

Development Corporation of Mercedes, Inc.
SPECIAL CALLED MEETING
DECEMBER 14, 2022 at 11:30AM
320 S. Ohio

1. Call meeting to order

2. Discussion and Action: Minutes for November 16, 2022

Development Corporation of Mercedes, Inc.
Regular Called Meeting
Wednesday, November 16, 2022 11:30AM

Board Members Present:

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

EDC Staff Present:

Melissa Ramirez – Executive Director
Norma Saenz – Sr. Admin Coordinator
Mark Sossi – DCM Attorney

City Staff Present:

Alberto Perez – City Manager
Javier Ramirez – Assistant Manager

Others Present:

Adrian Webb – CPA
Rudy Salinas- SAS, CPA

1. Call Meeting to order

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

Peggy Marie Chavez-Yanez joined the meeting at 11:34 AM

2. Discussion and Action: October 19, 2022 Minutes and October 28, 2022 Minutes

Marcos Garcia motioned to approve the October 19, 2022 and October 28, 2022 minutes as presented.
Seconded by Joe Flores. Unanimous.

3. Discussion and Action: October 2022 Financials

Joe Flores motioned to approve October 2022 financials as presented by Rudy Salinas, SAS, CPA.
Seconded by Marcos Garcia. Unanimous.

4. Discussion and Action: FY 21-22 Audit, Adrian Webb, CPA

Marcos Garcia motioned to engage Adrian Webb, CPA to conduct the FY 21-22 audit for \$9K. Seconded by Joe Flores. Unanimous.

5. Executive Session: Section 551.087: Economic development negotiations with Project MD, and Project STM; Section 551.072 Real Estate: Mercedes Original Townsite Lot 14 Blk 50, and Section 551.071: pending legal issues with delinquent loans and the USDA 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 11:41 AM

The Board went into Open Session at 11:57 AM

6. Discussion and Action: item #5

Marcos Garcia motioned to pursue continuing to purchase Mercedes Original Townsite Lot 14 Blk 50, with intent of closing within 90 days. Seconded by Luis Huerta. Unanimous.

7. Adjournment: 11:59 PM

Fred Gonzalez, President

Joe Flores, Jr., Vice President

Tony Garza, Treasurer

Peggy Marie Chavez - Yanez, Secretary

Roel Villanueva, Member

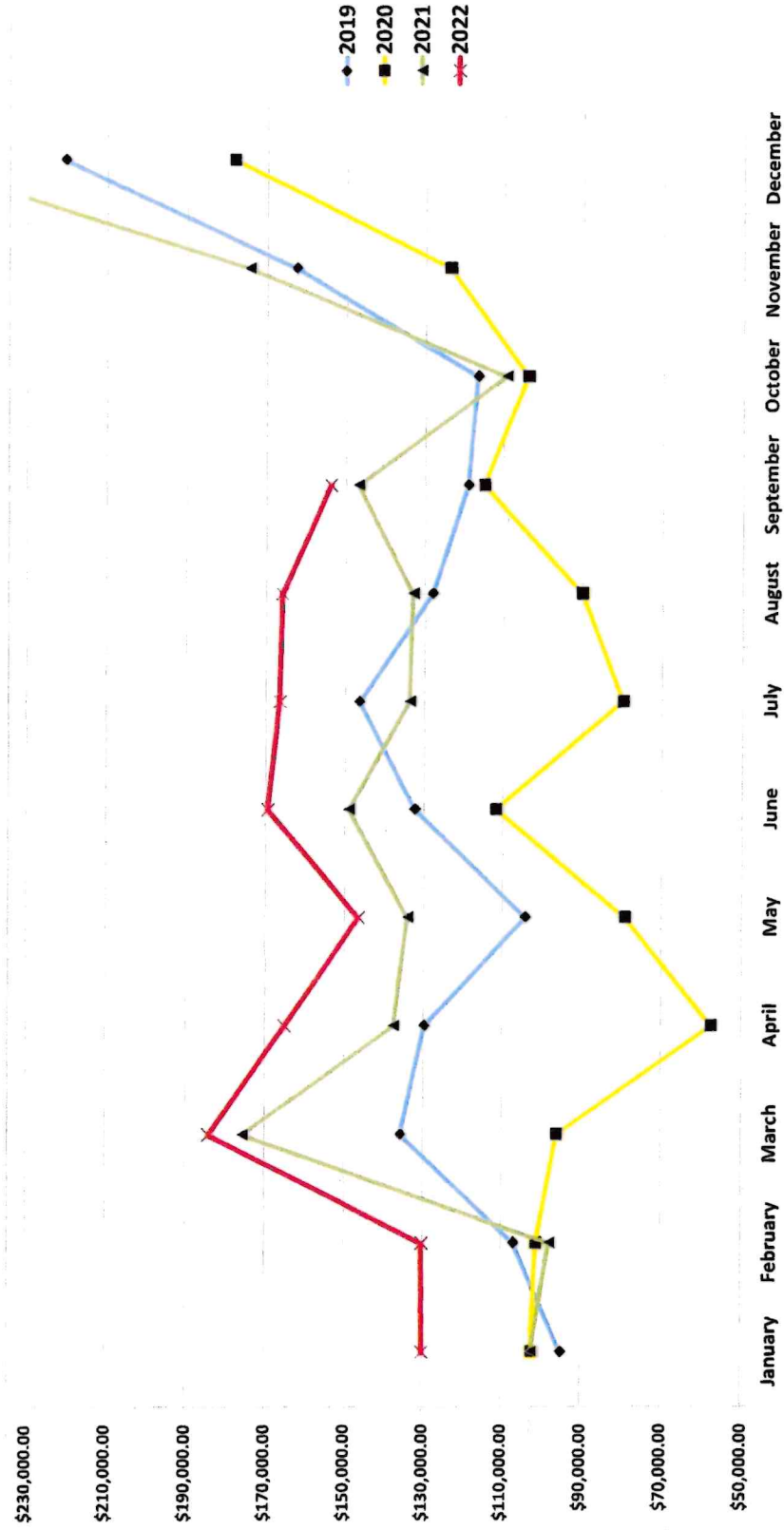
Luis Huerta, Member

Marcos Garcia, Member

3. Discussion and Action: November 2022 Financials

Sales Tax Comparison FY 2019 - FY 2022

	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	\$149,126.33	\$133,764.12	\$133,054.83	\$146,913.20	\$109,433.52	\$174,479.65	\$259,578.65	\$1,754,429.04
2022	\$130,235.24	\$130,315.53	\$184,240.84	\$165,292.19	\$146,685.24	\$169,566.05	\$166,658.55	\$166,103.71	\$154,039.52				\$1,413,136.87



County	City	Rate	Net Payment This Pe	Comparable Paymer %	Change	Payment YTD	Prior Year Payme	% Change
Hidalgo	Alamo	2.00%	\$504,953.64	\$474,233.80	6.47%	\$5,185,275.68	\$4,568,435.39	13.50%
Hidalgo	Alton	2.00%	\$162,542.48	\$164,861.24	-1.40%	\$1,802,494.26	\$1,628,737.86	10.66%
Hidalgo	Donna	2.00%	\$577,669.85	\$501,703.51	15.14%	\$5,834,998.12	\$4,870,042.40	19.81%
Hidalgo	Edcouch	2.00%	\$34,812.80	\$34,155.40	1.92%	\$366,925.00	\$339,259.81	8.15%
Hidalgo	Edinburg	2.00%	\$3,124,913.38	\$2,653,464.33	17.76%	\$31,922,299.42	\$28,297,705.47	12.80%
Hidalgo	Elsa	1.50%	\$153,890.10	\$160,710.15	-4.24%	\$1,599,276.81	\$1,557,050.28	2.71%
Hidalgo	Granjeno	1.00%	\$3,453.92	\$3,387.18	1.97%	\$43,037.71	\$49,125.40	-12.39%
Hidalgo	Hidalgo	2.00%	\$421,761.30	\$379,333.63	11.18%	\$4,432,765.76	\$3,609,176.47	22.81%
Hidalgo	La Joya	2.00%	\$75,377.29	\$70,756.01	6.53%	\$669,864.54	\$633,913.95	5.67%
Hidalgo	La Villa	2.00%	\$16,667.79	\$15,693.20	6.21%	\$148,057.59	\$134,269.34	10.26%
Hidalgo	McAllen	2.00%	\$8,015,819.15	\$7,723,908.12	3.77%	\$83,849,988.98	\$74,439,886.48	12.64%
Hidalgo	Mercedes	2.00%	\$616,158.09	\$587,652.79	4.85%	\$7,388,780.67	\$6,052,470.40	22.07%
Hidalgo	Mission	2.00%	\$2,043,940.51	\$2,157,510.09	-5.26%	\$22,537,822.94	\$19,518,775.76	15.46%
Hidalgo	Palmhurst	1.50%	\$223,702.48	\$247,275.72	-9.53%	\$2,534,830.22	\$2,462,182.69	2.95%
Hidalgo	Palmview	1.50%	\$207,119.92	\$198,195.94	4.50%	\$2,088,036.52	\$1,529,131.16	36.55%
Hidalgo	Penitas	1.50%	\$121,513.06	\$107,427.23	13.11%	\$1,275,128.84	\$1,221,629.23	4.37%
Hidalgo	Pharr	2.00%	\$2,476,217.24	\$2,520,254.32	-1.74%	\$26,326,261.32	\$24,159,260.96	8.96%
Hidalgo	Progreso	2.00%	\$24,601.16	\$24,986.60	-1.54%	\$275,981.57	\$244,378.13	12.93%
Hidalgo	Progreso L	1.50%	\$5,122.63	\$6,044.66	-15.25%	\$59,501.99	\$59,312.21	0.31%
Hidalgo	San Juan	2.00%	\$532,754.85	\$527,059.57	1.08%	\$5,548,145.66	\$4,899,929.12	13.22%
Hidalgo	Sullivan Cit	1.00%	\$27,572.77	\$20,492.17	34.55%	\$262,545.18	\$230,759.32	13.77%
Hidalgo	Weslaco	2.00%	\$1,604,791.40	\$1,596,942.41	0.49%	\$16,801,751.97	\$15,465,070.62	8.64%

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - EDC
As of November 30, 2022

	Nov 30, 22	Oct 31, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
10001 · Cash & Cash Equivalents			
11010 · Cash - Development Corporation	40,626.34	933,974.02	-893,347.68
11010.4 · Cash - Development Corp_0913	849,983.45	0.00	849,983.45
11011 · VTX Bond 2016	21,033.34	200.00	20,833.34
11012 · Development Corp - TXCLASS	129,600.04	129,190.13	409.91
Total 10001 · Cash & Cash Equivalents	1,041,243.17	1,063,364.15	-22,120.98
11200 · Restricted Cash & Cash Equiv.			
11013 · EDC 2006 Reserve - TXCLASS	276,653.78	275,778.78	875.00
Total 11200 · Restricted Cash & Cash Equiv.	276,653.78	275,778.78	875.00
Total Checking/Savings	1,317,896.95	1,339,142.93	-21,245.98
Accounts Receivable			
13019 · Sales Tax Receivable	320,698.06	320,698.06	0.00
Total Accounts Receivable	320,698.06	320,698.06	0.00
Total Current Assets	1,638,595.01	1,659,840.99	-21,245.98
Fixed Assets			
11020 · Redevelopment Asset	3,098,506.27	3,098,506.27	0.00
Total Fixed Assets	3,098,506.27	3,098,506.27	0.00
Other Assets			
13078 · Loan Rec - MD Int'l(Orb-Galvan)	116,500.68	116,500.68	0.00
13999 · Note Receivable - City	391,323.56	391,323.56	0.00
Total Other Assets	507,824.24	507,824.24	0.00
TOTAL ASSETS	5,244,925.52	5,266,171.50	-21,245.98
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20001 · Accounts Payable	400.00	1,264.90	-864.90
Total Accounts Payable	400.00	1,264.90	-864.90
Other Current Liabilities			
22170 · Insurance Payable	185.04	154.20	30.84
24000 · Payroll Liabilities	2,568.51	2,584.54	-16.03
Total Other Current Liabilities	2,753.55	2,738.74	14.81
Total Current Liabilities	3,153.55	4,003.64	-850.09
Long Term Liabilities			
28004 · Due to City - Proposed	49,093.34	49,093.34	0.00
28005 · Due to City for MIF - Proposed	29,712.11	29,712.11	0.00
Total Long Term Liabilities	78,805.45	78,805.45	0.00
Total Liabilities	81,959.00	82,809.09	-850.09
Equity			
32000 · Unassigned Fund Balance	1,595,532.35	1,596,407.35	-875.00
37000 · Restricted Fund Balance	393,154.46	392,279.46	875.00
38000 · Nonspendable Fund Balance	3,098,506.27	3,098,506.27	0.00
Net Income	75,773.44	96,169.33	-20,395.89
Total Equity	5,162,966.52	5,183,362.41	-20,395.89
TOTAL LIABILITIES & EQUITY	5,244,925.52	5,266,171.50	-21,245.98

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss Budget vs. Actual
For the Period Ending November 30, 2022

	Oct - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Taxes				
40040 · Sales Tax	320,143.22	1,879,794.93	-1,559,651.71	17.0%
Total Taxes	320,143.22	1,879,794.93	-1,559,651.71	17.0%
44000 · Miscellaneous				
44005 · Texas Class Transfer	0.00	128,124.88	-128,124.88	0.0%
44006 · Other Income-City Pmt VTX	20,833.34	125,000.00	-104,166.66	16.7%
44020 · Interest - TX Class	2,393.80	509.00	1,884.80	470.3%
44027 · Interest - MD Int'l(Orb Galvan)	0.00	1,933.00	-1,933.00	0.0%
44041 · Loan Principal Payments - EDC	0.00	5,000.00	-5,000.00	0.0%
44097 · Other Financing Sources-Reserve	0.00	816,619.00	-816,619.00	0.0%
Total 44000 · Miscellaneous	23,227.14	1,077,185.88	-1,053,958.74	2.2%
Total Income	343,370.36	2,956,980.81	-2,613,610.45	11.6%
Expense				
5100000 · Personnel Costs				
5101010 · Salaries	19,817.80	129,212.00	-109,394.20	15.3%
5101100 · TMRS Contribution	3,129.21	23,645.80	-20,516.59	13.2%
5101120 · Social Security	1,511.35	8,011.14	-6,499.79	18.9%
5101127 · Cell Phone Allowance	100.00	600.00	-500.00	16.7%
5101140 · Unemployment Comp	0.00	1,500.00	-1,500.00	0.0%
5101160 · Health/Life Insurance	1,773.16	13,896.00	-12,122.84	12.8%
5101180 · Worker's Comp	0.00	305.00	-305.00	0.0%
Total 5100000 · Personnel Costs	26,331.52	177,169.94	-150,838.42	14.9%
5102000 · Other Services & Charges				
5102010 · Marketing & Promotion	158.00	17,400.00	-17,242.00	0.9%
5102011 · Contract Labor - Writer	800.00	6,000.00	-5,200.00	13.3%
5102012 · Automobile Mileage	0.00	2,000.00	-2,000.00	0.0%
5102014 · Billboards	0.00	4,800.00	-4,800.00	0.0%
5102020 · Audit	0.00	19,000.00	-19,000.00	0.0%
5102021 · Loan Fees - EDC	0.00	750.00	-750.00	0.0%
5102025 · Telephones	878.22	5,400.00	-4,521.78	16.3%
5102080 · Office Equipment - Lease	750.96	3,500.00	-2,749.04	21.5%
5102095 · Meetings	305.02	2,600.00	-2,294.98	11.7%
5102102 · D & O Insurance	0.00	700.00	-700.00	0.0%
5102125 · Legal	0.00	45,000.00	-45,000.00	0.0%
5102130 · Membership/Subs	49.90	1,000.00	-950.10	5.0%
5102131 · Web-Site	1,330.00	7,980.00	-6,650.00	16.7%
5102133 · Miscellaneous	135.00	500.00	-365.00	27.0%
5102134 · Bldg Lease	2,597.00	15,582.00	-12,985.00	16.7%
5102142 · Janitorial	1,080.00	13,200.00	-12,120.00	8.2%
5102144 · Receptionist	3,500.00	14,000.00	-10,500.00	25.0%
5102150 · Travel & Training	0.00	15,000.00	-15,000.00	0.0%
5102160 · Water Bill	302.02	1,700.00	-1,397.98	17.8%
5102165 · Electricity	446.39	3,000.00	-2,553.61	14.9%
5102310 · Sponsorships	8,000.00	31,250.00	-23,250.00	25.6%
5102320 · Professional Fees - Accounting	3,200.00	19,200.00	-16,000.00	16.7%
5102335 · Projects	133,285.00	1,153,984.05	-1,020,699.05	11.5%
5102340 · Chamber	0.00	52,000.00	-52,000.00	0.0%
5102355 · Series 2007 - Interest	0.00	55,737.50	-55,737.50	0.0%
5102356 · Series 2007 - Principal	0.00	225,000.00	-225,000.00	0.0%
5102362 · Project Rios of Mercedes	0.00	51,400.00	-51,400.00	0.0%
5102365 · Project VIDA	15,000.00	15,000.00	0.00	100.0%
5102371 · TLF Repayment - Principal	19,328.98	119,829.34	-100,500.36	16.1%
5102372 · TLF Repayment - Interest	3,006.30	13,631.90	-10,625.60	22.1%
5102379 · Project RGV Livestock Show Park	0.00	25,000.00	-25,000.00	0.0%
5102382 · Project La Herencia	0.00	66,666.00	-66,666.00	0.0%
5102396 · VTX Note	41,666.68	250,000.08	-208,333.40	16.7%
5102397 · Project Orchard Grove Apartment	0.00	50,000.00	-50,000.00	0.0%

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss Budget vs. Actual
For the Period Ending November 30, 2022

	<u>Oct - Nov 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5102399 · Outlet Mall Oct 18' - Oct 28'	0.00	450,000.00	-450,000.00	0.0%
Total 5102000 · Other Services & Charges	235,846.42	2,757,810.87	-2,521,964.45	8.6%
5102500 · Maintenance				
5102520 · Office Equipment	0.00	3,000.00	-3,000.00	0.0%
5102540 · Maintenance	4,800.00	16,000.00	-11,200.00	30.0%
Total 5102500 · Maintenance	4,800.00	19,000.00	-14,200.00	25.3%
5103000 · Supplies				
5103050 · Office Supplies	618.98	2,000.00	-1,381.02	30.9%
Total 5103000 · Supplies	618.98	2,000.00	-1,381.02	30.9%
5104000 · Capital Outlay				
5104005 · Furniture & Fixtures	0.00	1,000.00	-1,000.00	0.0%
Total 5104000 · Capital Outlay	0.00	1,000.00	-1,000.00	0.0%
Total Expense	267,596.92	2,956,980.81	-2,689,383.89	9.0%
Net Ordinary Income	75,773.44	0.00	75,773.44	100.0%
Net Income	75,773.44	0.00	75,773.44	100.0%

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - R.B.E.G. Grant
As of November 30, 2022

	Nov 30, 22	Oct 31, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
11111.1 · Restricted Cash & Cash Eq.			
11010.1 · Cash - EDC R.B.E.G. Grant	244,103.09	239,540.58	4,562.51
11012.1 · EDC RBEG Grant-TXCLASS	42,322.78	42,188.91	133.87
Total 11111.1 · Restricted Cash & Cash Eq.	286,425.87	281,729.49	4,696.38
Total Checking/Savings	286,425.87	281,729.49	4,696.38
Total Current Assets	286,425.87	281,729.49	4,696.38
Other Assets			
13076.1 · Loan Rec - DeLaGarza Bakery	94,195.34	95,727.62	-1,532.28
13078.1 · Loan Rec - MD International	48,000.00	48,000.00	0.00
13079.1 · Loan Rec - First Nat'l B(Gomez)	25,822.45	25,822.45	0.00
13082.1 · Loan Rec - The Grind	37,353.36	37,353.36	0.00
13092.1 · Loan Rec - Reybotics, LLC (Adv)	146,280.17	146,280.17	0.00
13095.1 · Loan Rec - Werbiski Ashley & H	6,664.98	6,664.98	0.00
13096.1 · Loan Rec - Top Gym - San Miguel	35,675.58	36,761.96	-1,086.38
13097.1 · Loan Rec - Ashley R Gonzalez	43,410.15	43,634.26	-224.11
13098.1 · N/R - Valor Fitness LLC	46,351.75	46,815.10	-463.35
13098.3 · N/R - NTM Ventures LLC	84,892.25	85,260.00	-367.75
13296.1 · Allowance - RBEG	-28,326.68	-28,326.68	0.00
Total Other Assets	540,319.35	543,993.22	-3,673.87
TOTAL ASSETS	826,745.22	825,722.71	1,022.51
LIABILITIES & EQUITY			
Equity			
32000 · Unassigned Fund Balance	27,883.40	27,883.40	0.00
32001.1 · Fund Balance - Auxiliary	-12,921.25	-12,921.25	0.00
37000.1 · Restricted Fund Balance - RBEG	809,908.23	809,908.23	0.00
Net Income	1,874.84	852.33	1,022.51
Total Equity	826,745.22	825,722.71	1,022.51
TOTAL LIABILITIES & EQUITY	826,745.22	825,722.71	1,022.51

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - I R P
As of November 30, 2022

	<u>Nov 30, 22</u>	<u>Oct 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
11010.2 · Cash - I R P	230,661.79	223,186.00	7,475.79
Total Checking/Savings	230,661.79	223,186.00	7,475.79
Total Current Assets	230,661.79	223,186.00	7,475.79
Other Assets			
11012.2 · IRP Operating Reserv - TXCLASS	69,543.66	69,323.70	219.96
13078.2 · Loan Rec - MD Int'l (Galvan)	110,874.12	115,651.63	-4,777.51
13079.2 · Loan Rec - First Nat'l (Gomez)	16,132.80	16,132.80	0.00
13090.2 · Loan Rec - Castaneda Mario & M	64,835.78	65,640.64	-804.86
13295.2 · Loan Rec - Raquel Moreno	3,868.05	4,138.50	-270.45
Total Other Assets	265,254.41	270,887.27	-5,632.86
TOTAL ASSETS	<u>495,916.20</u>	<u>494,073.27</u>	<u>1,842.93</u>
LIABILITIES & EQUITY			
Equity			
32000 · Unassigned Fund Balance	-2,177.01	-2,177.01	0.00
32001.2 · Fund Balance - Auxiliary IRP	-20,217.39	-20,217.39	0.00
37000.2 · Restricted Fund Balance - IRP	516,282.99	516,282.99	0.00
Net Income	2,027.61	184.68	1,842.93
Total Equity	495,916.20	494,073.27	1,842.93
TOTAL LIABILITIES & EQUITY	<u>495,916.20</u>	<u>494,073.27</u>	<u>1,842.93</u>

Economic Development Corporation of Mercedes, Texas (EDC)

Debt Summary

As of November 30, 2022

Debt Description	Nov. 30, 2022	Oct. 31, 2022	\$ Change
USDA - IRP Note Payable	528,809.83	528,809.83	-
Bonds Payable 2007	1,225,000.00	1,225,000.00	-
Bonds Payable 2016 - VTX	895,833.62	916,666.96	(20,833.34)
Estimated Mall Rebate Liability	1,645,419.58	1,645,419.58	-
Texas Leverage Fund Payable	280,352.46	291,570.47	(11,218.01)

Economic Development Corporation of Mercedes, Texas (EDC)

Accounts Payable

As November 30, 2022

Vendor Description	Nov. 30, 2022	Oct. 31, 2022	
Trans Union, LLC - Membership	\$ -	\$ -	
Elizabeth Rodriguez	\$ -	\$ 1,080.00	
Ricardo D. Cavazos	400.00	-	
	-	-	
	-	-	
	-	-	
	\$ 400.00	\$ 1,080.00	

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



00007183 TT212S12012201172600 01 000000000 0007183 004

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

Account Number XXXXXX0913
Statement Date 11/30/2022
Statement Thru Date 11/30/2022
Check/Items Enclosed 1
Page 1

Customer Service Information



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

Customer Support: 1-855-862-1920

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



Written Inquiries:

P.O. Box 4650, Edinburg, Texas 78540



Visit us Online: www.texasnational.com



Email Inquiries: customerservice@texasnational.com



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PUBLIC FUNDS ANALYSIS

Account Number: XXXXXX0913

Account Owner(s): DEVELOPMENT CORPORATION OF MERCEDES INC

Balance Summary

Beginning Balance as of 11/22/2022	\$0.00
+ Deposits and Credits (1)	\$1,020,536.31
- Withdrawals and Debits (3)	\$42,468.02
Ending Balance as of 11/30/2022	\$978,068.29
Service Charges for Period	\$0.00
Average Balance for Period	\$902,424.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Nov 23	DEPOSIT	1,020,536.31

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Nov 30	REF E8J62FW TO *0691	10,416.67
Nov 30	BENE:TEXAS LEVERAGE FUND TRN:P202211300095573	11,218.01
Nov 30	BENE:THE BANK OF NEW YORK MELLON TRN:P202211300088162	20,833.34



Account Number	XXXXXX0913
Statement Date	11/30/2022
Statement Thru Date	11/30/2022
Page	2

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance
Nov 23	1,020,536.31	Nov 30	978,068.29



CHECK IMAGES

CREDIT/DEBIT		TENN. NAT'L BANK		CHECKING TRANSACTION	
CUSTOMER NAME: Dechampt Corporation Of Memphis		DATE: 11/23/22		APPROVED BY: [Signature]	
PAY TO THE ORDER OF: [Signature]		AMOUNT: \$1,020,536.31		REMARKS: Credit from 15000173 to per Memphis Bank	
CHECK NUMBER: 1001030913		CHECK DATE: 11/23/22		CHECK AMOUNT: \$1,020,536.31	
MICR LINE: ⑆0001030913⑆		CHECK TYPE: CHECK		CHECK STATUS: CASH	

11/23/2022Check 0\$1,020,536.3



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



00011856 TT212S12012201172600 01 000000000 0011856 005

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

Account Number XXXXXX1873
Statement Date 11/30/2022
Statement Thru Date 11/30/2022
Check/Items Enclosed 22
Page 1

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 11/01/2022	\$944,000.91
+ Deposits and Credits (4)	\$156,119.52
- Withdrawals and Debits (26)	\$1,059,296.30
Ending Balance as of 11/30/2022	\$40,824.13
Service Charges for Period	\$0.00
Average Balance for Period	\$722,004.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Nov 01	DEVELOPMENT CORP/PAYROLLREV DEVELOPMENT CORP	1,080.00
Nov 18	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO	154,039.52
Nov 21	CREDIT -FPB CR CARD/INTERNET	500.00
Nov 21	CREDIT-FPB CR CARD/INTERNET	500.00



DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Nov 01	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	1,080.00
Nov 01	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	1,080.00
Nov 15	FPB CR CARD/INTERNET WEB241964448 CRADDOCK VERONICA	500.00
Nov 18	FPB CR CARD/INTERNET WEB242228208 CRADDOCK VERONICA	500.00
Nov 23	IRS/USATAXPYMT *****2792523596 DEVELOPMENT CORPORATIO	2,584.54
Nov 25	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	3,693.03

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Nov 23	0	1,020,536.31	Nov 15	4097	1,216.50	Nov 21	4105	135.00
Nov 15	*4079	84.23	Nov 30	4098	439.11	Nov 25	4106	1,600.00
Nov 01	*4085	197.79	Nov 21	4099	886.58	Nov 25	4107	49.90
Nov 07	*4088	194.74	Nov 30	*4101	1,298.50	Nov 25	*4109	123.36
Nov 01	*4094	7,285.00	Nov 25	4102	665.00	Nov 22	4110	1,200.00
Nov 15	4095	2,265.13	Nov 18	4103	1,200.00	Nov 29	4111	5,000.00
Nov 14	4096	2,481.58	Nov 22	4104	3,000.00			

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Nov 01	935,438.12	Nov 18	1,081,035.46	Nov 25	47,561.74
Nov 07	935,243.38	Nov 21	1,081,013.88	Nov 29	42,561.74
Nov 14	932,761.80	Nov 22	1,076,813.88	Nov 30	40,824.13
Nov 15	928,695.94	Nov 23	53,693.03		



CHECK IMAGES

CREDIT/DEBIT *See Next Page* CHECKING TRANSACTION

CUSTOMER NAME: Development Corporation of Mercedes, Inc.
DATE: 11/23/2022 PREPARED BY: [Signature] ATTENDED BY: [Signature]

Amount: \$1,020,536.31

Check Number: 0

Account: 1500001873

11/23/2022 Check 0 \$1,020,536.3

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/15/2022

Pay to the order of: City Energy / U.S. Relations, LLC

Amount: \$84.23

Account: 1500001873

11/15/2022 Check 4079 \$84.23

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/01/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$197.79

Account: 1500001873

11/01/2022 Check 4085 \$197.79

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/07/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$194.74

Account: 1500001873

11/07/2022 Check 4088 \$194.74

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/01/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$7,285.00

Account: 1500001873

11/01/2022 Check 4094 \$7,285.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/15/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$2,265.13

Account: 1500001873

11/15/2022 Check 4095 \$2,265.13

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/14/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$2,481.58

Account: 1500001873

11/14/2022 Check 4096 \$2,481.58

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/15/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$1,216.50

Account: 1500001873

11/15/2022 Check 4097 \$1,216.50

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/30/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$439.11

Account: 1500001873

11/30/2022 Check 4098 \$439.11

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/21/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$886.58

Account: 1500001873

11/21/2022 Check 4099 \$886.58

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/30/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$1,298.50

Account: 1500001873

11/30/2022 Check 4101 \$1,298.50

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. ORIO
Mercedes, TX 75702

Check Date: 11/25/2022

Pay to the order of: Lessor Loan Program of Dr. Lige

Amount: \$665.00

Account: 1500001873

11/25/2022 Check 4102 \$665.00



CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/18/2022

Pay to the order of: New & Gerry Dumas
\$ 1,200.00

One Thousand Two Hundred and 00/100

New & Gerry Dumas
1320 S. Bluebell
Mercedes, TX 78750

Control Business Check (B200)

⑈0000004103⑈ ⑆111820⑆ ⑆150001873⑈

11/18/2022 Check 4103 \$1,200.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/22/2022

Pay to the order of: The Church, Valley Limestone Church, Inc.
\$ 3,000.00

Three Thousand and 00/100

The Church, Valley Limestone Church, Inc.
1000 North Texas
Mercedes, TX 78750

RVLSA (Sponsoring) / 2022 GSA

⑈0000004104⑈ ⑆111820⑆ ⑆150001873⑈

11/22/2022 Check 4104 \$3,000.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/21/2022

Pay to the order of: Cook's
\$ 135.00

One Hundred Thirty Five and 00/100

Cook's
370 South Texas Avenue
Mercedes, TX 78750

Control Business Check (B200)

⑈0000004105⑈ ⑆111820⑆ ⑆150001873⑈

11/21/2022 Check 4105 \$135.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/25/2022

Pay to the order of: S&S CPA LLC
\$ 1,600.00

One Thousand Six Hundred and 00/100

S&S CPA LLC
P.O. Box 1079
Weslaco, TX 78768

Accounting Services for the month of October 2022

⑈0000004106⑈ ⑆111820⑆ ⑆150001873⑈

11/25/2022 Check 4106 \$1,600.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/25/2022

Pay to the order of: Tanya Ulrich, LLC
\$ 49.90

Forty Nine and 90/100

Tanya Ulrich, LLC
P.O. Box 1800
Chicago, IL 60655-6386

Control Business Check (B200)

⑈0000004107⑈ ⑆111820⑆ ⑆150001873⑈

11/25/2022 Check 4107 \$49.90

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/25/2022

Pay to the order of: Lantel
\$ 123.36

One Hundred Twenty Three and 36/100

Lantel
P.O. Box 474
Mercedes, Texas 78750-0474

Office Equipment App # 2021-4

⑈0000004109⑈ ⑆111820⑆ ⑆150001873⑈

11/25/2022 Check 4109 \$123.36

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/22/2022

Pay to the order of: New & Gerry Dumas
\$ 1,200.00

One Thousand Two Hundred and 00/100

New & Gerry Dumas
1320 S. Bluebell
Mercedes, TX 78750

Control Business Check (B200)

⑈0000004110⑈ ⑆111820⑆ ⑆150001873⑈

11/22/2022 Check 4110 \$1,200.00

DEVELOPMENT CORPORATION OF MERCEDES, INC.
320 S. CHS
Mercedes, TX 78750

Check Date: 11/29/2022

Pay to the order of: Rio Grande Valley Limestone Church, Inc.
\$ 5,000.00

Five Thousand and 00/100

Rio Grande Valley Limestone Church, Inc.
1000 North Texas
Mercedes, TX 78750

RVLSA (Sponsoring) / 2022 Limestone Church & Pastor

⑈0000004111⑈ ⑆111820⑆ ⑆150001873⑈

11/29/2022 Check 4111 \$5,000.00





Summary Statement

November 30, 2022

Page 1 of 6

Investor ID: TX-01-0607

0000470-0006849 PDF 478962

Development Corporation of Mercedes Inc.

320 S Ohio

Mercedes, TX 78570

Texas CLASS

Texas CLASS		Average Monthly Yield: 3.8546%						
		Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	129,190.13	0.00	0.00	409.91	1,788.52	129,404.40	129,600.04
TX-01-0607-0002	EDC 2006 RESERVE	275,778.78	0.00	0.00	875.00	3,817.88	276,236.15	276,653.78
TX-01-0607-0003	EDC RBEG FUND	42,188.91	0.00	0.00	133.87	584.12	42,258.89	42,322.78
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	69,323.70	0.00	0.00	219.96	959.71	69,438.68	69,543.66
TOTAL		516,481.52	0.00	0.00	1,638.74	7,150.23	517,338.12	518,120.26

Tel: (800) 707-6242

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

**Security Holder
Remittance Report for
12/8/2022**

Start Date:	11/22/2022 12:00:00
End Date:	12/8/2022 11:59:00P
Print Date:	12/08/2022
Print Time:	3:31:12 pm

Security Holder Development Corporation of Mercedes

Investor Number <u>01-985-002</u>			Investor Name <u>Development Corp of Mercedes RBEG</u>								Net Remit
<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Rcvr'd Fee</u>	<u>Am</u>	
98575284	NTM Ventures	Regular Pymnt	11/25/2022	588.79	435.29	153.50	18.00	0.00	0.00	570.79	
98575284	NTM Ventures	Prin Reduction	11/25/2022	11.21	11.21	0.00	0.00	0.00	0.00	11.21	
98573148	Valor Fitness,	Regular Pymnt	12/07/2022	586.48	514.10	72.38	18.00	0.00	0.00	568.48	
Investor/Bank/Group Total				1,186.48	960.60	225.88	36.00	0.00	0.00	1,150.48	
Total Security Holder				1,186.48	960.60	225.88	36.00	0.00	0.00	1,150.48	

Delinquency Report

As Of December 08, 2022

Data Date: 12/08/2022
Data Time: 4:00:02 pm
Print Date: 12/08/2022
Print Time: 4:00:02 pm

Security Holder Development Corporation of Mercedes

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

<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98563684	150,400.00	146,280.17	146,706.82	21.33		#####	07/24/2022	09/13/2022	137	5
REYBOTIC;										
98554876	98,691.90	37,353.36	999.24	199.84	10/24/2022	1,998.48	10/15/2022	10/24/2022	54	2
Jom Investn, 7013 E. Expressway 83 Suite E.										
98564204	30,000.00	6,664.98	545.75	54.58	10/17/2022	1,118.79	11/03/2022	10/17/2022	35	2
Werbiski , Ashley										

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

<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98550182	100,000.00	41,955.26	104.89	5.24		1,316.32	01/06/2022	11/29/2021	336	12
Gomez , Roy 334 South Texas Blvd.										
98569300	315,629.17	275,374.80	2938.50	386.09	11/09/2022	14,804.65	07/18/2022	11/09/2022	143	5
MD Internati, 311 D. Vogel Drive										

Mortgage Servicer System
Loan Trial Balance By Bank/Investor/Group

Loan #	Loan Name	Inv Loan #	Due Date	Bk	Inv Grp	Int Rate	Payment Amt	Prin Bal	T&I Bal	Loss Draft Bal	Unapplied Bal	Subsidy Bal
98550030	De La Garza, Albaro d	98550030	12/01/22	01	985 002	5.00000	1,976.98	94,195.34	.00	.00	.00	.00
98554876	Jom Investments, LLC	98554876	10/15/22	01	985 002	4.00000	999.24	37,353.36	.00	.00	.00	.00
98563684	REYBOTICS, LLC	98563684	07/24/22	01	985 002	3.50000	146,706.82	146,280.17	.00	.00	.00	.00
98564204	Werbiski, Ashley	98564204	11/03/22	01	985 002	3.50000	545.75	6,664.98	.00	.00	.00	.00
98567980	San Miguel, Juan A.	98567980	12/05/22	01	985 002	3.00000	1,167.96	35,675.58	.00	.00	.00	.00
98572140	Gonzalez, Ashley R.	98572140	12/01/22	01	985 002	3.00000	320.94	43,410.15	.00	.00	.00	.00
98573148	Valor Fitness, LLC.	98573148	01/01/23	01	985 002	3.00000	586.48	45,837.65	.00	.00	.00	.00
98575284	NTM Ventures, LLC	98575284	01/01/23	01	985 002	3.00000	588.79	84,445.75	.00	.00	.00	.00
Group Totals:							152,892.96		.00		.00	
								493,862.98				.00
Item Count = 8												
98550182	Gomez, Roy G.	98550182	01/06/22	01	985 003	3.00000	104.89	41,955.26	.00	.00	.00	.00
98560836	Castaneda, Mario	98560836	12/01/22	01	985 003	3.50000	1,060.13	64,835.78	.00	.00	.00	.00
98564988	Hinojosa, Raquel dba	98564988	12/23/22	01	985 003	3.50000	282.52	3,868.05	.00	.00	.00	.00
98569300	MD International, LLC	98569300	07/18/22	01	985 003	3.00000	2,938.50	275,374.80	.00	.00	.00	.00
Group Totals:							4,386.04		.00		.00	
								386,033.89				.00
Item Count = 4												
Investor Totals:							157,279.00		.00		.00	
								879,896.87				.00
Item Count = 12												
Bank Totals:							157,279.00		.00		.00	
								879,896.87				.00
Item Count = 12												
Grand Totals:							157,279.00		0.00		0.00	
								879,896.87		0.00		0.00
Item Count = 12												

4. Discussion and Action: TXCLASS Quarterly Report



Summary Statement

November 30, 2022

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Investor ID: TX-01-0607

0090470-0000849 PDF T 478982

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

Texas CLASS

Texas CLASS

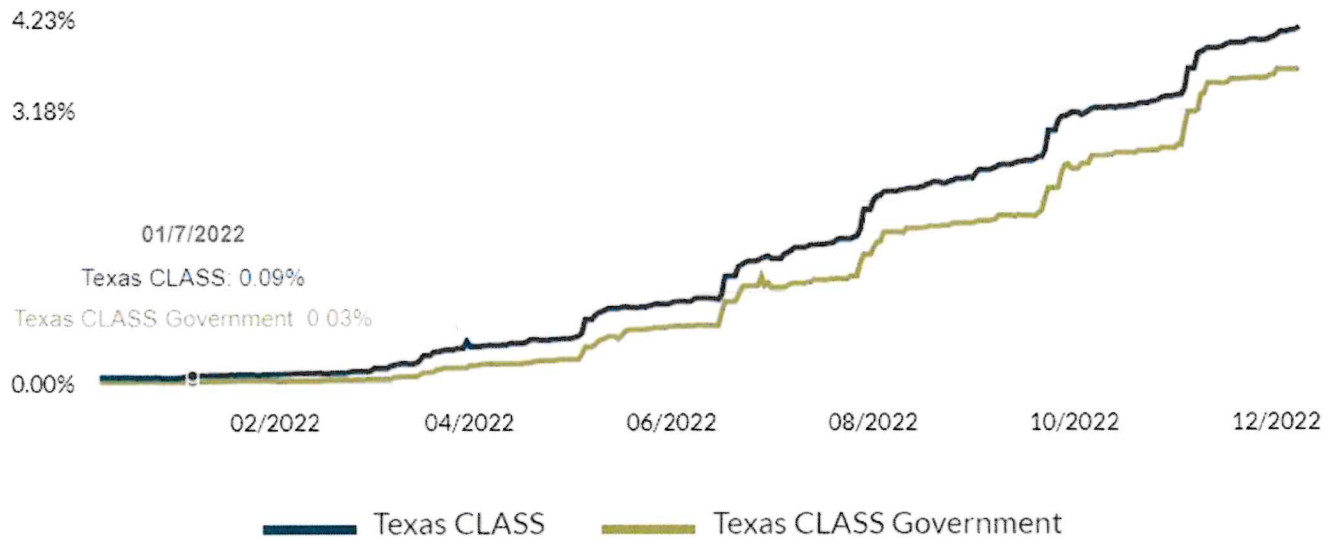
Average Monthly Yield: 3.8546%

		Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	129,190.13	0.00	0.00	409.91	1,788.52	129,404.40	129,600.04
TX-01-0607-0002	EDC 2006 RESERVE	275,778.78	0.00	0.00	875.00	3,817.88	276,236.15	276,653.78
TX-01-0607-0003	EDC RBEG FUND	42,188.91	0.00	0.00	133.87	584.12	42,258.89	42,322.78
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	69,323.70	0.00	0.00	219.96	959.71	69,438.68	69,543.66
TOTAL		516,481.52	0.00	0.00	1,638.74	7,150.23	517,338.12	518,120.26

Rates as of December 8, 2022

	Texas CLASS	Texas CLASS Government
Daily Yield (%)	4.1344	3.6501
YTD Yield (%)	1.5788	1.2390
7-Day Yield (%)	4.0951	3.6419
30-Day Yield (%)	3.9862	3.5507
Weighted Average Maturity (To Reset)	33	19
Weighted Average Maturity (To Final)	85	104
Daily Dividend	0.000113270	0.000100002
Net Asset Value (NAV)	0.99976946	0.99954811

Texas CLASS Daily Yields



Type of Class: Texas Class

Maturity Date: None

Interest Rate Variable/Average November: 3.85%

Presented Before the Board: December 14, 2022

Signature: _____ Date: _____

5. Discussion and Action: ICSC Red River Dallas

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 12/9/2022
Re: ISCS Red River Dallas

ISCS Red River will be held January 18-20, 2023. Please see the anticipated costs:

Booth:	\$850
Shipping:	\$1000
Registration Fee:	\$550/pp
Airfare:	\$300/pp
Hotel:	\$1000/pp
Car Rental:	\$400
Total	\$4,100

Additional Person: \$1850

Budget for ICSC Red River is \$5000.

Recommendation: Will of the Board

6. Discussion and Action: MPC Studios Social Media

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 12/9/2022
Re: MPC Social Media

The Marketing Committee recommended engaging a social media firm to train DCM + City staff; the goal is to create dynamic posts that encourage engagement while maintaining the brand.

Please see attached proposal.

Recommendation: Will of the Board



SOCIAL MEDIA **PROPOSAL**

FOR
Mercedes EDC



YOUR OPTIONS

MPC will create order and strategy.

THE FOUNDATION

The foundation includes all of the essential elements you need to jumpstart your social media activities. It includes the setup and branding of your social media accounts, the analysis and strategy for your campaign, and the employee training to outline appropriate use.

THE DAILY GRIND

The daily grind is our recommended strategy to overcome hours of wasted time searching for daily content. We identify industry categories relevant to your audience and automatically generate and post interesting articles on your behalf so you can focus your own content efforts on quality instead of quantity.

TAILORED CONTENT

The MPC creative team creates custom content that aligns with your brand personality and is designed to be shareable. Stand out from the rest of the social media background noise with lighthearted content that people want to show their friends.



THE FOUNDATION

Whether you have an existing social media presence or not, the Foundation is a required step for all MPC Social Media campaigns. Every company will have different needs but they will each still require the fundamentals.

BRANDING

MPC Studios will create and brand your social media profiles to ensure consistency across all platforms. If these profiles already exist and are branded, the credentials will be provided to MPC Studios and an analysis of the current branding will be completed to determine if improvements can be made.

ANALYSIS

By reviewing competitors in and out of your market, industry trends, and your current activities, MPC Studios will create a strategy to be implemented in all future social media activities. This will include a recommended brand personality, an appropriate schedule for posts and a system for streamlining posting.

TRAINING

All successful social media campaigns require collaboration between MPC and the client. MPC will provide hands-on training with staff to show them how to use the recommended social media tools, what kind of content works and doesn't work, and outline the details of the prepared strategy so that all social media activities work together regardless of who is posting.



MPC Studios will create a campaign to automatically post relevant and interesting articles to your profiles every single day based on the goals outlined in the strategy document. This frees you up to post interesting content yourself as it becomes available and not worry about meeting a quota. Even if you go on vacation for 6 months, you can return and find your profiles continuing to buzz with activity.

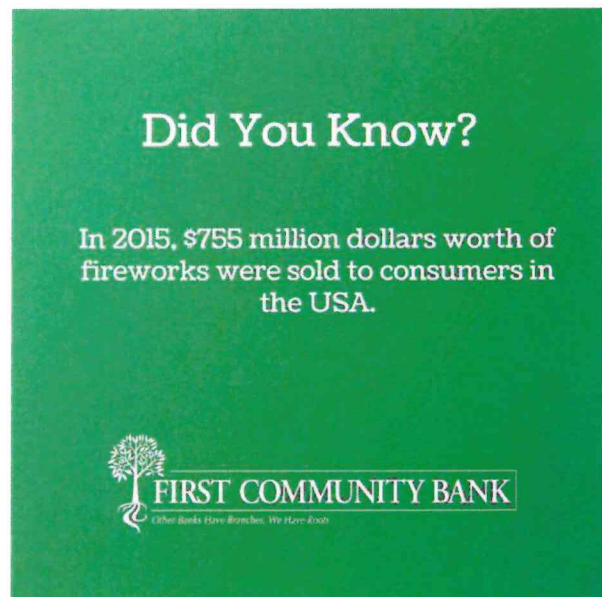
Boost Post



TAILORED CONTENT

Videos and Photos dominate social media shares but they require more effort to produce. Let the MPC creative team design and produce a campaign of shareable content on your behalf with custom content that matches your brand personality.

Examples





PACKAGES

Package 1

The Bare Minimum

Includes

The Foundation

The Daily Grind

\$500/mo

Package 2

Business Casual

Includes

The Foundation

The Daily Grind

Tailored Content

\$2,250 /mo

Package 3

The Professional

Includes

The Foundation

The Daily Grind

2x Tailored Content

\$3,750 /mo



TERMS & CONDITIONS

Payment

Payment is due in full by the first day of each month of services. Late payment is subject to a \$50 late fee and payment more than 30 days late is subject to termination of services. This agreement will renew annually.

Liability

We can't guarantee that the functions contained in any completed web site or app will always be error-free, so we can't be liable to you or any third party for damages, including lost profits, lost savings or other incidental, consequential or special damages arising out of the operation of or inability to operate this web site and any other web pages, even if you have advised us of the possibilities of such damages. Your website is developed to host properly on the MPC Studios hosting scenario, therefore we cannot guarantee the site will function as intended on a different hosting scenario. If any provision of this agreement shall be unlawful, void, or for any reason unenforceable, then that provision shall be deemed severable from this agreement and shall not affect the validity and enforceability of any remaining provisions.

Terms

Client will indemnify and defend MPC Studios against all claims, liability, damages, costs, and expenses, including reasonable legal fees and expenses, arising out of any use of the website, or the use of any photographs or material provided by client. You cannot transfer this contract to anyone else without our permission. If for some reason one part of this contract becomes invalid or unenforceable, the remaining parts of it remain in place.

Copyrights and Ownership

You guarantee to us that any elements of text, graphics, photos, designs, trademarks, or other artwork that you provide for inclusion in the website are owned by you, or you have permission to use them. When we receive your final development payment, copyright is automatically assigned as follows:

- You own the finished website, designs or productions with unlimited rights to use exclusively for your business. You own the text content, photographs and other data you provided, unless someone else owns them. Your business has the rights to use the project design, XHTML markup, CSS and other code we have created in other ways so long as restricted to your business.
- Licensed third party or open source elements within the website remain the copyrighted property of those parties.
- We retain ownership of the source design, XHTML markup, CSS and other code we have created for this project, which allows us to use portions of code or other elements in other MPC projects. Since we love to show off our work and share what we have learned with other people, we also reserve the right to display and link to your completed project as part of our portfolio and to write about the project on web sites, in magazine articles and in books about web design.

Change of Agreement - This agreement may be changed or modified at the request of the client, subject to MPC approval. Terms of the agreement may be changed by MPC Studios with a 30 day written notice to client.

Cancellation of Agreement - Either party may terminate this agreement with written notice. Any unpaid hours used to date will be paid by client at termination.

SIGNATURE

David Winters-McDonald
MPC Studios Inc

SIGNATURE

DATE

DATE



7. Discussion and Action: MPS Studios Market Profile

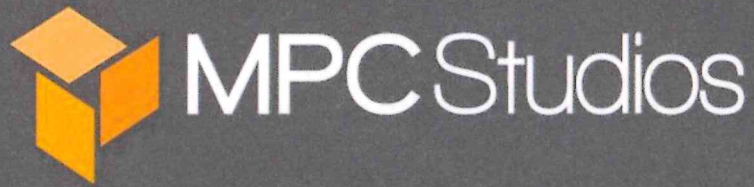
Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 12/9/2022
Re: MPC Market Profile

The marketing profile needs to be updated.

Please see attached proposal.

Recommendation: Will of the Board



2022 PRINT DESIGN

FOR

Mercedes EDC
Market Profile



956.423.2233
www.mpcstudios.com

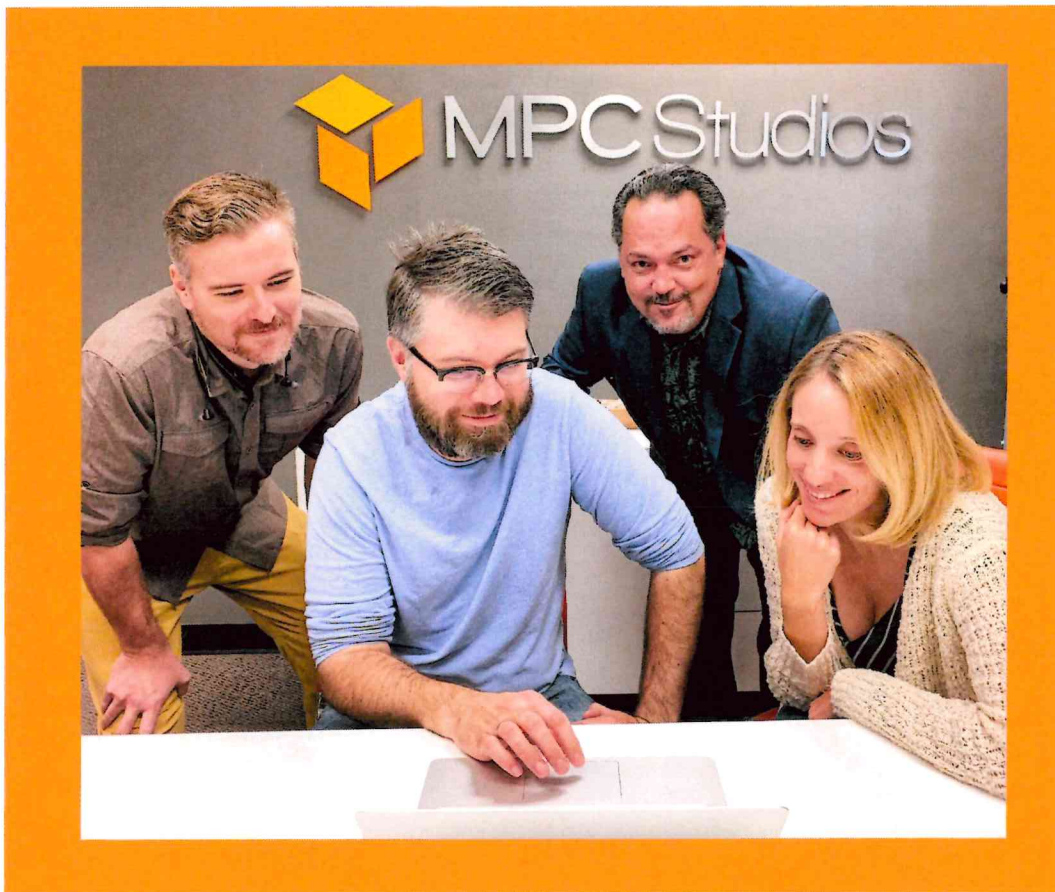


222 E. Van Buren Ave, Suite 402
Harlingen, Texas 78550



ABOUT MPC STUDIOS

The key to our 22 years of success is our positive, customer focused attitude.



MPC Studios original team members, David Winters, Sean Clarke, David Watkins and Kate Hurry.

Our team has been building custom websites **together**, for more than 20 years.

The people that will be working on your website, have more than 100 years combined experience building websites.



RECOGNITIONS

Since 1998, MPC Studios has created hundreds of award winning websites for many different industries.

MPC Studios is a stable and reliable solution, and widely recognized among the best in website development today.

You won't find a better solution.



TOP IN TEXAS

Top Website Development
Teams in Texas

Rated in 2017, 2018, 2019,
2020



TOP WEB TEAMS IN AMERICA

Top Website Design Teams in
America

Recognized in 2018, 2019, 2020



TOP 10 IN AMERICA TODAY

Ten Best Custom Developers
PHP, Wordpress, Shopify

Recognized 2019, 2020



100+ ADDYs

Acknowledged by the American
Advertising Federation with more than
100 ADDY Awards for Outstanding
Websites

OUR CLIENTS

We have worked with organizations of all sizes from a variety of industries.



Since 2006



Since 2017



Since 2008



Before 2006



Before 2006



Since 2010



Since 2008



Since 2014



GEORGE CUNNINGHAM
COMPANY INCORPORATED

Since 2018



Since 2012



Since 2008



Since 2008



PRICE & TERMS

60 Hours over the course of 12 weeks

**Additional hours will be billed at \$135/hr.*

DESCRIPTION	PRICE
Print Design 30 hours	\$3,750
Additional MPC Support As needed after completion	\$135 /hour



TERMS & CONDITIONS

Payment

Payment is due in full by the first day of each month of services.

Liability

We can't guarantee that the functions contained in any completed web site or app will always be error-free. We can't be liable to you or any third party for damages, including lost profits, lost savings or other incidental, consequential or special damages arising out of the operation of or inability to operate this web site and any other web pages, even if you have advised us of the possibilities of such damages. Your website is developed to host properly on the MPC Studios hosting scenario, therefore we cannot guarantee the site will function as intended on a different hosting scenario. If any provision of this agreement shall be unlawful, void, or for any reason unenforceable, then that provision shall be deemed severable from this agreement and shall not affect the validity and enforceability of any remaining provisions.

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SIGNATURE

David Winters-McDonald
MPC Studios Inc

SIGNATURE

DATE

DATE

8. Discussion and Action: Land Use Assumption Plan

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 12/9/2022
Re: Land Use Assumption Plan

Please see attached proposal.

Recommendation: Will of the Board

**City of Mercedes
Land Use Assumptions Plan
Scope of Services**

Project Understanding

Freese and Nichols, Inc. (FNI) understands that the City of Mercedes is seeking professional engineering services to future land use assumptions. The land use assumptions will be utilized in a future project for water and wastewater master planning.

Scope of Work

1. **Land Use and Development Meeting:** FNI will meet with the City to discuss population and land use assumptions, and projected growth rates. Future water and wastewater service areas for the existing, 5-year, 10-year, and 20-year planning periods will be discussed. The City will provide available mapping to be utilized in this study. During this meeting, FNI and the City staff will identify potential growth areas.
2. **Distribute Future Growth:** Develop updated water and wastewater connection estimates and projections to allocate across the water and wastewater service areas for each future planning period.
3. **Review Historical Water Demands and Wastewater Flows:** FNI will obtain and evaluate historical water production and wastewater flow data to develop trends and calculate peaking factors. This data will be used to determine expected per-capita loads for future projections.
4. **Develop and Distribute Water Demand Projections:** FNI will develop water demand projections for existing, 5-year, 10-year, and 20-year conditions using the future land use assumptions and selected design criteria. FNI will distribute water demands throughout the service area based on the existing and future land use assumptions.
5. **Develop and Distribute Wastewater Flow Projections:** FNI will develop wastewater flow projections for existing, 5-year, 10-year, and 20-year conditions using the future land use assumptions and selected design criteria. FNI will distribute wastewater flows throughout the service area based on the existing and future land use assumptions.
6. **Progress Meeting: Land Use and Demand/Flow Projections:** FNI will attend a meeting with the City and North Alamo to discuss the results of water demand and sewer basin flow projections and distribution. FNI will address comments on the distribution of the growth as well as the water and wastewater load projections.

Summary of Project Meetings

- Land Use and Development Meeting
- Progress Meeting: Land Use and Demand/Flow Projections
- Meeting with City and Finalize Memorandum

Fee Summary

Task	Hours	Labor Effort	Expense Effort	Total Effort
Population and Water and Wastewater Load Projections	188	\$35,313	\$4,384	\$39,696

9. Discussion and Action: GeoFencing International Border

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 12/9/2022
Re: GeoFencing Border

Due to financial constraints, the City is unable to GeoFence the International Border. Please see attached cost estimate.

Recommendation: Will of the Board



Presented to
City of Merced
Melissa Ramirez
Mercedes EDC
Ports of Entry Plan

Executive Overview

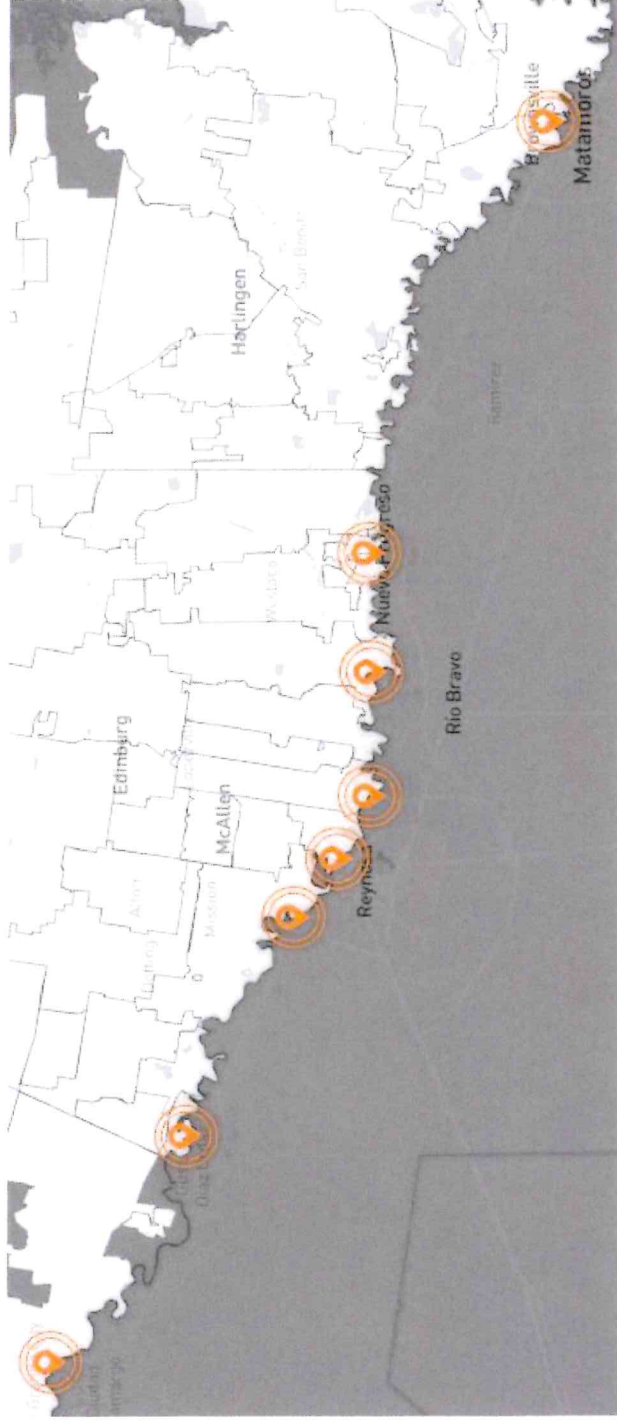
Complex data sources were used to develop the right mix of audience targeting & online delivery to help achieve your business goals.

Audience Targeting

- › 56 Targeted Zip Codes in 6 Counties
- › Total Target Population: Approx 1,343,152
- › Geofencing: Included
- › Retargeting: Included

Product Selection

- Animated Banners
- Video Pre-Roll
- All Websites, en Espanol



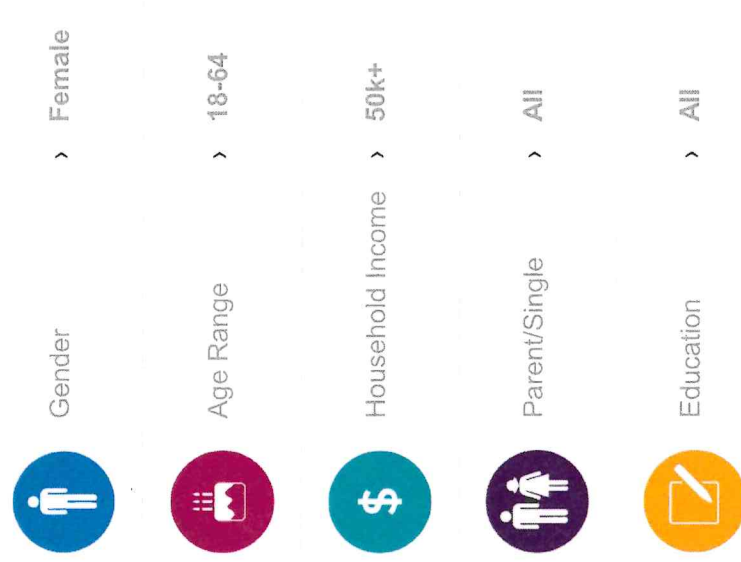
Geographic Targeting

Target the consumers that are most likely to become your customers by focusing on the geography best suited for your locations & business type.

Geography



Demographics



Demographic Targeting

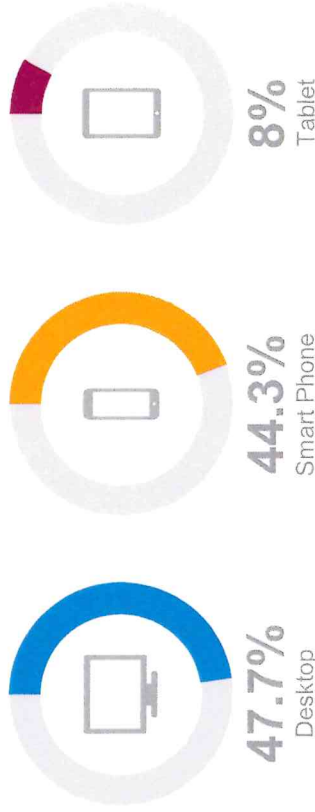
Understanding the background & behavior of your best target customers is key to constructing a cost-effective media plan.

Targeting 157,319 out of 1,343,152

FEMALE, 18-64, INCOME 50K+

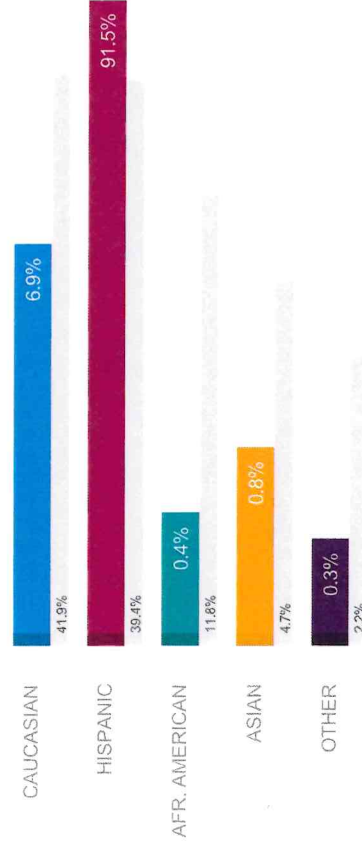


Device use in targeted area



Geographic composition

VERSUS TEXAS AVERAGE -



Targets against regional average



Advertising Agreement

Spectrum Reach

Products

Budget 1

DISPLAY	\$1,300 per month	\$9,100 total
Local Audience Banners on all devices	122,688 imprs/month	858,813 total imprs
8 Geofences in 1 location	\$195 per month	\$1,365 total
Audience Targeted Display	\$1,105 per month	\$7,735 total
ONLINE VIDEO	\$1,250 per month	\$8,750 total
Multi Screen Online Video Advertising	69,444 imprs/month	486,108 total imprs
1 location		
Grand Total	\$2,550 per month	\$17,850 for 7 months

Either signature on this order form, or delivery to Charter Communications Operating, LLC ("Spectrum Reach") of any advertisement, advertising content or other materials of or on behalf of an advertiser or agency (each, a "Client") for distribution, shall constitute Client's agreement to the Spectrum Reach Terms and Conditions, available at spectrumreach.com/terms-conditions and incorporated into this order form as if fully set forth herein, as applicable and as may be amended from time to time.

Start Date: _____

Print Client/Agency Name: City of Mercedes

End Date: _____

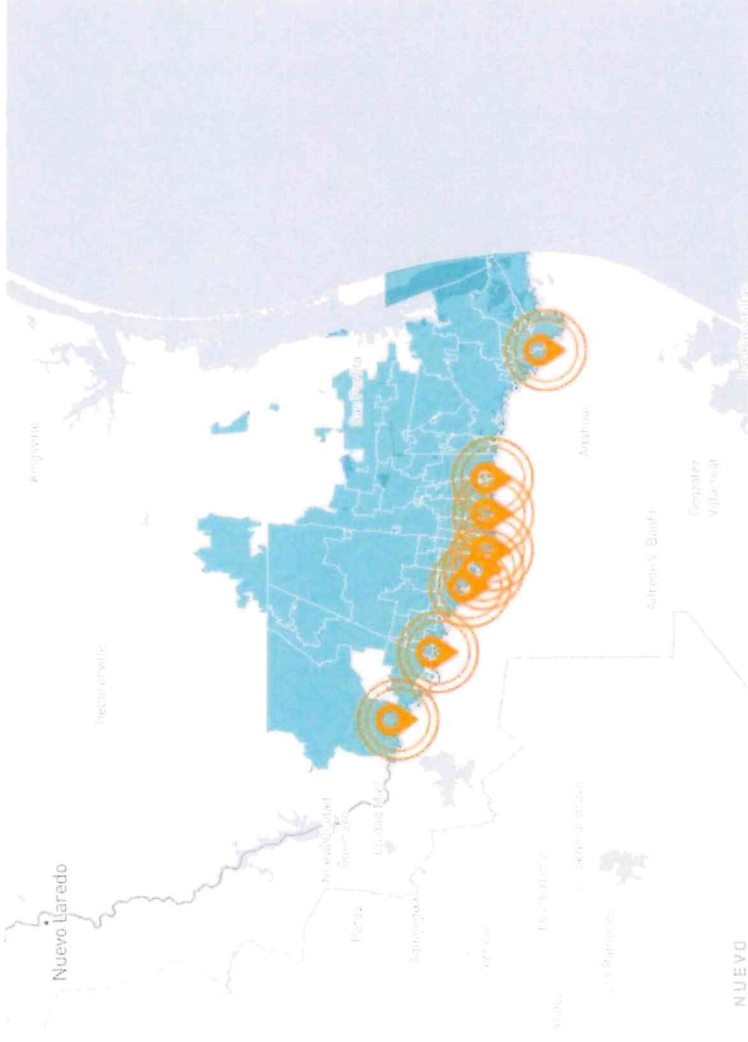
Client/Agency Signature: _____

Proposal ID: 16664887181027025321

Spectrum Reach Signature: _____

Geographic Targeting Per Location

78570 - 60 mile radius



GEOFENCING ADDRESSES

Anzalduas International Bridge, Mission, TX, USA | 26.1381, -98.33318
B and P Bridge Colonia, Progreso Lakes, TX, USA | 26.0673, -97.9503
Donna International Bridge, Donna, TX, USA | 26.0658, 98.0752|800m Gateway International Bridge System, Brownsville, TX, USA | 25.8993, Mc Allen-Hidalgo International Bridge, International Boulevard, Hidalgo Pharr–Reynosa International Bridge, South Cage Boulevard, Pharr, TX Starr Camargo Bridge, W Main St, Rio Grande City, TX, USA | 26.3669 US Border & Customs Service -Los Ebanos Ferry Crossing, Flores Str

TARGET AREA 56 ZIP Codes in Kenedy, Brooks, Hidalgo...	POPULATION 1,343,152	PEOPLE / HOUSEHOLD 3.3
LOCAL SITES foxrio2.com, krgv.com, themonitor.com, valleycentral.com, brownsvilleherald.com, caller.com, kitiitv.com, kristiv.com, kztv10.com, kgns.tv, lmlonline.com, cw35.com, foxsanantonio.com, kens5.com, ksat.com	AVERAGE INCOME \$55,591	AVERAGE HOME VALUE \$86,640
	MEDIAN AGE 35	# OF BUSINESSES 18,080

10. Executive Session: Section 551.087: relating to economic incentives for Project QC, Project STM, Project MD and Project RGVLS 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.

11. Discussion and Action: item #10

12. Adjournment