

Development Corporation of Mercedes, Inc.

Agenda

October 20, 2021 at 11:30AM

320 S. Ohio

Development Corporation of Mercedes, Inc.

Agenda

October 20, 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, October 20, 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: August 18, 2021 and September 8, 2021 Board Minutes
3. Discussion and Action: August and September Financials
4. Discussion and Action: Smoking on the Rio- Fiesta del Sol Sponsorship. \$12,500
5. Discussion and Action: Electricity for HEB Park
6. Discussion and Action: Purchase of Pop up Tent
7. Discussion and Action: ICSC- Las Vegas, December 5-7, 2021
8. Executive Session: Section 551.087: Economic development negotiations with Project Drive-In, Project Travel Center Tenant, Project Macaw 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

If 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 October 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: August 18, 2021 and
September 8, 2021 Board Minutes**

Development Corporation of Mercedes, Inc.
Regular Called Meeting
Wednesday, August 18, 2021 11:30AM

Board Members Present:

Fred Gonzalez – President
Peggy Marie Chavez – Yanez - Secretary
Luis Huerta – Member
Marcos Garcia - Member

Board Members Absent:

Joe Flores – Vice President
Tony Garza – Treasurer
Roel Villanueva- Member

EDC Staff Present:

Melissa Ramirez – Executive Director
Rose Saenz – Administrative Coordinator

City Staff Present:

Mark Sossi – DCM Attorney
Albert Perez – City Manager

Others Present:

Gary M. Schwarz DDS, MSD
Whitney J Rochelle DDS
Paul Orjuela DDS
Renee Thornton
Dawn Elsik
Felida Villarreal
Irma Garcia

1. Call Meeting to order

Fred Gonzalez called the meeting to order at 11:30 AM.

2. Executive Session: Section 551.072: relating to the sale of real estate for VF1 Lot 1, Section 551.087: Economic development negotiations with Project MD, Project Travel Center, Project Macaw, 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.

The Board went into Executive Session at 11:31 AM

The Board went into Open Session at 12:34 PM

3. Discussion and Action: item #2

Marcos Garcia motioned to approve a performance agreement be drafted by the attorney that incorporates a contract for the Sale of Real Estate of VF1 Lot 1 to Gary M Schwarz. Seconded by Luis Huerta. All voted Aye.

Marcos Garcia motioned to have the attorney draft a letter for Project MD as advised in Executive Session. Seconded by Luis Huerta. All voted Aye.

Marcos Garcia motioned to move forward on Project Travel Center as discussed in Executive Session. Seconded by Luis Huerta. All voted Aye.

4. Discussion and Action: July 21, 2021 Board Minutes

Marcos Garcia motioned to approve the July 21, 2021 Board Minutes as presented. Seconded by Luis Huerta. All voted aye.

5. Discussion and Action: July 2021 Financials

Marcos Garcia motioned to approve the July 2021 Financials as presented. Seconded by Luis Huerta. All voted aye.

6. Discussion and Action: Valley Initiative for Development and Advancement Funding Request

Peggy Marie Chavez - Yanez motioned to approve the Valley Initiative for Development and Advancement Funding Request of \$15,000 for training and skills development for Mercedes residents for FY 2021 - 2022. Seconded by Marcos Garcia. All voted aye.

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

Marcos Garcia motioned to approve the DCM FY 21-22 proposed Budget as presented. Seconded by Luis Huerta. All voted aye.

8. Discussion and Action: IRP FY 21- 22 Budget

Marcos Garcia motioned to approve the IRP FY 21-22 proposed Budget as presented. Seconded by Peggy Marie Chavez - Yanez. All voted aye.

9. Discussion and Action: Bylaws

Marcos Garcia motioned to approve the Bylaws as presented with changes discussed by the board. Seconded by Luis Huerta. All voted aye.

10. Discussion and Action: Purchase of GeoTours Grand Prize Gift Card from RGVPO and GeoTour Consultant

Peggy Marie Chavez - Yanez motioned to approve the purchase of the \$1,000 RGVPO gift card for the Grand Prize of the Geotours and to pay Gary our GeoTours Consultant \$700. Seconded by Marcos Garcia. All voted aye.

10. Adjournment: 1:31PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Peggy Marie Chavez - Yanez, Secretary

Roel Villanueva, Member

Luis Huerta, Member

Marcos Garcia, Member

Development Corporation of Mercedes, Inc.
Virtual Special Called Meeting
Wednesday, September 8, 2021 18, 2021 11:30AM
globalgotomeetings.com

Board Members Present:

Joe Flores – Vice President
Tony Garza – Treasurer
Peggy Marie Chavez – Yanez - Secretary
Roel Villanueva- Member
Luis Huerta – Member
Marcos Garcia - Member

Board Members Absent:

Fred Gonzalez – President

EDC Staff Present:

Melissa Ramirez – Executive Director
Rose Saenz – Administrative Coordinator

City Staff Present:

Mark Sossi – DCM Attorney

Others Present:

1. Call Meeting to order

Joe Flores called the meeting to order at 11:30 AM.

2. Executive Session: Section 551.072: relating to the sale of real estate for VF1 Lot 1 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.

The Board went into Executive Session at 11:31 AM

The Board went into Open Session at 11:47 AM

3. Discussion and Action: item #2

Tony Garza motioned to execute the Real Estate Contract for VF1 Lot 1 as discussed in executive session. Seconded by Luis Huerta. All voted Aye.

4. Discussion and Action: TXCLASS Quarterly Report

Tony Garza motioned to approve the TXCLASS Quarterly Report as presented. Seconded by Marcos Garcia. All voted aye.

5. Discussion and Action: FY 20-21 Audit, Burton, McCumber & Longoria, LLP

Tony Garza motioned to engage Burton, McCumber & Longoria for the FY 20-21 Audit. Seconded by Marcos Garcia. All voted aye.

10. Adjournment: 11:53AM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Peggy Marie Chavez - Yanez, Secretary

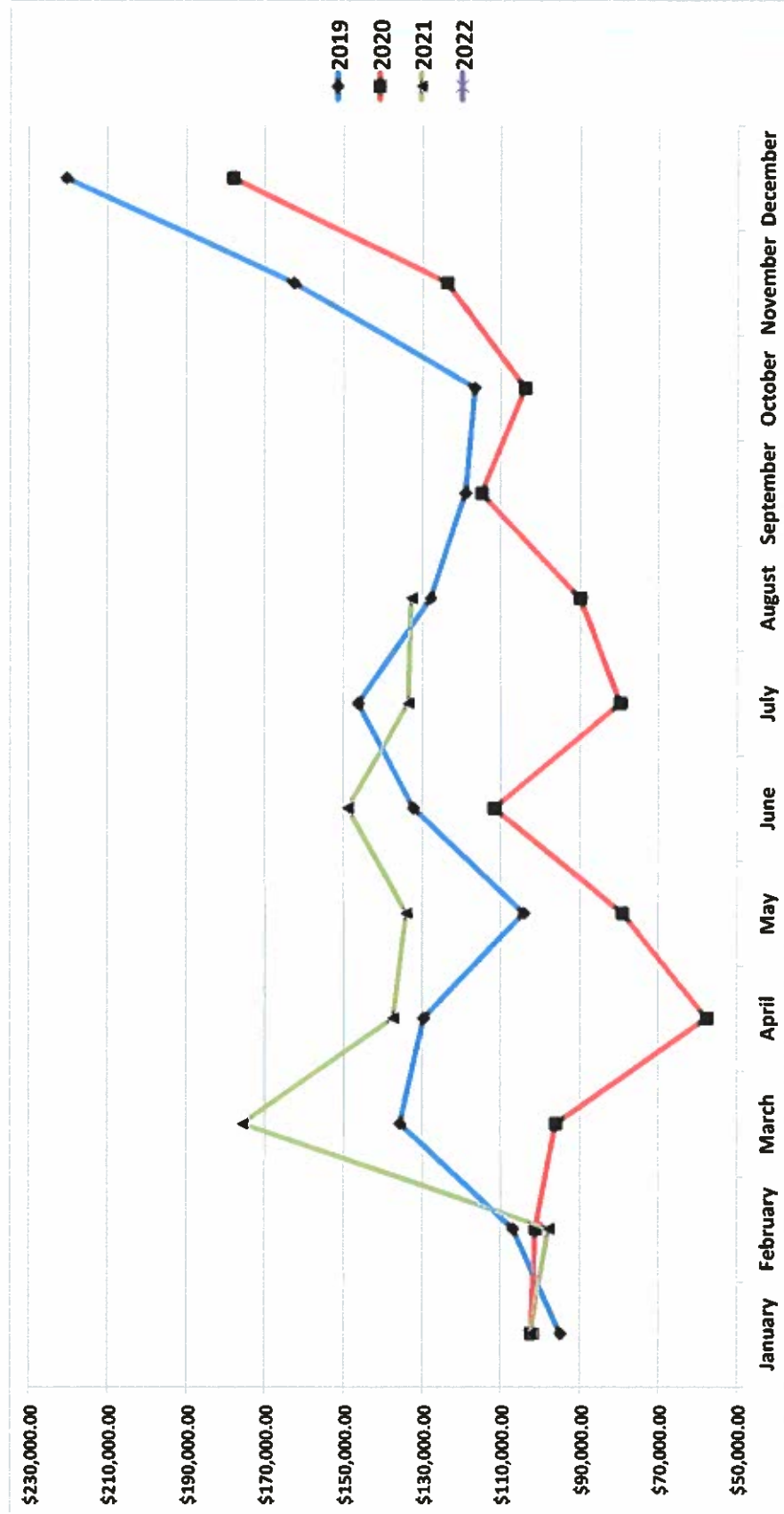
Roel Villanueva, Member

Luis Huerta, Member

Marcos Garcia, Member

3. Discussion and Action: August and September Financials

Sales Tax Comparison FY 2019 - FY 2021

[illegible]

August 2021 Sales Tax Allocation

City	Rate	Net Payment This	Comparable Payr % Change	Payment YTD	Prior Year Payment % Change
Hidalgo-Alamo	2.00%	\$382,814.43	\$331,360.31 15.52%	\$4,094,201.59	\$3,565,099.69 14.84%
Hidalgo-Alton	2.00%	\$144,167.16	\$129,262.16 11.53%	\$1,463,876.62	\$1,237,080.46 18.33%
Hidalgo-Donna	2.00%	\$414,064.14	\$369,493.93 12.06%	\$4,368,338.89	\$3,729,904.19 17.11%
Hidalgo-Edcouch	2.00%	\$29,993.32	\$28,539.03 5.09%	\$305,104.41	\$284,333.52 7.30%
Hidalgo-Edinburg	2.00%	\$2,819,061.22	\$2,123,518.92 32.75%	\$25,644,241.14	\$21,611,556.09 18.65%
Hidalgo-Elsa	1.50%	\$132,133.58	\$122,425.45 7.92%	\$1,396,340.13	\$1,184,142.42 17.91%
Hidalgo-Granjenc	1.00%	\$4,143.47	\$2,793.88 48.30%	\$45,738.22	\$32,565.51 40.44%
Hidalgo-Hidalgo	2.00%	\$311,612.35	\$237,027.43 31.46%	\$3,229,842.84	\$2,561,339.48 26.09%
Hidalgo-La Joya	2.00%	\$48,725.36	\$44,232.08 10.15%	\$563,157.94	\$473,043.05 19.05%
Hidalgo-La Villa	2.00%	\$12,010.90	\$8,905.21 34.87%	\$118,576.14	\$92,463.29 28.24%
Hidalgo-McAllen	2.00%	\$6,336,401.51	\$5,149,435.53 23.05%	\$66,715,978.36	\$54,721,250.99 21.91%
Hidalgo-Mercede	2.00%	\$532,219.32	\$360,547.72 47.61%	\$5,464,817.61	\$4,406,711.93 24.01%
Hidalgo-Mission	2.00%	\$1,622,113.16	\$1,457,949.94 11.25%	\$17,361,265.67	\$13,853,297.75 25.32%
Hidalgo-Palmhurst	1.50%	\$205,655.24	\$177,585.56 15.80%	\$2,214,906.97	\$1,858,849.26 19.15%
Hidalgo-Palmview	1.50%	\$145,674.26	\$85,692.86 69.98%	\$1,330,935.22	\$933,046.68 42.64%
Hidalgo-Penitas	1.50%	\$112,864.46	\$89,981.52 25.43%	\$1,114,202.00	\$910,933.21 22.31%
Hidalgo-Pharr	2.00%	\$2,069,789.45	\$1,878,446.59 10.18%	\$21,639,006.64	\$17,790,146.05 21.63%
Hidalgo-Progreso	2.00%	\$21,580.32	\$18,931.96 13.98%	\$219,391.53	\$218,791.00 0.27%
Hidalgo-Progreso	1.50%	\$5,458.55	\$89.81 5977.88%	\$53,267.55	\$43,397.01 22.74%
Hidalgo-San Juan	2.00%	\$443,953.91	\$382,580.90 16.04%	\$4,372,869.55	\$3,789,642.70 15.39%
Hidalgo-Sullivan	1.00%	\$18,306.29	\$18,733.80 -2.28%	\$210,267.15	\$188,279.15 11.67%
Hidalgo-Weslaco	2.00%	\$1,284,095.24	\$1,133,096.12 13.32%	\$13,868,128.21	\$11,612,933.10 19.41%

\$532,219.32
75%

City \$399,164.49

\$532,219.32
25%

EDC \$133,054.83

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

	Aug 31, 21	Jul 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	514,041.53	480,145.90	33,895.63
Development Corp - TXCLASS	127,788.99	127,783.51	5.48
EDC 2006 Reserve - TXCLASS	272,787.74	272,776.02	11.72
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	914,818.26	880,905.43	33,912.83
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	1,004,955.19	971,042.36	33,912.83
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)	123,913.96	124,861.28	-947.32
Note Receivable - City	391,323.56	391,323.56	0.00
Rsrcs To be Prov 07 & EDC Bull	5,444,362.93	5,465,196.27	-20,833.34
Total Other Assets	1,474,937.33	1,496,717.99	-21,780.66
TOTAL ASSETS	5,853,781.57	5,841,649.40	12,132.17
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	2,304.26	0.00
Unavailable Rev/Gain From EDC	123,913.96	124,861.28	-947.32
Total Other Current Liabilities	165,843.22	166,790.54	-947.32
Total Current Liabilities	165,843.22	166,790.54	-947.32
Long Term Liabilities			
Bonds Payable 2007	1,440,000.00	1,440,000.00	0.00
Bonds Payable 2016	1,208,333.72	1,229,167.06	-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	1,994,186.12	1,994,186.12	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	427,477.02	427,477.02	0.00
Total Long Term Liabilities	5,298,880.31	5,319,713.65	-20,833.34
Total Liabilities	5,464,723.53	5,486,504.19	-21,780.66

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

	<u>Aug 31, 21</u>	<u>Jul 31, 21</u>	<u>\$ Change</u>
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	80,009.61	46,096.78	33,912.83
Total Equity	<u>389,058.04</u>	<u>355,145.21</u>	<u>33,912.83</u>
TOTAL LIABILITIES & EQUITY	<u>5,853,781.57</u>	<u>5,841,849.40</u>	<u>12,132.17</u>

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

	Oct '20 - Aug 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - MD Int'l(Orb Galvan)	1,995.25	1,933.00	62.25	103.2%
Interest - TX Class	382.78	509.00	-126.22	75.2%
Loan Principal Payments - EDC	7,023.25	5,000.00	2,023.25	140.5%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	83,333.36	95,000.00	-11,666.64	87.7%
Other Inflows-Voiding old check	342.93			
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	93,077.57	699,803.92	-606,726.35	13.3%
Taxes				
Sales Tax	1,408,231.95	1,367,520.62	40,711.33	103.0%
Total Taxes	1,408,231.95	1,367,520.62	40,711.33	103.0%
Total Income	1,501,309.52	2,067,324.54	-566,015.02	72.6%
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	2,708.66	3,000.00	-291.34	90.3%
Office Equipment	0.00	3,000.00	-3,000.00	0.0%
Total Maintenance	2,708.66	6,000.00	-3,291.34	45.1%
Other Services & Charges				
Audit	15,000.00	15,000.00	0.00	100.0%
Automobile Mileage	1,540.64	5,000.00	-3,459.36	30.8%
Billboards	997.34	997.34	0.00	100.0%
Bldg Lease	14,283.50	15,582.00	-1,298.50	91.7%
Chamber	10,000.00	10,000.00	0.00	100.0%
Contract Labor - Writer	4,400.00	6,000.00	-1,600.00	73.3%
Crime Insurance	700.00	700.00	0.00	100.0%
Electricity	2,824.65	3,000.00	-175.35	94.2%
Interest Charges on Credit Card	12.98			
Janitorial	9,600.00	11,000.00	-1,400.00	87.3%
Late Fees and Charges	35.00			
Legal	32,517.75	45,000.00	-12,482.25	72.3%
Loan Fees - EDC	750.00	750.00	0.00	100.0%
Marketing & Promotion	6,259.35	7,300.00	-1,040.65	85.7%
Meetings	1,068.84	1,500.00	-431.16	71.3%
Membership/Subs	1,075.10	1,000.00	75.10	107.5%
Miscellaneous	265.02	500.00	-234.98	53.0%
Office Equipment - Lease	2,746.99	2,342.40	404.59	117.3%
Outlet Mall Oct 18' - Oct 28'	50,990.78	70,000.00	-19,009.22	72.8%
Postage	258.29	300.00	-41.71	86.1%
Professional Fees - Accounting	16,000.00	19,200.00	-3,200.00	83.3%
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	75,000.00	75,000.00	0.00	100.0%
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	42,165.40	580,295.92	-538,130.52	7.3%
Receptionist	12,000.00	12,000.00	0.00	100.0%
Series 2007 - Interest	74,748.92	83,720.00	-8,971.08	89.3%
Series 2007 - Principal	205,000.00	195,000.00	10,000.00	105.1%
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 August 31, 2021

	Oct '20 - Aug 21	Budget	\$ Over Budget	% of Budget
Telephones	4,560.20	5,400.00	-839.80	84.4%
TLF Repayment - Interest	14,435.53	33,808.56	-19,173.03	43.0%
TLF Repayment - Principal	104,162.40	97,897.40	6,265.00	106.4%
Travel & Training	250.00	1,200.00	-950.00	20.8%
VTX Note	166,666.72	190,000.00	-23,333.28	87.7%
Water Bill	1,272.50	1,200.00	72.50	106.0%
Web-Site	7,315.00	7,980.00	-665.00	91.7%
Total Other Services & Charges	1,269,443.90	1,889,795.62	-620,351.72	67.2%
Personnel Costs				
Cell Phone Allowance	550.00	600.00	-50.00	91.7%
Health/Life Insurance	9,514.06	13,896.00	-4,381.94	68.5%
Salaries	109,843.26	119,000.00	-9,156.74	92.3%
Social Security	8,375.11	9,470.70	-1,095.59	88.4%
TMRS Contribution	19,036.75	23,757.22	-4,720.47	80.1%
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	147,319.18	168,528.92	-21,209.74	87.4%
Supplies				
Office Supplies	1,828.17	2,000.00	-171.83	91.4%
Total Supplies	1,828.17	2,000.00	-171.83	91.4%
Total Expense	1,421,299.91	2,067,324.54	-646,024.63	68.8%
Net Ordinary Income	80,009.61	0.00	80,009.61	100.0%
Net Income	80,009.61	0.00	80,009.61	100.0%

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

	Aug 31, 21	Jul 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	229,308.29	264,013.08	-34,704.79
Total Checking/Savings	229,308.29	264,013.08	-34,704.79
Total Current Assets	229,308.29	264,013.08	-34,704.79
Other Assets			
Allowance - RBEG	-28,326.68	-28,326.68	0.00
EDC RBEG Grant-TXCLASS	41,731.35	41,729.57	1.78
Loan Rec - Ashley R Gonzalez	43,983.86	0.00	43,983.86
Loan Rec - DeLaGarza Bakery	117,128.57	118,585.72	-1,457.15
Loan Rec - First Nat'l B(Gomez)	25,824.64	25,824.64	0.00
Loan Rec - Jaime Gonzalez	24,186.74	24,961.30	-774.56
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	49,309.08	49,825.75	-516.67
Loan Rec - Reybotics, LLC (Adv)	146,280.17	146,280.17	0.00
Loan Rec - The Grind	48,280.81	49,091.75	-810.94
Loan Rec - Top Gym - San Miguel	51,540.67	52,583.29	-1,042.62
Loan Rec - Werbiski Ashley & H	13,867.84	14,867.08	-999.24
Total Other Assets	581,807.05	543,422.59	38,384.46
TOTAL ASSETS	811,115.34	807,435.67	3,679.67
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	540,075.69	501,693.01	38,382.68
Total Other Current Liabilities	540,075.69	501,693.01	38,382.68
Total Current Liabilities	540,075.69	501,693.01	38,382.68
Total Liabilities	540,075.69	501,693.01	38,382.68
Equity			
Fund Balance	261,903.39	261,903.39	0.00
Unrestricted Net Assets	-4,684.31	-4,684.31	0.00
Net Income	13,820.57	48,523.58	-34,703.01
Total Equity	271,039.65	305,742.66	-34,703.01
TOTAL LIABILITIES & EQUITY	811,115.34	807,435.67	3,679.67

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

	<u>Aug 31, 21</u>	<u>Jul 31, 21</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	217,915.38	207,534.20	10,381.18
Total Checking/Savings	<u>217,915.38</u>	<u>207,534.20</u>	<u>10,381.18</u>
Total Current Assets	<u>217,915.38</u>	<u>207,534.20</u>	<u>10,381.18</u>
Other Assets			
Allowance - IRP	-16,111.00	-16,111.00	0.00
IRP Operating Reserv - TXCLASS	68,571.86	68,568.91	2.95
Loan Rec - 956Sports	32,222.19	32,222.19	0.00
Loan Rec - Castaneda Mario & M	77,675.20	85,530.14	-7,854.94
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	127,286.91	128,260.18	-973.27
Loan Rec - Raquel Moreno	7,843.24	8,102.13	-258.89
Rsrcs To Be Provided	554,116.66	554,116.66	0.00
Total Other Assets	<u>867,739.32</u>	<u>876,823.47</u>	<u>-9,084.15</u>
TOTAL ASSETS	<u><u>1,085,654.70</u></u>	<u><u>1,084,357.67</u></u>	<u><u>1,297.03</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Note Payable - USDA - IRP	554,116.66	554,116.66	0.00
Unavailable Revenue - IRP	245,050.80	254,137.90	-9,087.10
Total Other Current Liabilities	<u>799,167.46</u>	<u>808,254.56</u>	<u>-9,087.10</u>
Total Current Liabilities	<u>799,167.46</u>	<u>808,254.56</u>	<u>-9,087.10</u>
Total Liabilities	<u>799,167.46</u>	<u>808,254.56</u>	<u>-9,087.10</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	82,588.30	72,204.17	10,384.13
Total Equity	<u>286,487.24</u>	<u>276,103.11</u>	<u>10,384.13</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,085,654.70</u></u>	<u><u>1,084,357.67</u></u>	<u><u>1,297.03</u></u>

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

	Sep 30, 21	Aug 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - Development Corporation	576,159.26	514,056.53	62,102.73
Development Corp - TXCLASS	127,793.63	127,788.99	4.64
EDC 2006 Reserve - TXCLASS	272,797.67	272,787.74	9.93
VTX Bond 2016	200.00	200.00	0.00
Total Checking/Savings	976,950.56	914,833.26	62,117.30
Accounts Receivable			
Sales Tax Receivable	238,000.00	205,647.56	32,352.44
Total Accounts Receivable	238,000.00	205,647.56	32,352.44
Total Current Assets	1,214,950.56	1,120,480.82	94,469.74
Fixed Assets			
Accumulated Depreciation	-11,884.78	-11,402.00	-482.78
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	3,373,406.27	3,373,889.05	-482.78
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)	122,878.70	123,913.96	-1,035.26
Note Receivable - City	391,323.56	391,323.56	0.00
Rsacs To be Prov 07 & EDC Buil	5,393,282.14	5,444,362.93	-51,080.79
Total Other Assets	1,422,821.28	1,474,937.33	-52,116.05
TOTAL ASSETS	5,011,178.11	5,969,307.20	41,870.91
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	3,804.63	2,304.26	1,500.37
Unavailable Rev/Gain From EDC	122,878.70	123,913.96	-1,035.26
Total Other Current Liabilities	166,308.33	165,843.22	465.11
Total Current Liabilities	166,308.33	165,843.22	465.11
Long Term Liabilities			
Bonds Payable 2007	1,440,000.00	1,440,000.00	0.00
Bonds Payable 2016	1,187,500.38	1,208,333.72	-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	1,973,562.55	1,994,186.12	-20,623.57
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	417,853.14	427,477.02	-9,623.88
Total Long Term Liabilities	5,247,799.52	5,298,880.31	-51,080.79
Total Liabilities	5,414,107.85	5,464,723.53	-50,615.68

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

	Sep 30, 21	Aug 31, 21	\$ Change
Equity			
Fund Balance - General	295,452.37	295,452.37	0.00
Unappropriated FDBL/RETAIN ERN	-4,297,469.71	-4,297,469.71	0.00
Unrestricted Net Assets	4,426,576.40	4,426,576.40	0.00
Net Income	172,511.20	80,024.61	92,486.59
Total Equity	597,070.26	504,583.67	92,486.59
TOTAL LIABILITIES & EQUITY	6,011,178.11	5,969,307.20	41,870.91

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

	Oct '20 - Sep 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Miscellaneous				
Interest - MD Int'l(Orb Galvan)	2,613.87	1,933.00	680.87	135.2%
Interest - TX Class	397.35	509.00	-111.65	78.1%
Loan Principal Payments - EDC	8,058.51	5,000.00	3,058.51	161.2%
Other Financing Sources-Reserve	0.00	469,842.29	-469,842.29	0.0%
Other Income-City Pmt VTX	93,750.03	95,000.00	-1,249.97	98.7%
Other inflows-Voiding old check	342.93			
Texas Class Transfer	0.00	127,519.63	-127,519.63	0.0%
Total Miscellaneous	105,162.69	699,803.92	-594,641.23	15.0%
Taxes				
Sales Tax	1,574,348.50	1,367,520.62	206,827.88	115.1%
Total Taxes	1,574,348.50	1,367,520.62	206,827.88	115.1%
Total Income	1,679,511.19	2,067,324.54	-387,813.35	81.2%
Expense				
Capital Outlay				
Furniture & Fixtures	0.00	1,000.00	-1,000.00	0.0%
Total Capital Outlay	0.00	1,000.00	-1,000.00	0.0%
Depreciation Expense	482.78	0.00	482.78	100.0%
Maintenance				
Maintenance	3,519.42	3,000.00	519.42	117.3%
Office Equipment	0.00	3,000.00	-3,000.00	0.0%
Total Maintenance	3,519.42	6,000.00	-2,480.58	58.7%
Other Services & Charges				
Audit	15,000.00	15,000.00	0.00	100.0%
Automobile Mileage	1,836.56	5,000.00	-3,163.44	36.7%
Billboards	997.34	997.34	0.00	100.0%
Bldg Lease	15,582.00	15,582.00	0.00	100.0%
Chamber	10,000.00	10,000.00	0.00	100.0%
Contract Labor - Writer	5,200.00	6,000.00	-800.00	86.7%
Crime Insurance	700.00	700.00	0.00	100.0%
Electricity	3,055.84	3,000.00	55.84	101.9%
Interest Charges on Credit Card	12.98			
Janitorial	10,500.00	11,000.00	-500.00	95.5%
Late Fees and Charges	35.00			
Legal	35,957.75	45,000.00	-9,042.25	79.9%
Loan Fees - EDC	750.00	750.00	0.00	100.0%
Marketing & Promotion	7,620.70	7,300.00	320.70	104.4%
Meetings	1,249.39	1,500.00	-250.61	83.3%
Membership/Subs	1,125.20	1,000.00	125.20	112.5%
Miscellaneous	308.08	500.00	-191.92	61.6%
Office Equipment - Lease	2,969.46	2,342.40	627.06	126.8%
Outlet Mall Oct 18' - Oct 28'	71,614.35	70,000.00	1,614.35	102.3%
Postage	286.63	300.00	-13.37	95.5%
Professional Fees - Accounting	17,600.00	19,200.00	-1,600.00	91.7%
Project CL Healthcare	59,000.00	59,000.00	0.00	100.0%
Project La Herencia	66,000.00	66,866.00	-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	75,000.00	75,000.00	0.00	100.0%
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	42,165.40	580,295.92	-538,130.52	7.3%
Receptionist	12,000.00	12,000.00	0.00	100.0%
Series 2007 - Interest	74,748.92	83,720.00	-8,971.08	89.3%
Series 2007 - Principal	205,000.00	195,000.00	10,000.00	105.1%

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

	Oct '20 - Sep 21	Budget	\$ Over Budget	% of Budget
Series 2010A- Int & Princ 8/21	64,741.00	64,856.00	-115.00	99.8%
Telephones	4,994.28	5,400.00	-405.72	92.5%
TLF Repayment - Interest	15,593.28	33,608.56	-18,015.28	46.4%
TLF Repayment - Principal	113,786.28	97,897.40	15,888.88	116.2%
Travel & Training	250.00	1,200.00	-950.00	20.8%
VTX Note	187,500.06	190,000.00	-2,499.94	98.7%
Water Bill	1,389.25	1,200.00	189.25	115.8%
Web-Site	7,980.00	7,980.00	0.00	100.0%
Total Other Services & Charges	1,333,349.75	1,889,795.62	-556,445.87	70.6%
Personnel Costs				
Cell Phone Allowance	600.00	600.00	0.00	100.0%
Health/Life Insurance	10,375.12	13,896.00	-3,520.88	74.7%
Salaries	125,523.66	119,000.00	6,523.66	105.5%
Social Security	9,572.11	9,470.70	101.41	101.1%
TMRS Contribution	21,693.01	23,757.22	-2,064.21	91.3%
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	167,763.90	168,528.92	-765.02	99.5%
Supplies				
Office Supplies	1,884.14	2,000.00	-115.86	94.2%
Total Supplies	1,884.14	2,000.00	-115.86	94.2%
Total Expense	1,506,999.99	2,067,324.54	-560,324.55	72.9%
Net Ordinary Income	172,511.20	0.00	172,511.20	100.0%
Net Income	172,511.20	0.00	172,511.20	100.0%

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

	Sep 30, 21	Aug 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - EDC R.B.E.G. Grant	232,681.95	229,308.29	3,373.66
Total Checking/Savings	<u>232,681.95</u>	<u>229,308.29</u>	<u>3,373.66</u>
Total Current Assets	<u>232,681.95</u>	<u>229,308.29</u>	<u>3,373.66</u>
Other Assets			
Allowance - RBEG	-28,328.68	-28,328.68	0.00
EDC RBEG Grant-TXCLASS	41,732.85	41,731.35	1.50
Loan Rec - Ashley R Gonzalez	43,983.86	43,983.86	0.00
Loan Rec - DeLaGarza Bakery	115,697.12	117,128.57	-1,431.45
Loan Rec - First Nat'l B(Gomez)	25,824.64	25,824.64	0.00
Loan Rec - Jaime Gonzalez	23,408.88	24,186.74	-777.86
Loan Rec - MD International	48,000.00	48,000.00	0.00
Loan Rec - Michael Salinas	48,806.92	49,309.08	-502.16
Loan Rec - Reybotics, LLC (Adv)	146,280.17	146,280.17	0.00
Loan Rec - The Grind	47,450.88	48,280.81	-829.93
Loan Rec - Top Gym - San Miguel	50,499.80	51,540.67	-1,040.87
Loan Rec - Werbiski Ashley & H	13,867.84	13,867.84	0.00
Total Other Assets	<u>577,226.28</u>	<u>581,807.05</u>	<u>-4,580.77</u>
TOTAL ASSETS	<u>809,908.23</u>	<u>811,115.34</u>	<u>-1,207.11</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Unavailable Revenue	535,493.42	540,075.69	-4,582.27
Total Other Current Liabilities	<u>535,493.42</u>	<u>540,075.69</u>	<u>-4,582.27</u>
Total Current Liabilities	<u>535,493.42</u>	<u>540,075.69</u>	<u>-4,582.27</u>
Total Liabilities	<u>535,493.42</u>	<u>540,075.69</u>	<u>-4,582.27</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	17,195.73	13,820.57	3,375.16
Total Equity	<u>274,414.81</u>	<u>271,039.65</u>	<u>3,375.16</u>
TOTAL LIABILITIES & EQUITY	<u>809,908.23</u>	<u>811,115.34</u>	<u>-1,207.11</u>

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

	Sep 30, 21	Aug 31, 21	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Cash - I R P	220,903.22	217,915.38	2,987.84
Total Checking/Savings	220,903.22	217,915.38	2,987.84
Total Current Assets	220,903.22	217,915.38	2,987.84
Other Assets			
Allowance - IRP	0.00	-16,111.00	16,111.00
IRP Operating Reserv - TXCLASS	68,574.35	68,571.86	2.49
Loan Rec - 956Sports	0.00	32,222.19	-32,222.19
Loan Rec - Castaneda Mario & M	76,864.28	77,675.20	-810.92
Loan Rec - First Nat'l (Gomez)	16,134.26	16,134.26	0.00
Loan Rec - MD Int'l (Galvan)	126,223.28	127,286.91	-1,063.63
Loan Rec - Raquel Moreno	7,583.80	7,843.24	-259.64
Rarcs To Be Provided	554,116.66	554,116.66	0.00
Total Other Assets	849,496.43	867,739.32	-18,242.89
TOTAL ASSETS	1,070,399.65	1,085,654.70	-15,255.05
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Note Payable - USDA - IRP	554,116.66	554,116.66	0.00
Unavallable Revenue - IRP	226,805.42	245,050.80	-18,245.38
Total Other Current Liabilities	780,922.08	799,167.46	-18,245.38
Total Current Liabilities	780,922.08	799,167.46	-18,245.38
Total Liabilities	780,922.08	799,167.46	-18,245.38
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	85,578.63	82,588.30	2,990.33
Total Equity	289,477.57	286,487.24	2,990.33
TOTAL LIABILITIES & EQUITY	1,070,399.65	1,085,654.70	-15,255.05



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

Account Number XXXXXX0000
Statement Date 08/31/2021
Statement Thru Date 08/31/2021
Check/Items Enclosed 23
Page 1



00009867 TT212S09012103052400 01 000000000 0009867 005

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

Customer Service Information

- 24/7 Banking:** 1-888-862-1862
- Customer Support:** 1-855-862-1920
Your Bank associates are available to assist you Monday through Friday from 8:00AM to 5:00PM
- Written Inquiries:**
P.O. Box 4650, Edinburg, Texas 78540
- Visit us Online:** www.texasnational.com
- Email Inquiries:** customerservice@texasnational.com
- Join us on Facebook!**

PUBLIC FUNDS ANALYSIS

Account Number: XXXXXX1873

Account Owner(s): DEVELOPMENT CORPORATION OF MERCEDES INC

Balance Summary

Beginning Balance as of 08/01/2021	\$744,833.21
+ Deposits and Credits (2)	\$147,422.67
- Withdrawals and Debits (28)	\$368,233.95
Ending Balance as of 08/31/2021	\$524,021.93
Service Charges for Period	\$0.00
Average Balance for Period	\$659,552.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Aug 17	REF A2EUNAC FROM *1899 MD INTERNATIONAL	1,801.85
Aug 19	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	145,620.82

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Aug 02	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	900.00
Aug 06	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,486.57
Aug 13	IRS/USATAXPYMT *****2582949243 DEVELOPMENT CORPORATIO	2,304.26
Aug 20	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,436.56
Aug 25	REF ADXP0ZS TO *0691	10,416.67

Initial
VTX reimburse (city portion)



Account Number
Statement Date 08/31/2021
Statement Thru Date 08/31/2021
Page 2

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Aug 03	outlet 3778	19,095.24	Aug 03	3787	894.23	Aug 19	3796	50.00
Aug 12	TMR 3779	2,191.38	Aug 03	Accty 3788	1,600.00	Aug 19	3797	117.00
Aug 09	3780	222.47	Aug 06	chamber 3789	1,298.50	Aug 24	knapp 3798	75,000.00
Aug 04	3781	133.05	Aug 06	3790	665.00	Aug 30	incent. 3799	262.47
Aug 20	Boa bond 3782	242,423.75	Aug 11	3791	230.97	Aug 26	3800	434.08
Aug 02	3783	116.38	Aug 05	3792	63.74	Aug 30	Am. express 3802	1,119.84
Aug 11	*3785	400.00	Aug 09	3793	400.00	Aug 31	*3804	116.75
Aug 06	3786	105.04	Aug 17	*3795	750.00			

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Aug 02	743,816.83	Aug 11	715,222.02	Aug 24	536,371.74
Aug 03	722,227.36	Aug 12	713,030.64	Aug 25	525,955.07
Aug 04	722,094.31	Aug 13	710,726.38	Aug 26	525,520.99
Aug 05	722,030.57	Aug 17	711,778.23	Aug 30	524,138.68
Aug 06	716,475.46	Aug 19	857,232.05	Aug 31	524,021.93
Aug 09	715,852.99	Aug 20	611,371.74		



Account Number
Statement Date 08/31/2021
Statement Thru Date 08/31/2021
Page 3

CHECK IMAGES

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/2/2021

Pay to the order of: C. J. Williams
One hundred and sixteen and 38/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: One hundred and sixteen and 38/100

Amount in Numbers: \$116.38

Signature: [Signature]

Check Number: 3783

08/02/2021 Check 3783 \$116.38

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/3/2021

Pay to the order of: C. J. Williams
Eight hundred and ninety four and 23/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Eight hundred and ninety four and 23/100

Amount in Numbers: \$894.23

Signature: [Signature]

Check Number: 3787

08/03/2021 Check 3787 \$894.23

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/3/2021

Pay to the order of: Sweet Peppers Restaurant, LLC
Nineteen thousand and ninety five and 24/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Nineteen thousand and ninety five and 24/100

Amount in Numbers: \$19,095.24

Signature: [Signature]

Check Number: 3778

08/03/2021 Check 3778 \$19,095.24

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/3/2021

Pay to the order of: Sweet Peppers Restaurant, LLC
One thousand and six hundred

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: One thousand and six hundred

Amount in Numbers: \$1,600.00

Signature: [Signature]

Check Number: 3788

08/03/2021 Check 3788 \$1,600.00

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/4/2021

Pay to the order of: Memphis Business Center
One hundred and thirty three and 5/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: One hundred and thirty three and 5/100

Amount in Numbers: \$133.05

Signature: [Signature]

Check Number: 3781

08/04/2021 Check 3781 \$133.05

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/5/2021

Pay to the order of: Memphis Business Center
Sixty three and 74/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Sixty three and 74/100

Amount in Numbers: \$63.74

Signature: [Signature]

Check Number: 3792

08/05/2021 Check 3792 \$63.74

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/6/2021

Pay to the order of: Memphis Business Center
One thousand two hundred and ninety eight and 50/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: One thousand two hundred and ninety eight and 50/100

Amount in Numbers: \$1,298.50

Signature: [Signature]

Check Number: 3789

08/06/2021 Check 3789 \$1,298.50

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/6/2021

Pay to the order of: Memphis Business Center
One hundred and five and 4/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: One hundred and five and 4/100

Amount in Numbers: \$105.04

Signature: [Signature]

Check Number: 3786

08/06/2021 Check 3786 \$105.04

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/6/2021

Pay to the order of: Memphis Business Center
Six hundred and sixty five

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Six hundred and sixty five

Amount in Numbers: \$665.00

Signature: [Signature]

Check Number: 3790

08/06/2021 Check 3790 \$665.00

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/9/2021

Pay to the order of: Memphis Business Center
Two hundred and twenty two and 47/100

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Two hundred and twenty two and 47/100

Amount in Numbers: \$222.47

Signature: [Signature]

Check Number: 3780

08/09/2021 Check 3780 \$222.47

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/9/2021

Pay to the order of: Memphis Business Center
Four hundred

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Four hundred

Amount in Numbers: \$400.00

Signature: [Signature]

Check Number: 3793

08/09/2021 Check 3793 \$400.00

DEVELOPMENT CORPORATION OF HENDERSON, INC.
328 S. Ohio
Memphis, TN 38103

Check Date: 8/11/2021

Pay to the order of: Memphis Business Center
Four hundred

City of Memphis
P.O. Box 1000
Memphis, TN 38103

Amount in Words: Four hundred

Amount in Numbers: \$400.00

Signature: [Signature]

Check Number: 3785

08/11/2021 Check 3785 \$400.00



Account Number
Statement Date 08/31/2021
Statement Thru Date 08/31/2021
Page 4

CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/11/21

Pay to the order of: Arpa Group

Amount: \$230.97

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/11/2021 Check 3791 \$230.97

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/12/21

Pay to the order of: Memphis Convention Center

Amount: \$2,191.38

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/12/2021 Check 3779 \$2,191.38

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/17/21

Pay to the order of: Memphis Convention Center

Amount: \$750.00

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/17/2021 Check 3795 \$750.00

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/19/21

Pay to the order of: Memphis Convention Center

Amount: \$50.00

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/19/2021 Check 3796 \$50.00

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/19/21

Pay to the order of: Memphis Convention Center

Amount: \$117.00

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/19/2021 Check 3797 \$117.00

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/20/21

Pay to the order of: Memphis Convention Center

Amount: \$242,423.75

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/20/2021 Check 3782 \$242,423.75

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/24/21

Pay to the order of: Memphis Convention Center

Amount: \$75,000.00

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/24/2021 Check 3798 \$75,000.00

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/26/21

Pay to the order of: Memphis Convention Center

Amount: \$434.08

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/26/2021 Check 3800 \$434.08

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/30/21

Pay to the order of: Memphis Convention Center

Amount: \$262.47

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/30/2021 Check 3799 \$262.47

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/30/21

Pay to the order of: Memphis Convention Center

Amount: \$1,119.84

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/30/2021 Check 3802 \$1,119.84

DEVELOPMENT CORPORATION OF MEMPHIS, INC.
500 S. CHURCH
MEMPHIS, TN 38102

Check Date: 08/31/21

Pay to the order of: Memphis Convention Center

Amount: \$116.75

Signature: David Campbell

PO000001119P C11A192118C 010000181P

08/31/2021 Check 3804 \$116.75



**Blue BusinessSM Plus Credit Card**DEVELOPMENT CORPORATION OF
MELISSA RAMIREZClosing Date 08/17/21 Next Closing Date 09/16/21
Account Ending 5-31009

p. 1/6

Customer Care: 1-800-521-6121
TTY: Use Relay 711
Website: americanexpress.com

New Balance **\$1,119.84**

Minimum Payment Due **\$35.00**

Payment Due Date **09/11/21[‡]**

‡Late Payment Warning: If we do not receive your Minimum Payment Due by the Payment Due Date of 09/11/21, you may have to pay a late fee of up to \$39.00 and your APRs may be increased to the Penalty APR of 29.24%.

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

If you make no additional charges and each month you pay...	You will pay off the balance shown on this statement in about...	And you will pay an estimated total of...
Only the Minimum Payment Due	3 years	\$1,389

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

See page 2 for important information about your account.

Please refer to the **IMPORTANT NOTICES** section on **page 5**.

Continued on page 3

Membership Rewards[®] Points

Available and Pending as of 07/31/21

8,706

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

Account Summary

Previous Balance \$133.05
Payments/Credits -\$133.05
New Charges +\$1,119.84
Fees +\$0.00
Interest Charged +\$0.00

New Balance **\$1,119.84**
Minimum Payment Due **\$35.00**

Credit Limit \$13,000.00
Available Credit \$11,880.16

Days in Billing Period: 32

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

**Payment Coupon**

Do not staple or use paper clips

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

1-800-472-9297

Account Ending 5-31009

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

MB 01 004259 23186 B 20 D



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

Payment Due Date
09/11/21

New Balance
\$1,119.84

Minimum Payment Due
\$35.00

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



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

\$ _____
Amount Enclosed

0000349992503945648 000111984000003500 13 H



Blue BusinessSM Plus Credit Card
 DEVELOPMENT CORPORATION OF
 MELISSA RAMIREZ
 Closing Date 08/17/21



p. 3/6

Account Ending 5-31009



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

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



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

Put More Time to Business and Less Time to Bills

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

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



Payments and Credits

Summary

Total

Payments - \$133.05

Credits \$0.00

Total Payments and Credits - \$133.05

Detail *Indicates posting date

Payments **Amount**

08/03/21* PAYMENT RECEIVED - THANK YOU - \$133.05

New Charges

Summary

Total

Total New Charges \$1,119.84

Detail



MELISSA RAMIREZ
 Card Ending 5-31009

				Amount
07/17/21	LOOPNET COMMERCIAL P	888-567-7442	DC	Marketing + Promotion \$69.00
07/21/21	BIG DOG BBQ squareup.com/receipts	Mercedes	TX	Meetings \$119.08
07/24/21	LOGMEIN*GOTOMEETING ONLINE SVCS	LOGMEIN.COM	MA	Meetings \$51.06
07/27/21	AMZN MKTP US*2E50S6712 BOOK STORES	AMZN.COM/BILL	WA	Office Supplies \$12.98
08/12/21	OFFICE DEPOT #2668 000002668 8004633768 FS Color LTR SglSd, 24# Folding, Machine Any Size	WESLACO	TX	GeoTours Passport printing + Folding \$76.32

Continued on reverse

Detail Continued

				Amount
08/12/21	TEXAS S.O.S. SVC 512-463-5601	HAGERSTOWN	MD	<i>Projects</i> \$0.40
08/12/21	TEXAS SECRETARY OF STATE 724983044077 5178570 BUSINESS SERVICES	AUSTIN	TX	<i>UCC fee Ashley Gonzales</i> \$15.00
08/16/21	PREMIER TEES squareup.com/receipts	Weslaco	TX	<i>Projects</i> <i>UCC Ashley Gonzales</i> <i>GeoTours</i> <i>T-shirts</i> \$776.00

Fees

	Amount
Total Fees for this Period	\$0.00

Interest Charged

	Amount
Total Interest Charged for this Period	\$0.00

About Trailing Interest

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

2021 Fees and Interest Totals Year-to-Date

	Amount
Total Fees in 2021	\$35.00
Total Interest in 2021	\$12.98

Interest Charge Calculation

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

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

**Blue BusinessSM Plus Credit Card**

DEVELOPMENT CORPORATION OF

MELISSA RAMIREZ

Closing Date 09/16/21 Next Closing Date 10/17/21

Account Ending 5-31009



p. 1/6

Customer Care: 1-800-521-6121

TTY: Use Relay 711

Website: americanexpress.com

New Balance **\$1,628.30**

Minimum Payment Due **\$35.00**

Payment Due Date **10/11/21[‡]**

‡Late Payment Warning: If we do not receive your Minimum Payment Due by the Payment Due Date of 10/11/21, you may have to pay a late fee of up to \$39.00 and your APRs may be increased to the Penalty APR of 29.24%.

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

If you make no additional charges and each month you pay...	You will pay off the balance shown on this statement in about...	And you will pay an estimated total of...
Only the Minimum Payment Due	6 years	\$2,299
\$55	3 years	\$1,982 (Savings = \$317)

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**.

Membership Rewards[®] Points

Available and Pending as of 08/31/21

10,944

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

Account Summary

Previous Balance \$1,119.84
 Payments/Credits -\$1,119.84
 New Charges +\$1,628.30
 Fees +\$0.00
 Interest Charged +\$0.00

New Balance **\$1,628.30**
Minimum Payment Due **\$35.00**

Credit Limit \$13,000.00
 Available Credit \$11,371.70

Days in Billing Period: 30

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

**Payment Coupon**

Do not staple or use paper clips

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

1-800-472-9297

Account Ending 5-31009

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

MB 01 015883 58375 B 78 A



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

Payment Due Date

10/11/21

New Balance

\$1,628.30

Minimum Payment Due

\$35.00

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



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

\$ _____
Amount Enclosed

0000349992503945648 000162830000003500 13 H



Blue BusinessSM Plus Credit Card
 DEVELOPMENT CORPORATION OF
 MELISSA RAMIREZ
 Closing Date 09/16/21

p. 3/6

Account Ending 5-31009



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

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



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	-\$1,119.84
Credits	\$0.00
Total Payments and Credits	-\$1,119.84

Detail *Indicates posting date

Payments	Amount
08/29/21* PAYMENT RECEIVED - THANK YOU	-\$1,119.84

New Charges

Summary

	Total
Total New Charges	\$1,628.30

Detail

MELISSA RAMIREZ
 Card Ending 5-31009

				Amount
08/17/21	LOOPNET COMMERCIAL P	888-567-7442	DC	\$69.00
08/18/21	CHILI'S 1367 ECOMM 0000 800-983-4637	MERCEDES	TX	\$129.49
08/18/21	USPS PO 4858200081 001372731 8002758777	MERCEDES	TX	\$28.34
08/20/21	GROUNDSPK INC MERCHANDISE 866-436-2224 SHOP.GEOCACHING.COM	866-436-2224	WA	\$119.94
08/22/21	LOWE'S OF WESLACO, TX 2980 956-969-6030	WESLACO	TX	\$3.77
08/22/21	HABOR FREIGHT TOOLS 53134 0000 800-444-3353	WESLACO	TX	\$12.25
08/22/21	WAL-MART SUPERCENTER 1041 1041 DISCOUNT STORE	WESLACO	TX	\$56.03
08/23/21	INSTA SIGNS 844-777-7446	WESLACO	TX	\$78.00
08/24/21	LOGMEIN*GOTOMEETING ONLINE SVCS	LOGMEIN.COM	MA	\$51.06
08/27/21	INDEED INTERNET ADS	(203)564-2400	CT	\$27.32

Handwritten notes:
 DC: Mktg. & Promotion
 TX: Meetings
 TX: Postage
 WA: Mktg. & Promotions (Geo Tour)
 TX: Geo Tour
 TX: Mktg. & Promotions
 TX: Mktg. & Promotions
 TX: Mktg. & Promotions
 TX: Mktg. & Promotions
 MA: Meetings
 CT: MISC.

Continued on reverse

Detail Continued

				Amount
08/31/21	FACEBK*3Q7AT4FDA2 ADVERTISING SERVICE	MENLO PARK	BT Mktg & Promo's	\$14.46
09/01/21	RIO GRANDE VLY PMOT 7908 0000 877-746-6642	sub card MERCEDES	GT TX Mktg & Promo's	\$1,007.90
09/01/21	INDEED INTERNET ADS	(203)564-2400	CT MISC.	\$15.34
09/08/21	TEXAS SECRETARY OF STATE 251596056625 5178570 BUSINESS SERVICES	AUSTIN	TX Projects	\$15.00
09/08/21	TEXAS S.O.S. SVC 512-463-5601	HAGERSTOWN	MD Projects KCC Ashley Gonzalez	\$0.40

Fees

	Amount
Total Fees for this Period	\$0.00

Interest Charged

	Amount
Total Interest Charged for this Period	\$0.00

About Trailing Interest

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

2021 Fees and Interest Totals Year-to-Date

	Amount
Total Fees in 2021	\$35.00
Total Interest in 2021	\$12.98

Interest Charge Calculation

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

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

(v) Variable Rate



0000468-0006125 PDF 334303

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

Summary Statement

August 31, 2021

Page 1 of 6

Investor ID: TX-01-0607

Texas CLASS

Texas CLASS		Average Monthly Yield: 0.0506%						
		Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	127,783.51	0.00	0.00	5.48	72.28	127,786.50	127,788.99
TX-01-0607-0002	EDC 2006 RESERVE	272,776.02	0.00	0.00	11.72	154.34	272,782.40	272,787.74
TX-01-0607-0003	EDC RBEG FUND	41,729.57	0.00	0.00	1.78	23.51	41,730.54	41,731.35
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	68,568.91	0.00	0.00	2.95	38.79	68,570.52	68,571.86
TOTAL		510,858.01	0.00	0.00	21.93	288.92	510,869.96	510,879.94

Tel: (800) 707-6242

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

Security Holder Remittance Report for 10/7/2021

Start Date:	9/24/2021 12:00:00
End Date:	10/7/2021 11:59:00
Print Date:	10/07/2021
Print Time:	4:04:53 pm

Security Holder **Development Corporation of Mercedes**

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

<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Rcvr'd Fee</u>	<u>Net Rem</u>
										<u>A</u>
98564204	Werbiski	Regular Pymnt	10/04/2021	573.04	476.80	89.15	18.00	0.00	0.00	527.71
Investor/Bank/Group Total				573.04	476.80	89.15	18.00	0.00	0.00	527.71

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

<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Rcvr'd Fee</u>	<u>Net Rem</u>
										<u>A</u>
98580836	Castaneda	Regular Pymnt	10/05/2021	1,060.13	955.51	104.62	18.00	0.00	0.00	1,042.13
Investor/Bank/Group Total				1,060.13	955.51	104.62	18.00	0.00	0.00	1,042.13

Total Security Holder				1,633.17	1,432.11	173.77	36.00	27.29	0.00	1,569.81
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Delinquency Report

As Of October 07, 2021

Data Date: 10/07/2021
Data Time: 5:00:07 pm
Print Date: 10/07/2021
Print Time: 5:00:07 pm

Security Holder Development Corporation of Mercedes

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

Loan No	Loan Amt	Prin Bal	Total Pmt	Unpaid Lt Chrg	Int Pd to Dt	Total Due	Due Date	Dt Last Pmt	Days Late	#PmtDue
98563684	150,400.00	146,280.17	426.65	21.33		1,322.61	07/24/2021	08/13/2021	75	3

REYBOTIC;

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

Loan No	Loan Amt	Prin Bal	Total Pmt	Unpaid Lt Chrg	Int Pd to Dt	Total Due	Due Date	Dt Last Pmt	Days Late	#PmtDue
98569300	315,629.17	297,101.98	2938.50	146.93	09/16/2021	4,894.79	08/18/2021	09/16/2021	50	2
MD Internati, 311 D. Vogel Drive										
98550182	100,000.00	41,958.91	104.90	5.25		215.05	09/06/2021	12/04/2020	31	2
Gomez , Rov 334 South Texas Blvd.										

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	10/01/21	5.00000	1,976.98	115,697.12	115,697.12	0.00	0.00	0.00
01	985	002	98550038	98550038	Salinas, Michae	10/10/21	4.00000	680.48	48,806.92	48,806.92	0.00	0.00	0.00
01	985	002	98554876	98554876	Jom Investmen	10/15/21	4.00000	999.24	47,450.88	47,450.88	0.00	0.00	0.00
01	985	002	98557444	98557444	Gonzalez, Jaim	10/01/21	3.50000	838.59	23,408.88	23,408.88	0.00	0.00	0.00
01	985	002	98563684	98563684	REYBOTICS, LL	07/24/21	3.50000	426.65	146,280.17	146,280.17	0.00	0.00	0.00
01	985	002	98564204	98564204	Werbiski, Ashle	10/03/21	3.50000	545.75	13,391.24	13,391.24	0.00	0.00	0.00
01	985	002	98567980	98567980	San Miguel, Ju	10/05/21	3.00000	1,167.96	50,499.80	50,499.80	0.00	0.00	0.00
01	985	002	98572140	98572140	Gonzalez, Ashl	09/01/22	3.00000	320.94	43,983.86	43,983.86	0.00	0.00	0.00
Total :								6,956.59	489,518.87	0.00			
								489,518.87	0.00	0.00			

Item Count = 8

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.	09/06/21	3.00000	104.90	41,958.91	41,958.91	0.00	0.00	0.00
01	985	003	98560836	98560836	Castaneda, Mai	11/01/21	3.50000	1,060.13	75,908.77	75,908.77	0.00	0.00	0.00
01	985	003	98564988	98564988	Hinojosa, Raqu	10/23/21	3.50000	282.52	7,583.60	7,583.60	0.00	0.00	0.00
01	985	003	98569300	98569300	MD Internatio	08/18/21	3.00000	2,938.50	297,101.98	297,101.98	0.00	0.00	0.00
Total :								4,386.05		422,553.26		0.00	
									422,553.26		0.00		0.00

Item Count = 4

4. Discussion and Action: Smoking on the Rio – Fiesta del Sol Sponsorship \$12,500

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 10/14/2021
Re: Smoking on the Rio

Smoking on the Rio is requesting \$12,500 for Fiesta del Rio BBQ Cook-off. This is a new event and different from their annual event held in February.

This event was not budgeted.

Recommendation: Please discuss.



Smokin' on the Rio

Texas State Championship B-B-Q Cookoff



September 14, 2021

TO: City of Mercedes
EDC of Mercedes

SUBJECT: 2021 Fiesta del Rio Barbecue Cookoff hosted by Smokin' on the Rio

As you may know Smokin' on the Rio State Championship BBQ Cook-Off was established in 2004 with the goal of raising money in support of youth agricultural projects in the Rio Grande Valley. The proceeds from our events and fundraising are used to purchase student projects at the Rio Grande Valley Livestock Show's Sale of Champions held each March in Mercedes. We have held successful events in Mercedes and our growth and reputation have evolved to a level that makes us one of the largest cookoffs in the state. This year we have been blessed to host the first **Fiesta Del Rio Barbeque Cook-Off** that will be held at the Rio Grande Valley Livestock Show grounds on November 6, 2021. We are anticipating 100 teams from all over the state to join us at this fine event. It is our hope to draw not only teams, but other patrons of cookoffs to this new event.

Requested Support:

City of Mercedes - \$12,500 Sponsorship
EDC of Mercedes - \$12,500 Sponsorship

Your support will aid us in supporting the youth of the Rio Grande Valley and be another great opportunity to host another great event in Mercedes. We humbly ask for your support of Fiesta Del Rio on November 6, 2021. Attached is our flyer for you reference.

With much gratitude-

Scott Meade
Smokin' on the Rio
President
Fiesta Del Rio
www.smokinontherio.com

**HOSTED
BY**

SMOKIN' ON THE RIO



SANCTIONED BY
CHAMPIONS
BARBECUE ALLIANCE

\$10K

CASH & PRIZES

*BASED ON 100 TEAMS

FIESTA

NOV 6, 2021

del Rio

BARBECUE COOKOFF

CO-HOSTED BY



HELD IN PARTNERSHIP WITH

RGVLS FALL FIESTA

RGVLS SHOWGROUNDS - MERCEDES, TEXAS

 **city of
mercedes**

**4-MEAT
CBA
FORMAT**
CHICKEN
RIBS
PORK
BRISKET

REGISTRATION & INFORMATION

WWW.SMOKINONTHERIO.COM

FREE PARKING

CARNIVAL RIDES, FOOD, MUSIC & FUN

EARLY REGISTRATION: SEP 15 - OCT 25

\$250 PER TEAM

5. Discussion and Action: Electricity for HEB Park

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 10/14/2021
Re: Electricity for HEB Park

Marisol Vidales submitted three quotes for electricity at HEB Park. The electricity will be used to light up the park trees for events such as the annual "Lighting of the Tree".

Per the Procurement Policy:

Purchases \$1001 to less than \$7,500 will require a written quotation from with at least three bid prices unless exempted from the competitive bidding process (see Section 4, When Competitive Bids are not Required). The Executive Director will authorize the quotation form and again authorize the invoice for payment once the DCM receives items. The original quotation form, supporting documentation, and invoice shall be forwarded for payment processing.

Recommendation: Select the lowest qualified bid.

QUOTE



STX Electric
TECL# 33470
Veteran Owned Business

■ **Main Office**
815 South Mile 2 West
Mercedes TX, 78570
(956) 332-9452

Quote SUBMITTED TO City of Mercedes		CONTACT Marisol Vidales	DATE October 15, 2021
STREET 400 S Ohio Ave. Mercede		JOB NAME Holiday Lighting	
CITY, STATE AND ZIP CODE Mercedes, TX 78570		JOB LOCATION City of Mercedes Civic Center	
PHONE (956) 565-3114	email	Point of Contact MOD	JOB PHONE (956) 565-2371

Quote: Installation of 8 GFCI Receptacles for Holiday Lighting.

1. Coordinate with City for Before Installation.
2. Trench 300 feet for burial of conduit for electrical circuits.
3. Install New 8 New Receptacles for Holiday Lighting.
4. Verify all connections are correct.
5. Energize circuits and test for proper voltage.

Labor \$1,020.00 Material \$3,217.00

Note: 1) Reseeding upon completion of project is not included in quote.

Sub-Total: \$ 4,237.00

2) Cutting cement sidewalk for

Tax Exempt: \$ 00.00

route of circuit and backfill included in quote.

Total: \$ 4,237.00

Quote hereby completed in accordance with above specifications, for the sum of:

Four Thousand Two Hundred Thirty Seven dollars and **00/100** cents (**\$4,237.00**)

Payment to be made as follows:

One payment within thirty days of job completion.

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from the above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the amount. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado, and other necessary insurance. Our workers are fully covered by Workman's Compensation Insurance.

Authorized signature


Servando Gutierrez, Office Manager

Regulated by the Texas Department of Licensing and Regulation, P.O. Box 12157, Austin, Texas 78711,
1-800-803-9202, 512-463-6599; website. www.license.state.tx.us/complaints

MKC Electric Inc
710 N Nevada Ave
Weslaco, TX 78596
956-376-3159
mkcelectricinc@gmail.com



ADDRESS

City of Mercedes - HEB
Park
434 S. Ohio Ave
Mercedes, TX 78570

Estimate 1207

DATE 07/21/2021

EXPIRATION DATE 08/19/2021

DATE	ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
07/21/2021	CUSTOM RATE	INSTALL NEW PANEL, CONDUIT, AND RECEPTACLES FOR ADDITIONAL TREES AT PARK. ADDRESS ANY DEFICIENCIES IN CURRENT POWER SETUP FOR CHRISTMAS TREE LIGHTS, AND ADD ADDITIONAL RECEPTACLES TO TREES EAST OF CURRENT SETUP.	1	7,500.00	7,500.00

TOTAL

\$7,500.00

Accepted By

Accepted Date

6. Purchase of Pop Up Tent

Memo

To: DCM Board of Directors
From: Norma Saenz
CC: Melissa Ramirez, Executive Director
Date: 10/15/21
Re: Purchase of Pop Up Tent

Enclosed are 3 quotes for a 20X20 Pop Up Tent for your review.

Quotes:
Tex Visions - \$6576.19
Celina - \$6755.85
Tent Craft - \$9976.84

20X20 double sided canopy and frame. All canopies' start in a basic white and are changed according to the artwork-logo, which is submitted. Artwork and logo choices are included in total cost estimator. Canopy includes 1 wall with custom logo. 400 sq. ft. tent to be used for Ground Breaking Ceremonies.

Commercial grade with 600 D polyester. Water resistant and scratch proof fabric. Includes carrying case and valance and back wall double sided.

Height from valance is 7ft. inside. Production is free using normal production, 4-9 business days. Shipping using economy saver is also free and is estimated to take 10-12 business days.

Recommendation: Approve Tex Vision Canopy-Frame with 1 double sided wall including logo for total of **\$6576.19**

[Home](#) → [Canopy Tents](#) → [Shop by Canopy Size](#) → [20x20 Canopy Tents](#) →
[Plus All Over Print Canopy & Walls 20' x 20'](#)

Plus All Over Print Canopy & Walls 20' x 20'



☆☆☆☆☆
0 Reviews

Ships by Tuesday (10/19) if approved by
3 PM EDT tomorrow and selecting rush production.

[DELIVERY ESTIMATOR](#)

Starting at

\$3,480.00

Free shipping

- Our largest tent, with an inside area of 400 square feet
- Features commercial-grade aluminum tent frame
- Custom design is printed across the entire canopy
- 300D material comes standard – upgrade to 600D for better performance

Total Price:

\$3,480.00

[PROCEED TO ARTWORK](#)

H_TS06060

[Home](#) → [My Cart](#)

My Cart

[CLEAR CART](#)

All orders with custom artwork will be sent a PDF proof for review before we print or ship anything.

- Proof will be sent via email when ready, but can also be viewed from this page.
- You can cancel the order at any time before approving the proof and re-order.
- The proof must be approved before the cut off time to keep the estimated delivery date.



Plus All Over Print Canopy & Walls 20' x 20'

+ TS06060

[DETAILS](#) | [EDIT](#) | [ADD TO WISH LIST](#)

Select one of the options above to start the artwork process. You may start now or schedule a date.

\$7,736.70

1

Price \$7,736.70

SCARY15

[Apply](#)

Coupon "SCARY15"

[Subtotal](#)

\$7,736.70

This order qualifies for free ground shipping!

[Shipping](#) [CALCULATE](#)[Grand Total](#)

\$7,736.70

Taxes

(0%)

\$0.00

Total

\$7,736.70

Plus All Over Print Canopy & Walls 20' x 20' Summary

Canopy: Canopy & Frame

Quantity: 1

Wall 1 (20.5 feet): Full Wall

Wall 2 (20 feet): No Wall

Wall 3 (20.5 feet): No Wall

Wall 4 (20 feet): No Wall

Material: 600D Polyester (Premium, ultra durable, water-resistant & stain-resistant)

Case: Heavy-Duty Rolling Bag

Weights: Steel Weight Plate 44lb

Stakes: Tent Stake Premium 16"

Select Your Finish: Tent Finish, if applicable walls with hook-and-loop adhesive

Number of Designs: 1

Quantity of Design 1: 1

Coupon "SCARY15" 

Subtotal	\$7,736.70
----------	------------

This order qualifies for free ground shipping!

Shipping	 CALCULATE
----------	---

Order discount	-\$1,160.51
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Taxes	
(0%)	\$0.00

Total	\$6576.19
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Cart > Billing / Shipping > Payment > Order Placed

UPDATE CART

Empty Cart

Qty	Description	Unit Price	Price	Remove
1	20' x 20' Classic Series Frame Tent, 1 Piece Tent Top, Complete SKU:C06Y20X20	\$0.0000	\$0.00	
Option Selected Fabric Top~Blue + White Eave Height & Tube Material/Type~7" Aluminum Hybrid Tube & Galvanized Fittings Stake Size (Includes Ratchet Assemblies)~42" x 1" Stakes w/ Ratchet Assemblies Sidewalls~Royalty Sidewalls - Digital Print Logo On White Background Tent Liner~Yes				
(1)	20x20 Classic Frame Top, WH&BL SKU:020020CF1A5053	\$1,920.4300	\$1,920.43	
(1)	20 x 20 Classic Frame ETS 7' P SKU:KITCFET02002007	\$2,502.2400	\$2,502.24	
(8)	2" x 5' Gray Ratchet Strap SKU:AC05SGR	\$9.3500	\$74.80	
(8)	42"x 1" Single Head Tent Stake SKU:ACTS4211	\$23.3500	\$186.80	
(4)	7'x20' Royalty SW Logo Print SKU:ACSW720RDPL	\$344.8900	\$1,379.56	
(1)	Frame Tent Liner 20'x10' Ends SKU:FTLC2010E	\$692.0200	\$692.02	

[UPDATE CART](#) [CONTINUE SHOPPING](#)

Subtotal: \$6,755.85

Ready to Checkout?

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SHIPPING

UPLOAD
ARTWORKKNOWLEDGE
CENTER



Development Corporation of Mercedes - Job #:
21130907T

Call Ray MacGillivray: (231) 346-
8591



Ray MacGillivray



Forrest Hanson



Marley Lively

Grand Total: \$9,976.84

TentCraft assesses a 2.95% nonrefundable Processing Fee for all Credit Card purchases. No fee is assessed for ACH payments. If paying by Credit Card, the total payment is \$10,271.16.

PRODUCT	PRICE	QTY	TOTAL
20'x20' E-Series Frame 8' Head Clearance	\$2,839.00	1	\$2,839.00
Frame Tent Pole Bags- 136"	Included	2	\$0.00
20x20 E-Series Roof Latex on 18 oz Vinyl (Ultraflex)	\$5,019.00	1	\$5,019.00
Large Frame Tent Roof Bag	Included	1	\$0.00
20' E-Series Frame Tent - Full Wall - Single Sided Latex on 18 oz Vinyl (Ultraflex)	\$999.00	1	\$999.00
Shipping - Lift Gate Service	\$150.00	1	\$150.00
Shipping - FedEx Freight Priority	\$969.84	1	\$969.84
Tax		TBD	
Total			\$9,976.84

TentCraft is GSA Certified

PRODUCTION WILL BEGIN WHEN TENTCRAFT RECEIVES FINAL ARTWORK APPROVAL, TERMS AND CONDITIONS AGREEMENT, AND EITHER PAYMENT IS RECEIVED OR PAYMENT TERMS APPROVED.

7. Discussion and Action: ICSC – Las Vegas December 5-7, 2021

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 10/14/2021
Re: ICSC- Las Vegas, December 5-7, 2021

ICSC- Las Vegas will be held December 5-7, 2021

Estimated Costs

Membership:	\$100
Registration:	\$395
Flight:	\$320
Flamingo Hotel:	\$272
IRS Per Diem Rate:	\$69 (\$207)
TOTAL	\$1,296/person

There will be 77 brand representatives in attendance.
Attendees must show proof of covid-19 vaccination.

Potential Itinerary

Sunday

5:35PM: Land in Las Vegas
7:00PM: RGV Partnership Networking Event

Monday

10:00AM-3:00PM: Prospecting
6:00PM: Broker's Dinner

Tuesday

1:00PM: Fly to RGV

Due to Covid-19, this event is much smaller than the norm.

Recommendation: Please discuss.

8. Executive Session: Section 551.087: Economic development negotiations with Drive-In, Project Travel Center Center, Project Macaw, 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