

**NOTICE OF SPECIAL MEETING
MISSION ECONOMIC DEVELOPMENT CORPORATION
AUGUST 31, 2021 5:30 P.M.
CENTER FOR EDUCATION AND ECONOMIC DEVELOPMENT**

Join Zoom Meeting (by computer or Mobile App)

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Meeting ID: 889 8227 0733, Password: 125036;

Or Dial by telephone: +1 346 248 7799, Meeting ID: 889 8227 0733 , Password: 125036

PRESENT:

S. David Deanda, Jr., President
Pete Jaramillo, Vice President
Aissa I. Garza, Secretary
Dr. Sonia Treviño, Treasurer
Mario Garza
Mayor Armando O'Caña served in the Mayor
Position

ABSENT:

Balde Morales

ALSO PRESENT:

Daniel Galvan, Coldwell Banker Commercial
Lea Juarez, Progress Times
Steve Taylor, Guardian
Carolina O'Caña, Killam Development

STAFF PRESENT:

Daniel Silva, Chief Executive Officer
Joel A. Garza, Chief Operating Officer
Judy Vega, Executive Assistant
Gus Martinez, City Attorney
Randy Perez, City Manager
Angie Vela, Finance Director
Ezeiza Garcia, Assistant Finance Director
David Gonzales, Accountant
David Flores, Deputy City Manager
Jasmine Ramos, MEDC Receptionist
James Francis Love, Network Support Specialist
Bertha Ramirez, Administrative Assistant
Joe Salazar, Accountant
Daniel Rivera, Director of Programs & Marketing
Melanie Tovar, CEED Receptionist

1. Call to order

With a quorum being present President S. David Deanda Jr. called the meeting to order at 5:31 p.m.

2. Presentation on MEDC properties

Daniel Galvan, Principal, SIOR, CCIM with Coldwell Banker Commercial gave a presentation of MEDC available real properties. Mr. Galvan shared a screen displaying the real properties located adjacent to the Mission Event Center, a tract of land containing nine (9) pad sites and mentioned that pad site number eight (8) and a portion of pad site number nine (9) were under

contract negotiations with a class-A storage concept, Centennial Storage. Questions were made related to the firm's background, on what kind of feedback is being received from prospects, and on where the information related to the properties can be found. Mr. Galvan said that the listing on the properties may be found on their website and various other sites online, thru existing relationships, and/or thru brokerage development community contacts. Challenges have presented themselves mostly due to the location of the pad sites because they are not right off Shary Road, and also due to restrictions. Weingarten, one of the two parties that sold the nine (9) parcels to MEDC was recently acquired by Kimco Realty. Kimco now oversees the parcels' built-in restrictions which require prior approval. Prices are not listed on the website because they are negotiable. Mayor Armando O'Caña requested that information on the pad sites is posted on the MEDC and City of Mission's website. Mr. Galvan said that nothing will move forward without the Board's approval in relation to site plan, building design, etc., and offered to provide a fresh opinion of value based on market sales and conditions for lot price valuation. Available for the Board's review was a list of prospects that Mr. Galvan has had conversations with and whom he has shared the available properties and said there is a lot of interest in the properties. He said once some price adjustments are done and restrictions are revisited, he anticipates letters of intent will be surfacing. Questions were asked regarding discrepancies in current value found in MLS listings of these properties compared to previously listed values. Current values showed a reduction in price. Mr. Galvan explained that previously listed values were based on architect's renderings and the new values were based on Hidalgo County Appraisal Districts records. HCAD square footage is based on the recorded plat and since the property price is based on a price per foot, since the square footage decreased, so did the listing price. Nothing further was discussed.

3. Authorize CEO to solicit proposals for real estate brokerage service

CEO Daniel Silva reported that the services with Coldwell Banker Commercial Real Estate expired in February 2021 and is seeking authorization to solicit representation. Secretary Aissa I. Garza asked on the process to solicit proposals, is it something that will be posted somewhere, or will Mr. Silva be contacting firms? Mr. Silva mentioned that it is something that has not been done before and that a procurement process is not necessary as it falls under professional services. President S. David Deanda Jr. recommended that staff solicit proposals and that it is treated like a procurement process.

Secretary Aissa I. Garza moved to authorize CEO to follow a procurement process to solicit qualified firms for representation on the sale of all properties. Motion was seconded by Dr. Sonia Treviño and approved 6-0.

4. Discussion and Possible Action to engage legal services

CEO Daniel Silva said that he is recommending the engagement of legal services for the purpose of representation during MEDC Board meetings for items related to personnel matters and other legal issues. He stated that MEDC has historically used the city attorney for advice. Jones Galligan Key & Lozano, LLP (JGKL, LLP) has assisted MEDC on real estate transactions in the past and a profile for the Board's review and consideration is included in the meeting packet. Secretary Aissa I. Garza mentioned that although JGKL, LLP is a reputable law firm, she is concerned that there may be a conflict of interest since they have also represented the City of Mission on occasion. She suggested selecting another firm. President S. David Deanda Jr.

proposed that legal advice is obtained on a case-by-case basis instead of engaging services with a firm. City of Mission Attorney Gus Martinez said he is available if needed to the Board and mentioned that at this moment, no conflict of interest is present; however, he did recommend that MEDC continue using JGKL, LLP on real estate transactions.

No action was taken.

5. Approval of proposed MEDC's Secondary Employment Disclosure Policy

CEO Daniel Silva recapped from the MEDC Board of Directors' meeting of August 17, 2021, where it was requested that MEDC create an Outside Secondary Employment Disclosure Policy that specifically required that the CEO and all director-level positions obtain prior approval from the Board of Directors for any outside employment annually. Mr. Silva read the policy in its entirety.

Secretary Aissa I. Garza moved for the approval of MEDC's Outside Secondary Employment Disclosure Policy. Motion was seconded by Vice President Pete Jaramillo and approved 6-0.

6. Discussion and Possible Action of MEDC Strategic Plan

CEO Daniel Silva mentioned that the MEDC Strategic Plan, a document created in 2011 and presented a few times, was created for the purpose of serving as a guide to assist in what the EDC focused on. Mr. Silva welcomed City Manager Randy Perez to inform the Board on the city's outlook. Mr. Perez said that the city is working on various area infrastructure and commercial projects. Some commercial developments are looking into applying for incentives and said that some have gone elsewhere due to lack of incentives. The city plans on improving projects that include parks and facility improvements, as well as drainage and infrastructure projects. Road improvements are also in the mix which will benefit residential and commercial developments. Mr. Perez mentioned the Killam Family Development and their projects and is looking forward to seeing area growth, not only on developments but on the tax revenue that these developments will generate. Mr. Silva said that he would like to revisit this plan at least every three years for updates. He asked the Board if they would like to participate in a series of workshops or if they'd like to form a committee for their input on things he'd like to incorporate. Secretary Aissa I. Garza said she would like to see more objectives and goals and a plan of action to reach those objectives and goals. President S. David Deanda Jr. said that an EDC's goal is to bring businesses that will generate tax revenue, which is our objective. He recommends that we hold a presentation on how to meet those goals. Vice President Pete Jaramillo said he would like staff to focus more on the sale of the available properties. Mayor Armando O'Caña said he would like those goals to be smart, specific, attainable, relevant, and that they have a deadline in order to evaluate them by the end of the FY 2022 budget.

Secretary Aissa I. Garza moved for staff to provide objectives and goals for the FY 2021-2022, and a plan on how to reach those goals and objectives. Motion was seconded by Treasurer Dr. Sonia Treviño and approved 6-0.

At 6:36 p.m., President S. David Deanda Jr., announced that the Mission Economic Development Corporation Board of Directors would be convening in executive session. Secretary Aissa I. Garza moved to convene in executive session. Motion was seconded by Mario Garza and approved 6-0.

7. Executive Session Pursuant to V.T.C.A. Gov. Code Sec. 551.001

Consultation with Attorney Sec. 551.071

Personnel Matters Sec. 551.074

- A. CEO Employment Agreement
- B. Core EDC Staff Secondary Employment

The Mission Economic Development Corporation Board of Directors will reconvene in open session to take any actions necessary

At 7:48 p.m., President S. David Deanda Jr., announced that the Mission Economic Development Corporation Board of Directors was adjourning the executive session and convening in open session. Mario Garza made a motion to reconvene in open session. Motion was seconded by Vice President Pete Jaramillo and approved 6-0.

Item 7-A: Secretary Aissa I. Garza moved to retain independent legal counsel to review the CEO’s Employment Agreement. If the review process is not completed by the employment agreement’s expiring date of September 30, 2021, salary and benefits remain uninterrupted on a month-to-month basis until the review process is complete. Motion was seconded by Treasurer Dr. Sonia Treviño and approved 6-0.

Item 7-B: No action.

8. Approval of Resolution No. 2021-06, Adopting Mission Economic Development Corporation’s FY 2021-2022 Budget

CEO Daniel Silva presented and recommended approval of Resolution No. 2021-06, Adopting Mission Economic Development Corporation’s FY 2021-2022 Budget as follows:

MEDC Fund 21

Estimated Beginning Fund Balance	\$ 4,537,214
Total Revenues	+ 6,040,000
Total Appropriations	- 5,482,607
Estimated Ending Fund Balance	\$ 5,094,607

Projects included in Fund 21

City of Mission -	\$1,000,000
Texas Citrus Fiesta -	\$45,000
Small Business Fund Programs -	\$266,000
Downtown Façade Improvement Program -	\$50,000
Rent Subsidy Program -	\$25,000

MEDC Debt Service Fund 41

Estimated Beginning Fund Balance	\$ 1,215,000
Total Revenues	+ 1,798,349
Total Appropriations	- 1,707,349
Estimated Ending Fund Balance	\$ 1,306,000

Mario Garza moved to approve Resolution No. 2021-06. Motion was seconded by Vice President Pete Jaramillo and approved 6-0.

Resolution No. 2021-06

A resolution of the Mission Economic Development Corporation (MEDC) of the City of Mission, Texas, making appropriations for the support of the Corporation for the fiscal year beginning October 1, 2021, and ending September 30, 2022; and adopting the annual budget for the 2021-2022 fiscal year.

9. Economic Development Updates

CEO Daniel Silva said he would like to present economic development updates on a monthly basis to keep the Board informed on what staff is working or on what's going on at the CEED building.

Nothing further was reported.

10. President's Comments.

None.

11. Adjournment.

Secretary Aissa I. Garza moved to adjourn the meeting. Motion was seconded by Mario Garza and approved 6-0. Meeting was adjourned at 7:54 p.m.

S. David Deanda, Jr., President

ATTEST:

Aissa I. Garza, Secretary