

Development Corporation of Mercedes, Inc.
REGULAR CALLED MEETING
February 21, 2024 at 11:30AM
320 S. Ohio

Development Corporation of Mercedes, Inc.

Agenda

February 21 2024 11:30AM

320 S Ohio

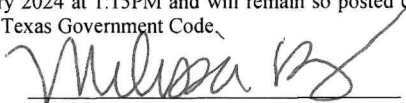
NOTICE, is hereby given that the Development Corporation of Mercedes, Inc. will be holding a **Regular Called Meeting** on **Wednesday, February 21, 2024 at 11:30AM** at the **Development Corporation of Mercedes at 320 South Ohio** for the purpose of considering and taking formal action regarding the following items:

1. Call meeting to order
2. Discussion and Action: January 17, 2024 Minutes
3. Discussion and Action: January 2024 Financials
4. Discussion and Action: Election of Officers
5. Discussion and Action: FY 22-23 Audit, Adrian Webb, CPA
6. Discussion and Action: ICSC Recap
7. Discussion and Action: Hotel Feasibility Study
8. Discussion and Action: FY23-24 Budget Amendment
9. Discussion and Action: EDA Grant, Administrative Fee
10. Discussion and Action: Signage Grant, Armendariz and Salazar
11. Discussion and Action: ViewPoint
12. Discussion and Action: Tabled Items
13. Executive Session: Section 551.087: Economic development negotiations with Project Knights, Project STM, Project ASHTI, Project Arts, Project QSR, Project M30, Project 150, Project M2, Project Cruz, Project M. Carrillo, Project AHSTI, Project Bert Ogden, Project A. Garcia, Project RGVLS, Project Mercedes Light Industrial Park, Project G. Schwarz, Project Coffee, Project Carwash, Project Rios, Project UT; Section 551.072 Real Estate: MERCEDES ORIGINAL TOWNSITE S130'-E150' BLK 10, and Section 551.071: pending legal issues with delinquent loans and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.
14. Discussion and Action: item #13
15. Adjournment

The Board of Directors reserves the right to go into Executive Session at any time during the meeting to consult with its attorney in accordance with Section 551.071; deliberate the purchase or sale of real property in accordance with Section 551.072; deliberate personnel matters in accordance with Section 551.074; and/or deliberate economic development negotiations in accordance with Section 551.087. This notice is given in accordance with Vernon's Texas Code Annotated, Texas Government Code, Section 551.001 et. seq.

I hereby certify this Notice of a Meeting of the Development Corporation of Mercedes was posted in accordance with the Open Meetings Act on the outside bulletin board at City Hall of the City of Mercedes, located at 400 S Ohio, visible and accessible to the general public during and after working hours. This notice was posted on the 16th day of February 2024 at 1:15PM and will remain so posted continuously for at least 72-hours proceeding 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: January 17, 2024 Minutes

Development Corporation of Mercedes, Inc.
Regular Called Meeting
Wednesday, January 17, 2024 11:30AM

Board Members Present:

Fred Gonzalez- President
Marcos Garcia –Vice President
Lou Huerta – Secretary
Joe Flores – Member
Tony Garza - Member

Board Members Absent:

Peggy Marie Chavez Yanez - Treasurer
Roel Villanueva – Member

EDC Staff Present:

Melissa Ramirez – Executive Director
Zefra Mascorro – Administrative Coordinator
Mario Salinas – Marketing Specialist
Mark Sossi - DCM Attorney

EDC Staff Absent:

City Staff Present:

Javier Ramirez- Assistant City Manager

City Staff Absent:

Alberto Perez- City Manager

Others Present:

1. Call Meeting to order

Fred Gonzalez called the meeting to order at 11:31AM

2. Discussion and Action: November 15, 2023 Minutes

Joe Flores voted to approve the December 6, 2023 Minutes as presented. Seconded by Marcos Garcia. All voted aye.

Mr. Tony Garza entered the Open Session meeting at 11:31AM

3. Discussion: November 2023 and December 2023 Financials

Joe Flores voted to approve the October 2023 and December 2023 Financials as presented.
Seconded by Marcos Garcia. All voted aye.

4. Discussion and Action: Election of Officers

Marcos Garcia voted to table the election of officers as the full Board was not present. Seconded by Joe Flores. All voted aye.

5. Discussion and Action: DCM Investment Policy

Marcos Garcia voted to approve the DCM investment policy. Seconded by Tony Garza. All voted aye.

6. Discussion and Action: Appointment to Man and Woman of the Year Committee

Marcos Garcia voted to appoint Roel Villanueva to the Man and Woman of the Year Committee.
Seconded by Joe Flores. All voted aye.

7. Discussion and Action: Signage Grant Program

Marcos Garcia voted to extend the jurisdiction for the Signage Grant Program to 6th street and Texas and develop a package for the Certificate of Occupancy to be grandfathered in for existing businesses. Seconded by Lou Huerta. All voted aye.

Mr. Mark Sossi entered the Open Session meeting at 11:53AM

8. Discussion and Action: Tabled Agenda Items

No Action

9. Executive Session: Section 551.087: Economic development negotiations with Project Knights, Project M30, Project 150, Project M2, Project Cruz, Project M. Carrillo, Project AHSTI, Project Bert Ogden, Project A. Garcia, Project RGVLS, Project Mercedes Light Industrial Park, Project Ali, Project G. Schwarz, Project STM, Project Coffee, Project Killer V, Project Carwash, Project Rios, Project UT; Section 551.072 Real Estate: MERCEDES ORIGINAL TOWNSITE S130'-E150 BLK 10, MERCEDES ORIGINAL TOWNSITE N 5' OF 20 ALL of 21 BLK 11 and Section 551.071: pending legal issues with delinquent loans and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.

The Board went into Executive Session at 11:59AM

Mr. Javier Ramirez entered the Executive Session meeting at 12:27PM

The Board went into Open Session at 12:39PM

10. Discussion and Action: item #9

No Action

11. Adjournment: 12:40PM

Fred Gonzalez, President

Joe Flores, Jr., Member

Marcos Garcia, Vice-President

Tony Garza, Member

Peggy Marie Chavez-Yanez, Treasurer

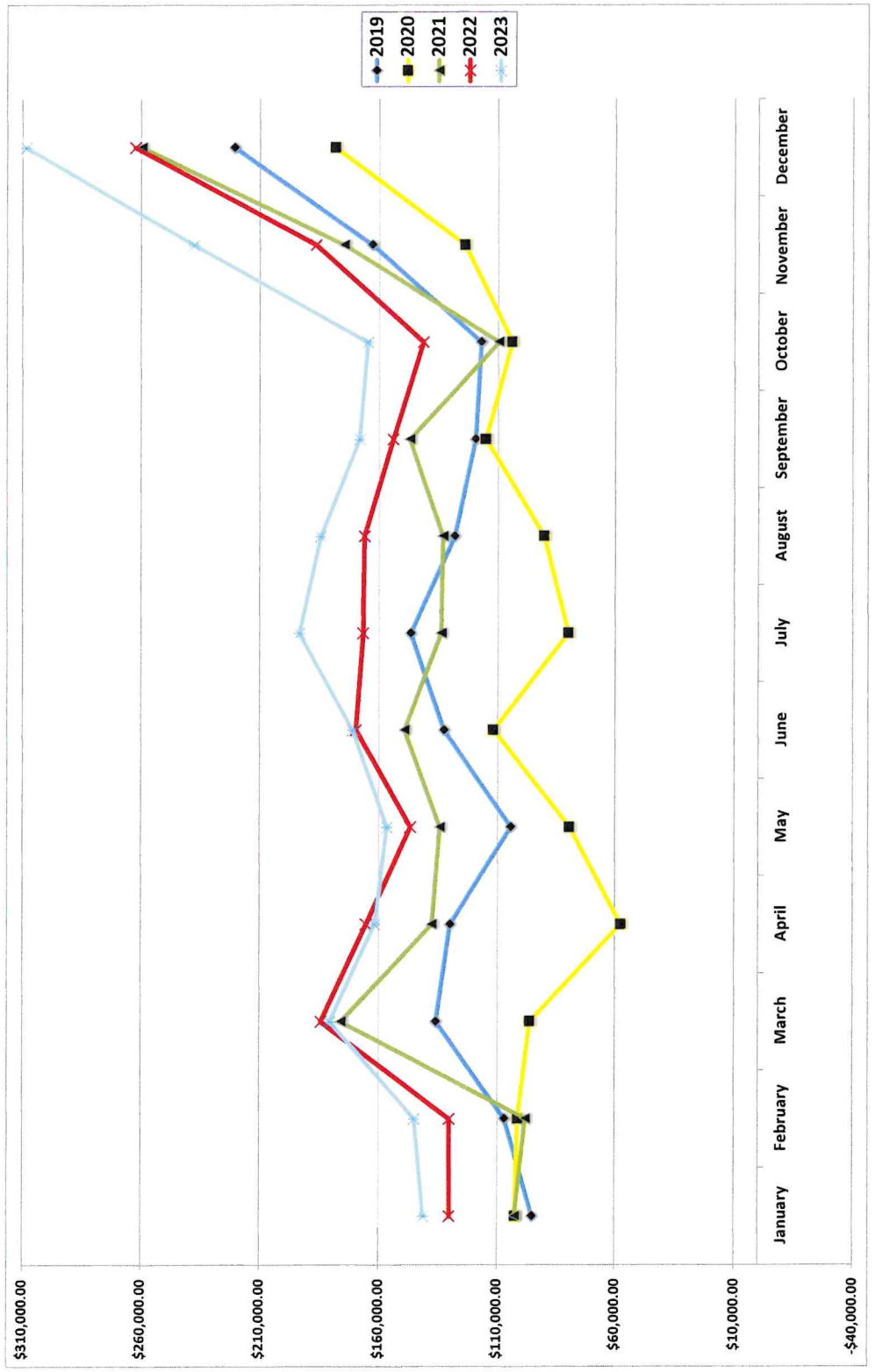
Roel Villanueva, Member

Lou Huerta, Secretary

3. Discussion and Action: January 2024 Financials

Sales Tax Comparison FY 2019 - FY 2023

	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	\$141,318.06	\$186,410.25	\$262,289.27	\$2,003,154.45
2023	\$141,015.72	\$144,814.67	\$180,339.96	\$161,581.89	\$156,465.73	\$170,894.70	\$193,231.21	\$184,292.03	\$167,935.43	\$164,569.86	\$237,600.85	\$308,314.19	\$2,211,056.24



December Sales Tax Allocation

County	City	Rate	Net Payment This Period	Comparable Payment Prior Year	% Change	Payment YTD	Prior Year Payment YTD	% Change
Hidalgo	Alamo	2.00%	\$688,723.18	\$612,565.23	12.43%	\$1,161,576.82	\$1,073,121.37	8.24%
Hidalgo	Alton	2.00%	\$173,107.66	\$185,977.87	-6.92%	\$373,117.06	\$339,622.68	9.86%
Hidalgo	Donna	2.00%	\$778,093.85	\$729,840.76	6.61%	\$1,362,228.30	\$1,274,437.23	6.88%
Hidalgo	Edcouch	2.00%	\$50,048.67	\$38,865.98	28.77%	\$85,329.63	\$67,346.80	26.70%
Hidalgo	Edinburg	2.00%	\$3,774,865.64	\$3,564,459.38	5.90%	\$6,839,718.32	\$6,463,909.01	5.81%
Hidalgo	Elsa	1.50%	\$184,560.47	\$189,011.45	-2.35%	\$327,526.33	\$322,736.34	1.48%
Hidalgo	Granjeno	1.00%	\$6,067.41	\$5,891.42	2.98%	\$11,307.01	\$11,330.54	-0.20%
Hidalgo	Hidalgo	2.00%	\$550,242.27	\$455,043.52	20.92%	\$1,041,937.15	\$908,757.78	14.65%
Hidalgo	La Joya	2.00%	\$79,755.68	\$84,027.98	-5.08%	\$131,290.17	\$131,886.67	-0.45%
Hidalgo	La Villa	2.00%	\$19,611.01	\$17,276.70	13.51%	\$32,155.47	\$27,942.43	15.07%
Hidalgo	McAllen	2.00%	\$10,658,254.01	\$10,616,234.24	0.39%	\$18,990,124.43	\$18,421,681.77	3.08%
Hidalgo	Mercedes	2.00%	\$1,233,256.76	\$1,049,157.09	17.54%	\$2,183,660.14	\$1,794,798.11	21.66%
Hidalgo	Mission	2.00%	\$2,599,723.45	\$2,528,248.13	2.82%	\$4,838,222.44	\$4,456,341.77	8.56%
Hidalgo	Palmhurst	1.50%	\$320,639.30	\$311,813.87	2.83%	\$557,560.84	\$552,494.70	0.91%
Hidalgo	Palmview	1.50%	\$232,875.63	\$234,058.23	-0.50%	\$410,698.75	\$404,398.94	1.55%
Hidalgo	Penitas	1.50%	\$237,939.35	\$164,001.16	45.08%	\$364,313.19	\$286,281.85	27.25%
Hidalgo	Pharr	2.00%	\$2,648,597.00	\$2,648,385.37	0.00%	\$4,992,790.43	\$4,968,752.60	0.48%
Hidalgo	Progreso	2.00%	\$22,391.83	\$26,110.54	-14.24%	\$46,367.27	\$50,475.42	-8.13%
Hidalgo	Progreso Lakes	1.50%	\$8,556.65	\$7,824.88	9.35%	\$15,969.70	\$14,753.63	8.24%
Hidalgo	San Juan	2.00%	\$632,935.60	\$565,805.46	11.86%	\$1,154,988.22	\$1,041,946.82	10.84%
Hidalgo	Sullivan City	1.00%	\$20,442.27	\$25,799.81	-20.76%	\$39,997.60	\$43,406.26	-7.85%
Hidalgo	Westlaco	2.00%	\$1,974,258.19	\$1,946,809.18	1.40%	\$3,591,356.01	\$3,527,416.31	1.81%
City			\$1,233,256.76					
				75%				
City			924,942.57					
EDC			\$1,233,256.76					
				25%				
			308,314.19					

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - EDC
As of January 31, 2024

	Jan 31, 24	Dec 31, 23	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
10001 · Cash & Cash Equivalents			
11010.5 · Cash - Development Corp_3057	1,069,280.76	1,136,092.19	-66,811.43
11011 · VTX Bond 2016	200.00	200.00	0.00
11012 · Development Corp - TXCLASS	137,161.95	136,517.40	644.55
Total 10001 · Cash & Cash Equivalents	1,206,642.71	1,272,809.59	-66,166.88
11200 · Restricted Cash & Cash Equiv.			
11013 · EDC 2006 Reserve - TXCLASS	292,795.96	291,420.06	1,375.90
Total 11200 · Restricted Cash & Cash Equiv.	292,795.96	291,420.06	1,375.90
Total Checking/Savings	1,499,438.67	1,564,229.65	-64,790.98
Accounts Receivable			
13019 · Sales Tax Receivable	344,493.13	344,493.13	0.00
Total Accounts Receivable	344,493.13	344,493.13	0.00
Total Current Assets	1,843,931.80	1,908,722.78	-64,790.98
Fixed Assets			
11020 · Redevelopment Asset	3,313,792.38	3,313,792.38	0.00
Total Fixed Assets	3,313,792.38	3,313,792.38	0.00
Other Assets			
13078 · Loan Rec - MD Int'l(Orb-Galvan)	103,388.84	103,388.84	0.00
13999 · Note Receivable - City	341,323.56	341,323.56	0.00
Total Other Assets	444,712.40	444,712.40	0.00
TOTAL ASSETS	5,602,436.58	5,667,227.56	-64,790.98
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20001 · Accounts Payable	1,080.00	19,263.07	-18,183.07
Total Accounts Payable	1,080.00	19,263.07	-18,183.07
Other Current Liabilities			
Amex Credit Card Payable	-318.47	-318.47	0.00
22170 · Insurance Payable	463.68	445.60	18.08
22210 · Pension Plan Payable	3,682.08	0.00	3,682.08
24000 · Payroll Liabilities	3,630.98	3,662.38	-31.40
Total Other Current Liabilities	7,458.27	3,789.51	3,668.76
Total Current Liabilities	8,538.27	23,052.58	-14,514.31
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	87,343.72	101,858.03	-14,514.31
Equity			
32000 · Unassigned Fund Balance	1,624,320.01	1,625,695.91	-1,375.90
37000 · Restricted Fund Balance	409,296.64	407,920.74	1,375.90
38000 · Nonspendable Fund Balance	3,313,792.38	3,313,792.38	0.00
Net Income	167,683.83	217,960.50	-50,276.67
Total Equity	5,515,092.86	5,565,369.53	-50,276.67
TOTAL LIABILITIES & EQUITY	5,602,436.58	5,667,227.56	-64,790.98

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss - EDC
For the Period Ending January 31, 2024

	Jan 24	Oct '23 - Jan 24
Ordinary Income/Expense		
Income		
Taxes		
40040 · Sales Tax	237,600.84	762,000.18
Total Taxes	237,600.84	762,000.18
44000 · Miscellaneous		
44006 · Other Income-City Pmt VTX	10,416.67	41,666.68
44020 · Interest - TX Class	2,020.45	8,011.30
Total 44000 · Miscellaneous	12,437.12	49,677.98
44051 · Projects	-51.00	-51.00
Total Income	249,986.96	811,627.16
Expense		
5100000 · Personnel Costs		
5101010 · Salaries	16,016.00	63,602.40
5101100 · TMRS Contribution	2,560.96	10,170.03
5101120 · Social Security	1,223.83	4,860.05
5101127 · Cell Phone Allowance	50.00	200.00
5101160 · Health/Life Insurance	1,694.94	4,490.86
Total 5100000 · Personnel Costs	21,545.73	83,323.34
5102000 · Other Services & Charges		
5102010 · Marketing & Promotion	2,138.26	10,746.64
5102011 · Contract Labor - Writer	400.00	1,600.00
5102012 · Automobile Mileage	61.80	313.91
5102020 · Audit	4,000.00	4,000.00
5102025 · Telephones	439.11	1,756.44
5102080 · Office Equipment - Lease	454.19	1,444.50
5102095 · Meetings	221.12	964.75
5102125 · Legal	0.00	10,320.00
5102130 · Membership/Subs	0.00	200.10
5102131 · Web-Site	665.00	2,660.00
5102133 · Miscellaneous	0.00	-0.17
5102134 · Bldg Lease	1,500.00	6,000.00
5102142 · Janitorial	1,080.00	5,280.00
5102144 · Receptionist	3,500.00	7,000.00
5102150 · Travel & Training	3,236.09	8,743.78
5102160 · Water Bill	150.89	600.76
5102165 · Electricity	691.42	1,290.90
5102310 · Sponsorships	0.00	20,750.00
5102320 · Professional Fees - Accounting	1,750.00	7,000.00
5102335 · Projects	89,000.00	129,572.38
5102355 · Series 2007 - Interest	22,152.81	22,152.81
5102362 · Project Rios of Mercedes	0.00	51,400.00
5102365 · Project VIDA	0.00	15,000.00
5102371 · TLF Repayment - Principal	10,409.76	41,252.62
5102372 · TLF Repayment - Interest	1,081.20	4,711.22
5102396 · VTX Note	20,833.34	83,333.36
5102399 · Outlet Mall Oct 18' - Oct 28'	112,730.25	112,730.25
Total 5102000 · Other Services & Charges	276,495.24	550,824.25
5102500 · Maintenance		
5102520 · Office Equipment	0.00	649.49
5102540 · Maintenance	1,800.00	6,870.75
Total 5102500 · Maintenance	1,800.00	7,520.24
5103000 · Supplies		
5103050 · Office Supplies	422.66	759.59
Total 5103000 · Supplies	422.66	759.59
5104000 · Capital Outlay		
5104005 · Furniture & Fixtures	0.00	1,515.91
Total 5104000 · Capital Outlay	0.00	1,515.91
Total Expense	300,263.63	643,943.33
Net Ordinary Income	-50,276.67	167,683.83
Net Income	-50,276.67	167,683.83

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02/14/24

Accrual Basis

Economic Development Corporation of Mercedes, Texas (EDC)

2023-2024 Profit & Loss Budget vs. Actual

For the Period Ending January 31, 2024

	Oct '23 - Jan 24	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Taxes				
40040 · Sales Tax	762,000.18	2,000,000.00	-1,237,999.82	38.1%
Total Taxes	762,000.18	2,000,000.00	-1,237,999.82	38.1%
44000 · Miscellaneous				
44004 · Other Income - City Pmt MKTG	0.00	24,000.00	-24,000.00	0.0%
44005 · Texas Class Transfer	0.00	143,660.98	-143,660.98	0.0%
44006 · Other Income-City Pmt VTX	41,666.68	125,000.00	-83,333.32	33.3%
44020 · Interest - TX Class	8,011.30	5,000.00	3,011.30	160.2%
44097 · Other Financing Sources-Reserve	0.00	709,000.00	-709,000.00	0.0%
Total 44000 · Miscellaneous	49,677.98	1,006,660.98	-956,983.00	4.9%
44051 · Projects	-51.00	0.00	-51.00	100.0%
Total Income	811,627.16	3,006,660.98	-2,195,033.82	27.0%
Expense				
5100000 · Personnel Costs				
5101010 · Salaries	63,602.40	208,200.00	-144,597.60	30.5%
5101100 · TMRS Contribution	10,170.03	38,100.60	-27,930.57	26.7%
5101120 · Social Security	4,860.05	12,908.40	-8,048.35	37.7%
5101127 · Cell Phone Allowance	200.00	600.00	-400.00	33.3%
5101140 · Unemployment Comp	0.00	2,200.00	-2,200.00	0.0%
5101160 · Health/Life Insurance	4,490.86	20,844.00	-16,353.14	21.5%
5101180 · Worker's Comp	0.00	430.00	-430.00	0.0%
Total 5100000 · Personnel Costs	83,323.34	283,283.00	-199,959.66	29.4%
5102000 · Other Services & Charges				
5102010 · Marketing & Promotion	10,746.64	13,150.00	-2,403.36	81.7%
5102011 · Contract Labor - Writer	1,600.00	6,000.00	-4,400.00	26.7%
5102012 · Automobile Mileage	313.91	2,000.00	-1,686.09	15.7%
5102020 · Audit	4,000.00	9,000.00	-5,000.00	44.4%
5102021 · Loan Fees - EDC	0.00	750.00	-750.00	0.0%
5102023 · Leadership Empowerment Group	0.00	12,000.00	-12,000.00	0.0%
5102025 · Telephones	1,756.44	5,400.00	-3,643.56	32.5%
5102074 · Downtown Development	0.00	70,000.00	-70,000.00	0.0%
5102080 · Office Equipment - Lease	1,444.50	4,500.00	-3,055.50	32.1%
5102095 · Meetings	964.75	2,600.00	-1,635.25	37.1%
5102102 · Crime Insurance	0.00	700.00	-700.00	0.0%
5102125 · Legal	10,320.00	45,000.00	-34,680.00	22.9%
5102130 · Membership/Subs	200.10	2,000.00	-1,799.90	10.0%
5102131 · Web-Site	2,660.00	7,980.00	-5,320.00	33.3%
5102133 · Miscellaneous	-0.17	1,500.00	-1,500.17	-0.0%
5102134 · Bldg Lease	6,000.00	16,791.00	-10,791.00	35.7%
5102142 · Janitorial	5,280.00	13,200.00	-7,920.00	40.0%
5102144 · Receptionist	7,000.00	14,000.00	-7,000.00	50.0%
5102150 · Travel & Training	8,743.78	5,000.00	3,743.78	174.9%
5102160 · Water Bill	600.76	1,700.00	-1,099.24	35.3%
5102165 · Electricity	1,290.90	4,700.00	-3,409.10	27.5%
5102310 · Sponsorships	20,750.00	18,850.00	1,900.00	110.1%
5102320 · Professional Fees - Accounting	7,000.00	21,000.00	-14,000.00	33.3%
5102335 · Projects	129,572.38	826,056.98	-696,484.60	15.7%
5102340 · Chamber	0.00	22,000.00	-22,000.00	0.0%
5102343 · Project Southern Tire Mart	0.00	217,800.00	-217,800.00	0.0%
5102355 · Series 2007 - Interest	22,152.81	45,500.00	-23,347.19	48.7%
5102356 · Series 2007 - Principal	0.00	235,000.00	-235,000.00	0.0%
5102362 · Project Rios of Mercedes	51,400.00	51,400.00	0.00	100.0%
5102365 · Project VIDA	15,000.00	15,000.00	0.00	100.0%
5102371 · TLF Repayment - Principal	41,252.62	127,209.84	-85,957.22	32.4%
5102372 · TLF Repayment - Interest	4,711.22	10,390.86	-5,678.86	45.3%
5102379 · Project RGV Livestock Show Park	0.00	25,000.00	-25,000.00	0.0%
5102396 · VTX Note	83,333.36	250,000.00	-166,666.72	33.3%
5102397 · Project Orchard Grove Apartment	0.00	50,000.00	-50,000.00	0.0%
5102399 · Outlet Mall Oct 18' - Oct 28'	112,730.25	530,000.00	-417,269.75	21.3%
Total 5102000 · Other Services & Charges	550,824.25	2,683,177.98	-2,132,353.73	20.5%
5102500 · Maintenance				
5102520 · Office Equipment	649.49	6,000.00	-5,350.51	10.8%
5102540 · Maintenance	6,870.75	31,200.00	-24,329.25	22.0%
Total 5102500 · Maintenance	7,520.24	37,200.00	-29,679.76	20.2%
5103000 · Supplies				

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Economic Development Corporation of Mercedes, Texas (EDC)

02/14/24

2023-2024 Profit & Loss Budget vs. Actual

Accrual Basis

For the Period Ending January 31, 2024

	Oct '23 - Jan 24	Budget	\$ Over Budget	% of Budget
5103050 · Office Supplies	759.59	2,000.00	-1,240.41	38.0%
Total 5103000 · Supplies	759.59	2,000.00	-1,240.41	38.0%
5104000 · Capital Outlay				
5104005 · Furniture & Fixtures	1,515.91	1,000.00	515.91	151.6%
Total 5104000 · Capital Outlay	1,515.91	1,000.00	515.91	151.6%
Total Expense	643,943.33	3,006,660.98	-2,362,717.65	21.4%
Net Ordinary Income	167,683.83	0.00	167,683.83	100.0%
Net Income	167,683.83	0.00	167,683.83	100.0%

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - R.B.E.G. Grant
As of January 31, 2024

	Jan 31, 24	Dec 31, 23	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
11111.1 · Restricted Cash & Cash Eq.			
11010.1 · Cash - EDC R.B.E.G. Grant	203,851.09	217,983.17	-14,132.08
11012.1 · EDC RBEG Grant-TXCLASS	44,792.18	44,581.70	210.48
Total 11111.1 · Restricted Cash & Cash Eq.	248,643.27	262,564.87	-13,921.60
Total Checking/Savings	248,643.27	262,564.87	-13,921.60
Total Current Assets	248,643.27	262,564.87	-13,921.60
Other Assets			
13076.1 · Loan Rec - DeLaGarza Bakery	71,351.31	73,028.42	-1,677.11
13078.1 · Loan Rec - MD International	43,379.64	43,379.64	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 (JOM Inves	32,287.39	32,621.38	-333.99
13089.1 · Loan Rec - Martha Carrillo	19,261.16	0.00	19,261.16
13089.3 · Loan Rec - Martha Carrillo - 2	66,436.35	66,436.35	0.00
13092.1 · Loan Rec - Reybotics, LLC (Adv)	145,819.03	145,821.47	-2.44
13096.1 · Loan Rec - Top Gym - San Miguel	20,301.46	21,413.11	-1,111.65
13097.1 · Loan Rec - Ashley R Gonzalez	40,420.68	40,680.42	-259.74
13098.1 · N/R - Valor Fitness LLC	40,738.21	40,738.21	0.00
13098.3 · N/R - NTM Ventures LLC	72,032.63	72,032.63	0.00
13103.1 · Loan Rec - Project N. Valdemar	48,946.15	49,473.84	-527.69
13296.1 · Allowance - RBEG	-28,326.68	-28,326.68	0.00
Total Other Assets	598,469.78	583,121.24	15,348.54
TOTAL ASSETS	847,113.05	845,686.11	1,426.94
LIABILITIES & EQUITY			
Equity			
32000 · Unassigned Fund Balance	43,693.27	43,693.27	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	6,432.80	5,005.86	1,426.94
Total Equity	847,113.05	845,686.11	1,426.94
TOTAL LIABILITIES & EQUITY	847,113.05	845,686.11	1,426.94

Economic Development Corporation of Mercedes, Texas (EDC)
Profit & Loss - R.B.E.G. Grant
For the Period Ending January 31, 2024

	Jan 24	Oct '23 - Jan 24
Ordinary Income/Expense		
Income		
44000 · Miscellaneous		
44020.1 · Interest - TX Class - RBEG	210.48	834.58
44026.1 · Interest - DeLaGarza Bakery	299.87	1,251.91
44031.1 · Interest - The Grind (JOM Inves	121.32	439.08
44089.1 · Interest - Martha Carrillo	203.84	796.66
44092.1 · Interest - Reybotics	426.56	1,706.27
44096.1 · Interest - Top Gym - San Miguel	56.31	233.17
44097.1 · Interest - Ashley R Gonzalez	90.26	404.78
44098.1 · Interest - Valor Fitness	0.00	560.13
44101.1 · Interest - Project N. Valdemar	144.30	290.13
44296.2 · Interest - NTM Ventures	0.00	585.09
Total 44000 · Miscellaneous	1,552.94	7,101.80
Total Income	1,552.94	7,101.80
Expense		
5102000 · Other Services & Charges		
52110.1 · Loan Fees	126.00	669.00
Total 5102000 · Other Services & Charges	126.00	669.00
Total Expense	126.00	669.00
Net Ordinary Income	1,426.94	6,432.80
Net Income	1,426.94	6,432.80

Economic Development Corporation of Mercedes, Texas (EDC)
Balance Sheet - I R P
As of January 31, 2024

	Jan 31, 24	Dec 31, 23	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
11010.2 · Cash - I R P	241,086.83	236,798.83	4,288.00
Total Checking/Savings	241,086.83	236,798.83	4,288.00
Total Current Assets	241,086.83	236,798.83	4,288.00
Other Assets			
11012.2 · IRP Operating Reserv - TXCLASS	73,601.50	73,255.64	345.86
13078.2 · Loan Rec - MD Int'l (Galvan)	94,160.61	96,201.31	-2,040.70
13079.2 · Loan Rec - First Nat'l (Gomez)	16,132.80	16,132.80	0.00
13090.2 · Loan Rec - Castaneda Mario & M	52,469.04	53,368.32	-899.28
13295.2 · Loan Rec - Raquel Moreno	256.00	537.29	-281.29
Total Other Assets	236,619.95	239,495.36	-2,875.41
TOTAL ASSETS	477,706.78	476,294.19	1,412.59
LIABILITIES & EQUITY			
Equity			
32000 · Unassigned Fund Balance	-22,756.61	-22,756.61	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	4,397.79	2,985.20	1,412.59
Total Equity	477,706.78	476,294.19	1,412.59
TOTAL LIABILITIES & EQUITY	477,706.78	476,294.19	1,412.59

Economic Development Corporation of Mercedes, Texas (EDC)

Profit & Loss - I R P

For the Period Ending January 31, 2024

	<u>Jan 24</u>	<u>Oct '23 - Jan 24</u>
Ordinary Income/Expense		
Income		
44000 · Miscellaneous		
44020.2 · Interest - TX Class - IRP	345.86	1,371.41
44027.2 · Interest - MD Int'l (Galvan)	958.30	2,587.83
44090.2 · Interest - Castaneda Mario & M	160.85	643.17
44295.2 · Interest - Raquel Moreno	1.58	11.38
Total 44000 · Miscellaneous	<u>1,466.59</u>	<u>4,613.79</u>
Total Income	1,466.59	4,613.79
Expense		
5102000 · Other Services & Charges		
52110.2 · Loan Fee	54.00	216.00
Total 5102000 · Other Services & Charges	<u>54.00</u>	<u>216.00</u>
Total Expense	<u>54.00</u>	<u>216.00</u>
Net Ordinary Income	<u>1,412.59</u>	<u>4,397.79</u>
Net Income	<u><u>1,412.59</u></u>	<u><u>4,397.79</u></u>

Economic Development Corporation of Mercedes, Texas (EDC)			
Debt Summary			
As of January 31, 2024			
Debt Description	Jan. 31, 2024	Dec. 31, 2023	\$ Change
USDA - IRP Note Payable	503,249.93	503,249.93	-
Bonds Payable 2007	1,000,000.00	1,000,000.00	
Bonds Payable 2016 - VTX	625,000.20	645,833.54	(20,833.34)
Estimated Mall Rebate Liability	1,063,587.53	1,176,317.78	(112,730.25)
Texas Leverage Fund Payable	152,194.20	162,603.96	(10,409.76)
Economic Development Corporation of Mercedes, Texas (EDC)			
Accounts Payable			
As of January 31, 2024			
Vendor Description	January 31, 2024	December 31, 2023	
City of Mercedes	\$ -	\$ 3,832.97	
Laser Lux Leasing	\$ -	\$ -	
Elizabeth Rodriguez	\$ 1,080.00	\$ 1,080.00	
Mercedes Chamber of Comm	\$ -	\$ -	
Smokin on the Rio	\$ -	\$ 12,500.00	
Noe & Gloria Duenas	\$ -	\$ 1,800.00	
Trans Union	\$ -	\$ -	
RGVLS, Inc	\$ -	\$ -	
Troiani & Sossi	\$ -	\$ -	
Ricardo Cavazos	\$ -	\$ -	
	\$ 1,080.00	\$ 19,212.97	

**Blue BusinessSM Plus Credit Card**

DEVELOPMENT CORPORATION OF

MELISSA RAMIREZ

Closing Date 01/17/24 Next Closing Date 02/15/24

Account Ending 5-32007

p. 1/7

Customer Care: 1-800-521-6121**TTY:** Use Relay 711**Website:** americanexpress.com**New Balance** **\$4,548.58****Minimum Payment Due** **\$45.00****Payment Due Date** **02/11/24****Late Payment Warning:** If we do not receive your Minimum Payment Due by the Payment Due Date of 02/11/24, you may have to pay a late fee of up to \$39.00 and your APRs may be increased to the Penalty APR of 29.99%.**Membership Rewards® Points**

Available and Pending as of 12/31/23

27,348For up to date point balance and full program details, visit membershiprewards.com**Account Summary**

Previous Balance	\$7,638.00
Payments/Credits	-\$7,662.59
New Charges	+\$4,573.17
Fees	+\$0.00
Interest Charged	+\$0.00

New Balance	\$4,548.58
Minimum Payment Due	\$45.00

Credit Limit	\$13,000.00
Available Credit	\$8,451.42

Days in Billing Period: 31

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

If you make no additional charges and each month you pay...	You will pay off the balance shown on this statement in about...	And you will pay an estimated total of...
Only the Minimum Payment Due	15 years	\$10,654
\$175	3 years	\$6,293 (Savings = \$4,361)

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 7**.

↓ 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 5-32007Enter 15 digit account # on all payments.
Make check payable to American Express.MELISSA RAMIREZ
DEVELOPMENT CORPORATION OF
320 S OHIO AVE
MERCEDES TX 78570-3118Payment Due Date
02/11/24New Balance
\$4,548.58Minimum Payment Due
\$45.00See reverse side for instructions
on how to update your address,
phone number, or email.AMERICAN EXPRESS
PO BOX 6031
CAROL STREAM IL 60197-6031\$ 4,548.58
Amount Enclosed

0000349992503945648 000454858000004500 13 H

**Blue BusinessSM Plus Credit Card**

DEVELOPMENT CORPORATION OF

MELISSA RAMIREZ

Closing Date 01/17/24

p. 3/7

Account Ending 5-32007

**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

PO BOX 6031

CAROL STREAM IL

60197-6031

Hearing ImpairedOnline chat at americanexpress.com or use **Relay dial 711** and **1-800-521-6121****Payments and Credits****Summary**

	Total
Payments	-\$7,638.00
Credits	-\$24.59
Total Payments and Credits	-\$7,662.59

Detail

*Indicates posting date

Payments	Amount
12/30/23* PAYMENT RECEIVED - THANK YOU	-\$7,638.00
Credits	Amount
01/11/24 STAPLES.COM	-\$24.59
800-333-3330 MA	
Staples Inc	
ORD 9514488560 ;REQ MELISSA RAMIREZ	
IT1 20232024 BL;UPI -24.5900;QTY1	
IT2 ;UPI 0.0000;QTY	
FRT 0.00;HDL 0.00;ITM1	

New Charges**Summary**

	Total
Total New Charges	\$4,573.17

Detail**MELISSA RAMIREZ**

Card Ending 5-32007

	Amount
12/17/23 LOOPNET	888-567-7442 DC \$79.00
COMMERCIAL P	
12/20/23 MOD DISPLAYS	HARRISONBURG VA \$1,527.98
877-663-3976	
12/22/23 HUDSONENERGYSERVICES	972-373-1600 TX \$219.19
300067167 75062	
12/24/23 GOTOCOM*GOTOMEETING	GOTO.COM MA \$51.06
ONLINE SVCS	
12/31/23 FACEBK *NBCEXKEV2	FB.ME/ADS CA \$194.28
FACEBOOK ADVERTISING	
01/02/24 USPS PO 4858200081 001372731	MERCEDES TX \$39.60
8002758777	
01/03/24 WALMART.COM	WALMART.COM AR \$48.34
800-966-6546	

Continued on reverse

Detail Continued

					Amount
01/04/24	HOTELSCOM7272884816508 TRAVEL	HOTELS.COM	WA	Travel & Training ICSC	\$478.52
01/04/24	HOTELSCOM7272884949667 TRAVEL	HOTELS.COM	WA	Travel & Training ICSC	\$395.17
01/04/24	ADOBE CREATIVE CLOUD Adobe Systems 8004438158	SAN JOSE	CA	Office Supplies	\$34.99
01/08/24	REPURPOSE.IO +16502045519	ETOBICOKE		Marketing	\$249.00
01/08/24	LOWE'S OF WESLACO, TX 2980 956-969-6030	Weslaco	TX	Office Supplies	\$109.20
01/08/24	HOTELSCOM7273203649389 TRAVEL	HOTELS.COM	WA	Travel & Training ICSC	\$301.33
01/10/24	STAPLES.COM Staples Inc ORD 9918019797 ;REQ MELISSA RAMIREZ IT1 PAPER MATE ;UPI 19.9900;QTY1 IT2 ;UPI 0.0000;QTY FRT 0.00;HDL 0.00;ITM1	800-333-3330	MA	Office Supplies	\$19.99
01/10/24	STAPLES.COM Staples Inc ORD 9918019797 ;REQ MELISSA RAMIREZ IT1 20232024 BL;UPI 24.5900;QTY1 IT2 ;UPI 0.0000;QTY FRT 0.00;HDL 0.00;ITM1	800-333-3330	MA	Office Supplies	\$24.59
01/11/24	BT*SM3CUSTOMPROMO 2815338932	STAFFORD	TX	Office Supplies marketing	\$88.00
01/12/24	DOLLAR GENERAL 8006789258	MERCEDES	TX	Office Supplies	\$9.58
01/12/24	LOS COMALES RESTAURANT 0000 956-565-9966	MERCEDES	TX	Meetings	\$170.06
01/14/24	STAPLES.COM Staples Inc ORD 9918205199 ;REQ MELISSA RAMIREZ IT1 STAPLES MUL;UPI 65.7900;QTY1 IT2 SMEAD RECYC;UPI 46.0900;QTY1 FRT 0.00;HDL 0.00;ITM3	800-333-3330	MA	Office Supplies	\$136.37
01/17/24	HERTZ CAR RENTAL Location Rental: HERTZ PPAY OK Return: HERTZ PPAY OK Agreement Number: 009901415 Renter Name: RAMIREZ MELISSA	OKLAHOMA CITY Date 24/01/16 24/01/17	OK	Travel & Training ICSC	\$396.92

Fees

	Amount
Total Fees for this Period	\$0.00



Account Number XXXXXX3057
 Statement Date 01/31/2024
 Statement Thru Date 01/31/2024
 Check/Items Enclosed 26
 Page 1

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



00008636 TT212S02012402385200 01 000000000 0008636 006

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: XXXXXX3057

Account Owner(s): DEVELOPMENT CORPORATION OF MERCEDES INC

Balance Summary

Beginning Balance as of 01/01/2024	\$1,175,254.72
+ Deposits and Credits (1)	\$237,600.84
- Withdrawals and Debits (33)	\$189,688.63
Ending Balance as of 01/31/2024	\$1,223,166.93
Service Charges for Period	\$0.00
Average Balance for Period	\$1,161,380.00

DEPOSITS AND OTHER CREDITS

Date	Description	Deposits
Jan 18	CITY OF MERCEDES/A/P EFT 99-00245 DEVELOPMENT CORPORATIO <i>Sales Tax</i>	237,600.84

DEBITS AND OTHER WITHDRAWALS

Date	Description	Withdrawals
Jan 02	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	1,080.00
Jan 02	BENE:TEXAS LEVERAGE FUND TRN:P202401020000163	11,490.96
Jan 03	LEASE DIRECT/WEB PAY 81540304 DEVELOPMENT CORPORATIO	188.96
Jan 05	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	6,284.81



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Member
FDIC



Account Number XXXXXX3057
Statement Date 01/31/2024
Statement Thru Date 01/31/2024
Page 2

DEBITS AND OTHER WITHDRAWALS (Continued)

Date	Description	Withdrawals
Jan 16	IRS/USATAXPYMT *****1680162182 DEVELOPMENT CORPORATIO	3,662.38
Jan 19	DEVELOPMENT CORP/PAYROLL 450542230 DEVELOPMENT CORP	6,234.84
Jan 26	REF 20CRNBU TO *0691	10,416.67

CHECKS PAID

* Indicates a Skip in Check Number(s)

Date	Check No.	Amount	Date	Check No.	Amount	Date	Check No.	Amount
Jan 04	Accounting 4520	1,750.00	Jan 09	4541	400.00	Jan 23	*4552	67.44
Jan 02	AMEX *4528	7,638.00	Jan 16	Accounting 4542	1,750.00	Jan 18	4553	51.00
Jan 16	*4534	428.29	Jan 05	TRRS *4544	3,682.08	Jan 26	*4555	150.89
Jan 02	Viewpoint 4535	29,300.00	Jan 08	personnel 4545	3,500.00	Jan 30	4556	472.23
Jan 05	4536	46.24	Jan 16	Project Ali 4546	89,000.00	Jan 26	4557	336.90
Jan 05	4537	150.89	Jan 19	4547	462.20	Jan 26	4558	444.82
Jan 08	Jan - Lease 4538	1,500.00	Jan 18	4548	50.10	Jan 25	Clean-up 4559	1,800.00
Jan 10	4539	665.00	Jan 18	Audit 4549	4,000.00	Jan 26	4560	444.82
Jan 05	Clean-up 4540	1,800.00	Jan 25	4550	439.11			

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
Jan 02	1,125,745.76	Jan 09	1,106,442.78	Jan 23	1,237,672.37
Jan 03	1,125,556.80	Jan 10	1,105,777.78	Jan 25	1,235,433.26
Jan 04	1,123,806.80	Jan 16	1,010,937.11	Jan 26	1,223,639.16
Jan 05	1,111,842.78	Jan 18	1,244,436.85	Jan 30	1,223,166.93
Jan 08	1,106,842.78	Jan 19	1,237,739.81		



Account Number XXXXXX3057
Statement Date 01/31/2024
Statement Thru Date 01/31/2024
Page 3

CHECK IMAGES

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

Pay to the order of: SAB CPA LLC
One Thousand Seven Hundred Fifty and 00/100

Check date: 01/04/2024
Check amount: \$1,750.00

Accounting Services for the month of November 2023

01/04/2024 Check 4520 \$1,750.00

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

Pay to the order of: American Express
Seven Thousand Six Hundred and 38/100

Check date: 01/02/2024
Check amount: \$7,638.00

Accounting Services for the month of November 2023

01/02/2024 Check 4528 \$7,638.00

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

Pay to the order of: Pulte (Paul) Varnell Jr. POC
Four Hundred Twenty Eight and 29/100

Check date: 01/16/2024
Check amount: \$428.29

Traveler: Account No. 00000000000000000000

01/16/2024 Check 4534 \$428.29

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

Pay to the order of: Pioneer Production Services, LLC
Twenty Nine Thousand Three Hundred and 00/100

Check date: 01/02/2024
Check amount: \$29,300.00

Program: Unsubsidized Project

01/02/2024 Check 4535 \$29,300.00

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

Pay to the order of: Delta Mortgage
Forty Six and 24/100

Check date: 01/05/2024
Check amount: \$46.24

Automobile Mortgage

01/05/2024 Check 4536 \$46.24

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

Pay to the order of: City of Mercedes
One Hundred Fifty and 89/100

Check date: 01/05/2024
Check amount: \$150.89

Water

01/05/2024 Check 4537 \$150.89

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

Pay to the order of: Mercedes Area Chapter of Commerce
One Thousand Five Hundred and 00/100

Check date: 01/08/2024
Check amount: \$1,500.00

January - Lease

01/08/2024 Check 4538 \$1,500.00

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

Pay to the order of: MPC Business, Inc.
Six Hundred Sixty Five and 00/100

Check date: 01/10/2024
Check amount: \$665.00

EDC Website

01/10/2024 Check 4539 \$665.00

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

Pay to the order of: Nore & Gloria Quinter
One Thousand Eight Hundred and 00/100

Check date: 01/05/2024
Check amount: \$1,800.00

Central Business District Cleanup

01/05/2024 Check 4540 \$1,800.00

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

Pay to the order of: Ricardo D. Canales
Four Hundred and 00/100

Check date: 01/09/2024
Check amount: \$400.00

Contract Labor - Writer

01/09/2024 Check 4541 \$400.00

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

Pay to the order of: SAB CPA LLC
One Thousand Seven Hundred Fifty and 00/100

Check date: 01/16/2024
Check amount: \$1,750.00

Accounting Services for the month of December, 2023

01/16/2024 Check 4542 \$1,750.00

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

Pay to the order of: City of Mercedes
Three Thousand Six Hundred Eighty Two and 08/100

Check date: 01/05/2024
Check amount: \$3,682.08

December 2023 TRAPS Payment

01/05/2024 Check 4544 \$3,682.08



Account Number XXXXXX3057
Statement Date 01/31/2024
Statement Thru Date 01/31/2024
Page 4

CHECK IMAGES (Continued)

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

Pay to the order of Mercedes Area Chamber of Commerce
Three Thousand Five Hundred and 00/100

Amount: \$3,500.00

Signature: [Signature]

Check number: 4545

Check date: 01/08/2024

Check amount: \$3,500.00

01/08/2024 Check 4545 \$3,500.00

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

Pay to the order of Kaskha Incorporated
Eighty Nine Thousand and 00/100

Amount: \$89,000.00

Signature: [Signature]

Check number: 4546

Check date: 01/16/2024

Check amount: \$89,000.00

01/16/2024 Check 4546 \$89,000.00

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

Pay to the order of Real Ventures
Four Hundred Sixty Two and 20/100

Amount: \$462.20

Signature: [Signature]

Check number: 4547

Check date: 01/19/2024

Check amount: \$462.20

01/19/2024 Check 4547 \$462.20

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

Pay to the order of Franklin LLC
Fifty and 10/100

Amount: \$50.10

Signature: [Signature]

Check number: 4548

Check date: 01/18/2024

Check amount: \$50.10

01/18/2024 Check 4548 \$50.10

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

Pay to the order of Austin Vodka, CPA
Four Thousand and 00/100

Amount: \$4,000.00

Signature: [Signature]

Check number: 4549

Check date: 01/18/2024

Check amount: \$4,000.00

01/18/2024 Check 4549 \$4,000.00

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

Pay to the order of Chase Communications
Four Hundred Thirty Nine and 11/100

Amount: \$439.11

Signature: [Signature]

Check number: 4550

Check date: 01/25/2024

Check amount: \$439.11

01/25/2024 Check 4550 \$439.11

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

Pay to the order of Luvvella
Sixty Seven and 44/100

Amount: \$67.44

Signature: [Signature]

Check number: 4552

Check date: 01/23/2024

Check amount: \$67.44

01/23/2024 Check 4552 \$67.44

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

Pay to the order of Zula Masano
Fifty One and 00/100

Amount: \$51.00

Signature: [Signature]

Check number: 4553

Check date: 01/18/2024

Check amount: \$51.00

01/18/2024 Check 4553 \$51.00

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

Pay to the order of City of Mercedes
One Hundred Fifty and 89/100

Amount: \$150.89

Signature: [Signature]

Check number: 4555

Check date: 01/26/2024

Check amount: \$150.89

01/26/2024 Check 4555 \$150.89

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

Pay to the order of Hudson Energy Services, LLC
Four Hundred Seventy Two and 23/100

Amount: \$472.23

Signature: [Signature]

Check number: 4556

Check date: 01/30/2024

Check amount: \$472.23

01/30/2024 Check 4556 \$472.23

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

Pay to the order of Mercedes Jaguar Center IV
Three Hundred Thirty Six and 90/100

Amount: \$336.90

Signature: [Signature]

Check number: 4557

Check date: 01/26/2024

Check amount: \$336.90

01/26/2024 Check 4557 \$336.90

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

Pay to the order of Mercedes BMW
Four Hundred Forty Four and 82/100

Amount: \$444.82

Signature: [Signature]

Check number: 4558

Check date: 01/26/2024

Check amount: \$444.82

01/26/2024 Check 4558 \$444.82



CHECK IMAGES (Continued)

DEVELOPMENT CORPORATION OF MERCEDES, INC. 4559
120 S. Chas
Mercedes, TX 75770 Check Date: 01/25/2024

Pay to the order of: Rick S. Gloria Thomas \$ 1,800.00
One Thousand Eight Hundred and 00/100

Rick S. Gloria Thomas
120 S. Chas
Mercedes, TX 75770

Central Business District Clearing

YMS
YMS
YMS

⑆000004559⑆ ⑆114920128⑆ 1001031057⑆

01/25/2024 Check 4559 \$1,800.00

DEVELOPMENT CORPORATION OF MERCEDES, INC. 4560
120 S. Chas
Mercedes, TX 75770 Check Date: 01/26/2024

Pay to the order of: Rick Villanueva \$ 444.82
Four Hundred and Forty Four and 82/100

Rick Villanueva
120 S. Chas
Mercedes, TX 75770

Central Business District Clearing

YMS
YMS
YMS

⑆000004560⑆ ⑆114920128⑆ 1001031057⑆

01/26/2024 Check 4560 \$444.82





0000473-0007468 PDFT 614006

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

Summary Statement

January 31, 2024

Page 1 of 6

Investor ID: TX-01-0607

Texas CLASS

Texas CLASS

Texas CLASS		Average Monthly Yield: 5.5403%						
		Beginning Balance	Contributions	Withdrawals	Income Earned	Income Earned YTD	Average Daily Balance	Month End Balance
TX-01-0607-0001	DEVELOPMENT CORPORATION OF MERCEDES	137,059.38	0.00	0.00	644.55	644.55	137,402.45	137,703.93
TX-01-0607-0002	EDC 2006 RESERVE	292,577.04	0.00	0.00	1,375.90	1,375.90	293,309.39	293,952.94
TX-01-0607-0003	EDC RBEG FUND	44,758.67	0.00	0.00	210.48	210.48	44,870.70	44,969.15
TX-01-0607-0004	IRP FUND OPERATING/RESERVE	73,546.45	0.00	0.00	345.86	345.86	73,730.54	73,892.31
TOTAL		547,941.54	0.00	0.00	2,576.79	2,576.79	549,313.08	550,518.33

Security Holder Remittance Report for 2/8/2024

Start Date:	1/25/2024 12:00:00A
End Date:	2/8/2024 11:59:00PM
Print Date:	02/08/2024
Print Time:	3:41:54 pm

Security Holder **Development Corporation of Mercedes**

Investor Number <u>01-985-002</u>			Investor Name <u>Development Corp of Mercedes RBEG</u>							Rcvr'd	Net Remit
<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Fee</u>		<u>Am</u>
98563684	REYBOTICS,	Regular Pymnt	01/29/2024	427.00	0.45	426.55	18.00	0.00	0.00		409.00
98572140	Gonzalez	Regular Pymnt	01/29/2024	320.94	234.80	86.14	18.00	0.00	0.00		302.94
98572140	Gonzalez	Prin Reduction	01/29/2024	29.06	29.06	0.00	0.00	0.00	0.00		29.06
98575284	NTM Ventures	Regular Pymnt	01/29/2024	618.23	234.01	354.78	18.00	0.00	0.00		570.79
98575284	NTM Ventures	Regular Pymnt	01/29/2024	588.79	588.79	0.00	18.00	0.00	0.00		570.79
98575284	NTM Ventures	Prin Reduction	01/29/2024	762.98	762.98	0.00	0.00	0.00	0.00		762.98
98567980	San Miguel	Regular Pymnt	02/01/2024	1,167.96	1,118.04	49.92	18.00	0.00	0.00		1,149.96
98576108	Carrillo	Regular Pymnt	02/01/2024	1,151.72	905.87	245.85	18.00	0.00	0.00		1,133.72
98576708	Ledesma	Regular Pymnt	02/01/2024	671.99	529.23	142.76	18.00	0.00	0.00		653.99
Investor/Bank/Group Total				5,738.67	4,403.23	1,306.00	126.00	0.00	0.00		5,583.23

Investor Number <u>01-985-003</u>			Investor Name <u>Development Corporation of Mercedes</u>							Rcvr'd	Net Remit
<u>Loan No</u>	<u>Borrower</u>	<u>Trans Desc</u>	<u>*Paid Dt</u>	<u>Pmt Amt</u>	<u>Principal</u>	<u>Interest</u>	<u>Ser Fee</u>	<u>Lt Chrg</u>	<u>Fee</u>		<u>Am</u>
98560836	Castaneda	Regular Pymnt	02/06/2024	1,060.13	896.89	163.24	18.00	0.00	0.00		1,042.13
Investor/Bank/Group Total				1,060.13	896.89	163.24	18.00	0.00	0.00		1,042.13

Total Security Holder				6,798.80	5,300.12	1,469.24	144.00	29.44	0.00		6,625.36
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Delinquency Report
As Of February 08, 2024

Data Date: 02/08/2024
Data Time: 4:08:31 pm
Print Date: 02/08/2024
Print Time: 4:08:31 pm

Security Holder Development Corporation of Mercedes

<u>Investor Number: 01-985-002</u>		<u>Investor Name: Development Corp of Mercedes RBEG</u>								
<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98573148	50,000.00	40,738.21	586.48	0.00	12/18/2023	1,759.44	12/01/2023	12/18/2023	69	3
Valor Fitness,										

Investor Number: <u>01-985-003</u>		Investor Name: <u>Development Corporation of Mercedes</u>								
<u>Loan No</u>	<u>Loan Amt</u>	<u>Prin Bal</u>	<u>Total Pmt</u>	<u>Unpaid Lt Chrg</u>	<u>Int Pd to Dt</u>	<u>Total Due</u>	<u>Due Date</u>	<u>Dt Last Pmt</u>	<u>Days Late</u>	<u>#PmtDue</u>
98550182	100,000.00	41,955.26	690.58	34.53	08/06/2023	15,247.97	04/06/2022	09/15/2023	673	23
Gomez , Roy 334 South Texas Blvd.										
98569300	315,629.17	241,000.67	2938.50	457.47	01/11/2024	12,134.29	10/18/2023	01/11/2024	113	4
MD Internati, 311 D. Vogel Drive										

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

Loan #	Loan Name	Inv Loan #	Due Date	Blk	Inv	Grp	Int Rate	Payment Amt	Prin Bal/ Deferred Bal	T&I Bal/ Net Def Bal	Loss Draft Bal	Unapplied Bal	Subsidy Bal	
98550030	De La Garza, Albaro d	98550030	02/01/24	01	985	002	5.00000	1,976.98	71,351.31	.00	.00	.00	.00	
98554876	Jom Investments, LLC.	98554876	02/15/24	01	985	002	4.00000	455.31	32,287.39	71,351.31	.00	.00	.00	
98563684	REYBOTICS, LLC	98563684	02/24/24	01	985	002	3.50000	426.55	146,245.23	32,287.39	.00	.00	.00	
98567980	San Miguel, Juan A.	98567980	03/05/24	01	985	002	3.00000	1,167.96	19,183.42	146,245.23	.00	.00	.00	
98572140	Gonzalez, Ashley R.	98572140	02/01/24	01	985	002	3.00000	320.94	40,156.82	19,183.42	.00	.00	.00	
98573148	Valor Fitness, LLC.	98573148	12/01/23	01	985	002	3.00000	586.48	40,738.21	40,156.82	.00	.00	.00	
98575284	NTM Ventures, LLC	98575284	03/01/24	01	985	002	3.00000	588.79	70,446.85	40,738.21	.00	.00	.00	
98576108	Carrillo, Martha	98576108	03/01/24	01	985	002	3.50000	1,151.72	84,791.64	70,446.85	.00	.00	.00	
98576708	Ledesma, Renata	98576708	03/01/24	01	985	002	3.50000	671.99	48,416.92	84,791.64	.00	.00	.00	
Group Totals:							7,346.72		48,416.92					

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/ Deferred Bal	T&I Bal/ Net Def Bal	Loss Draft Bal	Unapplied Bal	Subsidy Bal
Investor Totals:								12,318.45		.00		.82	
									888,407.57	888,407.57	.00		.00
Bank Totals:								12,318.45		.00		.82	Item Count = 13
									888,407.57	888,407.57	.00		.00
Grand Totals:								12,318.45		0.00		0.82	Item Count = 13
									888,407.57	888,407.57	0.00		0.00
									0.00				Item Count = 13

4. Discussion and Action: Election of Officers

Memo

To: DCM Board of Directors
From: Zefra Mascorro, Administrative Coordinator
CC: File
Date: 2/14/2024
Re: Election of Officers

The annual Board Meeting will be held every January (3.07). The Board shall choose such officers at each annual meeting or soon thereafter as possible.

Recommendation: Table if the whole Board is not in attendance

- 3.07 The annual meeting of the Board shall be held at the Principle Office of the Corporation in January. The Board shall meet in regular meeting at least once each month or on an on call basis at a place and time to be determined by the President and shall be conducted pursuant to all applicable laws. Special meetings of the Board may be called by the President or any three (3) Directors on three days' notice to each Director, either personally, by mail, or by telephone. All meetings shall be conducted in accordance with the requirements of the Texas Open Meeting Act. All meetings of the Board of Directors shall be within the City limits of the City of Mercedes.
- 3.08 Regular attendance at the Board meetings is required of all members. Three (3) consecutive absences and/or attendance reflecting absences constitution 50% of the meetings over a 12-month period may constitute the need for replacement of a member. In that event, the member will be counseled by the Board and subsequently, the Board may submit, in writing, to the City Manager of the City of Mercedes a request that the member be replaced by the Mercedes City Commission.
- 3.09 For the purpose of convening a meeting and transacting business, a quorum shall consist of four (4) Directors. If a quorum shall not be present at any meeting of the Directors, the Directors present threat may recess the meeting from time to time, without notice other than announcement at the meeting until a quorum shall be present.
- 3.10 The Board shall be responsible to the Mercedes City Commission for the proper discharge of the Board's duties as assigned in theses bylaws and by the Articles of Incorporation. Its authority is limited by applicable laws, contracts that may be entered into with the City or other entities, and budget and fiduciary responsibilities. The Board, on behalf of the corporation, may request that administrative departments of the City provide assistance to the corporation and the Board in fulfilling its duties. The City and the Board may agree to reimburse any such administrative department's budget for the cost of such services so provided. The corporation may seek legal assistance through the City Attorney or a separate attorney engaged by it for that purpose.
- 3.11 The City Manager of the City of Mercedes shall serve as an *ex-officio* non-voting member of the Board.

ARTICLE FOUR VACANCIES

- 4.1 If any member of the Board of Directors shall announce their candidacy in any election for any elected office within the City of Mercedes, such announcement or such candidacy shall constitute an automatic resignation of their position as a Director of the Development Corporation of Mercedes then held, and the vacancy

thereby created shall be filled pursuant to law in the same manner as other vacancies for such office are filled.

- 4.2 If any member of the Board of Directors falls in debt to the City of Mercedes by incurring delinquent property taxes, such delinquency shall constitute an automatic resignation of their position as a Director of the Development Corporation of Mercedes then held, and the vacancy thereby created shall be filled pursuant to law in the same manner as other vacancies for such office are filled.

ARTICLE FIVE ETHICS

- 5.1 Directors of the Mercedes Economic Development Corporation shall conduct themselves in accordance with the following ethical standards in order to address any conflicts of interest should they arise. If a Director has a substantial interest, as that term is defined in Texas Local Government Code in a business entity or real property which is the subject of deliberation by the Board of Directors, that Director shall file an affidavit with the City Secretary stating the nature and extent of his interest. Such affidavit shall be filed prior to any vote or decision upon the matter by the Board of Directors, and if required by Texas Local Government Code Chapter 171, the interested Director shall abstain from any vote or decision upon the matter.

ARTICLE SIX NOTICES

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

ARTICLE SEVEN OFFICERS

- 7.01 The elected officers of the corporation shall be President, Vice- President, Secretary and Treasurer. Any two (2) officers may be held by the same person, except the offices of President and Secretary.
- 7.02 The Board shall choose such officers at each annual meeting or as soon thereafter as possible. Officers shall serve a term of one (1) year; providing,

however, that the officers shall continue to serve until the election of their successors.

- 7.03 The Board may appoint such other officers and agents as it shall deem necessary, who shall hold their offices for such terms and who shall exercise such power and perform such duties as shall be determined from time to time by the Board.
- 7.04 Any officer elected or appointed by the Board may be removed at any time by the affirmative vote of a majority of the whole Board. If the office of any officer becomes vacant for any reason, the vacancy may be filled by the Board for the remaining term.
- 7.05 The President shall preside at all meeting of the Directors, and shall have general supervision of the management and business of the corporation, and shall see that all orders and resolutions of the Board are carried into effect. The President shall have the right to vote on all matters coming before the Board. The President shall execute bonds, mortgages, and other contracts requiring a seal, under the seal of the corporation, except where required or permitted by law to be otherwise signed and executed thereof shall be delegated by the Board to some other officer or agent of the corporation. The President shall have the authority, upon notice to members of the Board, to call a special meeting of the Board when in his judgment such meeting is required. The President shall have the authority to appoint committees to aid and assist the Board in its business undertaking or other matters incidental to the operation and function of the Board. In general, the President shall perform all duties incident to the office, and such other duties as shall be prescribed from time to time by the Board of Directors.
- 7.06 In the absence of the President, or in the event of his or her inability to act, the Vice President shall perform the duties of the President, and shall perform other such duties as the Board shall prescribe.
- 7.07 The Secretary shall attend all sessions of the Board and record all votes and minutes of all proceedings in a book to be kept for the purpose. The Secretary shall give, or cause to be given notices of all meetings of the Board and shall perform such other duties which may be prescribed by the Board or the President. The Secretary shall be the custodian of the corporate records and seal of the corporation and shall keep a mailing address and street address, if different, of each Director.
- 7.08 To the extent not otherwise provided by the Board, by rules and regulations, in resolutions relating to the issuance of bonds, or in any financing documents relating to such issuance, the Treasurer shall have the custody of the corporate funds and securities and shall keep full and accurate accounts of receipts and disbursements in books belonging to the corporation and shall deposit all monies

and other valuable effects in the name and to the credit of the corporation. The Treasurer shall be bonded for the faithful discharge of his/her duties with such surety and sureties and in such sum as the Board of Directors shall determine by Board Resolution, but in no event shall the amount of such bond be less than an amount equal to the average sums which the Treasurer has access to and the ability to convert during a twelve (12) month period of time. The Treasurer shall, in general, perform all duties incident to that office and such other duties as from time to time may be assigned to him/her by the President of the Board. The Board may require the President, Vice-President, and Secretary, (in addition to the Treasurer) to give the corporation bonds and such sums and with such surety or sureties as shall be satisfactory to the Board for the faithful performance of the duties of their office.

ARTICLE VII MANAGERS, EMPLOYEES, CONTRACTORS

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

ARTICLE IX FINANCIAL PROVISIONS

- 9.01 Fiscal year of the corporation shall begin October 1 and end on September 30 of the following year.
- 9.02 A budget for the forthcoming year shall be submitted and approved by the Board of Directors and the City Commission. The budget proposed for adoption shall include the projected operating revenue and expenses, estimated year-end fund balances, encumbered funds and such other information useful or appropriate for the Board of Directors and the City Commission.
- 9.03 Any two directors of the corporation including the Executive Director shall sign checks or demands for money and notes of the corporation
- 9.04 All funds of the corporation shall be deposited on a regular basis to the credit of the corporation in the City of Mercedes' depository bank.

**5. Discussion and Action: FY 22-23 Audit, Arian Webb,
CPA**

6.Discussion and Action: ICSC Recap

Memo


To: DCM Board of Directors
From: Mario A. Salinas, Marketing Specialist
CC: File
Date: 2/14/2024
Re: ICSC Red River Dallas Marketing

At ICSC Red River Dallas, we pulled out all the stops to make a lasting impression. Our marketing initiatives included:

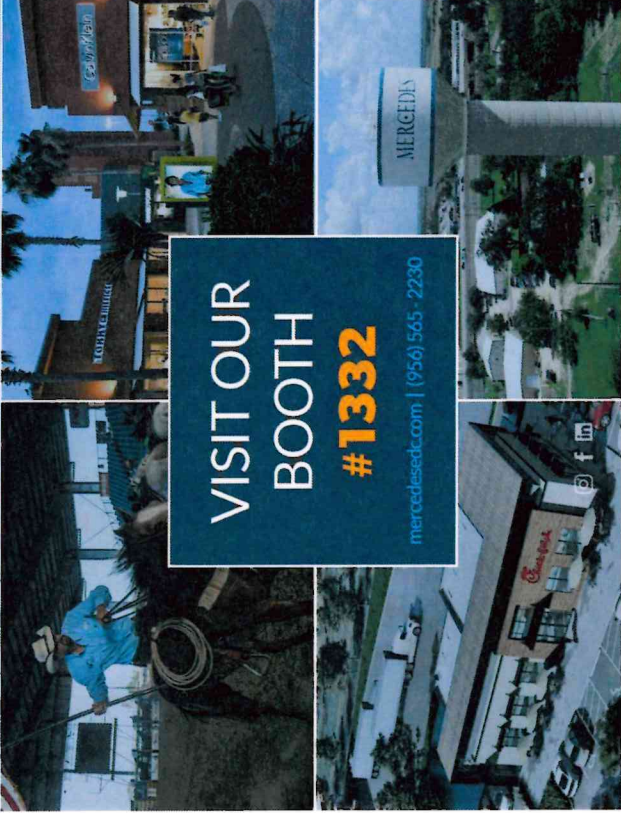
1. **Targeted Advertising on LinkedIn:** We leveraged the power of LinkedIn to reach key decision-makers and industry professionals. With precise targeting capabilities, we ensured our message reached the right audience at the right time.
2. **Geofence Advertising on GroundTruth:** We implemented geofence advertising through GroundTruth, capturing the attention of attendees as they navigated in and around the event venue. With targeted ads delivered to their mobile devices, we drove engagement and awareness of our brand.
3. **New Booth Table Cover:** We enhanced our booth's visual appeal with a brand-new table cover. This eye-catching addition drew attendees in and created a polished, professional look for our exhibit space.
4. **New 8x20' Trade Show Display:** Our new trade show display commanded attention with its expansive size and striking design. Featuring captivating visuals and clear messaging, it served as the centerpiece of our booth, leaving a lasting impression on visitors.

Together, these marketing initiatives elevated our presence at ICSC Red River Dallas and drove meaningful connections with attendees.

LinkedIn Ad Creative




MEET US IN DALLAS!
January 31, 2024 - February 2, 2024



**VISIT OUR
BOOTH
#1332**

mercedesdallas.com | (956) 565-2230



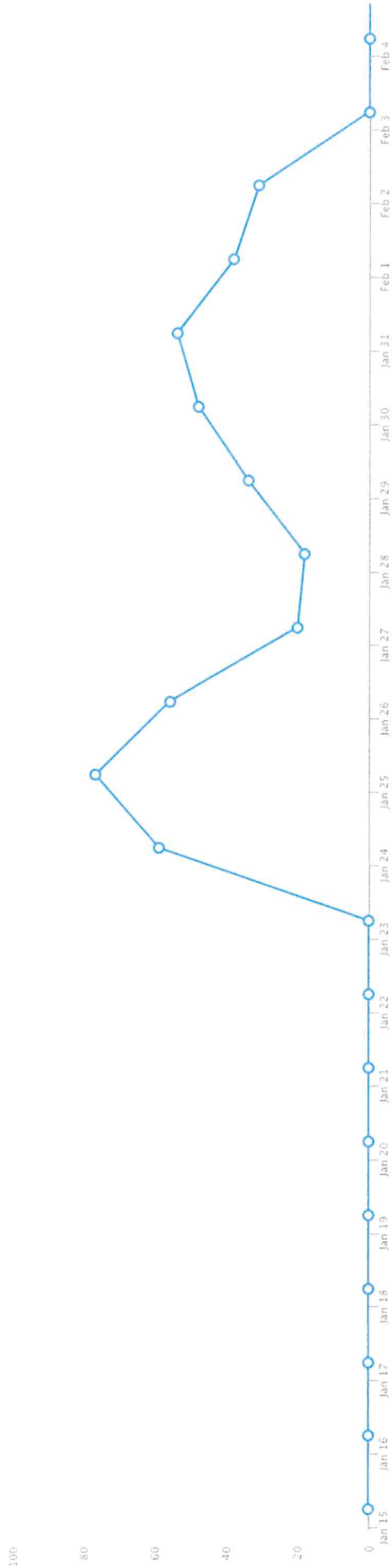
city of mercedes

LinkedIn Ad Metrics (Targeted Advertising)

Performance

435 Engagements	69,836 Impressions	435 Clicks	\$0.57 Cost Per Key Result	\$250.00 Spend
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Key Results



LinkedIn Ad Metrics (Targeted Advertising)

Top audiences

Industry	Job title	Company	Location
Impressions			
Real Estate			
30,519 (43.7%)			
Retail			
11,042 (15.81%)			
Retail Apparel and Fashion			
4,342 (6.22%)			

Clicks	CTR	Key Results
190 (43.68%)	0.62%	190 Engagements
70 (16.09%)	0.63%	70 Engagements
35 (8.05%)	0.81%	35 Engagements

LinkedIn Ad Metrics (Targeted Advertising)

Top audiences			
Industry	Job title	Company	Location
Name			
	Impressions	Clicks	
Owner	16,806 (24.06%)	104 (23.91%)	
Partner	4,255 (6.09%)	29 (6.67%)	
Real Estate Broker	3,487 (4.99%)	18 (4.14%)	

LinkedIn Ad Metrics (Targeted Advertising)

Top audiences

Industry	Job title	Company	Location
Name			
	New York City Metropolitan Area		Impressions 4,415 (6.32%)
	Los Angeles Metropolitan Area		Clicks 26 (5.98%)
	Greater Chicago Area		Impressions 2,820 (4.04%)
			Clicks 15 (3.45%)
			Impressions 2,326 (3.33%)
			Clicks 14 (3.22%)

CTR	Key Results
0.59%	26 Engagements
0.53%	15 Engagements
0.6%	14 Engagements

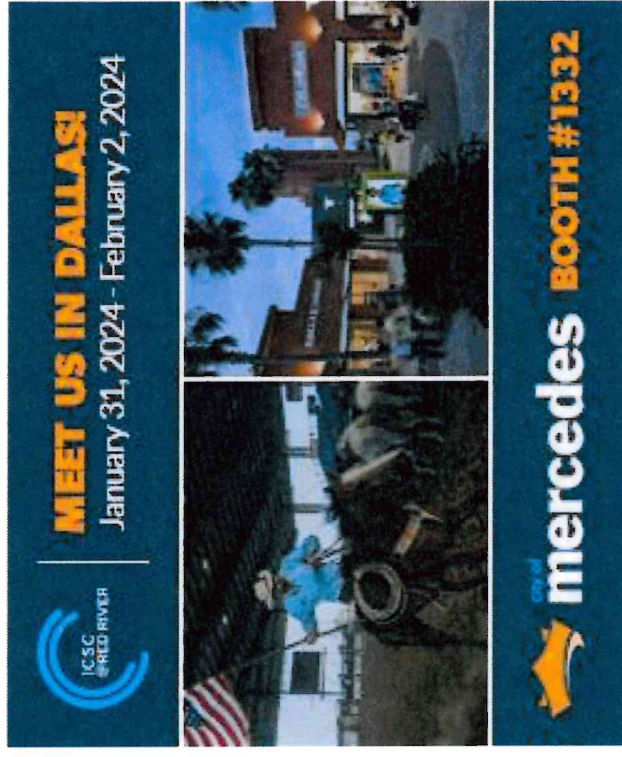
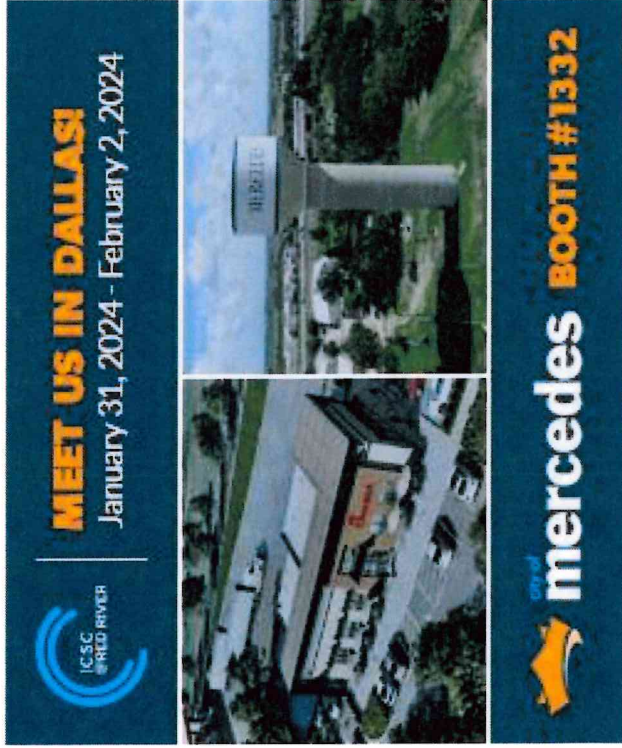
LinkedIn Ad Metrics (Targeted Advertising)

← Demographics for campaign: ICSC 2024 Campaign

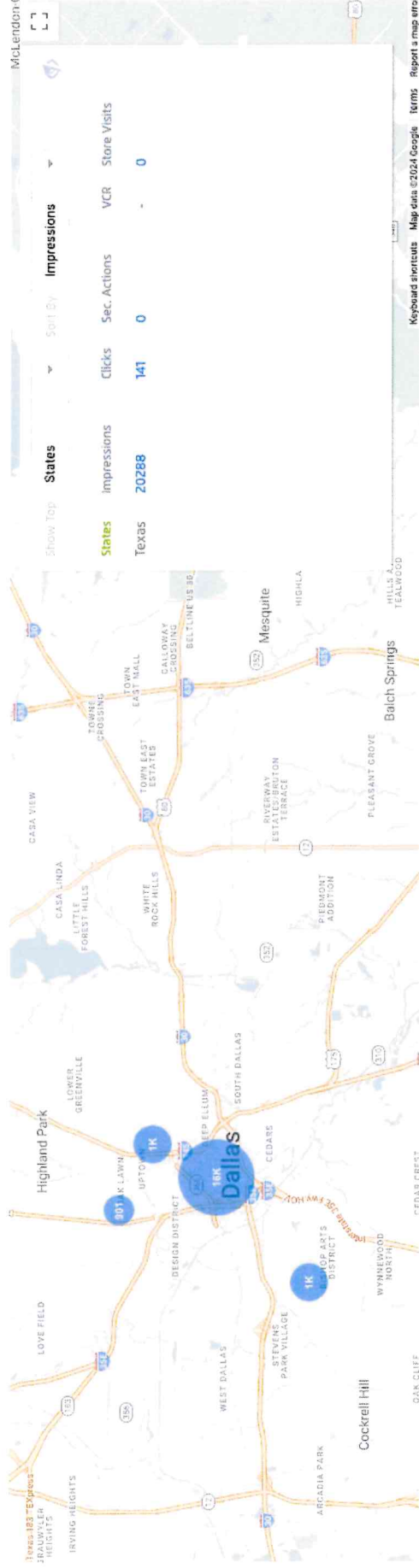
View: Demographics ▾ Display: Job function ▾ Columns: Performance ▾ Time range: 1/15/2024 - 2/13/2024 ▾

Name	Impressions	Clicks	Average CTR
Business Development	27,146 (38.87%)	163 (37.47%)	0.6%
Real Estate	19,155 (27.43%)	101 (23.22%)	0.53%
Entrepreneurship	10,193 (14.6%)	65 (14.94%)	0.64%
Operations	5,995 (8.58%)	46 (10.57%)	0.77%
Sales	4,916 (7.04%)	38 (8.74%)	0.77%
Finance	4,384 (6.28%)	29 (6.67%)	0.66%
Arts and Design	2,692 (3.85%)	10 (2.3%)	0.37%
Consulting	2,445 (3.5%)	12 (2.76%)	0.49%
Education	1,987 (2.85%)	8 (1.84%)	0.4%
Administrative	1,840 (2.63%)	9 (2.07%)	0.49%
Community and Social Services	1,796 (2.57%)	9 (2.07%)	0.5%
Accounting	1,363 (1.95%)	7 (1.61%)	0.51%
Media and Communication	1,280 (1.83%)	7 (1.61%)	0.55%
Customer Success and Support	1,244 (1.78%)	15 (3.45%)	1.21%
Marketing	1,228 (1.76%)	3 (0.69%)	0.24%
Legal	1,008 (1.44%)	3 (0.69%)	0.3%

GroundTruth (Geofencing) Ad Creative



GroundTruth (Geofencing) Ad Metrics



Name	Pacing	Budget	Total Spent
2024 ICSC Red River/Dallas	101.44%	200.00 USD	202.88 USD
Spent Today	Impressions	Clicks	Reach

0.00 USD20,2881415,624

7. Discussion and Action: Hotel Feasibility Study

Memo

To: DCM Board of Directors
From: Melissa Ramirez, Executive Director
CC: File
Date: 2/15/2024
Re: Hotel Feasibility Study

Our last hotel feasibility study was done in 2017; this is outdated. Given the recent interest from hotel groups, it would behoove the DCM to obtain a study reflective of today's market.

Recommendation: Authorize DCM director to procure hotel feasibility study bids.