

**NOTICE OF REGULAR MEETING**  
**MISSION ECONOMIC DEVELOPMENT CORPORATION**  
**JUNE 28, 2023                      4:00 PM**  
**CENTER FOR EDUCATION AND ECONOMIC DEVELOPMENT**

**PRESENT:**

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

**ABSENT:**

**ALSO PRESENT:**

Gene Kerr, JGKL LLP  
Tony Villarreal, Progress Times  
Esther Salinas

**STAFF PRESENT:**

Tecló J. Garcia, Chief Executive Officer  
Joel Garza, Chief Operating Officer  
Judy Vega, Executive Assistant  
Stephanie Palacios, Financial Officer  
Blanca Davila, Director of Economic Development  
Belen Guerrero-Aguirre, Director of Strategic Partnership & Program Development  
Randy Perez, City Manager  
Angie Vela, Finance Director  
Ezeiza Garcia, Assistant Finance Director  
Joe Salazar, Accountant

**1. Call to Order and Establish Quorum**

With a quorum being present, President Richard Hernandez called the meeting to order at 4:02 PM.

**2. Approval of Minutes: Regular Meeting of May 31, 2023**

Carl Davis moved for approval of the regular meeting minutes of May 31, 2023, subject to a correction on Item 9 related to the approval of a Performance Agreement between MEDC & Brand Geniuz, that the amount of the incentive is changed from \$85,000 to \$55,000. Motion was seconded by Vice President Jose G. Vargas and approved 6-0.

**3. Deliberation & possible action to accept Adjusted Financial Statements for April 2023**

Financial Officer Stephanie Palacios presented and recommended approval of the adjusted financial statement for April 2023.

There being no corrections or additions, Treasurer Estella Saenz moved for acceptance of the Adjusted Financial Statement for April 2023. Motion was seconded by Vice President Jose G. Vargas and approved 6-0.

#### **4. Finance Committee Report**

Treasurer Estella Saenz mentioned that the Finance Committee had met on May 25, 2023. The Finance Committee includes herself, President Richard Hernandez, and Vice President Jose G. Vargas. At this meeting, the Committee recommended a payment to PNC Bank, formerly BBVA Compass Bank, in the amount of \$1,160,000. The payment was successfully wired on June 6, 2023. The principal balance on this note was reduced from \$8,229,560.93 to \$7,406,530.04. This loan was acquired for the purchase of the CEED Building in 2018 at an interest rate of 4.82% to be paid off by 2028. President Richard Hernandez mentioned that this payment was made possible from MEDC land sale proceeds. MEDC saved \$823,030.29 in interest after this payment. No action was taken or required.

Mayor Norie Gonzalez Garza joined the meeting at 4:13 PM.

#### **5. Deliberation & possible action for the approval of a final version of the Economic Development Performance Agreement between Mission Economic Development Corporation and Brand Geniuz, subject to approval by legal counsel**

CEO Tecló Garcia presented this item by saying that the incentive amount of \$85,000 was incorrect in the economic development performance agreement presented at last month's meeting. The amount should be \$55,000 (payable in three years). After brief discussion on this item, the Board revisited **Item 2 – Approval of Minutes: Regular Meeting of May 31, 2023**, and instead approved the minutes of May 31, 2023, subject to a correction on the amount of the agreement from \$85,000 to \$55,000. **Refer to Item 2.**

#### **6. Deliberation & possible action for approval of Invoice #13 from the City of Mission related to an EDA grant project, in the amount of \$625,486.38**

Accountant Joe Salazar presented and recommended approval of Invoice #13 from the City of Mission related to an EDA grant project.

Vice President Jose G. Vargas moved for approval Invoice #13 from the City of Mission related to an EDA grant project, in the amount of \$625,486.38. Motion was seconded by Treasurer Estella Saenz and approved 7-0.

#### **7. Deliberation and possible action regarding the approval of a Master Service Agreement and Service Order between Mission EDC and SmartCom Telephone**

CEO Tecló Garcia presented this item by saying that SmartCom Telephone provided a new proposal for internet and communications services. Their current service contract with MEDC has been in place for a long time. SmartCom's current services are significantly less for more in communication services. Mr. Garcia said that staff requested proposals from other providers like AT&T, but SmartCom is still the best option, not only for MEDC but for CEED tenants as

well. By approving this service agreement, MEDC will also align with the City of Mission's internet services, since they also use SmartCom. This service agreement is for 36 months at \$695.00 per month.

Subject to final review by legal counsel, Secretary Deborah L. Cordova moved for approval of a Master Service Agreement and Service Order between Mission EDC and SmartCom Telephone. Motion was seconded by Noel Salinas and approved 7-0.

At 4:33 PM, President Richard Hernandez announced that the MEDC Board of Directors will convene in closed session.

Mayor Norie Gonzalez Garza left the meeting at 4:35 PM. Vice President Jose G. Vargas left the meeting at 4:45 PM

## **8. 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:**

**Report from CEO as to potential prospects:**

- A. Project Placita**
- B. Project Superman**
- C. Project Pliers**

**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: M.E.D.C. Land**

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

At 5:37 PM, President Richard Hernandez announced the MEDC Board was reconvening in open session.

Motions are as follows:

A. Project Placita: Secretary Deborah L. Cordova moved to authorize the CEO to negotiate a business prospect as discussed in executive session. Motion was seconded by Treasurer Estella Saenz and approved 5-0.

B. Project Superman: Carl Davis moved to authorize the CEO to negotiate a business prospect as discussed in executive session. Motion was seconded by Treasurer Estella Saenz and approved 5-0.

C. Project Pliers: Treasurer Estella Saenz moved to authorize the CEO to negotiate a business prospect as discussed in executive session. Motion was seconded by Noel Salinas and approved 5-0.

**9. CEO Report on Economic Activity**

None.

**10. President Comments**

President Richard Hernandez thanked the Board for their time and service at this meeting. He also recognized and thanked MEDC staff for a well-prepared Board meeting. Secretary Deborah L. Cordova recognized President Richard Hernandez for his leadership.

**11. Adjournment**

There being no further business to discuss, Carl Davis moved to adjourn the meeting. Motion was seconded by Treasurer Estella Saenz. The meeting was adjourned at 5:40 PM.

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Richard Hernandez, President

ATTEST

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Deborah L. Cordova