

**NOTICE OF SPECIAL MEETING**  
**MISSION ECONOMIC DEVELOPMENT CORPORATION**  
**JANUARY 25, 2023            4:00 PM**  
**CENTER FOR EDUCATION AND ECONOMIC DEVELOPMENT**

**PRESENT:**

Richard Hernandez, President  
Jose G. Vargas, Vice President  
Deborah L. Cordova, Secretary  
Estella Saenz, Treasurer  
Noel Salinas  
Carl Davis  
Mayor Norie Gonzalez Garza

**ABSENT:**

**ALSO PRESENT:**

Greg Kerr, JGKL LLP  
Adrian Arriaga, Sperry Commercial Real Estate  
Group  
Berenice Garcia, The Monitor  
Steve Taylor, RGV Guardian

**STAFF PRESENT:**

Teclo J. Garcia, Chief Executive Officer  
Joel A. Garza, Chief Operating Officer  
Judy Vega, Executive Assistant  
Angie Vela, Finance Director  
Ezeiza Garcia, Assistant Finance Director  
Randy Perez, City Manager  
Stephanie Palacios, Finance Officer  
Naxiely Lopez, Director of Marketing &  
Communications  
Victor Flores, City Attorney  
Joe Salazar, Accountant

**1. Call to order and establish quorum**

After establishing a quorum of the Board of Directors, President Richard Hernandez called the meeting to order at 4:15 PM

**2. Swearing in of Appointed Board of Directors**

Notary Public Judy Vega swore in the following appointed board of directors: Richard Hernandez, Jose G. Vargas, Estella Saenz, Noel Salinas, Carl Davis, and Deborah L. Cordova. Their terms expire December 31, 2024.  
Mayor Norie Gonzalez Garza is by position.

**3. Election of Officers**

President Richard Hernandez mentioned that the individuals named to serve on this Board are Richard Hernandez, Jose G. Vargas, Estella Saenz, Deborah Cordova, Noel Salinas, Carl Davis, and Mayor Norie Gonzalez Garza (by position). Councilman Abiel Flores is alternate for mayor position. Under the proposed Mission Economic Development Corporation By-Laws, the following officer positions are up for election: Vice President, Secretary, and Treasurer. President Richard Hernandez called for nominations from the floor.

Mayor Norie Gonzalez Garza nominated Jose G. Vargas for Vice President, Deborah L. Cordova for Secretary, and Estella Saenz for Treasurer. President Richard Hernandez called for any other nominations. There being that no other nominations, he then asked the nominees if they accepted the positions. All accepted.

Jose G. Vargas moved to elect himself for Vice President, Deborah L. Cordova for Secretary, and Estella Saenz for Treasurer of the Board. Motion was seconded by Noel Salinas and approved 7-0.

**4. Approval of Minutes: Meeting of November 29, 2022**

Mayor Norie Gonzalez Garza moved for approval of the meeting minutes of November 29, 2022 as presented. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

**5. Acceptance of Financial Statements:**

**A. Unaudited Financial Statement for September 2022**

**B. Unadjusted Financial Statement for October 2022**

Finance Director Angie Vela presented and recommended acceptance of the unaudited financial statement for the month of September 2022. City Manager Randy Perez mentioned that the city had an increase of 15.28% in sales tax revenue from last year.

Carl Davis moved for the acceptance of the unaudited Financial Statement for September 2022. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

Finance Director Angie Vela presented and recommended acceptance of the unadjusted Financial Statement for October 2022.

Vice President Jose G. Vargas moved to accept the unadjusted Financial Report for the month of October 2022. Motion was seconded by Noel Salinas and approved 7-0.

**6. Deliberation and possible action to approve Invoice #9 from the City of Mission in the amount of \$354,858.84 related to an EDA grant**

Assistant Finance Director Ezeiza Garcia presented and recommended approval of Invoice #9 from the City of Mission in the amount of \$354,858.84. This invoice is related to a \$3 million grant being used for drainage improvements related to property being developed by Killam Development. Ms. E. Garcia briefly explained that total paid to date is \$2,906,856.19. Total reimbursed was \$2,551,997.35, leaving a balance of \$354,858.84. She is requesting approval of the invoice.

Mayor Norie Gonzalez Garza moved for the approval of Invoice #9 from the City of Mission in the amount of \$354,858.84. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

**7. Deliberation and possible action to approve Resolution No. 2023-01, Resolution of the Board of Directors of Mission Economic Development Corporation, designating a depository bank, and authorizing the performance of all banking functions relating to the opening and maintaining of bank accounts for the Mission Economic Development Corporation, and the designation of signatories on such accounts**

This resolution is required by Texas Community Bank; the bank designated as the depository bank for the \$3 million grant that was awarded to MEDC by the Economic Development Administration. The funds are being used to facilitate Killam Developments' Roadway & Drainage Improvements for their Shary Business Park Subdivision. Signatories named on the account with Texas Community Bank will be President Richard Hernandez, CEO Tecló J. Garcia, and Treasurer Estella Saenz.

Vice President Jose G. Vargas moved for the approval of Resolution No. 2023-01 as presented. Motion was seconded by Noel Salinas and approved 7-0.

Resolution No. 2023-01

Resolution of the Board of Directors of Mission Economic Development Corporation, designating a depository bank, and authorizing the performance of all banking functions relating to the opening and maintaining of bank accounts for the Mission Economic Development Corporation, and the designation of signatories on such accounts

**8. Tabled 11/29/22: Deliberation and possible action to authorize CEO to negotiate and execute a Development Agreement for a distribution facility, to be located on Mayberry Road & Melba Carter, Mission, Texas, in an amount not to exceed \$390,000 over a period of five (5) years and a job creation incentive in an amount not to exceed \$1,000 per job for a period of three (3) years**

Mayor Norie Gonzalez Garza moved to bring this item off the table. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

No action was taken.

**9. Deliberation and possible action to authorize CEO to engage professional services with Sperry Commercial Real Estate Group as listing agent for Mission EDC real property.**

CEO Tecló J. Garcia introduced this item by saying that Adrian A. Arriaga with Sperry Commercial Real Estate Group is the listing agent of record for the City of Mission. He was also the listing agent of record for the Mission EDC, but his contract has expired. He is asking for Board for authorization to engage Sperry Commercial Real Estate Group for the marketing of MEDC's properties. Secretary Deborah L. Cordova asked if there was a proposed agreement available and on whether it had been reviewed by counsel. MEDC's legal counsel Greg Kerr mentioned that there is a proposed agreement, but that it has not been reviewed by him. He is proposing that it is approved subject to his review and approval.

Mayor Norie Gonzalez Garza moved to authorize CEO to execute the engagement for professional services with Sperry Commercial Real Estate Group as listing agent for Mission EDC, subject to review and approval of the listing agreement by legal counsel. Motion was seconded by Secretary Deborah L. Cordova and approved 7-0.

**10. Deliberation and possible action to authorize CEO to execute a professional services contract with ARES Services Inc., for legislative consulting services**

CEO Tecló J. Garcia is requesting authorization from the Board to execute a professional services contract with ARES Services, Inc., whose principal is Rigo Villarreal. Mr. Villarreal is a well-known lobbyist who has great affiliations with state representatives and state senators. Mr. Garcia said Mr. Villarreal shares the same goals he has for the City of Mission and will be of great assistance in reaching those goals during legislative session.

Vice President Jose G. Vargas moved to authorize CEO to execute a professional services contract with ARES Services Inc., for legislative consulting services. Motion was seconded by Carl Davis and approved 7-0.

At 4:50 PM, Jose G. Vargas moved to convene in closed session. Motion was seconded by Deborah L. Cordova and approved 7-0.

**11. Closed Session Pursuant to V.T.C.A. Gov. Code Sec. 551.001**

**Deliberation and possible action regarding commercial or financial information received the Mission EDC from a business prospect with which the Mission EDC is conducting economic development negotiations or with which the Mission EDC seeks to have to locate, stay, or expand operations in or near the City of Mission (as permitted under Tex. Gov't Code Sec. 551.087), including, but not limited to the following:**

**A. Report from CEO as to potential prospects**

**Deliberation and possible action regarding the purchase, exchange, lease, or value of real property (as permitted under Tex. Gov't Code Sec. 551.072), including, but not limited to the following:**

**A. M.E.D.C. Land**

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

At 5:38 PM, Secretary Deborah L. Cordova moved to reconvene in Open Session. Motion was seconded by Carl Davis and approved 7-0.

No action was taken.

**12. CEO Report on Economic Activity**

CEO Tecló J. Garcia introduced three new Mission EDC team members. Director of Marketing & Communications Naxiely Lopez Puente; Financial Officer Stephanie Palacios; and CEED Receptionist Cynthia Garcia.

On economic activity, the CEO reported that the City of Mission issued nearly \$180 million in permits for new construction in 2022, one of the best years on record for a city of 90,000 residents. He also reported that this past calendar year 2022 was the best in retail sales taxes with \$24 million being reported. Unemployment rate for December 2022 was 6.3% while in January 2022 it was 8.4%.

Mr. Garcia provided a brief report on 2023's outlook by saying that high interest rates were the result of slower growth in retail and home purchases, as well as due to inflation. International trade opportunities with our neighboring Mexico present supply chain challenges for everyone, and that local developers continue to adjust to the current market.

Mr. Garcia reported that the Mission EDC team conducted several meetings at the ICSC's Red River Retail Dealmaking Conference in Dallas on January 19, 2022.

City of Mission elected officials and MEDC met with legislators and others, led by Mayor Gonzalez Garza, attended Swearing in Day for the House and Senate at the capitol. February 1<sup>st</sup> is Mission Day and February 22<sup>nd</sup> is Rio Grande Valley Day. The top legislative item is the Bryan Road/1-2 connectors (\$145M). Since Feb. 22<sup>nd</sup> would have been MEDC's next regular Board meeting, President Richard Hernandez proposed that the next meeting is held the following Wednesday, March 1<sup>st</sup>.

### **13. President Comments**

President Richard Hernandez thanked the Board of Directors for their time and for accepting to serve on this Board.

### **14. Adjournment**

Secretary Deborah L. Cordova moved to adjourn the meeting. Motion was seconded by Treasurer Estella Saenz and approved 7-0. The meeting was adjourned at 5:56 PM.

---

Richard Hernandez, President

ATTEST:

---

Deborah L. Cordova, Secretary