

Development Corporation of Mercedes, Inc.

Agenda

July 21, 2021 at 11:30AM

320 S. Ohio

Development Corporation of Mercedes, Inc.

Agenda

July 21, 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, July 21, 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: June 16, 2021 Board Minutes
 3. Discussion and Action: June Financials
 4. Discussion and Action: DCM Bylaws
 5. Discussion and Action: SBA Grant
 6. Discussion and Action: FY 21-22 Budget
 7. Discussion and Action: Bank Signature Card
 8. Executive Session: Section 551.087: Economic development negotiations with Project Sports Complex, Project Macaw, Project D. Vogel, Project A. Gonzalez, Project G. Gomez and Project Gabriela and Section 551.071: pending legal issues with delinquent notes and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.
 9. Discussion and Action: item #8
 10. 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 15th day of July, 2021 at 6:00PM 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: June 16, 2021 Board Minutes

Development Corporation of Mercedes, Inc.
Virtual Special Called Meeting
Wednesday, June 16, 2021 11:30AM

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:

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. Discussion and Action: May 5, 2021 Board Minutes

Tony Garza motioned to approve the May 5, 2021 Board Minutes as presented. Seconded by Joe Flores. All voted aye.

3. Discussion and Action: April 2021 and May Financials

Joe Flores motioned to approve the April 2021 Financials as presented. Seconded by Tony Garza. All voted aye. Tony Garza motioned to approve the May 2021 Financials as presented. Seconded by Joe Flores. All voted aye.

4. Discussion and Action: TXCLASS Quarterly Report

Joe Flores motioned to approve the TXCLASS Quarterly Report with a recommendation to check with the city and look into another investment company with a better interest rate. Seconded by Tony Garza. All voted aye.

5. Discussion and Action: DCM Goals and Objectives

No Action

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

Joe Flores motioned to approve the FY 20 -21 Budget Amendment. Seconded by Lou Huerta. All voted aye. All voted aye.

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

Joe Flores motioned to submit the proposed FY 21- 22 Draft Budget to the city. Seconded by Roel Villanueva. All voted Aye.

8. Discussion and Action: Board Member Guidelines and Responsibilities

Roel Villanueva motioned to approve the Board Member Guidelines and Responsibilities. Seconded by Joe Flores. All voted aye.

9. Discussion and Action: Board Member Code of Ethics

Tony Garza motioned to approve the Board Member Code of Ethics. Seconded by Joe Flores. All voted aye.

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.

The Board went into Executive Session at 12:43 PM

The Board went into Open Session at 2:22 PM

11. Discussion and Action: item #10

Tony Garza motioned to approve interest only payments for six months for Project Reynoso, then re-evaluate the company. The borrower must turn in cashflow and financial position. Seconded by Joe Flores. All voted aye.

Joe Flores motioned to not proceed with the free land request for Project Ka Pow. Seconded by Lou Huerta. All voted aye.

Tony Garza motioned to proceed as discussed in executive session on Project MD, then re-evaluate. Seconded Lou Huerta. All voted aye.

10. Adjournment: 2:26PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Peggy Marie Chavez - Yanez, Secretary

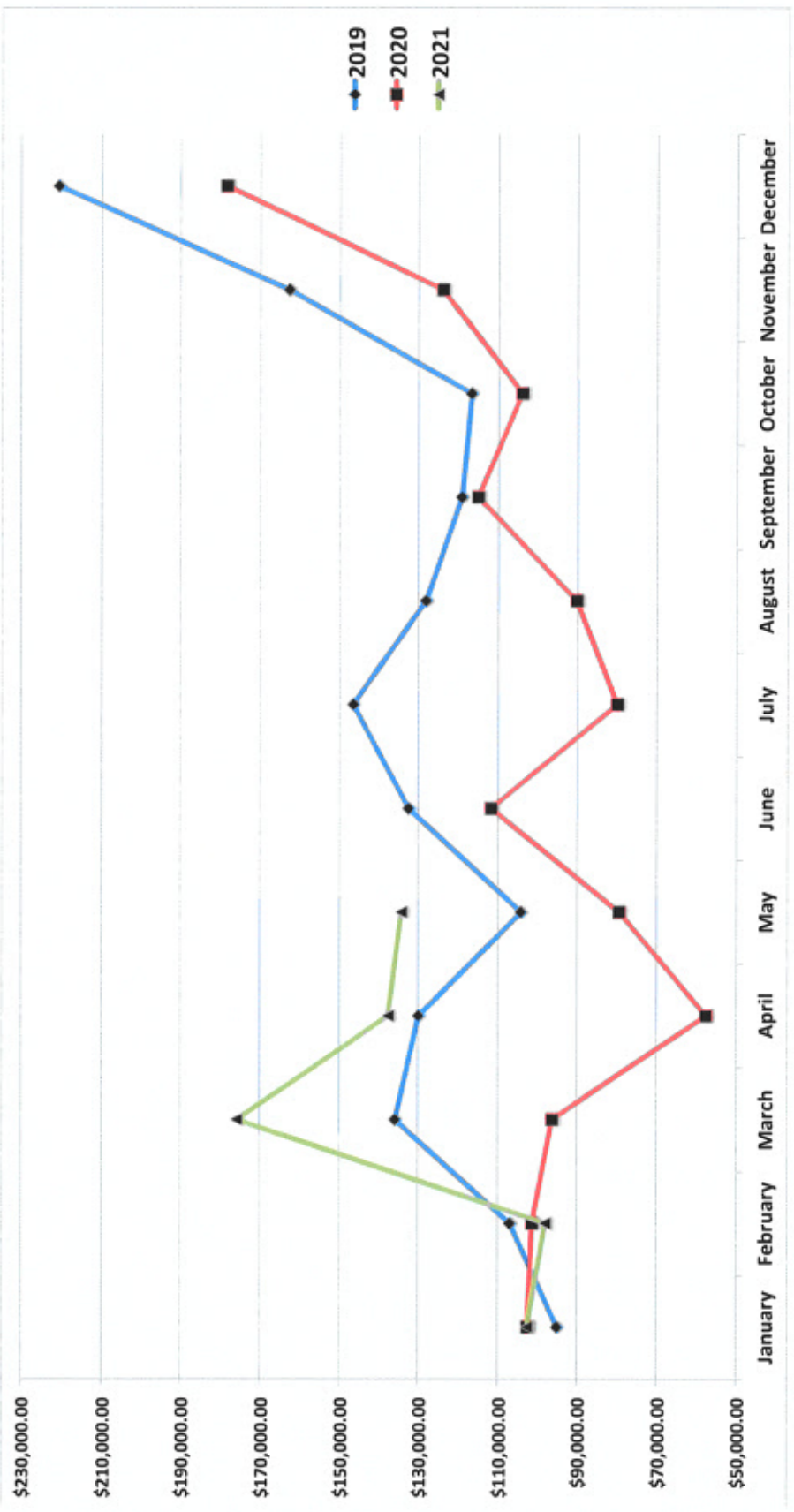
Roel Villanueva, Member

Luis Huerta, Member

3. Discussion and Action: June 2021 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	\$134,265.18								\$648,078.74



May 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%	\$396,830.98	\$351,798.03	12.80%	\$2,878,505.90	\$2,431,114.52	18.40%
Hidalgo	Alton	2.00%	\$133,497.38	\$135,534.31	-1.50%	\$1,028,090.67	\$840,881.23	22.26%
Hidalgo	Donna	2.00%	\$432,011.25	\$406,073.56	6.38%	\$3,052,005.20	\$2,557,601.64	19.33%
Hidalgo	Edcouch	2.00%	\$28,649.00	\$29,147.98	-1.71%	\$213,341.92	\$188,179.12	13.37%
Hidalgo	Edinburg	2.00%	\$2,532,287.09	\$2,200,941.65	15.05%	\$17,511,563.38	\$14,971,808.08	16.96%
Hidalgo	Elsa	1.50%	\$132,171.56	\$137,106.66	-3.59%	\$981,708.57	\$798,076.20	23.00%
Hidalgo	Granjeno	1.00%	\$3,877.37	\$3,214.28	20.62%	\$32,756.18	\$22,972.73	42.58%
Hidalgo	Hidalgo	2.00%	\$338,042.27	\$250,384.17	35.00%	\$2,186,552.56	\$1,831,752.59	19.36%
Hidalgo	La Joya	2.00%	\$47,604.79	\$46,538.95	2.29%	\$395,913.79	\$311,400.20	27.13%
Hidalgo	La Villa	2.00%	\$11,629.40	\$9,361.08	24.23%	\$74,895.26	\$64,434.19	16.23%
Hidalgo	McAllen	2.00%	\$6,570,169.29	\$4,784,982.64	37.30%	\$46,159,036.78	\$38,266,401.09	20.62%
Hidalgo	Mercedes	2.00%	\$537,060.71	\$317,080.94	69.37%	\$3,801,036.52	\$3,279,980.64	15.88%
Hidalgo	Mission	2.00%	\$1,721,864.47	\$1,488,887.47	15.64%	\$12,096,128.26	\$9,314,385.22	29.86%
Hidalgo	Palmhurst	1.50%	\$216,253.97	\$203,949.37	6.03%	\$1,573,462.39	\$1,299,750.23	21.05%
Hidalgo	Palmview	1.50%	\$158,172.12	\$105,116.01	50.47%	\$846,921.65	\$633,146.59	33.76%
Hidalgo	Penitas	1.50%	\$111,049.36	\$99,185.72	11.96%	\$779,664.92	\$633,141.02	23.14%
Hidalgo	Pharr	2.00%	\$2,136,901.52	\$1,836,350.65	16.36%	\$14,748,287.00	\$12,081,196.19	22.07%
Hidalgo	Progreso	2.00%	\$20,719.37	\$26,824.45	-22.75%	\$151,201.03	\$151,757.32	-0.36%
Hidalgo	Progreso Lakes	1.50%	\$5,087.73	\$4,501.05	13.03%	\$37,868.58	\$30,827.76	22.83%
Hidalgo	San Juan	2.00%	\$421,966.29	\$404,504.77	4.31%	\$3,003,890.46	\$2,590,835.66	15.94%
Hidalgo	Sullivan City	1.00%	\$22,551.17	\$15,921.29	41.64%	\$145,089.34	\$133,899.02	8.35%
Hidalgo	Weslaco	2.00%	\$1,384,265.39	\$1,232,478.88	12.31%	\$9,642,560.52	\$7,973,212.52	20.93%

\$537,060.71
75%

City \$402,795.53

\$537,060.71
25%

EDC \$134,265.18

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

	Jun 30, 21	May 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	669,953.54	648,752.24	21,201.30
Development Corp - TXCLASS	127,776.84	127,770.43	6.41
EDC 2006 Reserve - TXCLASS	272,761.79	272,748.09	13.70
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	1,070,692.17	1,049,470.76	21,221.41
Accounts Receivable			
Sales Tax Receivable	90,136.93	90,136.93	0.00
Total Accounts Receivable	90,136.93	90,136.93	0.00
Total Current Assets	1,160,829.10	1,139,607.69	21,221.41
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)	124,861.28	126,305.99	-1,444.71
Note Receivable - City	391,323.56	391,323.56	0.00
Rsrgs To be Prov 07 & EDC Buil	5,729,294.70	5,759,674.15	-30,379.45
Total Other Assets	1,760,816.42	1,792,640.58	-31,824.16
TOTAL ASSETS	6,295,534.57	6,306,137.32	-10,602.75
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	2,304.22	2,304.26	-0.04
Unavailable Rev/Gain From EDC	124,861.28	126,305.99	-1,444.71
Total Other Current Liabilities	166,790.50	168,235.25	-1,444.75
Total Current Liabilities	166,790.50	168,235.25	-1,444.75
Long Term Liabilities			
Bonds Payable 2007	1,645,000.00	1,645,000.00	0.00
Bonds Payable 2016	1,250,000.40	1,270,833.74	-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 Mall 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	446,646.87	456,192.98	-9,546.11
Total Long Term Liabilities	5,583,812.08	5,614,191.53	-30,379.45
Total Liabilities	5,750,602.58	5,782,426.78	-31,824.20

Economic Development Corporation of Mercedes, Texas (EDC)

Balance Sheet - EDC

As of June 30, 2021

	Jun 30, 21	May 31, 21	\$ Change
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	235,883.56	214,662.11	21,221.45
Total Equity	544,931.99	523,710.54	21,221.45
TOTAL LIABILITIES & EQUITY	6,295,534.57	6,306,137.32	-10,602.75

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

	Oct '20 - Jun 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - MD Int'l(Orb Galvan)	1,140.72	1,933.00	-792.28	59.0%
Interest - TX Class	344.68	509.00	-164.32	67.7%
Loan Principal Payments - EDC	6,075.93	5,000.00	1,075.93	121.5%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	62,500.02	95,000.00	-32,499.98	65.8%
Other inflows-Voiding old check	342.93			
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	70,404.28	699,803.92	-629,399.64	10.1%
Taxes				
Sales Tax	1,125,040.47	1,367,520.62	-242,480.15	82.3%
Total Taxes	1,125,040.47	1,367,520.62	-242,480.15	82.3%
Total Income	1,195,444.75	2,067,324.54	-871,879.79	57.8%
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	2,591.66	3,000.00	-408.34	86.4%
Office Equipment	0.00	3,000.00	-3,000.00	0.0%
Total Maintenance	2,591.66	6,000.00	-3,408.34	43.2%
Other Services & Charges				
Audit	15,000.00	15,000.00	0.00	100.0%
Automobile Mileage	937.35	5,000.00	-4,062.65	18.7%
Billboards	997.34	997.34	0.00	100.0%
Bldg Lease	11,686.50	15,582.00	-3,895.50	75.0%
Chamber	10,000.00	10,000.00	0.00	100.0%
Contract Labor - Writer	3,600.00	6,000.00	-2,400.00	60.0%
Crime Insurance	700.00	700.00	0.00	100.0%
Electricity	2,340.22	3,000.00	-659.78	78.0%
Interest Charges on Credit Card	12.98			
Janitorial	7,800.00	11,000.00	-3,200.00	70.9%
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	5,269.03	7,300.00	-2,030.97	72.2%
Meetings	847.64	1,500.00	-652.36	56.5%
Membership/Subs	975.10	1,000.00	-24.90	97.5%
Miscellaneous	250.02	500.00	-249.98	50.0%
Office Equipment - Lease	2,262.05	2,342.40	-80.35	96.6%
Outlet Mall Oct 18' - Oct 28'	31,895.54	70,000.00	-38,104.46	45.6%
Postage	258.29	300.00	-41.71	86.1%
Professional Fees - Accounting	12,800.00	19,200.00	-6,400.00	66.7%
Project CL Healthcare	59,000.00	59,000.00	0.00	100.0%
Project La Herencia	66,000.00	66,666.00	-666.00	99.0%
Project Orchard Grove Apartment	50,000.00	50,000.00	0.00	100.0%
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	580,295.92	-539,595.92	7.0%
Receptionist	6,000.00	12,000.00	-6,000.00	50.0%
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%

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

	Oct '20 - Jun 21	Budget	\$ Over Budget	% of Budget
Telephones	3,700.07	5,400.00	-1,699.93	68.5%
TLF Repayment - Interest	12,042.12	33,608.56	-21,566.44	35.8%
TLF Repayment - Principal	84,992.55	97,897.40	-12,904.85	86.8%
Travel & Training	250.00	1,200.00	-950.00	20.8%
VTX Note	125,000.04	190,000.00	-64,999.96	65.8%
Water Bill	1,039.37	1,200.00	-160.63	86.6%
Web-Site	5,985.00	7,980.00	-1,995.00	75.0%
Total Other Services & Charges	832,690.13	1,889,795.62	-1,057,105.49	44.1%
Personnel Costs				
Cell Phone Allowance	450.00	600.00	-150.00	75.0%
Health/Life Insurance	7,791.94	13,896.00	-6,104.06	56.1%
Salaries	91,536.06	119,000.00	-27,463.94	76.9%
Social Security	6,979.67	9,470.70	-2,491.03	73.7%
TMRS Contribution	15,935.51	23,757.22	-7,821.71	67.1%
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	122,693.18	168,528.92	-45,835.74	72.8%
Supplies				
Office Supplies	1,586.22	2,000.00	-413.78	79.3%
Total Supplies	1,586.22	2,000.00	-413.78	79.3%
Total Expense	959,561.19	2,067,324.54	-1,107,763.35	46.4%
Net Ordinary Income	235,883.56	0.00	235,883.56	100.0%
Net Income	235,883.56	0.00	235,883.56	100.0%

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

	Jun 30, 21	May 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	258,426.39	246,344.07	12,082.32
Total Checking/Savings	258,426.39	246,344.07	12,082.32
Total Current Assets	258,426.39	246,344.07	12,082.32
Other Assets			
Allowance - RBEG	-28,326.68	-28,326.68	0.00
EDC RBEG Grant-TXCLASS	41,727.40	41,725.30	2.10
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	25,722.77	26,476.82	-754.05
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	50,351.73	50,870.54	-518.81
Loan Rec - Reybotics, LLC (Adv)	146,280.17	148,460.03	-2,179.86
Loan Rec - The Grind	49,937.76	50,786.73	-848.97
Loan Rec - Top Gym - San Miguel	53,601.46	54,616.79	-1,015.33
Loan Rec - Werbiski Ashley & H	14,867.08	15,371.56	-504.48
Total Other Assets	546,612.05	552,431.45	-5,819.40
TOTAL ASSETS	805,038.44	798,775.52	6,262.92
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	504,884.64	510,706.14	-5,821.50
Total Other Current Liabilities	504,884.64	510,706.14	-5,821.50
Total Current Liabilities	504,884.64	510,706.14	-5,821.50
Total Liabilities	504,884.64	510,706.14	-5,821.50
Equity			
Fund Balance	261,903.39	261,903.39	0.00
Unrestricted Net Assets	-4,684.31	-4,684.31	0.00
Net Income	42,934.72	30,850.30	12,084.42
Total Equity	300,153.80	288,069.38	12,084.42
TOTAL LIABILITIES & EQUITY	805,038.44	798,775.52	6,262.92

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

	Jun 30, 21	May 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	207,269.68	204,483.75	2,785.93
Total Checking/Savings	207,269.68	204,483.75	2,785.93
Total Current Assets	207,269.68	204,483.75	2,785.93
Other Assets			
Allowance - IRP	-16,111.00	-16,111.00	0.00
IRP Operating Reserv - TXCLASS	68,565.31	68,561.86	3.45
Loan Rec - 956Sports	32,222.19	32,222.19	0.00
Loan Rec - Castaneda Mario & M	85,530.14	86,338.77	-808.63
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	128,260.18	129,744.48	-1,484.30
Loan Rec - Raquel Moreno	8,360.27	8,617.66	-257.39
Rsrcs To Be Provided	554,116.66	554,116.66	0.00
Total Other Assets	877,078.01	879,624.88	-2,546.87
TOTAL ASSETS	1,084,347.69	1,084,108.63	239.06
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Note Payable - USDA - IRP	554,116.66	554,116.66	0.00
Unavailable Revenue - IRP	254,396.04	256,946.36	-2,550.32
Total Other Current Liabilities	808,512.70	811,063.02	-2,550.32
Total Current Liabilities	808,512.70	811,063.02	-2,550.32
Total Liabilities	808,512.70	811,063.02	-2,550.32
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	71,936.05	69,146.67	2,789.38
Total Equity	275,834.99	273,045.61	2,789.38
TOTAL LIABILITIES & EQUITY	1,084,347.69	1,084,108.63	239.06

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

00009826 TT212S07012103185800 01 000000000 0009826 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



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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 06/01/2021	\$653,164.59
+ Deposits and Credits (3)	\$139,247.35
- Withdrawals and Debits (24)	\$119,498.78
Ending Balance as of 06/30/2021	\$672,913.16
Service Charges for Period	\$0.00
Average Balance for Period	\$651,213.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Jun 10	DEPOSIT	219.65
Jun 16	REF 7LTYJ9T FROM *1899 MD INTERNATIONAL	1,457.04
Jun 17	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	137,570.66

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Jun 01	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	900.00

Janitorial



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DEBITS AND OTHER WITHDRAWALS (Continued)

Date	Description	Withdrawals
Jun 01	BENE:TEXAS LEVERAGE FUND TRN:P202106010020124	TLF 10,781.63
Jun 11	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,486.58
Jun 15	IRS/USATAXPYMT *****6675660480 DEVELOPMENT CORPORATIO	2,304.26
Jun 23	REF 7VRJYEE TO *0691 TO COVER FOR VTX PA	VTX 10,416.67
Jun 25	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,436.59

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Jun 07	3744	222.47	Jun 08	TMRS 3750	2,191.38	Jun 15	3756	400.00
Jun 01	3745	642.80	Jun 03	3751	894.23	Jun 24	Spectrum Commercial 3757	2,829.45
Jun 04	3746	225.77	Jun 02	Accounting 3752	1,600.00	Jun 28	3758	262.47
Jun 01	3747	116.75	Jun 03	Chamber 3753	1,298.50	Jun 30	3759	426.05
Jun 02	3748	665.00	Jun 03	Chamber Dues 3754	5,000.00	Jun 22	3760	50.00
Jun 04	3749	348.18	Jun 15	La Herencia Incentive 3755	66,000.00	Jun 30	Texas St. Fest *3762	5,000.00

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Jun 01	640,723.41	Jun 10	628,497.53	Jun 23	684,867.72
Jun 02	638,458.41	Jun 11	625,010.95	Jun 24	682,038.27
Jun 03	631,265.68	Jun 15	556,306.69	Jun 25	678,601.68
Jun 04	630,691.73	Jun 16	557,763.73	Jun 28	678,339.21
Jun 07	630,469.26	Jun 17	695,334.39	Jun 30	672,913.16
Jun 08	628,277.88	Jun 22	695,284.39		



CHECK IMAGES

Check 0: CHECKING DEPOSIT, \$219.65, dated 06/10/2021, payable to Development Corporation of Mercedes, Inc.

06/10/2021 Check 0 \$219.65

Check 3744: \$222.47, dated 06/07/2021, payable to Development Corporation of Mercedes, Inc.

06/07/2021 Check 3744 \$222.47

Check 3745: \$642.80, dated 06/01/2021, payable to Development Corporation of Mercedes, Inc.

06/01/2021 Check 3745 \$642.80

Check 3746: \$225.77, dated 06/04/2021, payable to Development Corporation of Mercedes, Inc.

06/04/2021 Check 3746 \$225.77

Check 3747: \$116.75, dated 06/01/2021, payable to Development Corporation of Mercedes, Inc.

06/01/2021 Check 3747 \$116.75

Check 3748: \$665.00, dated 06/02/2021, payable to Development Corporation of Mercedes, Inc.

06/02/2021 Check 3748 \$665.00

Check 3749: \$348.18, dated 06/04/2021, payable to Development Corporation of Mercedes, Inc.

06/04/2021 Check 3749 \$348.18

Check 3750: \$2,191.38, dated 06/08/2021, payable to Development Corporation of Mercedes, Inc.

06/08/2021 Check 3750 \$2,191.38

Check 3751: \$894.23, dated 06/03/2021, payable to Development Corporation of Mercedes, Inc.

06/03/2021 Check 3751 \$894.23

Check 3752: \$1,600.00, dated 06/02/2021, payable to Development Corporation of Mercedes, Inc.

06/02/2021 Check 3752 \$1,600.00

Check 3753: \$1,298.50, dated 06/03/2021, payable to Development Corporation of Mercedes, Inc.

06/03/2021 Check 3753 \$1,298.50

Check 3754: \$5,000.00, dated 06/03/2021, payable to Development Corporation of Mercedes, Inc.

06/03/2021 Check 3754 \$5,000.00



CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/15/21

Pay to the order of: La Merced
1900 La Merced, San Antonio, TX 78202

Amount: \$66,000.00

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆66000⑆ ⑆00⑆ ⑆00000175⑆

06/15/2021 Check 3755 \$66,000.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/15/21

Pay to the order of: David S. Smith
2811 Taylor St, Houston, TX 77002

Amount: \$400.00

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆400⑆ ⑆00⑆ ⑆00000175⑆

06/15/2021 Check 3756 \$400.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/24/21

Pay to the order of: Luchessa, 4013010
4111111111, Dallas, TX 75201

Amount: \$2,829.45

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆2829.45⑆ ⑆00⑆ ⑆00000175⑆

06/24/2021 Check 3757 \$2,829.45

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/28/21

Pay to the order of: TSM Bank
PO Box 10018, Dallas, TX 75208

Amount: \$262.47

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆262.47⑆ ⑆00⑆ ⑆00000175⑆

06/28/2021 Check 3758 \$262.47

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/30/21

Pay to the order of: TSM Bank
PO Box 10018, Dallas, TX 75208

Amount: \$426.05

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆426.05⑆ ⑆00⑆ ⑆00000175⑆

06/30/2021 Check 3759 \$426.05

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/22/21

Pay to the order of: TSM Bank
PO Box 10018, Dallas, TX 75208

Amount: \$50.00

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆50⑆ ⑆00⑆ ⑆00000175⑆

06/22/2021 Check 3760 \$50.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
300 S. CHS
Mercedes, TX 78202

Check Date: 6/30/21

Pay to the order of: TSM Bank
PO Box 10018, Dallas, TX 75208

Amount: \$5,000.00

Signature: David S. Smith

⑆00000175⑆ ⑆1⑆ ⑆5000⑆ ⑆00⑆ ⑆00000175⑆

06/30/2021 Check 3762 \$5,000.00





Summary Statement

June 30, 2021

Page 1 of 6

Investor ID: TX-01-0607

0030468-0006060 PDF 315964

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

Texas CLASS

Texas CLASS

Texas CLASS

Average Monthly Yield: 0.0611%								
	Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance	
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	127,770.43	0.00	0.00	6.41	60.13	127,773.87	127,776.84
TX-01-0607-0002	EDC 2006 RESERVE	272,748.09	0.00	0.00	13.70	128.39	272,755.44	272,761.79
TX-01-0607-0003	EDC RBEG FUND	41,725.30	0.00	0.00	2.10	19.56	41,726.42	41,727.40
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	68,561.86	0.00	0.00	3.45	32.24	68,563.71	68,565.31
TOTAL		510,805.68	0.00	0.00	25.66	240.32	510,819.44	510,831.34

Tel: (800) 707-6242

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

Security Holder Remittance Report for 7/8/2021

Start Date: 6/25/2021 12:00:00A
End Date: 7/8/2021 11:59:00PM
Print Date: 07/08/2021
Print Time: 5:11:25 pm

Security Holder **Development Corporation of Mercedes**

Investor Number <u>01-985-002</u>			Investor Name <u>Development Corp of Mercedes RBEG</u>							Rcvr'd	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>Fee</u>		<u>Am</u>
98554876	Jom Investme	Regular Pymnt	07/08/2021	999.24	846.01	153.23	18.00	0.00	0.00	0.00	981.24
Investor/Bank/Group Total				999.24	846.01	153.23	18.00	0.00	0.00	0.00	981.24
Total Security Holder				999.24	846.01	153.23	18.00	0.00	0.00	0.00	981.24

Delinquency Report As Of July 08, 2021

Data Date: 07/08/2021
Data Time: 5:12:00 pm
Print Date: 07/08/2021
Print Time: 5:12:37 pm

Security Holder Development Corporation of Mercedes

Investor Number: <u>01-985-002</u>		Investor Name: <u>Development Corp of Mercedes RBEG</u>								
<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98563684	150,400.00	146,280.17	2015.98	100.80	06/17/2021	6,249.54	04/24/2021	06/17/2021	75	3
REYBOTIC,										

<u>Investor Number: 01-985-003</u>			<u>Investor Name: Development Corporation of Mercedes</u>							
<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98560836	107,362.25	85,530.14	1060.13	106.02	06/11/2021	7,682.82	01/01/2021	06/11/2021	188	7
Castaneda , Mario 1201 S. Rio Rico Rd.										
98550182	100,000.00	41,958.91	690.58	34.53	12/04/2020	2,140.80	05/06/2021	12/04/2020	63	3
Gomez , Roy 334 South Texas Blvd.										

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

Bk	Grp	Inv	Loan #	Loan #	Loan Name	Due Date	Int Rate	P&I	Prin Bal	Net Prin Bal	T&I Bal	Unapplied	Subsidy
01	985	002	98550030	98550030	De La Garza, Al	07/01/21	5.00000	1,976.98	118,625.72	118,625.72	0.00	13.03	0.00
01	985	002	98550038	98550038	Salinas, Michae	07/10/21	4.00000	680.48	50,351.73	50,351.73	0.00	0.00	0.00
01	985	002	98554876	98554876	Jom Investmen	08/15/21	4.00000	999.24	49,091.75	49,091.75	0.00	0.00	0.00
01	985	002	98557444	98557444	Gonzalez, Jaim	07/01/21	3.50000	838.59	25,722.77	25,722.77	0.00	0.00	0.00
01	985	002	98563684	98563684	REYBOTICS, LL	04/24/21	3.50000	2,015.98	146,280.17	146,280.17	0.00	0.00	0.00
01	985	002	98564204	98564204	Werbiski, Ashle	07/03/21	3.50000	545.75	14,867.08	14,867.08	0.00	0.00	0.00
01	985	002	98567980	98567980	San Miguel, Ju	07/05/21	3.00000	1,167.96	53,601.46	53,601.46	0.00	0.00	0.00
Total :								8,224.98	458,540.68	13.03			
								458,540.68	0.00	0.00			

Item Count = 7

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

Bk	✓	Grp	Inv	Loan #	Loan #	Loan Name	Due Date	Int Rate	P&I	Prin Bal	Net Prin Bal	T&I Bal	Unapplied	Subsidy
01	985	003	98550182	98550182	Gomez, Roy G.	05/06/21	3.00000	690.58	41,958.91	41,958.91	0.00	0.00	0.00	
01	985	003	98560836	98560836	Castaneda, Ma	01/01/21	3.50000	1,060.13	85,530.14	85,530.14	0.00	0.00	0.00	
01	985	003	98564988	98564988	Hinojosa, Raqu	07/23/21	3.50000	282.52	8,360.27	8,360.27	0.00	0.00	0.00	
01	985	003	98569300	98569300	MD Internatio	06/18/21	3.00000	2,938.50	301,121.46	301,121.46	0.00	0.00	0.00	
Total :									4,971.73	436,970.78	0.00			
									436,970.78	0.00	0.00			
Item Count = 4														

4. Discussion and Action: DCM Bylaws

Memo

To: DCM Board of Directors
From: Rose Saenz
CC: Melissa Ramirez, Executive Director
Date: 7/14/21
Re: DCM Bylaws

See attached DCM Bylaws and Articles of Amendment

BYLAWS OF
THE DEVELOPMENT CORPORATION OF MERCEDES, INC.
A NON-PROFIT CORPORATION
MERCEDES, TX

ARTICLE I

- 1.01 The principal office of the Development Corporation of Mercedes, Inc. (the "corporation") shall be at 320 S Ohio, Mercedes, Texas 78570, and the name of its registered agent at such address is the Executive Director.

ARTICLE II
PURPOSES

- 2.01 The corporation is a non-profit corporation organized pursuant to the Development Corporation Act of 1979, as amended, and specifically governed by Section 4A of said Act. The purpose of the Corporation is to promote, assist, and enhance economic and industrial development in accordance with the Articles of Incorporation.

ARTICLE III
DIRECTORS

- 3.01 The affairs of the corporation shall be managed by a Board of Directors (the "Board") which shall be composed in its entirety of persons appointed by, and whose terms of offices shall be fixed by, the governing body of the City of Mercedes, Texas (the City).
- 3.02 In addition, the Board may, by contract, resolution, or otherwise, give general or limited or special authority to officers and employees of the corporation to transact the general business of any special business of the corporation, and may give powers of attorney to agents of the corporation to transact any special business requiring such authorization.
- 3.03 The authorized number of Directors of this Board shall be seven (7), appointed in the manner provided in the Articles of Incorporation, In accordance with section 4A of the Development Corporation Act of 1979, as amended, Board members serve at the pleasure of the governing body of the City. Two (2) members shall be the President of the Mercedes Area Chamber of Commerce, or representative from the Chamber of Commerce, and the outgoing Mayor of the City Mercedes, or representative from the City of Mercedes. No member of the City Commission may be a voting member of the Development Corporation of Mercedes.
- 3.04 The Board, acting for the corporation, shall have and exercise all the rights, powers, privileges, authority, and functions given by the general laws of Texas to

nonprofit corporations incorporated under the Texas Non-Profit Corporation Act, as amended (Article 1396-1.01, et seq., Texas Revised Civil Statutes Annotated) and other such powers given by the Development Corporation Act of 1979, as amended (Article 5190.6, Texas revised Civil Statutes Annotated).

3.05 The Board is hereby required to perform the following duties:

1. The Board shall develop an overall economic and industrial development strategy for the City.
2. The corporation's focus will be primarily in the areas of business retention and expansion, formation of new businesses, business attraction, and the enhancement of community assets to promote economic development.
3. Assurance of accountability for all sales tax funds and all other funds received and expended by the corporation.
4. The corporation shall make reports to the City Commission to include a review of revenues received and expended by the corporation from the City.

3.06 The corporation is authorized to do that which the Board deems desirable to accomplish any of the powers or duties set out or alluded to hereinabove and in accordance with State Law.

3.07 The annual meeting of the Board shall be held at the Principle Office of the Corporation in January. The Board shall meet in regular meeting at least once each month or on an on call basis at a place and time to be determined by the President and shall be conducted pursuant to all applicable laws. Special meetings of the Board may be called by the President or any three (3) Directors on three days notice to each Director, either personally, by mail, or by telephone. All meetings shall be conducted in accordance with the requirements of the Texas Open Meeting Act. All meetings of the Board of Directors shall be within the City limits of the City of Mercedes.

3.08 Regular attendance at the Board meetings is required of all member. Three (3) consecutive absences and/or attendance reflecting absences constitution 50% of the meetings over a 12-month period may constitute the need for replacement of a member. In that event, the member will be counseled by the Board and subsequently, the Board may submit, in writing, to the City Manager of the City of Mercedes a request that the member be replaced by the Mercedes City Commission.

3.09 For the purpose of convening a meeting and transacting business, a quorum shall consist of four (4) Directors. If a quorum shall not be present at any meeting of the Directors, the Directors present threat may recess the meeting from time to time, without notice other than announcement at the meeting until a

quorum shall be present. Any action taken by the Board shall require the affirmative vote of no less than four (4) Directors.

- 3.10 The Board shall be responsible to the Mercedes City Commission for the proper discharge of the Board's duties as assigned in these bylaws and by the Articles of Incorporation. Its authority is limited by applicable laws, contracts that may be entered into with the City or other entities, and budget and fiduciary responsibilities. The Board, on behalf of the corporation, may request that administrative departments of the City provide assistance to the corporation and the Board in fulfilling its duties. The City and the Board may agree to reimburse any such administrative department's budget for the cost of such services so provided. The corporation may seek legal assistance through the City Attorney or a separate attorney engaged by it for that purpose.
- 3.11 In addition to the Mayor and City Commissioners, the City Manager of the City of Mercedes shall serve as an ex-officio non-voting member of the Board.

NOTICES

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

ARTICLE V OFFICERS

- 5.01 The elected officers of the corporation shall be President, Vice- President, Secretary and Treasurer. Any two (2) officers may be held by the same person, except the offices of President and Secretary.
- 5.02 The Board shall choose such officers at each annual meeting or as soon thereafter as possible. Officers shall serve a term of one (1) year; providing, however, that the officers shall continue to serve until the election of their successors.
- 5.03 The Board may appoint such other officers and agents as it shall deem necessary, who shall hold their offices for such terms and who shall exercise such power and perform such duties as shall be determined from time to time by the Board.
- 5.04 Any officer elected or appointed by the Board may be removed at any time by the affirmative, vote of a majority of the whole Board. If the office of any officer

becomes vacant for any reason, the vacancy may be filled by the Board for the remaining term.

- 5.05 The President shall preside at all meeting of the Directors, and shall have general supervision of the management and business of the corporation, and shall see that all orders and resolutions of the Board are carried into effect. The President shall have the right to vote on all matters coming before the Board. The President shall execute bonds, mortgages, and other contracts requiring a seal, under the seal of the corporation, except where required or permitted by law to be otherwise signed and executed thereof shall be delegated by the Board to some other officer or agent of the corporation. The President shall have the authority, upon notice to members of the Board, to call a special meeting of the Board when in his judgment such meeting is required. The President shall have the authority to appoint committees to aid and assist the Board in its business undertaking or other matters incidental to the operation and function of the Board. In general, the President shall perform all duties incident to the office, and such other duties as shall be prescribed from time to time by the Board of Directors.
- 5.06 In the absence of the President, or in the event of his or her inability to act, the Vice President shall perform the duties of the President, and shall perform other such duties as the Board shall prescribe.
- 5.07 The Secretary shall attend all sessions of the Board and record all votes and minutes of all proceedings in a book to be kept for the purpose. The Secretary shall give, or cause to be given notices of all meetings of the Board and shall perform such other duties which may be prescribed by the Board or the President. The Secretary shall be the custodian of the corporate records and seal of the corporation and shall keep a mailing address and street address, if different, of each Director.
- 5.08 To the extent not otherwise provided by the Board, by rules and regulations, in resolutions relating to the issuance of bonds, or in any financing documents relating to such issuance, the Treasurer shall have the custody of the corporate funds and securities and shall keep full and accurate accounts of receipts and disbursements in books belonging to the corporation and shall deposit all monies and other caluable effects in the name and to the credit of the corporation. The Treasurer shall be bonded for the faithful discharge of his/her duties with such surety and sureties and in such sum as the Board of Directors shall determine by Board Resolution, but in no event shall the amount of such bond be less than an amount equal to the average sums which the Treasurer has access to and the ability to convert during a twelve (12) mother period of time. The Treasurer shall, in general, perform all duties incident to that office and such other duties as from time to time may be assigned to him/her by the President of the Board. The Board may require the President, Vice-President, and Secretary, (in addition to the Treasurer) to give the corporation bonds and such sums and with such surety

or sureties as shall be satisfactory to the Board for the faithful performance of the duties of their office.

ARTICLE VI MANAGERS, EMPLOYEES, CONTRACTORS

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

ARTICLE VII FINANCIAL PROVISIONS

- 7.01 Fiscal year of the corporation shall begin October 1 and end on September 30 of the following year.
- 7.02 A budget for the forthcoming year shall be submitted and approved by the Board of Directors and the City Commission. The budget proposed for adoption shall include the projected operating revenue and expenses, estimated year-end fund balances, encumbered funds and such other information useful or appropriate for the Board of Directors and the City Commission.
- 7.03 Any two directors of the corporation including the Executive Director shall sign checks or demands for money and notes of the corporation
- 7.04 All funds of the corporation shall be deposited on a regular basis to the credit of the corporation in the City of Mercedes' depository bank.
- 7.05 The corporation may accept any contribution, gift, bequest, or devise for the general purpose or for any special purposes of the corporation.
- 7.06 The board shall have prepared for each annual meeting a full and clear statement of the business and condition of the corporation.
- 7.07 The corporation shall not make any commitment for disbursement of any funds for any one project in excess of \$50,000 without prior approval of the City Commission.

- 7.08 All purchases made and contracts executed by the corporation shall be made in accordance with applicable requirements of the Texas Constitution and Statutes of the State of Texas.
- 7.09 Temporary and idle funds which are not needed for immediate obligations of the corporation may be invested in any legal manner provided in the Public Funds Investment Act (Texas Revised Civil Statutes Annotated Article 842a-2).
- 7.10 Any bonds issued by the corporation shall be in accordance with the Development Corporation Act of 1979, but in any event, no bonds shall be issued without approval of the City Commission after review and comment by the City's bond counsel and financial advisor.
- 7.11 The Board of Directors shall provide for an annual financial audit to be performed by a competent independent audit firm according to generally accepted accounting principles.

ARTICLE VIII BOOKS AND RECORDS

- 8.01 The corporation shall keep correct and complete books and records of all actions of the corporation, including books and records of account and minutes of meetings of the Board of Directors and of any committee having any authority of the Board. All books and records may be inspected by Directors, their agents or attorney at any reasonable time or by any member of the Mercedes City Commission. Any information designated as public information by law shall be open to public inspection at any reasonable time. The Texas Open Records Act shall apply to disclosure of public information. A copy of annual financial audits shall be delivered to the City Commission.
- 8.02 The corporation shall provide monthly summaries of receipt and disbursal of funds to the City Commission.

ARTICLE IX SEAL

- 9.01 The corporate seal shall be circular and shall have inscribed in the outer circle the name of the corporation and shall have a five point star inscribed in the inner circle. The Board may thereafter alter the seal as necessary without changing the corporate name. These bylaws shall not be construed to require the use of the corporate seal.

ARTICLE X AMENDMENTS

- 10.01 These bylaws may be altered, changed or amended at any meeting of the Board at which a quorum is present, provided notice of the proposed alteration, change, or amendment be contained in the notice of such meeting.
- 10.02 No amendment to the bylaws of the corporation shall be effective until approved by the governing body of the City of Mercedes, Texas.

ARTICLE XI INDEMNITY

- 11.01 The Board of Directors shall authorize the corporation to pay or reimburse any current or former Director or officer of the corporation any costs, expenses, fines, settlements, judgments, and other amounts, actually and reasonably incurred by such person in any action, suit, or proceeding to which he or she is made a party by reason of holding such position as officer or Director; provided, however, that such officer or Director shall not receive indemnification if he/she is finally adjudicated in such instance to be liable for gross negligence or intentional misconduct in office. The indemnification herein provided shall also extend to good faith expenditures incurred in anticipation of, or preparation for, threatened or proposed litigation. The Board of Directors may, in proper cases, extend the indemnification to cover the good faith expenditures incurred in anticipation of, or preparation for, threatened or proposed litigation. The Board of Directors may, in proper cases, extend the indemnification to cover the good faith settlement of any such action, suit, or proceedings, whether formally instituted or not.

Furthermore the corporation shall indemnify and hold harmless and defend the City of Mercedes, its officers, agents, and its employees, from and against liability for any and all claims, liens, suits, demands, and/or actions for damage, injuries to persons (including death), property damage (including loss of use), and expenses, including court costs and attorney's fees and other reasonable costs arising out of or resulting from the corporation's activities and from any liability or resulting from the intentional acts or negligence, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part upon the negligent or intentional acts or omissions of the corporation, agents, employees, licensees, invitees and other persons.

Approved this 20th of July 2016,

Joel Quintanilla, President

Richard Galvan, Vice President

Fred Gonzalez, Treasurer

Rafael Lorenzana, Secretary

Roland Arriola, Member

Fernando Dominguez, Member

Oscar Montoya, Member

FEB 11 2008

ARTICLES OF AMENDMENT
OF
THE DEVELOPMENT CORPORATION OF MERCEDES, INC. Corporations Section

THE DEVELOPMENT CORPORATION OF MERCEDES, INC. (referred to as the "corporation"), a Texas non-profit corporation subject to the Texas Non-Profit Corporation Act, has adopted the following amendments to its Articles of Incorporation filed on February 20, 1980, as stated in these Articles of Amendment.

ARTICLE I

The name of the corporation is THE DEVELOPMENT CORPORATION OF MERCEDES, INC.

ARTICLE II

- A. Article VII of the Articles of Incorporation (Exhibit A) is amended to read as follows:

The street address of the registered office of the corporation is **400 S. Ohio, Mercedes, Texas 78570, and the name of its registered agent at such address is Richard Garcia.**

- C. Article VIII of the Articles of Incorporation (Exhibit A) is amended to read as follows:

The affairs of the corporation shall be managed by the Board of Directors, which shall be composed in its entirety of persons appointed by the governing body of the City of Mercedes, Texas. The number of Directors is seven (7). **Each Director shall serve a staggered two-year term, based upon on a December 31st anniversary date. No Director shall serve for more than three consecutive two-year terms. Director's terms shall be staggered with four directors appointed on even years and three directors appointed on odd years.** In the event a vacancy occurs in one or more of the Director's places, whether caused by death, resignation, disqualification, removal, or expiration of term as provided in this Article, the vacancy shall be filled by appointment by the governing body of the City of Mercedes to hold office until the expiration of the term for which the vacating Director had been appointed

Each Director shall be of good moral character, a United States Citizen, and shall reside within the city limits of the City of Mercedes or within the extraterritorial jurisdiction of the City of Mercedes. A Director who ceases to possess the aforementioned qualification shall forthwith forfeit his position, a vacancy shall occur, and such vacancy shall be filled in accordance with this Article.

Directors are removable by majority vote of the governing body of the City of Mercedes at any time at will, provided however, that no action by the governing body of the City of Mercedes shall be required to remove a Director who ceases to possess the qualifications stated herein. The Directors shall serve without compensation, except that they may be reimbursed by the corporation for their actual expenses incurred in the performance of their duties as Directors.

ARTICLE III

The amendment of the Articles of Incorporation was adopted in accordance with Article VI of the original Articles of Incorporation by the governing body of the City of Mercedes by written Resolution dated February 19, 1980. Furthermore, the amendment of the Articles of Incorporation was adopted at a meeting of the Mercedes City Commission held on December 20, 2005.

IN WITNESS WHEREOF, we have hereunto set our hands, this 29th day of January, 2008.


Rudy Salinas, President

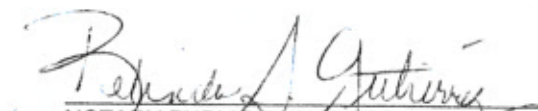

Jesse E. Santana, Jr., Secretary

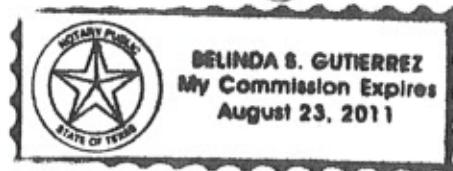
THE STATE OF TEXAS

COUNTY OF HIDALGO

I, the undersigned, a Notary Public in and for the above county, DO HEREBY CERTIFY that on this 29th day of January, 2008, personally appeared before me Rudy Salinas and Jesse E. Santana, Jr., who, each being by me duly sworn, severally declared that they are the persons who signed the foregoing document as incorporators, and that the statements therein contained are true.

IN WITNESS WHEREOF, I have hereunto set my hand and seal the day and year above written.


NOTARY PUBLIC IN AND FOR HIDALGO
COUNTY, TEXAS



RESOLUTION 2007-2

A RESOLUTION by the Development Corporation of Mercedes, Inc., Texas, authorizing and approving the amendment of the Bylaws of the Development Corporation of Mercedes, Inc., in the order to conform to the requirements of Section 4A of the Development Corporation Act of 1979, as amended, prescribing an effective date.

WHEREAS, by election held on May 5, 1990, the voters of the City of Mercedes, Texas, approved an increase in the sales and use tax to be collected within the city, with proceeds designated for economic development in accordance with the 1989 amendments to the Development Corporation Act of 1979; and

WHEREAS, the governing body of the City of Mercedes has determined that the corporation required to receive and administer the sales and use tax funds by Section 4A of the Development Corporation Act of 1979, as amended, should be the Development Corporation of Mercedes, Inc., and

WHEREAS, in order for said corporation to qualify pursuant to the aforementioned Section 4A certain amendments to the Bylaws are required:

NOW, THEREFORE, BE IT RESOLVED by the Development Corporation of Mercedes, Inc.:

SECTION 1: That this governing body of the Development Corporation of Mercedes, Inc., hereby finds and determines that it has authority to amend the Bylaws of the Development Corporation of Mercedes, Inc., pursuant to Article VI thereof.

SECTION 2: That this governing body of the Development Corporation of Mercedes, Inc. finds and determines that the Bylaws should be amended as set out in the attachment labeled "Exhibit A".

SECTION 3: That this governing body of the Development Corporation of Mercedes, Inc., hereby approves the amendments to the Bylaws and authorizes and filing of amended Bylaws, in accordance with this Resolution with the Office of the Secretary of State of Texas.

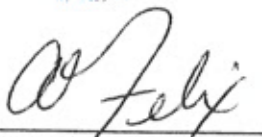
SECTION 4: That this Resolution shall be effective from and after its passage, and it is so resolved.

PASSED AND APPROVED this the 18th day of October, 2007.



Rudy Salinas, Board Vice-President
Development Corp. of Mercedes


ATTEST:



Arcie Felix, City Secretary

MERCEDES CITY COMMISSION
REGULAR MEETING
DECEMBER 20, 2005 - 6:00 P.M.
MERCEDES CITY COMMISSION CHAMBERS

MEMBERS PRESENT:	Joel Quintanilla	Mayor
	Leonardo Garcia	Mayor Pro-Tem
	Charles Bertholf	Commissioner
	David Garza	Commissioner
	Ruben Guajardo	Commissioner
	Ricardo Garcia	City Manager
	Arcelia L. Felix	City Secretary
	Juan Molina	City Attorney

Staff: Roel Gutierrez, Steve Pena, Jesse Villarreal, Jaime Garcia; and David Salinas from OMI.

1.) CALL MEETING TO ORDER.

Mayor Pro-Tem Garcia called the meeting to Order at 6:00 pm.

2.) ESTABLISH QUORUM.

All members of the City Commission were present at the meeting after Mayor Quintanilla entered the meeting during agenda item #8.

3.) INVOCATION.

The Invocation was given by Mayor Pro-Tem Garcia.

4.) PLEDGE OF ALLEGIANCE.

The Pledge of Allegiance was led by Commissioner Guajardo.

5.) OPEN FORUM.

No one signed up to speak before the Commission.

6.) CONSENT AGENDA (ORDINANCE NO. 98-21): A. APPROVAL OF MINUTES FOR CITY COMMISSION MEETING(S) HELD DECEMBER 6, 2005; B. REQUEST AUTHORIZATION TO ADVERTISE FOR BIDS FOR WATER AND WASTEWATER SYSTEM IMPROVEMENTS. C. APPROVAL OF CHANGE ORDER NO. 1 FOR EXTENSION OF TIME TO THE CONTRACT WITH A.J. CONSTRUCTION FOR BATHROOM FACILITIES AT KENNEDY AND HEB PARK - RESOLUTION #2005-87.

(A.) Commissioner Guajardo made a motion to approve the meeting minutes for the meeting held December 6, 2005. Commissioner Bertholf seconded the motion which passed after Commissioner Garza abstained due to his not been present at that meeting. (6B.) Commissioner Guajardo made a motion to authorize advertising for bids for water and wastewater system improvements. Commissioner Garza seconded the motion which passed unanimously. (6C) Mr. Garcia stated that there had been delays with the project due to changes with the site location; however there was no additional cost to the City. Commissioner Bertholf made a motion to approve Resolution #2005-87 which is Change Order No. 1 for extension of time to the contract with A.J. Construction. Commissioner Guajardo seconded the motion which passed unanimously.

7.) DISCUSSION AND POSSIBLE ACTION REGARDING REQUEST BY RIO GRANDE VALLEY MUSIC FESTIVAL.

Mr. Ike Warkentin had previously made a presentation to the Commission requesting \$1,500 for the Rio Grande Valley Music Festival which will be held February 15 - 18, 2006 at the Livestock Show grounds.

Commissioner Garza made a motion to approve Mr. Warkentin's request for \$1,500 for the Rio Grande Valley Music Festival to be held at the Livestock show grounds February 15-18, 2005. Commissioner Guajardo seconded the motion which passed unanimously.

8.) DISCUSSION AND POSSIBLE ACTION OF BIDS RECEIVED FOR CIVIC CENTER RENOVATIONS.

Mr. Rudy Molina was present for this item. He stated that the following bids had been received for the renovations to the Civic Center: All Pro with a base bid for the amount of \$310,000, \$8,000 for alternate 1 and \$4,400 for alternate 2 and Spacemaker with a base bid for the amount of \$274,500, \$10,000 for alternate 1 and \$4,000 for alternate 2. He said that alternate #1 is for the addition of a wrought iron fence and alternate #2 is for an alarm system. The Commission went over the work to be done to the civic center, including compliance with ADA. Mr. Garcia stated that the civic center would be renovated to the way it was before, which was an enclosed building. At a question by Commissioner Bertholf, Mr. Rudy Molina stated that he was familiar with Spacemaker and that they do timely and quality work.

Mayor Pro-Tem Garcia made a motion to accept the bid along with alternate #1 and #2 submitted by Spacemaker for the amount of \$274,500 for the base bid, \$10,000 for alternate 1, and \$4,000 for alternate 2 for the renovations to the civic center. Commissioner Garza seconded the motion which passed unanimously.

9.) DISCUSSION AND POSSIBLE ACTION AMENDING THE DEVELOPMENT CORPORATION OF MERCEDES, INC. BYLAWS.

Mr. Garcia stated that the EDC had discussed some changes to the by-laws. In addition, Mayor Quintanilla had previously stated that he wanted a change to the membership from 5 to 7 to include the Chamber of Commerce president and the former Mayor. Mr. Garcia said that the EDC's recommended changes were items to clean up the bylaws. In addition, there were some changes that staff has looked at which have not been recommended by the EDC members. One of those is the inclusion of the EDC director being under the City's organization as was previously; however, the bylaws state that the director will be hired by the EDC board. Mayor Pro-Tem Garcia stated that he had talked to the EDC director in Weslaco about their EDC operation, which he said is totally independent from the City. At a question by Mayor Pro-Tem Garcia, Mayor Quintanilla said that the by-laws could be amended to change the membership at any time. At a question by Commissioner Bertholf, Mayor Quintanilla said that he felt the EDC director should report to the City Manager as a department head. There was considerable discussion on the matter regarding proposed changes to the by-laws. Commissioner Garza stated that in both Weslaco and Harlingen, the EDC was totally separate from the City. He also added that the work of the EDC would be hindered if the membership were changed from 5 to 7. At another comment that a seven-member EDC board was illegal, Mr. Garcia proceeded to pass out a copy of HB 3036 which was approved by the 79th legislature allowing the governing body to have an EDC corporation with no less than five members.

City Attorney Molina stated that the EDC has recommended changes to the by-laws and that the Mayor and City Commission can either accept or deny the changes. His recommendation is that the changes proposed by the City Commission should first be considered by the EDC board. City Manager Garcia said that the recommendation to go with a seven-member board had already been presented to the EDC. There continued to be discussion by the Commission on this item. Commissioner Bertholf stated that he had made the recommendation to have the former Mayor on the EDC. The amendments to the bylaws proposed by the EDC board include: changing the street address and registered agent in Article I; setting the annual meeting on the second Wednesday of January in Article III - 3.07; setting attendance of the members in Article 3.08; and no commitment of funds for any one period in excess of \$50,000 without prior approval of the Commission in Article VII- 7.07. Staff is additionally proposing the following amendments: adding two additional members (President of the Chamber of Commerce and the outgoing or former Mayor) in Article III, 3.03; authorizing the City manager to hire the EDC director and staff in Article VI - 6.01. Commissioner David Garza asked that the record reflect that the City Attorney had recommended that action only be taken on the changes recommended by the EDC and any action on the changes recommended by staff would be against the recommendation of the City Attorney. Mayor Quintanilla stated that Article III - 3.03 had already been presented to the EDC, and therefore the only recommendation not already presented was Article VI - 6.01.

Commissioner Guajardo made a motion to make the following amendments to the by-laws of the Development Corporation of Mercedes, Inc: Article I - street address of the principal office of the Development Corporation of Mercedes, Inc. will be 400 South Ohio, Mercedes, Texas 78570, and the name of its registered agent at such address is Richard Garcia; Article III - 3.07 The annual meeting of the Board shall be held at the principal office of the corporation on the second Wednesday of January of each year; Article III-3.08 Regular attendance at the Board meeting is required of all members. Three consecutive absences and/or attendance reflecting absences constituting 50% of the meetings over a 12-month period shall constitute the need for replacement of a member; Article VII- 7.07 - The Corporation shall not make any commitments for the disbursement of any funds for any one period in excess of \$50,000 without prior approval of the Commission; add to Article III- 3.03 - Two (2) additional members, the President of the Mercedes Chamber of Commerce and the outgoing City Mayor and/or former mayor will constitute the total voting members (7) of the Development Corporation. If the former Mayor is no longer living or if he does not want to serve as member of the Development Corporation, the City Commission shall appoint another person to make it a seven-member board. No member of the City Commission may be a voting member of the Development Corporation of Mercedes, Inc. Commissioner Bertholf seconded the motion which passed with Commissioner Guajardo, Commissioner Bertholf and Mayor Quintanilla voting in favor and Commissioner Garza and Mayor Pro-Tem Garcia voting against the motion.

At this time Commissioner Guajardo made a motion to deviate from the agenda and proceed to item #12. Commissioner Bertholf seconded the motion which passed unanimously.

12.) DISCUSSION AND POSSIBLE ACTION ON APPOINTMENT OF MEMBER(S) TO THE DEVELOPMENT CORPORATION OF MERCEDES, INC.

The terms of office for Cris Hernandez and Roy De Leon as members to the Development Corporation of Mercedes, Inc. expire December 30, 2005. Mr. Pena reported that Mr. Michael Rivera has also resigned from that board. Ms. Cris Hernandez has expressed an interest in continuing service. In response to an advertisement, the following persons submitted applications showing an interest in serving on this board: Rudy Salinas, Miguel Castillo, Jr., Bob Gonzalez, Rafael Gonzalez, Jimmy Smith, Dalia Franco, Alfredo Hinojosa, Jr., Barry Jones, Jose Luis Muniz, Jaime Ortiz, and Jose F. Rodriguez. Mr. Rudy Salinas, as president of the chamber of Commerce and Miguel Castillo, Jr. former Mayor are members of the Development Corporation by virtue of the amendments approved on item #9 above.

Commissioner Bertholf made a motion to appoint Edna Martinez, James Beale and Mario Dominguez to the Development Corporation of Mercedes, Inc. Commissioner Guajardo seconded the motion which passed unanimously.

Mayor Pro-Tem Garcia made a motion to continue with item #10. Commissioner Bertholf seconded the motion which passed unanimously.

Commissioner Guajardo excused himself from the meeting at this time.

10.) DISCUSSION AND POSSIBLE ACTION OF BIDS RECEIVED FOR BREATHING AIR STATION.

Fire Chief Jaime Garcia stated that the following bids had been received for the breathing air station: Casco Industries - \$49,324 which includes the option of a dual fill one position for the amount of \$285 and a carbon monoxide monitoring kit for the amount of \$2,349. Mr. Garcia stated that the monitoring kit was not required; which brings the bid amount to \$46,975. Bauer Compressor submitted a bid for the amount of \$49,728 which includes the option of a dual fill one position for the amount of \$330 and the carbon monoxide monitoring kit for the amount of \$2,610 which Mr. Garcia had reported is not required; therefore, it brings the bid amount to \$57,500. 1st Due Emergency Response Solutions submitted a bid for the amount of \$61,500 with the cost for the dual fill one position being \$500 and the carbon monoxide monitoring kit being \$4,000, which Mr. Garcia had reported is not required; therefore it brings the bid amount to \$57,500. Mr. Garcia is recommending that the lowest bid submitted by Casco Industries be awarded.

Mayor Pro-Tem Garcia made a motion to accept the lowest bid submitted by Casco Industries for the breathing air station for the amount of \$46,975 which includes the dual fill one position option. Commissioner Garza seconded the motion which passed unanimously.

11.) DISCUSSION AND POSSIBLE ACTION AMENDING ENGINEERING CONTRACT WITH GUZMAN AND MUNOZ

Mr. Garcia reported that this is related to consent item 6B presented above. He said that the original engineering contract with Guzman and Munoz did not include the off-site improvements along the proposed outlet mall which include the construction of a 16" waterline from the elevated tank to the outlet mall site and the construction of a lift station, sanitary sewer line, force main to serve the outlet mall and the service area up to Mile 2E.

Mayor Pro-Tem Garcia made a motion to approve the amendment to the engineering contract with Guzman and Munoz for the design with off-site improvements to include water and wastewater and lift station at the proposed outlet center as listed above. Commissioner Berthoff seconded the motion, which passed unanimously.

13.) DISCUSSION AND POSSIBLE ACTION ON APPOINTMENT OF MEMBER(S) TO THE MERCEDES INDUSTRIAL FOUNDATION.

The terms of office for all the members to the Mercedes Industrial Foundation which include James Wade, Jr., Wally Bunton, Heriberto Martinez, Jose I. Flores, Vickie Solis, Pete Guajardo and Eliseo Saucedo, Jr. have expired. Mr. Garcia reported that all members are interested in continuing service. Mr. Barry Jones recommended that the members be asked to consider amending the by-laws to serve staggered terms.

Commissioner Berthoff made a motion to reappoint James Wade, Jr., Wally Bunton, Heriberto Martinez, Jose I. Flores, Vickie Solis, Pete Guajardo and Eliseo Saucedo, Jr. to the Mercedes Industrial Foundation. Commissioner Garza seconded the motion which passed unanimously.

Mayor Quintanilla called the meeting into executive session at 7:55 P.M.

14.) EXECUTIVE SESSION:

- DISCUSSION OF JETTA BROWN VS. FIRST NATIONAL BANK. - SECTION 551.071, TEXAS GOVERNMENT CODES ANNOTATED - LITIGATION.
- CONSULTATION WITH CITY MANAGER CONCERNING PERSONNEL. - SECTION 551.074, TEXAS GOVERNMENT CODES ANNOTATED - PERSONNEL.
- DISCUSSION CONCERNING SALE OF REAL ESTATE. - SECTION 551.072, TEXAS GOVERNMENT CODES ANNOTATED - REAL ESTATE.

After executive session Mayor Quintanilla called the meeting back to Order at 9:30 P.M.

15.) DISCUSSION AND POSSIBLE ACTION REGARDING ITEM(S) DISCUSSED IN EXECUTIVE SESSION.

No action will be taken on any of the items discussed in Executive Session.

16.) DISCUSSION AND POSSIBLE ACTION REGARDING RESOLUTION #2005-88 DEVELOPMENT AGREEMENT WITH HUMBERTO ZAMORA/MERCADO DE VALLE, INC.

City Manager Garcia stated that the Commission had been provided with a draft development agreement and that the issue of an easement still had to be cleared up and recommended that no action be taken at this time. No action was taken by the Commission on this item.

17.) ADJOURNMENT.

There being no further business, Mayor Quintanilla adjourned the meeting at 9:32 p.m.



ATTEST

Arcelia L. Felix, City Secretary

Joel Quintanilla, Mayor

Leonardo Garcia, Jr., Mayor Pro-Tem

Charles Berthoff, Commissioner

David Garza, Commissioner

Ruben Guajardo, Commissioner

5. Discussion and Action: SBA Grant

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 7/13/2021
Re: SBA Grant- Community Navigator Pilot Program

Background

The SBA Community Pilot Program will strengthen outreach to underserved businesses by partnering with organizations with established relationships and experience within their communities. The program was designed to provide high quality technical assistance with pandemic relief programs and recovery services to small businesses and entrepreneurs. Recovery services can include financial assistance, access to capital, contracting and procurement assistance, marketing, operations, business development, export and industry specific training, among other areas of technical assistance to aid businesses in stabilization and expansion. Programming that focuses on supporting communities where English is a second language is encouraged.

The SBA Community Pilot Program's approach is to have a "Hub"- a regional community organization that leads the project and "Spokes" that work with businesses within targeted communities. These networks leverage the business development expertise of the central "Hub" organization and the community credibility of spoke organizations to better connect business. The Lower Rio Grande Development Council is applying to be a Hub and several Rio Grande Valley community organizations are applying to be spokes. The Development Corporation of Mercedes is applying to be a spoke.

Development Corporation of Mercedes Program

Spokes receive \$125K per year for two years.

The grant will aid the Development Corporation of Mercedes in obtaining a dedicated, bilingual, Business Advisor for the response and recovery of small businesses impacted by pandemic. In addition, to being a small business advocate, the Business Advisor will be responsible in maintaining resource partner relationships. For a full job description please see attachment.

The Executive Director would manage the program and ensure program goals are met. Program goals include contacting 22 business owners/entrepreneurs a month and hosting 1 training workshop per month. The Administrative Coordinator and Administrative Assistant aid in obtaining those goals. The focus will be on the Mercedes business community but the service area will be the Mid-Valley region as determined by the Hub. This will serve as small business recruitment tool.

All program funds will be expended on personnel, see attached breakdown. The program would offset general fund salaries, creating a total of \$52,519.48 to the general fund. If the grant is approved the Board should allocate \$17,000 or more towards small business training.

Program Notes

Grant recipients will be notified September 21st with the expectation the program is functioning by the end of the month.

Funds will be dispersed on a quarterly basis; Spoke will be responsible for maintaining program for 90 days.

Monthly reporting to the Hub required. Hub will be purchasing reporting software.

Ultimate Hub goal is to get the program renewed with possible funding for Spoke incubators.

Hub and Spokes will enter into an MOU.

SBA will audit program.

Spokes that are participating: Harlingen EDC, McAllen Chamber of Commerce, City of Mission, City of Brownsville, RGV Partnership and UTRGV COGS.

Recommendation: Approval to advertise the Business Advisor job as soon as possible with a note the vacancy is contingent on grant approval AND approval to open a bank account at Texas National Bank for grant funds contingent on grant approval.

JOB DESCRIPTION

Business Advisor

SUMMARY OF POSITION:

The Business Advisor/COVID Specialist will join the Development Corporation of Mercedes team as the dedicated lead for the response and recovery of small businesses impacted by the COVID-19 pandemic. This position provides consulting and training for small business owner/entrepreneurs impacted by COVID-19 and assists them in stabilizing, recovering, and rebuilding. This position is the subject matter expert for all SBA loan products available to businesses and is responsible for helping owners understand their options.

The Business Advisor/COVID Specialist is a temporary position and is funded with money from the 2020 CARES Act that is set to expire September 21st, 2023. This temporary employment will end with the expiration of the funding.

DUTIES AND RESPONSIBILITIES

Small Business Counseling, Training, and Reporting Requirements:

- Interview and assess client needs.
- Provide counseling or e-counseling that includes feasibility, financial, regulatory, and operational guidance and technical assistance on the various aspects of starting and expanding a successful small business including, but not limited to:
 - Analyzing the specific business and industry data in finance, marketing, management and operations
 - Providing guidance in the development of business plans and financial packages;
 - Calculating and interpreting historical and projected financial ratios;
 - Preparing pro forma cash flow and financial statements;
 - Troubleshooting to identify problems and areas for improvement
 - Providing guidance on expansion to include employment requirements, foreign markets, government contracting, and technology commercialization;
 - Conducting quality-based assessments;
 - Providing information on federal, state, and local regulations and programs, and
 - Providing guidance in loan packaging to pre-venture, start-up, or advanced stage existing businesses.
- Develop a resource network to be used in providing referrals to appropriate resources.
- Plan and market no-to low-cost training on subjects relevant to small business start-up and growth.
- Recruit government, private and public entities, as well as businesses and businesspersons to provide voluntary training
- Evaluate programs' effectiveness and measure impact of services provided.
- Assist in the transfer of university-based knowledge to the small business community.
- Ensure timely and accurate counseling data input into the information management system.
- Other duties as assigned by the Executive Director.

Program and Small Business Advocate:

- Promote the program and advocate for small business through presentations to communities and entities.
- Develop relationships with key stakeholders including, but not limited to, SBA, banks, chambers of commerce, trade groups, educational institutions, legislators, and hosts.
- Develop appropriate advertising, promotion, and marketing materials.

Miscellaneous:

- Attend regional and state meetings and conferences as required.
- Develop and provide specific information, reports and/or special services as requested or required.
- Support area, state and federal research projects concerning small business and disseminate results to community.

PROVEN ABILITIES:

- | | |
|---|--|
| • Interpersonal Skills | • Sales and Marketing |
| • Listening Skills | • Technology |
| • Small Business Experience | • Organizational Skills |
| • Project Management Experience | • Collaboration |
| • Willingness to Learn | • Economic Development |
| • Oral/Written Communications | • Multi-tasking |
| • Financial/Lending | • Safeguarding program confidentiality |
| • Strong analytical and innovative skills | • Bilingual |
| • Finance/Accounting: Debt & Equity Finance | |

EDUCATION:

B.A., B.S., or Masters Degree in Business Administration, Public Administration or related field. In lieu of a degree, a minimum of five (5) years' experience in either business ownership and operations and/or equivalent combination of education and experience which demonstrates the knowledge, skills and abilities necessary for this position may be accepted.

Community Navigator Program- Pending SBA Approval

Stipend	Employee	Position	Base Pay	Vehicle	Education	Longevity	Adj Base Pay	18.300%				Total			
								TMRS	Social Security	UnemployComp	H&L Ins	Wkrks Comp			
100%	Melissa Ramirez	Executive Director	\$ 4,000.00				\$ 4,000.00							\$	4,000.00
	Open	Business Advisor	\$ 50,000.00				\$ 50,000.00							\$	70,023.00
Stipend	Rose Saenz	Administrative Coordinator	\$ 2,000.00				\$ 2,000.00							\$	2,000.00
Stipend	Donna Jackson	Administrative Assistant	\$ 2,457.52				\$ 2,457.52							\$	2,457.52
		Dept. Total	\$ 58,457.52	\$0.00			\$ 56,000.00	\$ 9,150.00	\$ 3,100.00	\$ 700.00	\$ 6,948.00	\$ 125.00		\$	78,480.52

COMMUNITY NAVIGATOR PILOT PROGRAM

25%	Employee	Position	Base Pay	Vehicle	Education	Longevity	Adj Base Pay	18.300%				Total			
								TMRS	Social Security	UnemployComp	H&L Ins	Wkrks Comp			
100%	Melissa Ramirez	Executive Director	\$ 21,975.00				\$ 21,975.00	\$ 4,021.43	\$ 1,362.45	\$ 200.00	\$ 1,737.00	\$ 45.00		\$	29,340.88
	Open	Business Advisor	\$ 50,000.00				\$ 50,000.00	\$ 9,150.00	\$ 3,100.00	\$ 700.00	\$ 6,948.00	\$ 125.00		\$	70,023.00
40%	Rose Saenz	Administrative Coordinator	\$ 16,120.00				\$ 16,120.00	\$ 2,949.96	\$ 999.44	\$ 280.00	\$ 2,779.20	\$ 50.00		\$	23,178.60
20.48%	Donna Jackson	Administrative Assistant	\$ 2,457.52				\$ 2,457.52	\$16,121.39	\$ 5,461.89	\$ 1,180.00	\$ 11,464.20	\$ 220.00		\$	2,457.52
		Dept. Total	\$ 90,552.52	\$0.00			\$ 90,552.52	\$16,121.39	\$ 5,461.89	\$ 1,180.00	\$ 11,464.20	\$ 220.00		\$	125,000.00

6. Discussion and Action: FY 21-22 Budget

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 7/15/2021
Re: FY21-22 Budget

Budget Notes

Revenue

The Budget reflects an increase in Sales Tax Revenue as the economy is recovering from the Covid-19 pandemic.

Carryover funds include an assumption of a minimum of \$100K in sales tax revenue collected for August and September. This is a conservative assumption.

The SBA program would offset general fund salaries, creating a total of \$52,519.48 to the general fund. If the grant is approved, the Board should allocate \$17,000 or more towards small business training (Downtown Development). The balance (\$35,519.48) will be credited to the Projects line item; these funds are unobligated.

Expenditures

Expenditures are consistent with 2019 and full fills are hard commitments.

The downtown development will be left blank until SBA funding is approved.

As per the last Board meeting, Sponsorships will be approved on a monthly basis.

The CM would like to explore the DCM participating in marketing initiatives.

Recommendation: Discussion

DEVELOPMENT CORPORATION OF MERCED
BUDGET FY21-22

SOURCES OF CASH	FY 20-21	FY 21-22 BUDGET
TAXES		
25-40040 SALES TAX	\$ 1,141,427.56	\$ 1,367,520.62
TOTAL TAXES	\$ 1,141,427.56	\$ 1,367,520.62
MISCELLANEOUS		
25-44020 INTEREST- TXCLASS	\$ 2,352.00	\$ 509.00 Decrease in interest rate
25-44026 INTEREST-L&G CONCRETE		
25-44027 INTEREST-MD INT'L (ORBIT)		\$ 1,933.00
25-44041 LOAN PRINCIPAL PAYMENTS		\$ 5,000.00 Covid-19
25-44097 CARRY OVER FUNDS	\$ 469,842.29	\$ 544,795.00 Assumption is \$100K in Sales Tax Revenue for Aug/Sept
TXCLASS	\$ 127,519.63	\$ 127,770.43
INTEREST- ELIAS GONZALEZ	\$	
REAL ESTATE SALES		
OTHER INCOME- CITY REIMBURSEMENTS		
OTHER INCOME- CITY PMT VTX	\$ 95,000.00	\$ 125,000.00
TOTAL MISCELLANEOUS	\$ 694,713.92	\$ 805,007.43
TOTAL REVENUE	\$ 1,836,141.48	\$ 2,172,528.05

DEVELOPMENT CORPORATION OF MERCEDES
BUDGET FY 21-22

USES OF CASH	FY20-21 BUDGET	FY21-22 BUDGET
PERSONNEL COSTS		
25-510-1010 SALARIES	\$ 119,000.00	\$ 124,200.00
25-510-1015 AUTOMOBILE ALLOWANCE	\$ 4,800.00	\$ -
25-510-1100 TMRS CONTRIBUTION	\$ 23,757.22	\$ 23,757.22
25-510-1120 SOCIAL SECURITY	\$ 9,470.70	\$ 9,470.70
25-510-1140 UNEMPLOYMENT COMP	\$ 1,500.00	\$ 1,500.00
25-510-1160 HEALTH/LIFE INSURANCE	\$ 13,896.00	\$ 13,896.00
25-510-1180 WORKER'S COMP	\$ 305.00	\$ 305.00
25-510-xxxx CELL PHONE ALLOWANCE	\$ 600.00	\$ 600.00
TOTAL PERSONNEL COSTS	\$ 173,328.92	\$ 173,728.92
OTHER SERVICES & CHARGES		
25-510-2020 Audit	\$ 21,500.00	\$ 15,000.00
25-510-2012 Automobile Mileage	\$ 500.00	\$ 2,000.00
25-510-2014 Billboards	\$ 3,000.00	\$ 4,800.00
25-510-2134 Bld Lease	\$ 15,582.00	\$ 15,582.00
25-510-2340 Chamber	\$ 5,000.00	\$ 20,000.00
Texas Street Festival	\$15,000	
Dues	\$5,000	
25-510-2011 Contract Labor- Writer	\$ 6,000.00	\$ 6,000.00
25-510-2102 Crime Insurance	\$ 700.00	\$ 700.00
25-510-2036 Downtown Development	\$ -	
25-510-2165 Electricity	\$ 3,000.00	\$ 3,000.00
25-510-xxxx Home Development Incentive Program	\$ -	
25-510-2142 Janitorial	\$ 11,000.00	\$ 11,000.00
25-510-2125 Legal	\$ 45,000.00	\$ 45,000.00
25-510-2021 Loan Fees- EDC	\$ 750.00	\$ 750.00
25-510-2010 Marketing & Promotion	\$ 7,300.00	\$ 24,300.00
Market Profile	\$2,000	
GeoTours	\$6,500	
Social Media	\$5,000	

25-510-2520	OFFICE EQUIPMENT	\$	3,000.00	\$	3,000.00
25-510-2540	MAINTENANCE	\$	2,000.00	\$	3,000.00
TOTAL MAINTENANCE		\$	5,000.00	\$	6,000.00
25-510-3050	OFFICE SUPPLIES	\$	1,000.00	\$	2,000.00
TOTAL SUPPLIES		\$	1,000.00	\$	2,000.00
CAPITAL OUTLAY					
25-510-4005	FURNITURE & FIXTURES	\$	1,000.00	\$	1,000.00
TOTAL CAPITAL OUTLAY		\$	1,000.00	\$	1,000.00
TOTAL 10-DEVELOPMENT CORP. OF MERC					
TOTAL EXPENDITURES		\$	1,842,441.48	\$	2,172,528.05

FY20-21

[illegible]

FY21-22

<u>Employee</u>	<u>Position</u>	<u>Base Pay</u>	<u>Education</u>	<u>Longevity</u>	<u>Adj. Base Pay</u>	<u>TMRSS</u>	<u>Social Security</u>	<u>Unemployment Comp.</u>	<u>H&L Ins.</u>	<u>\$ 0.035</u>	<u>\$ 579.00</u>	<u>\$ 0.017</u>	<u>Total</u>
100% Melissa Ramirez	Executive Director	\$ 80,000.00	\$3,000.00	\$900.00	\$ 83,900.00	\$ 15,353.70	\$ 5,201.80	\$ 800.00	\$ 6,948.00	\$ 180.00	\$ 112,383.50		\$ 112,383.50
100% Rose Saenz	Administrative Coordinator	\$ 39,000.00	\$1,000.00	\$300.00	\$ 40,300.00	\$ 7,374.90	\$ 3,082.95	\$ 700.00	\$ 6,948.00	\$ 125.00	\$ 58,530.85		\$ 58,530.85
	Dept. Total	\$ 119,000.00			\$ 124,200.00	\$ 22,728.60	\$ 8,284.75	\$ 1,500.00	\$ 13,896.00	\$ 305.00	\$ 170,914.35		\$ 170,914.35

Community Navigator Program- Pending SBA Approval

		18.300%	6.20%	0.035	579.00	0.017		
		IMRS	Social Security	UnemployComp	H&L Ins	Wkhrs Comp		
Stipend	Employee	Position	Base Pay	Vehicle	Education	Longevity	Adj Base Pay	Total
100% Open	Melissa Ramirez	Executive Director	\$ 4,000.00				\$ 4,000.00	\$ 4,000.00
Stipend	Rose Saenz	Business Advisor	\$ 50,000.00				\$ 50,000.00	\$ 70,023.00
Stipend	Donna Jackson	Administrative Coordinator	\$ 2,000.00				\$ 2,000.00	\$ 2,000.00
		Administrative Assistant	\$ 2,457.52				\$ 2,457.52	\$ 2,457.52
Dept. Total			\$ 58,457.52	\$0.00			\$ 56,000.00	\$ 78,480.52
							\$ 44,300.00	\$ 78,480.52

FY21-22 Mercedes Marketing Plan

2.0 ID	Marketing Project	Organization	Creative	Location	Time	19-20 Cost	20-21 Cost	21-22 Cost	
2.1	Publications								
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	\$ -	In-Kind
2.6.5	Birding Classic	EDC	Tourism	Mercedes		\$ 1,000	\$0	\$ 1,000	
						\$ 38,250	\$13,500	\$ 33,250	
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	\$ 337,195	
							DCM Investment	\$ 104,830	
							City Investment	\$ 232,365	

City of Mercedes
SUPPLEMENTAL PAY PROGRAMS

Supplemental Pay in the following categories is cumulative.

1. EDUCATIONAL PAY:

Bachelor's degree	\$1,000
Master's Degree	\$1,000
Doctorate Degree	\$1,000

2 CERTIFICATION PAY:

Certification pay is available to all regular full-time employees upon successful completion of training and who receive certification in the following fields of expertise and it is within their line of work:

<u>Certifications</u>	<u>Annual Certification Pay</u>
Basic Fire/Police	\$ 0.00
Intermediate Fire/Police	\$ 200.00
Advanced Fire/Police	\$ 200.00
Master Fire/Police	\$ 200.00
Water Distribution/Waste Water Collection D	\$ 0.00
Water Distribution/Waste Water Collection C	\$ 200.00
Water Distribution/Waste Water Collection B	\$ 200.00
Water Distribution/Waste Water Collection A	\$ 200.00
Water/Waste Water Operator C	\$ 200.00
Water/Waste Water Operator B	\$ 200.00
Water/Waste Water Operator A	\$ 200.00
Texas Registered Municipal Clerk	\$ 500.00
* Certified Code Enforcement Officer	\$ 300.00
* Certified Building Inspector	\$ 200.00
Certified Plans Reviewer	\$ 200.00
* State Plumbing Inspector License	\$ 500.00
State Licensed Food Manager Certification	\$ 500.00
Certified Planner (AICP)	\$ 500.00
Certified Computer Forensics	\$ 200.00
Vector Control Mosquito	\$ 500.00
Certified Storm water Inspector	\$ 500.00
Certified Municipal Clerk	\$ 500.00

2. ASSIGNMENT PAY:

<u>Police Dept.:</u>	
Communication Supervisor	\$ 500.00
Training Coordinator	\$ 500.00
Investigator	\$1,500.00
Supervisor for Investigators	\$ 500.00
Community Awareness	\$ 500.00
Bailiff	\$ 500.00
Evidence Technician	\$ 500.00

<u>Public Works</u>	
Animal Control	\$ 500.00
Commercial Drivers License	\$ 500.00

3. Longevity: available to regular, full time employees and accumulated on October 1 of each year.

Per year of service:	\$100.00
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DEVELOPMENT CORPORATION OF MERCEDES

SUPPLEMENTAL PAY PROGRAMS

Supplemental Pay in the following categories is cumulative.

1. EDUCATIONAL PAY:

Bachelor's degree	\$1,000
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Water Distribution/Waste Water Collection C	\$ 200.00
Water Distribution/Waste Water Collection B	\$ 200.00
Water Distribution/Waste Water Collection A	\$ 200.00
Water/Waste Water Operator C	\$ 200.00
Water/Waste Water Operator B	\$ 200.00
Water/Waste Water Operator A	\$ 200.00
Texas Registered Municipal Clerk	\$ 500.00
• Certified Code Enforcement Officer	\$ 300.00
• Certified Building Inspector	\$ 200.00
• Certified Plans Reviewer	\$ 200.00
• State Plumbing Inspector License	\$ 500.00
State Licensed Food Manager Certification	\$ 500.00
Certified Planner (AICP)	\$ 500.00
Certified Computer Forensics	\$ 200.00
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Certified Stormwater Inspector	\$ 500.00
Certified Municipal Clerk	\$ 500.00

2. ASSIGNMENT PAY:

<u>Police Dept.:</u>	
Communication Supervisor	\$ 500.00
Training Coordinator	\$ 500.00
Investigator	\$1,500.00
Supervisor for Investigators	\$ 500.00
Community Awareness	\$ 500.00
Bailiff	\$ 500.00
Evidence Technician	\$ 500.00

Public Works

Animal Control	\$ 500.00
Commercial Drivers License	\$ 500.00

3. **Longevity:** available to regular, full time employees and accumulated on October 1 of each year.
Per year of service: \$100.00

7. Discussion and Action: Bank Signature Card

Memo

To: DCM Board of Directors
From: Rose Saenz
CC: Melissa Ramirez, Executive Director
Date: 7/14/21
Re: TNB – Bank Signature Cards

Recommendation: Update all DCM Bank accounts with the following changes.

General Account ending in 1873

Keep

Melissa Deanne Ramirez
Jose Alfredo Gonzalez
Juan Antonio Garza
Jose Irineo Flores
Peggy Marie Chavez Yanez
Luis Huerta

Add

Marcos Joaquin Garcia IV

RBEG ending in 1881

Keep

Melissa Deanne Ramirez
Jose Irineo Flores
Juan Antonio Garza
Jose Alfredo Gonzalez
Peggy Marie Chavez Yanez
Luis Huerta

Add

Marcos Joaquin Garcia IV

IRP ending in 1889

Keep

Jose Irineo Flores
Juan Antonio Garza
Jose Alfredo Gonzalez
Melissa Deanne Ramirez
Peggy Marie Chavez Yanez
Luis Huerta

Add

Marcos Joaquin Garcia IV

VTX ending in 0691

Keep

Jose Alfredo Gonzalez

Jose Irineo Flores

Juan Antonio Garza

Melissa Deanne Ramirez

Peggy Marie Chavez Yanez

Luis Huerta

Add

Marcos Joaquin Garcia IV

8. Executive Session: Section 551.087: Economic development negotiations with Project Sports Complex, Project Macaw, Project D. Vogel, Project A. Gonzalez, Project G. Gomez and Project Gabriela and Section 551.071: pending legal issues with delinquent notes and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.

9. Discussion and Action: item #8

10. Adjournment