
25-510-1160	HEALTH/LIFE INSURANCE	\$ 13,896.00	\$ 13,896.00	\$ 13,896.00
25-510-1180	WORKER'S COMP	\$ 305.00	\$ 305.00	\$ 305.00
25-510-xxxx	CELL PHONE ALLOWANCE	\$ 600.00	\$ 600.00	\$ 600.00
TOTAL PERSONEL COSTS		\$ 173,328.92	\$ 168,528.92	\$ 168,528.92
OTHER SERVICES & CHARGES				
25-510-2020	Audit	\$ 21,500.00	\$ 21,500.00	\$ 15,000.00
25-510-2012	Automobile Mileage	\$ 500.00	\$ 5,000.00	\$ 5,000.00
25-510-2014	Billboards	\$ -	\$ 3,000.00	\$ 997.34
25-510-2134	Bld Lease	\$ 15,582.00	\$ 15,582.00	\$ 15,582.00
25-510-2340	Chamber	\$ 20,000.00	\$ 5,000.00	\$ 10,000.00
	Texas Street Festival	\$15,000		
	Dues	\$5,000		
25-510-2011	Contract Labor- Writer	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
25-510-2102	Crime Insurance	\$ 700.00	\$ 700.00	\$ 700.00
25-510-2036	Downtown Development	\$ -	\$ -	\$ -
25-510-2165	Electricity	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
25-510-xxxx	Home Development Incentive Program	\$ -	\$ -	\$ -
25-510-2142	Janitorial	\$ 11,000.00	\$ 11,000.00	\$ 11,000.00
25-510-2125	Legal	\$ 45,000.00	\$ 45,000.00	\$ 45,000.00
25-510-2021	Loan Fees- EDC	\$ 1,100.00	\$ 750.00	\$ 750.00
25-510-2010	Marketing & Promotion	\$ 17,800.00	\$ 7,300.00	\$ 7,300.00
	Step & See	\$5,000		
	GeoTours	\$10,000		
	Market Profile	\$2,000		
	Loopnet	\$800		
25-510-2095	Meetings	\$ 3,500.00	\$ 1,500.00	\$ 1,500.00
25-510-2130	Membership/Subs	\$ 4,000.00	\$ 1,000.00	\$ 1,000.00
25-510-2133	Miscellaneous	\$ 1,000.00	\$ 500.00	\$ 500.00
25-510-2080	Office Equipment- Lease	\$ 2,342.40	\$ 2,342.40	\$ 2,342.40
25-510-xxxx	Outlet Mall Oct 2018-Oct 2028	\$ 100,000.00	\$ 70,000.00	\$ 70,000.00
25-510-2138	Postage	\$ 300.00	\$ 300.00	\$ 300.00
25-510-2320	Professional Fees- Accounting	\$ 19,200.00	\$ 19,200.00	\$ 19,200.00
25-510-xxxx	Project CL Healthcare	\$ 118,000.00	\$ 59,000.00	\$ 59,000.00
25-510-xxxx	Project Cortinos	\$ 58,302.50	\$ 58,302.50	\$ -

25-510-xxxx	Project Fiesta	\$	-	\$	-		
25-510-xxxx	Project Orchard Grove Apartments	\$	100,000.00	\$	100,000.00	\$	50,000.00
25-510-2361	Project Residency	\$	150,000.00	\$	75,000.00	\$	75,000.00
25-510-xxxx	Project RGV Livestock Show Park	\$	50,000.00	\$	25,000.00	\$	25,000.00
25-510-2362	Project Rios of Mercedes	\$	50,800.00	\$	50,800.00	\$	50,800.00
25-510-xxxx	Project TRLA	\$	25,000.00	\$	25,000.00	\$	25,000.00
25-510-2365	Project VIDA	\$	15,000.00	\$	-	\$	-
25-510-xxxx	Project La Herencia			\$	66,666.00	\$	66,666.00
25-510-xxxx	Project Raybec			\$	50,000.00	\$	50,000.00
25-510-2335	Projects	\$	88,191.00	\$	251,307.70	\$	580,295.92
25-510-2144	Receptionist	\$	12,000.00	\$	6,000.00	\$	12,000.00
25-510-2355	Series 2007- Interest	\$	83,720.00	\$	83,720.00	\$	83,720.00
25-510-2356	Series 2007- Principle	\$	195,000.00	\$	195,000.00	\$	195,000.00
25-510-2360	Series 2010A- Interest & Principle 8/21	\$	64,856.00	\$	64,856.00	\$	64,856.00
25-510-2310	Sponsorships	\$	20,000.00	\$	-	\$	-
	National Professional Bullriders	\$	1,000				
	Smokin' on the Rio	\$	12,500				
	RGV Livestock Show	\$	5,000				
	Newspapers in Schools	\$	250				
	Birding Classic	\$	1,000				
25-510-2025	Telephones	\$	5,400.00	\$	5,400.00	\$	5,400.00
25-510-2371	TLF Repayment- Interest	\$	33,608.56	\$	33,608.56	\$	33,608.56
25-510-2372	TLF Repayment- Principle	\$	97,897.40	\$	97,897.40	\$	97,897.40
25-510-2150	Travel & Training	\$	1,200.00	\$	1,200.00	\$	1,200.00
25-510-xxxx	VTX Note	\$	250,000.00	\$	190,000.00	\$	190,000.00
25-510-2160	Water Bill	\$	1,200.00	\$	1,200.00	\$	1,200.00
25-510-2131	Website	\$	7,980.00	\$	7,980.00	\$	7,980.00
TOTAL OTHER SERVICES & CHARGES		\$	1,700,679.86	\$	1,666,612.56	\$	1,889,795.62
MAINTENANCE							
25-510-2520	OFFICE EQUIPMENT	\$	6,000.00	\$	3,000.00	\$	3,000.00
25-510-2540	MAINTENANCE	\$	3,000.00	\$	2,000.00	\$	3,000.00
TOTAL MAINTENANCE		\$	9,000.00	\$	5,000.00	\$	6,000.00
25-510-3050	OFFICE SUPPLIES	\$	3,000.00	\$	1,000.00	\$	2,000.00
TOTAL SUPPLIES		\$	3,000.00	\$	1,000.00	\$	2,000.00
CAPITAL OUTLAY							
25-510-4005	FURNITURE & FIXTURES	\$	3,000.00	\$	1,000.00	\$	1,000.00
TOTAL CAPITAL OUTLAY		\$	3,000.00	\$	1,000.00	\$	1,000.00
TOTAL 10-DEVELOPMENT CORP. OF MERC							
TOTAL EXPENDITURES		\$	1,889,008.78	\$	1,842,141.48	\$	2,067,324.54

7. Discussion and Action: FY 21-22 Draft Budget

**DEVELOPMENT CORPORATION OF MERCEDES
BUDGET FY21-22**

SOURCES OF CASH		FY 19-20	FY 20-21	FY 21-22 BUDGET
TAXES				
25-40040	SALES TAX	\$1,521,903.47	\$ 1,141,427.56	\$ 1,367,520.62
TOTAL TAXES		<u>\$1,521,903.47</u>	<u>\$ 1,141,427.56</u>	<u>\$ 1,367,520.62</u>
MISCELLANEOUS				
25-44020	INTEREST- TXCLASS	\$ 6,000.00	\$ 2,352.00	\$ 509.00
25-44026	INTEREST-L&G CONCRETE	\$ -		
25-44027	INTEREST-MD INT'L (ORBIT)	\$ 5,456.57		\$ 1,933.00
25-44041	LOAN PRINCIPAL PAYMENTS	\$ 30,000.00		\$ 5,000.00
25-44097	CARRY OVER FUNDS	\$ 500,000.00	\$ 469,842.29	\$ 539,595.00
	TXCLASS		\$ 127,519.63	\$ 127,519.63
	INTEREST- ELIAS GONZALEZ	\$ 102.00	\$ -	
	REAL ESTATE SALES			
	OTHER INCOME- CITY REIMBURSEMENTS			
	OTHER INCOME- CITY PMT VTX	\$ 125,000.00	\$ 95,000.00	\$ 95,000.00
TOTAL MISCELLANEOUS		<u>\$ 666,558.57</u>	<u>\$ 694,713.92</u>	<u>\$ 769,556.63</u>
TOTAL REVENUE				
		\$2,188,462.04	\$ 1,836,141.48	\$ 2,137,077.25

**DEVELOPMENT CORPORATION OF MERCEDES
BUDGET FY 21-22**

USES OF CASH

**FY20-21
BUDGET**

**FY20-21
AMENDMENT**

**FY21-22
BUDGET**

PERSONNEL COSTS

25-510-1010	SALARIES	\$	119,000.00	\$	119,000.00	\$	119,000.00
25-510-1015	AUTOMOBILE ALLOWANCE	\$	-	\$	-	\$	-
25-510-1100	TMRS CONTRIBUTION	\$	23,757.22	\$	23,757.22	\$	23,757.22
25-510-1120	SOCIAL SECURITY	\$	9,470.70	\$	9,470.70	\$	9,470.70
25-510-1140	UNEMPLOYMENT COMP	\$	1,500.00	\$	1,500.00	\$	1,500.00
25-510-1160	HEALTH/LIFE INSURANCE	\$	13,896.00	\$	13,896.00	\$	13,896.00
25-510-1180	WORKER'S COMP	\$	305.00	\$	305.00	\$	305.00
25-510-xxxx	CELL PHONE ALLOWANCE	\$	600.00	\$	600.00	\$	600.00

TOTAL PERSONEL COSTS

\$ 168,528.92 \$ 168,528.92 \$ 168,528.92

OTHER SERVICES & CHARGES

25-510-2020	Audit	\$	21,500.00	\$	15,000.00	\$	15,000.00
25-510-2012	Automobile Mileage	\$	5,000.00	\$	5,000.00	\$	5,000.00
25-510-2014	Billboards	\$	3,000.00	\$	997.34	\$	4,800.00
25-510-2134	Bld Lease	\$	15,582.00	\$	15,582.00	\$	15,582.00
25-510-2340	Chamber	\$	5,000.00	\$	10,000.00	\$	20,000.00
	Texas Street Festival	\$15,000					
	Dues	\$5,000					
25-510-2011	Contract Labor- Writer	\$	6,000.00	\$	6,000.00	\$	6,000.00
25-510-2102	Crime Insurance	\$	700.00	\$	700.00	\$	700.00
25-510-2036	Downtown Development	\$	-	\$	-		
25-510-2165	Electricity	\$	3,000.00	\$	3,000.00	\$	3,000.00
25-510-xxxx	Home Development Incentive Program	\$	-	\$	-		
25-510-2142	Janitorial	\$	11,000.00	\$	11,000.00	\$	11,000.00
25-510-2125	Legal	\$	45,000.00	\$	45,000.00	\$	45,000.00
25-510-2021	Loan Fees- EDC	\$	750.00	\$	750.00	\$	750.00
25-510-2010	Marketing & Promotion	\$	7,300.00	\$	7,300.00	\$	24,300.00
	Market Profile	\$2,000					
	GeoTours	\$6,500					
	Social Media	\$5,000					
	Loopnet	\$800					
	ICSC	\$10,000					
25-510-2095	Meetings	\$	1,500.00	\$	1,500.00	\$	1,500.00
25-510-2130	Membership/Subs	\$	1,000.00	\$	1,000.00	\$	1,000.00
25-510-2133	Miscellaneous	\$	500.00	\$	500.00	\$	500.00
25-510-2080	Office Equipment- Lease	\$	2,342.40	\$	2,342.40	\$	2,342.40
25-510-xxxx	Outlet Mall Oct 2018-Oct 2028	\$	70,000.00	\$	70,000.00	\$	300,000.00
25-510-2138	Postage	\$	300.00	\$	300.00	\$	300.00
25-510-2320	Professional Fees- Accounting	\$	19,200.00	\$	19,200.00	\$	19,200.00
25-510-xxxx	Project CL Healthcare	\$	59,000.00	\$	59,000.00	\$	59,000.00

25-510-xxxx	Project Cortinos	\$ 58,302.50	\$ -	
25-510-xxxx	Project Fiesta	\$ -		
25-510-xxxx	Project Orchard Grove Apartments	\$ 100,000.00	\$ 50,000.00	\$ 50,000.00
25-510-2361	Project Residency	\$ 75,000.00	\$ 75,000.00	\$ 75,000.00
25-510-xxxx	Project RGV Livestock Show Park	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00
25-510-2362	Project Rios of Mercedes	\$ 50,800.00	\$ 50,800.00	\$ -
25-510-xxxx	Project TRLA	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00
25-510-2365	Project VIDA	\$ -	\$ -	\$ 15,000.00
25-510-xxxx	Project La Herencia	\$ 66,666.00	\$ 66,666.00	\$ 66,666.00
25-510-xxxx	Project Raybec	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00
25-510-2335	Projects	\$ 251,307.70	\$ 580,295.92	404793.53
25-510-2144	Receptionist	\$ 6,000.00	\$ 12,000.00	\$ 12,000.00
25-510-2355	Series 2007- Interest	\$ 83,720.00	\$ 83,720.00	\$ 65,520.00
25-510-2356	Series 2007- Principle	\$ 195,000.00	\$ 195,000.00	\$ 215,000.00
25-510-2360	Series 2010A- Interest & Principle 8/21	\$ 64,856.00	\$ 64,856.00	\$ -
25-510-2310	Sponsorships	\$ -	\$ -	\$ 19,750.00
	National Professional Bullriders	\$ 1,000		
	Smokin' on the Rio	\$12,500		
	RGV Livestock Show	\$ 5,000		
	Newpapers in Schools	\$ 250		
	Birding Classic	\$ 1,000		
25-510-2025	Telephones	\$ 5,400.00	\$ 5,400.00	\$ 5,400.00
25-510-2371	TLF Repayment- Interest	\$ 33,608.56	\$ 33,608.56	\$ 18,523.13
25-510-2372	TLF Repayment- Principle	\$ 97,897.40	\$ 97,897.40	\$ 116,541.19
25-510-2150	Travel & Training	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
25-510-xxxx	VTX Note	\$ 190,000.00	\$ 190,000.00	\$ 250,000.08
25-510-2160	Water Bill	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
25-510-2131	Website	\$ 7,980.00	\$ 7,980.00	\$ 7,980.00
TOTAL OTHER SERVICES & CHARGES		\$ 1,666,612.56	\$ 1,889,795.62	\$ 1,959,548.33
MAINTENANCE				
25-510-2520	OFFICE EQUIPMENT	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00
25-510-2540	MAINTENANCE	\$ 2,000.00	\$ 3,000.00	\$ 3,000.00
TOTAL MAINTENANCE		\$ 5,000.00	\$ 6,000.00	\$ 6,000.00
25-510-3050	OFFICE SUPPLIES	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00
TOTAL SUPPLIES		\$ 1,000.00	\$ 2,000.00	\$ 2,000.00
CAPITAL OUTLAY				
25-510-4005	FURNITURE & FIXTURES	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
TOTAL CAPITAL OUTLAY		\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
TOTAL 10-DEVELOPMENT CORP. OF MERC				
TOTAL EXPENDITURES		\$ 1,842,141.48	\$ 2,067,324.54	\$ 2,137,077.25

FY21-22 Mercedes Marketing Plan

ID	Marketing Project	Organization	Creative	Location	Time	19-20 Cost	20-21 Cost	21-22 Cost	
2.0	Publications								
2.1	2.1.1 Valley Business Report	City	Tourism	Regional	Annual	\$ 4,800	\$0	\$ 4,800	
						\$ 4,800	\$0	\$ 4,800	
2.2	Tradeshows								
	2.2.2 ICSC Texas	EDC	Mix Use Development	San Antonio	November			\$ 5,000	
	2.2.4 ICSC Recon	EDC	Mix Use Development	Las Vegas	May			\$ 5,000	ICSC must approve participation
						\$ -	\$0	\$ 10,000	
2.3	Online								
	2.3.1 mercedesedc.com	EDC	Organization	Mercedes	Annual	\$ 6,000	\$6,000	\$ 7,980	
	2.3.2 mercedeschamber.com	Chamber	Organization	Mercedes	Annual	\$ 4,000	\$4,000	\$ 4,000	
	2.3.3 cityofmercedes.com	City	Organization	Mercedes	Annual	\$ 6,000	\$0		
	2.3.4 facebook.com	Chamber/EDC	Social	Mercedes	Annual	\$ -	\$0	\$ -	
	2.3.5 Loopnet/CoStar	EDC	Mix Use Development	Mercedes	Annual	\$ 800	\$800	\$ 800	
						\$ 16,800	\$10,800	\$ 12,780	
2.4	Collateral								
	2.4.1 Market Profile	EDC	Mix Use Development	Mercedes	Annual	\$ 2,000	\$0	\$ 2,000	
	2.4.2 Step and See	City	Tourism	Mercedes	Annual	\$ 5,000	\$0		
						\$ 7,000	\$0	\$ 2,000	
2.5	Billboards								
	2.5.1 Benchmark	City	Tourism	Mercedes	Annual	\$ 12,000	\$0	\$ 12,000	
	2.5.2 Shared Billboard Chamber/DCM	Chamber/EDC	Tourism	Mercedes	Annual	\$ 4,800	\$0	\$ 4,800	Electronic Billboard-Ask Fred
	2.5.3 Chamber	Chamber	Tourism	Mercedes	Annual	\$ 6,000	\$6,000	\$ 6,000	
	2.5.4 Lone Star Logos	City	Tourism	Mercedes	Annual	\$ 13,000	\$12,825	\$ 12,825	
						\$ 35,800	\$18,825	\$ 35,625	
2.6	Sponsorships								
	2.6.1 Valley Morning Star	EDC	Tourism	Mercedes	October	\$ 250	\$0	\$ 250	
	2.6.2 Smokin on the Rio	EDC	Tourism	Mercedes	February	\$ 12,500	\$0	\$ 12,500	
	Smokin on the Rio	City	Tourism	Mercedes	February	\$ 12,500	\$12,500	\$ 12,500	
	2.6.3 National Professional Bullriders	EDC	Tourism	Mercedes	February	\$ 1,000	\$0	\$ 1,000	
	National Professional Bullriders	City	Tourism	Mercedes	February	\$ 1,000	\$1,000	\$ 1,000	
	2.6.4 RGV Livestock Show	EDC	Tourism	Mercedes	March	\$ 5,000	\$0	\$ 5,000	
	RGV Livestock Show	City	Tourism	Mercedes	March	\$ 5,000	\$0	\$ 5,000	
	2.6.5 Birding Classic	EDC	Tourism	Mercedes		\$ 1,000	\$0	\$ 1,000	
						\$ 38,250	\$13,500	\$ 38,250	
2.7	Memberships								
	2.7.1 Chamber	EDC	Tourism/Mixed Use Devel	Mercedes		\$ 5,000	\$5,000	\$ 5,000	
	2.7.2 Chamber	City	Tourism/Mixed Use Devel	Mercedes		\$ 6,000	\$6,000	\$ 6,000	
						\$ 11,000	\$11,000	\$ 11,000	
2.8	Television/Radio								
	2.8.1 Merchant Campaign	City	Tourism/Investment	Regional	Annually	\$ 4,400	\$0	\$ 2,400	Confirm with Debbie on
	2.8.2 Spectrum	City	Tourism/Investment	International	Annually	\$ 25,840	\$25,840	\$ 25,840	
	2.8.3 Advertising in Mexico	City	Tourism/Investment	International	Annually			\$ 35,000	
						\$ 30,240	\$25,840	\$ 63,240	
2.9	Chamber								
	2.9.1 Texas Street Festival	City	Tourism	International		\$ 20,000	\$50,000	\$ 30,000	
	2.9.2 Texas Street Festival	EDC	Tourism	International		\$ 15,000	\$0	\$ 15,000	
	2.9.3 Little Nashville	City	Tourism	Regional		\$ 50,000	\$50,000	\$ 60,000	
	2.9.4 Marketing Collateral	City	Tourism	International		\$ 5,000	\$0	\$ 5,000	
	2.9.5 Annual Banquet	City	Tourism	Regional		\$ 1,000	\$0	\$ 1,000	
	2.9.6 Christmas Parade	City	Tourism	Regional		\$ 3,000	\$0	\$ 4,000	
	2.9.7 Winter Texas Reception	City	Tourism	National		\$ 1,500	\$0	\$ 3,000	
	2.9.8 Mercedes Leadership	City	Tourism	International		\$ 8,000	\$0	\$ 8,000	
	2.9.9 Movies in the Park	City	Tourism	Mercedes		\$ 3,000	\$0	\$ 4,000	
						\$ 106,500	\$100,000	\$ 130,000	
3.0	Direct Marketing								
	3.1.1 GeoTours	EDC	Tourism	International	Annually	\$ 10,000	\$6,500	\$ 6,500	Includes \$1500 Sponsorship
						\$ 10,000	\$6,500	\$ 6,500	
4.0	Social Media								
	4.1.1 Writer	EDC	Tourism/Investment	Regional	Annually	\$ 6,000	\$6,000	\$ 6,000	
	4.1.2 Business Commercials	EDC	Tourism/Investment	International	Annually			\$ 12,000	Repayment Plan
	4.1.3 Social Media Advertising	EDC	Tourism/Investment	International	Annually			\$ 5,000	
	4.1.4 Social Media Advertising	City	Tourism/Investment	International	Annually			\$ 5,000	
								\$ 28,000	
	TOTAL					\$ 266,390	\$192,465	\$ 342,195	

DCM Investment \$ 104,830
City Investment \$ 237,365

PROPOSAL SPECIFICATIONS

The City of Mercedes has issued an RFP for **Public Relations Services**.

The purpose of this Request for Proposals (RFP) is to select a qualified contractor to plan, coordinate and administer Public Relations services to leverage media coverage about the City. The assignment includes supporting the implementation of public relations activities and community engagement; enhancing the City's image through positive communication efforts; as well as to provide crisis communications counsel on an on-call, as needed basis.

OVERVIEW

The prospective vendor replying to this RFP will be an individual or will represent a firm, company or corporation possessing relevant experience and expertise. Supporting documentation must thoroughly describe how the vendor has supplied expertise for similar contracts and work related to planning, coordination, and implementation of Public Relations and how vendor would approach the projects outlined in the Scope of Work. A proven experience in public relations is recommended.

SCOPE OF WORK

The Scope of Work is designed to encourage aggressive, proactive media outreach to increase visibility for the City, its events, activities, amenities and promotions. It will include but not be limited to the following:

1. Development of a strategic plan to promote the city from an economic development perspective at the local, state and international level.
2. Executing targeted public relations campaigns to generate featured articles, event listings, and related publicity for events, promotions and destination activities/amenities targeting publicity in print, TV, radio and online outlets.
3. Provide assistance with standard external communications, internal communications and public engagement by writing, formatting (with photos) and distributing press releases to print, online, broadcast media.
4. Conducting personal follow-up on outreach via phone, email and mail.
5. Coordinating messaging with third partners and arranging media interviews.
6. Generating adequate coverage across different media for any tactical / strategic announcements.
7. Utilizing social media to generate publicity, word of mouth and grow the city's overall social media presence. Utilize tools and technology including digital media and blogging to support day to day marketing efforts.
8. Tracking coverage and measuring overall efforts, delivering a monthly summary of community and media engagement.
9. Sending media clips on a regular basis; tracking coverage and measuring efforts.
10. To provide and maintain an updated list of media professionals relevant to the City.
11. Research and identify opportunities for positive media engagement and exposure in both local and national media outlets.

12. Research and document opportunities with other organizations and initiatives that would help advance the City of Mercedes' image and mission.

PROPOSAL REQUIREMENTS

The proposal should focus on addressing the vendor's ability to provide the services outlined in the Scope of Work. Please provide the following:

1. **Cover Letter:** A letter signed by an individual or officer of the firm, company or corporation, binding the firm/company/corporation to all comments made in the proposal. Include a primary contact person for the proposal.
2. **Qualifications and Experience**
Provide a description of the history, experience and qualifications of your firm/company/corporation and any proposed subcontractors to perform the Scope of Work. Please include:
 - Resumes and biographies of all principals and others assigned to the project.
 - List of capabilities corresponding to the scope of work.
 - List of similar/relevant projects your firm/company/corporation has undertaken. If any element of the scope will be subcontracted, please provide the same information for the subcontracting firm.
3. **Approach to Scope of Work**
Provide a detailed description of your approach to each Scope of Work element and list those principals and others that will be assigned to specific elements in the Scope of Work. A key aspect to focus on increased outreach to target audiences.
4. **Project Cost**
Provide detailed costs for the services to be performed by the contractor based on the Scope of Work.

INSTRUCTIONS FOR PROPOSALS

Preparation of Proposals

- The individual or firm shall submit its price proposal upon the forms (attached) furnished by the City.
- If an amount entered on the Proposal Form is to be altered, it should be crossed out with ink, the new unit price or price proposal amount entered above or below it and initialed, also with ink.
- The proposal must be signed with ink by the individual, by one or more members of the partnership, by one or more members or officers of each firm representing a joint venture, by one or more officers of a corporation, or by an agent of the consultant legally qualified and acceptable to the owner. If the proposal is made by an individual, his or her name and post office address must be shown; by a corporation, the name of the corporation and its business address must be shown, together with the name of the state in which it is incorporated, and the names, titles and business address of the President, Secretary and Treasurer.

8. Discussion and Action: Board Member Guidelines and Responsibilities



Board Member Guidelines & Responsibilities

Background

The Development Corporation of Mercedes is a non-profit, professional member association, designated as an IRS 501(c)(6) tax –exempt organization.

The Development Corporation of Mercedes is exempt from sales tax

The Development Corporation of Mercedes was established in 1980.

Board Legal Duties

Duty of Care requires leaders to use reasonable care and good judgment in making their decisions on behalf of the interest of the organization.

Duty of Loyalty requires leaders to be faithful to the organization, avoiding conflict of interest.

Duty of Obedience requires leaders to comply with governing documents (i.e. by-laws, articles of incorporation, policies, etc.)

Board Tools

The operating documents of the organization are available to volunteer leaders. Below are the documents that you will want to review as a Development Corporation board member.

- Bylaws
- Financial Statements (recent)
- Minutes (recent)
- Strategic Plan
- Policies

Strategic Planning

Strategic governance focuses the board on mission and goals. The plan serves as a "roadmap" for volunteers and staff. The Board should "think past their tenure and beyond their experience" for the benefit of the organization.

Board Responsibilities

1. Determine the organization's mission and purpose.
2. Select the chief paid executive (not the staff).
3. Support the chief executive.
4. Ensure effective organizational planning.
5. Ensure adequate resources (funds, time, staff, technology, etc.)
6. Manage resources effectively.
7. Determine, monitor, and strengthen the organization's programs and services.
8. Promote the organization's image.
9. Ensure legal and ethical integrity and maintain accountability.
10. Recruit and orient new board members and assess board performance.

"The board leads....the staff manages".

Governance

Volunteer leaders are responsible for the direction of the organization, profession, and members that it represents. The Board acts and thinks strategically, setting goals and strategies for the future. Leaders should avoid micromanagement of the organization, maintaining focus on mission and vision.

Management

Paid staff and subcontractors are responsible for the administration of the organization. Staff acts as partners to the Board, advancing the goals and strategies, while taking care of the daily administrative needs unique to nonprofit organizations.

Development Corporation of Mercedes Board Member Guidelines & Responsibilities

Volunteer Immunity and Insurance

State and federal governments have afforded certain protection to volunteer leaders. While the volunteer may have some protection, the organization is still open for legal suits. Insurance coverage adds further protection for volunteers and the organization.

The Development Corporation of Mercedes has the following insurance coverage:

- ✓ General Liability – covers property damage and injuries related to the organization.
- ✓ Directors and Officers Liability – covers legal defense for employment, copyright and antitrust claims
- ✓ Fidelity Bond – covers losses resulting from fraudulent or dishonest acts committed by an employee

Board Risks

The best method of governing without risk is to be aware of the traps. In addition to the common risks identified, the Board should be briefed on fiduciary responsibility, contracts, insurance, IRS requirements, ethics, etc.

Antitrust violations occur when two or more persons from the same industry or profession gather and discuss suppliers, processes, prices or operations. Remove yourself from any conversation that would change how business is conducted because of a joint agreement among competitors.

Financial Audits should be used annually to protect Board and staff.

Committees

Organizations should consider establishing committees that only align with the major goals and the strategic plan of the organization.

Standing – identified in the bylaws and appointed annually.

Ad Hoc – formed for specific or immediate needs.

Current Development Corporation Standing Committees:

- Marketing
- Projects

Volunteer Etiquette

- Respect the Chairperson
- Adhere to the meeting agenda
- Speak when you have an essential point to make
- Read materials before the meeting
- Respect the rules of order
- Leave personal and political agendas at the door
- Support the Board and organization publicly

Development Corporation of Mercedes
320 S Ohio Ave.
Mercedes, TX 78570
956-565-2230
mercedesedc.com

9. Discussion and Action: Board Member Code of Ethics

DEVELOPMENT CORPORATION OF MERCEDES

Agreement of Ethical Teamwork Principles

As a participant in community and economic development activities of the Development Corporation of Mercedes (DCM), I pledge my support for and adherence to the following principles:

Honesty: Maintain personal integrity in all my relationship with my development partners, and all those with whom I interact, to create a positive impression of our City, State, Region and Communities.

Confidentiality: Treat all information shared about our prospects and projects as confidential and not share with others without the approval of DCM's leadership.

Competition: Eliminate unhealthy competition within our region by focusing on meeting prospects' wants and needs rather than on my personal wants and needs, and those of my organization, realizing that successful location of business within our county benefits everyone.

Cooperation: Never intentionally downgrade another community or organization while with prospects or others in order to support my own community or organization's aims.

Support: Make every reasonable effort on behalf of our City to locate internally generated prospects within our communities, and not refer such prospects to other locations until our City has been rejected by the prospect, and our leadership has been given full knowledge of my intention.

Marketing: Positively support City marketing activities by focusing on our City's strengths and marketing them rather than focusing on the weakness.

Accuracy: Provide only accurate information about our City and avoid exaggerations often borne of enthusiasm that could threaten professionalism or be perceived as dishonest.

Disagreement: Manage disagreement and conflict in a professional manner by speaking directly with the individual with whom I disagree rather than speaking to others within and external to our City.

Participation: Involve a broad cross section of individuals from our City in the economic developments activities that march their abilities, recognizing that all have special talents and experience, and have a stake in the successful development of our region.

Conflicts of Interest: Not use confidential information derived from our development activities for either improper personal or financial benefit, and to avoid situations that may even give the impression of impropriety.

Whenever in doubt about the appropriateness of my personal behavior, or the meaning of these principles, I will consider the impact of having my behavior made public. Further, I realize that I may discuss personal dilemmas with or ask our leadership for interpretations of these principles.

Name & Title (please print): _____

Signature: _____ Date: _____

10. Executive Session: Section 551.087: Economic development negotiations with Project Sports Complex, Project Ka Pow, Project UTRGV, Project MD, Project Bert Ogden and Project Gabriela and Section 551.071: pending legal issues with delinquent notes, Rio Tex, Project Reynoso, Section 551.074: to deliberate personnel matters 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