

**NOTICE OF REGULAR MEETING**  
**MISSION ECONOMIC DEVELOPMENT CORPORATION**  
**JULY 26, 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:**

Eugene Vaughan, JGKL LLP  
Tony Barrera, Progress Times

**STAFF PRESENT:**

Teclo J. Garcia, Chief Executive Officer  
Judy Vega, Executive Assistant  
Stepanie Palacios, Financial Officer  
Belen Guerrero-Aguirre, Director of Strategic Partnerships & Program Development  
Randy Perez, City Manager  
Angie Vela, Finance Director  
Naxiely Lopez-Puente, Marketing Director  
Brianna Caceres, CEED Receptionist/Marketing Assistant

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

With a quorum being present, President Richard Hernandez called the meeting to order at 4:34 PM.

**2. Approval of Minutes: Regular Meeting of June 28, 2023**

Treasurer Estella Saenz moved for approval of the regular meeting minutes of June 28, 2023 subject to a correction noted by Chairman Richard Hernandez. On Pg. 2 of the minutes, third to last sentence, it reads, "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," 2028 should be 2038. Motion was seconded by Noel Salinas and approved 7-0.

CEO Teclo J. Garcia gave a quick update on the three projects the Board authorized him to negotiate economic incentives for: Project Pliers, Project Placita, and Project Superman, and said Mission City Council had approved the projects at their July 24, 2023 City Council meeting.

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

Financial Officer Stephanie Palacios presented and recommended approval of the adjusted financial statement for May 2023. Vice President Jose G. Vargas noted a correction on Page 10 of the meeting packet related to the following: Long-Term Debt Payable @ 05/31/22 and Accrued Interest Payable @ 5/31/22. The dates should be 5/31/23 on both.

Subject to the correction noted by Vice President Jose G. Vargas, Carl Davis moved for acceptance of the Adjusted Financial Statement for May 2023. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

**4. Deliberation and possible action for the acceptance of Quarterly Report of Investments for the Quarter ending June 30, 2023 and Interest Earned for Nine Months Ending June 30, 2023**

Finance Director Angie Vela presented and recommended acceptance of the Quarterly Report of Investments for the Quarter ending June 30, 2023 and Interest Earned for Nine Months Ending June 30, 2023.

There being no corrections or additions, Secretary Deborah L. Cordova moved for acceptance. Motion was seconded by Treasurer Estella Saenz and approved 7-0.

**5. Deliberation & possible action to rescind action taken by the Board on April 26, 2023 related to the purchase of shade structures for the Mission Food Park**

CEO Tecló J. Garcia mentioned that when this item was approved by the Board on April 26, 2023, staff presented it with the idea of purchasing permanent shade structures at the Mission Food Park. The concept was to create permanent shade structures, but now we're considering assessing and designing structures that are durable but not necessarily permanent. Mr. Garcia plans to bring this idea back to the Board once it is further evaluated, in the meantime he doesn't want the funds to be tied in to our budget.

Mayor Norie Gonzalez Garza moved to rescind the action taken by the Board on April 26, 2023 related to the purchase of shade structures for the Mission Food Park. Motion was seconded by Noel Salinas and approved 7-0.

**6. Deliberation & possible action to schedule a board workshop to be held in conjunction with the boards of Mission Economic Development Authority and Mission Education Development Council, Inc., and the potential agenda topics for the workshop**

CEO Tecló J. Garcia said that a workshop was proposed by Board Secretary Deborah L. Cordova, and it is now being raised for discussion. He said that the purpose will be to provide the Board with a deeper understanding of how all organizations operate and their purpose. The agenda will also encompass, among other items, legal topics essential for the Board's awareness, such as defining the by-laws for each organization, discussing assets, our building, contracts, and potential future scenarios.

After considering various dates and times, the consensus was that a half-day joint workshop meeting between all entities from 8:30 AM to 1:30 PM on Saturday, August 26, 2023, would be suitable. No action was taken but an agreement was reached.

## **7. Discussion related to FY 2023-2024 Budget**

Mr. Garcia shared a presentation related to the MEDC's proposed FY 2023-2024 Budget and said he integrated the concept of "The Mission EDC Vision", aiming for a future-oriented budget that aligns better with MEDC's goals. He familiarized the Board by saying that Mission EDC is a 4B corporation, whose purpose is to fund community development projects, promote business attraction, relocations, job creation and retention, expansions, and infrastructure improvements. Mr. Garcia also explained fiscal year 2023 & 2024 expenses by department and mentioned that the budget will increase its expenditures by 20% or up to \$5 million, with an overall increase of \$6 million for operations. In summary, we anticipate revenues of \$7.1 million and total expenses of \$6.1 million. A positive outlook is that this leaves us with \$1 million for the upcoming fiscal year. A portion of these surplus funds, about \$600,000, can be allocated towards economic development, which aligns with our strategic goals. CEED tenant rents of up to \$300,000 are also expected to be generated this upcoming fiscal year. Mr. Garcia said that we have unrestricted funds in our budget, which are available for emergency situations. However, our intention is to use them sparingly and only when necessary. Projected expenses for 2024 by department are as follows: 34% Administrative, 59% Economic Development, Facilities 4%, and IT 3%. Mr. Garcia said that the CEEDs' Wi-Fi connection needs to be upgraded since the building now has more tenants, and said he plans on purchasing or replacing more cameras for the building, since they are seven years old. In conclusion, MEDC's 2024 FY's' proposed major initiatives include business attraction/expansion, marketing and brand enhancement, small business, and community programs, and CEED operations and maintenance. No action was taken or required.

## **8. CEO Report on Economic Activity**

Mr. Garcia reported that he and three MEDC staff members attended San Luis Potosi's Mexico's Nearshoring Auto Industry Summit from July 20-21, 2023 where they held bilateral discussions related to auto and logistic clusters, and met with city and economic development leaders. MEDC was a sponsor of the summit's opening reception, which was a great opportunity to showcase our services and connect with potential partners. Mr. Garcia provided information on San Luis Potosi (SLP) that included the city's population of 825,000 city and 1.2 million metro. The city has about 10 higher education institutions, four H-E-Bs, 10 Wal-Marts, multiple malls, churches, a historic downtown, museums, and parks. McAllen EDC staff also partnered with MEDC on this trip. SLP has two clusters, the automotive cluster, and the logistics cluster. Mr. Garcia said that the logistics cluster has invited MEDC to be part of their Board, which could be a drive to more traffic through the Anzalduas International Bridge. In summary the delegation opened up new channels of communication, raised Mission and McAllen profiles, and invitations were extended to join clusters.

**9. President Comments**

President Richard Hernandez thanked the MEDC staff for their hard work, and the Board of Directors for their time and service to this Board.

**10. Adjournment**

There being no further business to discuss, Vice President Jose G. Vargas moved to adjourn the meeting. Motion was seconded by Noel Salinas and approved 7-0. The meeting was adjourned at 5:44 PM.

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Richard Hernandez, President

ATTEST

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Deborah L. Cordova