THE ECONOMIC DEVELOPMENT CORPORATION OF WESLACO
MINUTES OF THE REGULAR MEETING
AUGUST 20, 2025

On this, twentieth (20th) day of August 2025 at 5:00 P.M., the Economic Development Corporation of Weslaco convened its regular meeting at the Business Visitor & Event Center Room A & B located at 275 South Kansas Ave., Weslaco, Texas for discussion and taking possible action on the following items.

The following members were present:
Sandra Charlton
Fred Perez – Left at 6:34 PM
Kris Garcia
Jerry Gonzalez – Stepped out of the meeting at 5:02 PM – 5:06 PM Back in the meeting.
Joe Olivarez – Arrived at 5:02 PM
Hector Solis
Robert Donalson

Also present were:
Steven Valdez – EDCW Executive Director
Jorge Lozano – EDCW Assistant Executive Director
Maria Cisneros – EDCW Commercial Real Estate & Retail Recruitment Manager
Michelle Smith – EDCW Digital Communications Manager
Angelina Rodriguez – EDCW Administrative Assistant
Eugene Vaughn – EDCW Attorney
Phuc Tran – Owner Urban Nails
Paloma Castro – Workforce Solutions
John Hersy – Business Relations Workforce Solutions
Ricardo Trevino – Director of Industry Relations at Texas Southmost College
Felida Villarreal – VIDA President & CEO
Juan Cantú – ERO Architects

At 5:00 P.M., Ms. Charlton called the Board Meeting to order.

I. Call to Order

A. Roll Call.
A quorum was formed with six Board Members present.

B. Board Members' declaration of potential conflicts of interest as to any agenda items.
Mr. Donalson declared that he will abstain from voting on item V. E – Discussion & Possible action to authorize the EDCW to renew a certificate of deposit with Texas Regional Bank, to specify the amount of such Certificate, and to designate the authorized signatories for such Certificate.

II. Public Comments

This portion of the meeting is not intended to be an extended discussion or a debate and is limited to three (3) minutes for each presenter. Presenters may address the Board of the EDCW regarding any item on the agenda that will be discussed by the Board during the open portion of the meeting. Board members do not reply; they listen.
Mr. Tran addressed the Board asking for support for his project, Project Nailed It.

No action.

III. Consent Agenda

A. Approval of Minutes of Regular Meeting of July 16, 2025.

B. Discussion and Possible Action regarding the request for approval of excused absences for the following Board Members in accordance with the City of Weslaco Ordinance No. 2022-19, Sec. 8-100.
- Mr. Robert Donalson was absent from the Regular Board Meeting of July 16, 2025.

Mr. Gonzalez made a motion to approve item A. Approval of Minutes of Regular Meeting of July 16, 2025.
Mr. Garcia seconds the motion.

Mr. Gonzalez votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Perez votes in favor.
Mr. Olivarez votes in favor.
Mr. Solis votes in favor.
Mr. Donalson votes in favor.

Motion passes with seven votes.

Mr. Gonzalez made a motion to approve item B. Discussion and Possible Action regarding the request for approval of excused absences for the following Board Members in accordance with the City of Weslaco Ordinance No. 2022-19, Sec. 8-100.
- Mr. Robert Donalson was absent from the Regular Board Meeting of July 16, 2025.

Mr. Garcia seconds the motion.

Mr. Gonzalez votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Perez votes in favor.
Mr. Olivarez votes in favor.
Mr. Solis votes in favor.
Mr. Donalson votes in favor.

Motion passes with seven votes.

IV. New Business

A. Discussion and Possible action regarding High-Demand Job Training grant request from Texas Southmost College.

Mr. Solis moved to approve a grant in the amount of $58,500 in matching funds for the HDJT grant under the PCT program.
Mr. Garcia seconds the motion.

Mr. Solis votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Perez votes in favor.
Mr. Gonzalez votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with seven votes.

B. Discussion and Possible Action to Approve Contract for Marketing and Public Relations Services for the Weslaco EDC, Selecting Between Code SM and K & M International Public Relations.

Mr. Solis made a motion to approve contracting Code SM for six months.
Mr. Donalson seconds the motion.

Mr. Solis votes in favor.
Mr. Donalson votes in favor.
Ms. Charlton votes in favor.
Mr. Perez votes in favor.
Mr. Olivarez votes in favor.

Motion passes with six votes.

V. Old Business

A. Discussion and Possible action regarding a grant request from VIDA for the fiscal year 2025 – 2026.

Mr. Solis made a motion to approve the grant request for $70,000 for the upcoming fiscal year.
Mr. Perez seconds the motion.

Mr. Solis votes in favor.
Mr. Perez votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with seven votes.

At 5:54 PM Ms. Charlton announced that the EDCW Board will move out of the original order and into Closed Session.

At 6:29 PM, Ms. Charlton announced that the EDCW Board will move out of Closed Session and into Open Session.

B. <u>Discussion and Possible action regarding renewal of the contract with Placer.ai.</u>
Mr. Olivarez made a motion to approve the recommendation for renewal of the contract with Placer.ai for a one-year term for $10,800.00.
Mr. Garcia seconds the motion.

Mr. Olivarez votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

C. <u>Discussion and Possible action regarding a possible EDCW booth at the upcoming ICSC Red River Event on February 17 – 18, 2026 in San Antonio.</u>
Mr. Olivarez made a motion to approve reserving a booth at the upcoming ICSC Red River tradeshow not to exceed $10,000.00.
Mr. Garcia seconds the motion.

Mr. Olivarez votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Solis votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

D. <u>Discussion and Possible Action to extend the overtime payment reimbursement for the Weslaco Police Department presence at the intersection of Pike and Votech.</u>
Mr. Garcia made a motion to approve the extension of off-duty Weslaco Police Officer's for 12 months from August 1, 2025, to July 31, 2026.
Mr. Solis seconds the motion.

Mr. Garcia votes in favor.
Mr. Solis votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Olivarez votes in favor.

Mr. Donalson votes in favor.

Motion passes with six votes.

E. Discussion and Possible action to authorize the EDCW to renew a certificate of deposit with Texas Regional Bank, to specify the amount of such Certificate, and to designate the authorized signatories for such Certificate.

Mr. Donalson announced that he will abstain from voting.

Mr. Solis made a motion to approve the renewal of the CD with option 4: Renew CD for a 9-month term at a 4.01% interest rate, keeping the full balance of $1,205,983.78, and authorize EDCW Executive Director and EDCW Board President Ms. Sandra Charlton for signatures.
Mr. Garcia seconds the motion.

Mr. Solis votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Olivarez votes in favor.

Motion passes with five votes.

F. Discussion and Possible action regarding the approval of the EDCW 2025-2026 fiscal year budget.

Mr. Garcia made a motion to approve the EDCW 2025-2026 fiscal year budget as presented.
Mr. Solis seconds the motion.

Mr. Garcia votes in favor.
Mr. Solis votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

G. Discussion and Possible action regarding amendment to the EDCW 2024-2025 fiscal year budget.

Mr. Gonzalez made a motion to approve the amendment to the EDCW 2024-2025 fiscal year budget as presented.
Mr. Solis seconds the motion.

Mr. Gonzalez votes in favor.
Mr. Solis votes in favor.
Ms. Charlton votes in favor.

Mr. Garcia votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

VI. Reports

A. Monthly Financial Report July 2025 – Jorge Lozano.
Mr. Lozano presented the monthly financial report for July 2025.

No action.

B. Executive Director's Report – Steven M. Valdez.
Mr. Valdez presented the monthly report where he highlighted the following: Sam's Club Groundbreaking; Two Lots Sold by Early Fall; Update on Palm Plaza; PNC Building Update; Next MCIIP POA Meeting; Mayor's Meeting with Developers.

No action.

VII. Closed Session

At 7:04 PM Ms. Charlton announced that the EDCW Board will move into Closed Session.

At 7:33 PM Ms. Charlton announced that the EDCW Board will move out of Closed Session and into Open Session.

VIII. Action on Closed Session

A. Deliberation and Possible action regarding economic development matters (as permitted under Tex. Gov't Code Section 551.087), including, but not limited to the following:

1. Summary of Leads.

No action.

2. Project Nailed It – Incentive Request.
Mr. Gonzalez made a motion to approve the incentive as discussed under Closed Session.
Mr. Solis seconds the motion.

Mr. Gonzalez votes in favor.
Mr. Solis votes in favor.
Ms. Charlton votes in favor.

Mr. Garcia votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

3. Project Flat Cap – Façade Grant Request.
Mr. Garcia made a motion to approve the grant request as presented.
Mr. Gonzalez seconds the motion.

Mr. Garcia votes in favor.
Mr. Gonzalez votes in favor.
Ms. Charlton votes in favor.
Mr. Olivarez votes in favor.
Mr. Solis votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

B. Deliberation and Possible action regarding real property matters (as permitted under Tex. Gov't Code Section 551.072).

1. Project Hawk.
Mr. Gonzalez made a motion to approve the item as discussed Under Closed Session.
Mr. Solis seconds the motion.

Mr. Gonzalez votes in favor.
Mr. Solis votes in favor.
Ms. Charlton votes in favor.
Mr. Garcia votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

2. Project Teardrop.
Mr. Garcia made a motion to approve the recommendation as discussed under Closed Session.
Mr. Solis seconds the motion.

Mr. Garcia votes in favor.
Mr. Solis votes in favor.
Ms. Charlton votes in favor.
Mr. Gonzalez votes in favor.
Mr. Olivarez votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

3. Project Yearn.
Mr. Gonzalez made a motion to approve the extension as discussed under Closed Session.
Mr. Garcia seconds the motion.

Mr. Gonzalez votes in favor.
Mr. Garcia votes in favor.
Ms. Charlton votes in favor.
Mr. Olivarez votes in favor.
Mr. Solis votes in favor.
Mr. Donalson votes in favor.

Motion passes with six votes.

C. Deliberation & Possible action regarding EDCW employment matters. (as permitted under Tex. Gov't Code Section 551.074 and 551.071).

No action.

D. Consultation with Attorney (as permitted under Tex. Gov't Code Section 551.071).

No action.

IX. Adjournment

With no other business before the Board, at 7:35 P.M., the EDCW Regular Board Meeting of August 20, 2025, was adjourned.

Respectfully submitted:

Maria Cisneros – Recorder

The minutes were approved at the Regular Board Meeting of September 16, 2025.

Kris Garcia - Secretary