

**NOTICE OF REGULAR MEETING & PUBLIC HEARINGS**  
**MISSION ECONOMIC DEVELOPMENT CORPORATION**  
**FEBRUARY 28, 2024      4:00 PM**  
**CENTER FOR EDUCATION AND ECONOMIC DEVELOPMENT**

**PRESENT:**

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

**ABSENT:**

**ALSO PRESENT:**

Eugene Vaughan, JGKL LLP  
Michael Fernuik, PGA  
Matt Wilson, Progress Times

**STAFF PRESENT:**

Tecló J. Garcia, Chief Executive Officer Belen  
Guerrero, Int. COO  
Judy Vega, Executive Assistant  
Randy Perez, City Manager  
Andy Garcia, Asst. City Manager  
Angie Vela, Finance Director  
Ezeiza Garcia, Assistant Finance Director  
Naxiely Lopez, Director of Communications &  
External Affairs  
Brianna Casares, Manager of Marketing &  
Programs  
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 4:12 PM.

**2. Invocation:** Was led by Jose Vargas.

**3. Pledge of Allegiance:** Was led by Carl Davis.

**4. Citizen's Participation:** President Richard Hernandez's call for citizen's participation did not yield any responses.

**5. Approval of Minutes:**

- A. Regular meeting and public hearing of January 24, 2024
- B. Special meeting of February 7, 2024

Vice President Jose G. Vargas moved for approval of the minutes for the meeting and public hearing of January 24, 2024. Motion was seconded by Julian Alvarez and approved 7-0.

Carl Davis moved for approval of the meeting minutes for the special meeting of February 7, 2024. Motion was seconded by Treasurer Estella Saenz and approved 7-0.

**6. Acceptance of Unadjusted Financial Statements for January 2024.**

CEO Tecló J. Garcia welcomed and introduced MEDC's new Financial Officer Joe Salazar and said Mr. Salazar is well-qualified in financial operations. He also manages the Mission Redevelopment Authority's financial books. After the introduction, Mr. Salazar proceeded to present and recommend acceptance of the Unadjusted Financial Statements for January 2024.

There being no corrections or additions, Mayor Norie Gonzalez Garza moved for acceptance of the Unadjusted Financial Statements for January 2024. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

**7. Deliberation and possible action for the acceptance of Quarterly Report of Investments for the Quarter ending December 31, 2023 and Interest Earned for Three Months Ending December 31, 2023.**

Finance Director Angie Vela presented and recommended acceptance of the Quarterly Report of Investments for the Quarter ending December 31, 2023 and Interest Earned for Three Months Ending December 31, 2023. After her report, Ms. Vela mentioned that she's working with CEO Tecló Garcia on getting additional funds invested. A meeting of MEDC's Finance Committee is being planned for investment opportunities. Ms. Vela said Mr. Salazar will be participating in an Investment Training Act Program certification as part of finance education.

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

**8. Public Hearing: Project consideration for FY 2023-2024 related to an economic incentive for a food processing facility located at 106 International Blvd., Suite 1-B, Mission, in an amount not to exceed a total of \$125,000 to be paid over a period of two (2) years.**

At **4:24** PM, President Richard Hernandez opened the public hearing related to an economic incentive for a food processing facility located at 106 International Blvd., Suite 1-B, Mission, in an amount not to exceed a total of \$125,000 to be paid over a period of two (2) years.

CEO Tecló J. Garcia shared a short video related to this project with the Board and said that although project owner Pilar Gonzalez has not purchased all the equipment she needs for her business, this incentive will partially fund her facility. Ms. Gonzalez will be adding 10 more employees to her business within the next two years. No further comments were made.

President Richard Hernandez closed the public hearing at **4:29** PM.

**9. Public Hearing: Project consideration for FY 2023-2024 related to an economic incentive for a business processing outsourcing center to be located at 4101 S. Shary Road, Mission, Texas, in the following amounts: \$200,000 for equipment to be paid in two (2) annual installments; and a job creation incentive in an amount not to exceed \$201,600 to be paid in four (4) annual installments.**

At **4:30** PM, President Richard Hernandez opened the public hearing for a business processing outsourcing center to be located at 4101 S. Shary Road, Mission, Texas, in the following amounts: \$200,000 for equipment to be paid in two (2) annual installments; and a job creation incentive in an amount not to exceed \$201,600 to be paid in four (4) annual installments.

There being no comments for or against this project, President Richard Hernandez closed the public hearing at **4:31** PM.

**10. Discussion and possible action for approval of an Economic Development Performance Agreement between Mission Economic Development Corporation and Ubiquity Global Services US, Inc.**

CEO Tecló J. Garcia presented this item by saying that MEDC was incentivizing this company for job creation and infrastructure improvements. An Economic Performance Agreement in the meeting packet provided information on MEDC's and the company's requirements. Mr. Garcia stated that the company plans on hiring 300+ employees with starting pay from \$15-\$18 per hour and a capital investment in the region of \$31.7 million once established. Secretary Deborah L. Cordova noted a correction on page 64 of the agreement, the Financial Officer contact information needs to be updated. Correction noted. A ribbon cutting ceremony for this company is scheduled for March 22, 2024 and everyone is encouraged to participate. He is requesting approval of the performance agreement.

Subject to the correction noted by Secretary Deborah Cordova, Carl Davis moved for approval of an Economic Development Performance Agreement between Mission Economic Development Corporation and Ubiquity Global Services US, Inc. Motion was seconded by Julian Alvarez and approved 7-0.

**11. Discussion and possible action to increase Shary Golf Course funding for upgrades and equipment from \$45,000 to \$71,099.11.**

President Richard Hernandez introduced Michael Fernuik, a professional golfer who has made significant contributions to the golf industry within our area. Mr. Fernuik has held several pro shop positions at various golf courses including the Seven Oaks Golf Course, Cimarron Country Club, and the Harlingen Country Club, and is currently Pro Shop Head at Mission's Shary Municipal Golf Course. President Richard Hernandez mentioned that we are very fortunate to have Mr. Fernuik in our city as a knowledgeable and respected professional in the name of golf. CEO Tecló J. Garcia welcomed Mr. Fernuik to present this item. Mr. Fernuik thanked the Board for the opportunity as he provided them with a list of items that were described as necessities for the Shary Municipal Golf Course. Mr. Fernuik named a few items on his list including a brick-and-mortar sign to be placed on the corner of Mayberry & FM 495, yard and range banners, water stations, flag sticks, LED driving range lights, and driving range mats to name a few, that he described as necessary to improve and enhance the golf course. He also mentioned a flooding issue with one of the holes at the golf course that needed attention and said that the Mission Parks & Recreation Department will be assisting with some of the grounds' work. Mr. Fernuik also said that the Shary Municipal Golf Course will follow the City of Mission's procurement process for the needed items and said that due to an increase in materials the requested amount had increased from \$71,099.11 to \$71,975.11. He recommends approval.

Mayor Norie Gonzalez Garza moved to approve an increase in MEDC's budget line item for Shary Municipal Golf Course from \$45,000 to \$71,975.11 for upgrades and equipment. Motion was seconded by Vice President Jose G. Vargas and approved 7-0.

At **4:53** PM. President Richard Hernandez announced that the MEDC Board of Directors would convene in closed session.

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

**Deliberation and possible action regarding commercial or financial information received 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 prospect(s).**

**Deliberation & Possible Action regarding the appointment, employment, evaluation, reassignment, duties, or resignation of public officers (as permitted under Tex. Gov't Code Section 551.074 and 551.071).**

**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**

**Consultation with Attorney and possible action regarding: (1) pending or contemplated litigation; (2) a settlement offer; or (3) a matter in which the duty of the Attorney to Mission Economic Development Corporation under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with Chapter 551 of the Texas Government Code (as permitted under Texas Government Code Section 551.071).**

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

Julian Alvarez left the meeting at 4:56 PM.

At **5:50** PM. President Richard Hernandez announced that the MEDC Board of Directors was reconvening in open session.

No action was taken on any of the items discussed in executive session.

**12. CEO Report on Economic Activity**

CEO Tecló J. Garcia introduced Brianna Casares, Manager of Programs and Marketing, to report on the Ruby Red Ventures Build Mission Fund. Ms. Casares mentioned that this program was split into two different segments, one is a competition, and the other which recently concluded was the Build Mission Fund. The program is not just tailored to startups but also targets existing businesses within Mission. To meet eligibility the business needs to have been in existence for two years, and of course, be in Mission. Ninety-seven applications were received for the first competition, and a committee of seven business leaders met to review the applications. Committee members included Greater Mission Chamber of Commerce President Brend Enriquez, MEDC staff, Board Treasurer Estella Saenz, and a business owner who took on the task of narrowing the applicants down to 15 small businesses within Mission. In total, \$180,000 was awarded. Staff will be checking in with winners on a 30-day, 60-day, and 90-day to ensure that their awards are being used accordingly. The second competition portion of Ruby Red Ventures is currently being implemented in collaboration with UTRGV's Entrepreneurship & Commercialization Center. The center will help startups with the Kauffman FastTrac Program, a seven-session certification program that will provide training, skills, and network courses. Graduates of the program will be eligible to compete in Ruby Red Ventures "The Competition" for funding. The competition will take place during Economic Development's Business Week.

Mr. Garcia welcomed Belen Guerrero, MEDC Interim COO, to present a report on the recent ICSC Conference in Dallas held between January 31<sup>st</sup> to February 2<sup>nd</sup>. Ms. Guerrero said MEDC's team prepared well for this conference by creating online campaigns that targeted businesses that participated in the conference. Mission's community profile was also revamped making it more attractive giving it the more feel and look of Mission. Real estate developers in our area were also invited to share their real estate profiles for available space within the city of Mission. On the first day in Dallas, Mayor Norie Gonzalez Garza hosted a successful networking event that included real estate

developers, brokers, site selectors, bankers, and professionals that have had a huge impact on our community. Mayor Gonzalez Garza said she enjoyed hosting the event and felt it was very productive. The team left data related to the Mission community and contacts to attract interest in investing with us. Ms. Guerrero mentioned that MEDC sponsored a booth in collaboration with the RGV Partnership to position Mission as a regional key player. MEDC's team connected with over 20 individual retailers and met with five in-market developers. Ms. Guerrero finalized her report by sharing some images taken at the conference. CEO Tecló Garcia mentioned that he is planning on attending the ICSC Recon 2024 in Las Vegas May 19-21, 2024, where MEDC will also be sponsoring a booth in collaboration with the RGV Partnership as well.

**13. President Comments.**

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

**14. Adjournment**

Carl Davis moved to adjourn the meeting. Motion was seconded by Treasurer Estella Saenz and approved 6-0. The meeting was adjourned at 6:12 PM.

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Richard Hernandez, President

ATTEST

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Deborah L. Cordova, Secretary