ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS

Location:
City of Edinburg, City Hall-Council Chambers
415 W. University Drive, Edinburg, Texas

MARCH 28, 2022
REGULAR MEETING

AMENDED AGENDA
4:00 PM

1. **CALL TO ORDER, ESTABLISH A QUORUM**

2. **CERTIFICATION OF PUBLIC NOTICE**

3. **DISCLOSURE OF CONFLICT OF INTEREST**

4. **PUBLIC COMMENTS**

A specific portion of the meeting shall be dedicated to allowing Public Comments which will be limited to three (3) minutes. Because of the state of emergency due to the COVID-19 pandemic, public comment may be provided in-person abiding to the occupancy limits or by telephone. InÂ person requests shall be requested by completing the Public Comment Form available at City Council Chambers. Telephone requests shall be completed by (a) sending an email to publiccomment@cityofedinburg.com or (b) calling 956-388-8204.

All requests must be received beginning at 9am and end immediately before the start of the meeting. Your request should include your name, address, and telephone number. We ask for everyone's cooperation in following this procedure.

5. **DIRECTOR'S REPORT**

   A. Economic Development Report

6. **REGULAR AGENDA ITEMS**

   A. Consider approval of minutes for board meeting February 22, 2022.

   B. Discussion and possible action on sponsorship for Women Together (Mujeres Unidas) 12th Annual Walk a Mile in her Shoes event.

   C. Discussion and possible action on sponsorship for Vanguard Academy's Family Golf Classic event.

   D. Discussion and possible action on sponsorship for South Texas Agriculture Roundup (STAR) 12th Annual Gala event.

E. Discussion and possible action on Mexico Industry Marketing Strategy proposal.

F. Discussion and possible action of board members attending the Innovating Commerce Serving Communities (ICSC) Here, We Go 2021 Conference on May 22 - 24, 2022 in Las Vegas, Nevada.

G. Consider Resolution Authorizing Administrative Designees; Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr, Finance Director as signature authorities for Edinburg Economic Development Corporation (EEDC) financial accounts and other transactional documents with Texas National Bank.

H. Consider Resolution Approving an Engagement Agreement for Bond Counsel and Disclosure Counsel Legal Services with Cantu Harden LLP for the Edinburg Economic Development Corporation to maintain Arnold Cantu as lead bond counsel.

7. EXECUTIVE SESSION

The EEDC will convene in Executive Session, in accordance with the Texas Open Meetings Act, Vernon's Texas Statutes and Codes Annotated, Government Code, Chapter 551, Subchapter D, Exceptions to Requirement that Meetings be Open. The EEDC May Elect To Go Into Executive Session On Any Item Whether Or Not Such Item Is Posted As An Executive Session Item At Any Time During The Meeting When Authorized By The Provisions Of The Open Meetings Act.

A. Deliberation regarding economic development negotiations (Review Economic Development Projects). (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071. Consultation with Attorney; Closed Meeting.)

B. Discussion and possible action regarding pending litigation. (§551.071.Consultation with Attorney; Closed Meeting.)

8. OPEN SESSION

The EEDC will convene in Open Session to take necessary action, if any, in accordance with Chapter 551, Open meetings, Subchapter E, Procedures Relating to Closed Meeting, §551.102, Requirement to Vote or Take Final Action in Open Meeting.

9. ADJOURNMENT

I hereby certify this Notice of an EEDC Meeting was posted in accordance with the Open Meetings Act, at the City Offices of the City of Edinburg, located at the 415 West University entrance outside bulletin board visible and accessible to the general public during and after regular working hours.

This notice was posted on March 25, *2022 at* 8:25 *am / pm.*

By:

Signature: [signature] Brian Kelsey ACM

Name:

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Economic Development Report

1. **Agenda Item:**
   Economic Development Report
2. **Description/Scope:**
   Blanca Davila, Director of Economic Development will present an update to the board.

3. **Estimated Timeline:**
   N/A

4. **Budget:**
   N/A

5. **Procurement/Selection Process:**
   N/A

6. **Staff's Recommendation:**
   N/A

7. **Justification:**
   N/A

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Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: Department Status Report

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	

Economic Development
Department Status Report

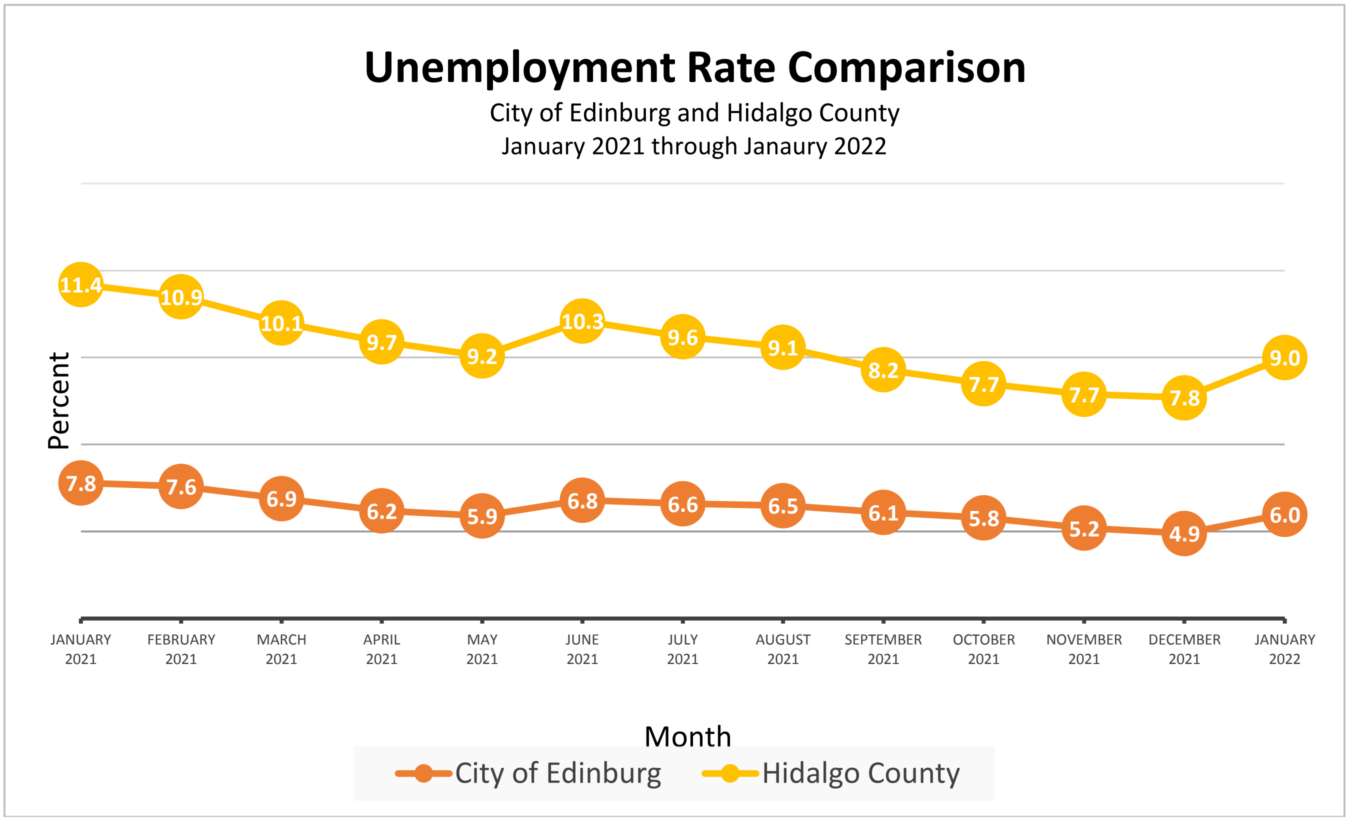
S.P.A.R.C. 4.0

Economic Development continues to meet with the City’s Development Services team and applicants to facilitate the building permit process and start the project.

- Applications received: 110
- Pre-approved applications: 79
- Pending items for pre-approval: 6
- Pre-development meetings: 58
- Building permits submitted: 3
- No building permit needed: 3
- Downtown applications: 16
- Downtown pre-development meetings: 16

Edinburg, Texas Unemployment Data

Comparison - January 2021 - January 2022



Source: (Labor Market Report, Workforce Solutions)

- Edinburg has increased 1.1% from December 2021 to January 2022. However, it has consistently maintained the unemployment rate below 7.8% from January 2021.

Projects

Edinburg Economic Development Projects - Visit webpage to view completed and ongoing projects.

The City of Edinburg Economic Development has one active project.

Siddons-Martin Emergency Group

- 700 Independence Dr., Edinburg Texas 78541
- Expected Jobs: 20
- Capital Investment: $1,925,000
- Approved by City Council: July 6, 2021
- Expected Closing Date: November 1, 2021
- Extension Closing Date: November 15, 2021
- Amendment Extending Closing Date: Dec 15, 2021 (30 Days)

Property closing is scheduled for the week of March 28, 2022.

Prospects

Staff is currently working with 29 prospects in the following business categories:

Expansions
- Lessors of other real estate property
- Fresh Fruit & Vegetable Merchant Wholesalers (3)
- Wood Container and Pallet Manufacturing
- Office Equipment Merchant Wholesaler
- Tortilla Manufacturing (2)
- Non-Chocolate Confectionery Manufacturing
- Cheese Manufacturing
- Supermarkets and Other Grocery Stores
- General Medical and Surgical Hospitals
- Offices of Chiropractors
- Packing Fruits and Vegetables
- Other Technical and Trade Schools

Relocations
- Other Technical and Trade Schools
- All Other Amusement Parks
- Other Commercial and Industrial Machinery and Equipment Rental and Leasing
- Offices of Mental Health Practitioners
- Other Measuring and Controlling Device Manufacturing
- Primary Battery Manufacturing
- Other Automotive Mechanical and Electrical Repair and Maintenance

New Businesses

- Beverage Manufacturing
- Aeronautical Equipment and Supplies Merchant Wholesalers
- Meat (except poultry) butchering, packing and distribution
- Limited-Service Restaurants
- Recyclable Material Merchant Wholesaler
- Real Estate and Rental and Leasing (2)

Retail Development

Staff continues to communicate with potential leads resulting from retail match outreach identified by Buxton Co. A Buxton report was generated to include 56 additional leads.

- Full-Service Restaurant: 37
- All other Amusement and Recreation Industries: 10
- General Merchandise Stores: 9

Staff has begun planning for the Innovating Commerce Serving Communities (ICSC) conferences in Red River Dallas and Las Vegas.

The EEDC will include a feature in the REDnews April 2022 issue and it will be marketed at the Las Vegas conference.

BREaching Out

Economic Development staff continues to meet with targeted industry employers in Edinburg to identify areas of opportunity and challenges.

The EEDC board and city staff attended the Business Retention and Expansion (BRE) meeting with Little Bear Produce (JD Produce) on March 9, 2022, and a second meeting took place on March 22, 2022, for City Council. The meeting was successful in learning Little Bear Produce's history and future plans.

The next meetings are El Dorado Pallets on April 5, 2022 at 10:30 AM and the Edinburg Airport on April 7, 2022 at 10:30 AM.

Future meetings include CBP RGV Sector, Don Hugo Produce, Melhart, and International Paper Co.

Programs

Marketing

- EEDC Board emails have been created. Emails are included in the EEDC's About Us - Board webpage.

- New EEDC Twitter and LinkedIn accounts were created to begin sharing EEDC news and updates on those platforms. Social media handles include:

    - Twitter: @edinburgtxedc
    - LinkedIn: Edinburg Economic Development Corporation (EEDC)

- A 2022 Community Profile is now available in the EEDC website under 'Why Edinburg.' The profile highlights the city's market study, development, community, and history.

- The EEDC was featured in the REDnews March 2022 issue.

- The Stay in the Know with Edinburg Economic Development newsletter was sent on March 18, 2022. The newsletter received a 40.5% open rate. Published newsletters are found on the EEDC resources webpage.

- The month of February 2022 Social Media Report indicates:
    - 13,715 accounts reached
    - 363 page visits
    - 36 new Facebook likes
    - 12.4K page followers
    - Top 5 cities engaging with EEDC Facebook include Edinburg, McAllen, Mission, Pharr, and Brownsville.
    - Top 2 posts that received views and reactions:
        - South Texas Health System BRE tour: 10,864 reaches
        - SPARC 4.0 Home-Based Ceremony: 2,478 reaches

  Instagram

    - 1,070 accounts reached
    - 1,235 page followers
    - 15 new Instagram followers
    - Top 5 cities engaging with EEDC Instagram include Edinburg, McAllen, Mission, Pharr, and Weslaco.

- Featured Properties web page continues to grow as staff adds properties on the webpage. The communication with private property owners is ongoing.

Student Paid Internship Program

- Staff hosted a kick-off meeting with Workforce Solutions, University of Texas Rio Grande Valley (UTRGV) Career Center, South Texas College (STC) Career Center, and Edinburg Consolidated Independent School District (ECISD) Career and Technology Education to begin planning the internship program. The next working meeting is on April 12, 2022.

- The list of employers interested in the paid internship continues to grow. Staff continues to reach out to employers to identify interested participants.

Properties

EEDC 1710 S 28th Ave Building

Edinburg Economic staff is working on the extension of utilities to the property located on the back of the 1710 S. 28th Ave building. There is approximately 1 acre of available space to develop and use for future projects.

EEDC North Industrial Park

Staff is reaching out to professional sign companies to obtain quotes for adding a monument sign at the North Industrial Park.

EEDC Property Title Search

Sierra Title Company was selected to conduct property searches to include history, liens, easements, and rights of way for EEDC owned properties. The title search is in progress and will provide historical background of the EEDC-owned properties.

Request for Information (RFI)

Qualified: Project Gulf Winds

- Submitted on March 9, 2022
- Capital Investment: $18 million
- Job Creation: 15 jobs in year one and 30 jobs at peak employment
- NAICS: 311999 All other Miscellaneous Food Manufacturing
- Proposed Sites:
  - North Industrial Park, Lot 1: 8.0033 Acres
  - North Industrial Park, Lot 4: 13.16 Acres

Overview: South Korean company that is conducting a site selection evaluation for a new food processing and manufacturing facility. Site selection expected in March 2022.

<u>**Qualified:** Project Bright Resin</u>

- Submitted on March 10, 2022
- Capital Investment: $3.7 Million
- Job Creation: 23 jobs in year one and 43 jobs at peak employment
- NAICS: 541614 Process, Physical Distribution, and Logistics Consulting Services
- Proposed Sites:
    - North Industrial Park, Lot 1: 8.0033 Acres

Overview: Company based in Mexico that is conducting a site selection evaluation for a new distribution facility. The company is seeking to lease or purchase a minimum 4 acres with a buildable area to hold 12,000sq. Ft. Site visits and due diligence to be conducted ASAP and final decision expected Q2 2022.

<u>**Qualified:** Project Sudsy Foam</u>

- Submitted on: March 14, 2022
- Capital Investment: $7 million
- Job Creation: 12 jobs created to start and 45 jobs created by year 5
- NAICS: 325613 Surface Active Agent Manufacturing
- Proposed Sites:
    - North Industrial Park, Lot 4: 13.16 Acres

Overview: American surfactant manufacturing company looking to expand their U.S. operations westward to better serve their customers in the western states. Site Visits in April 2022. Proposed final decision by December 2022 to occupy by December 2023.

<u>**Qualified:** Project Perfect Fit</u>

- Submitted on: March 16, 2022
- Capital Investment: $30 million
- Job Creation: 300 jobs created by year 3
- NAICS: 339113 Surgical Appliance and Supplies Manufacturing
- Proposed Sites:
    - North Industrial Park, Lot 1: 8.0033 Acres

Overview: American women-owned small business looking for opportunities for domestic Personal Protection Equipment manufacturing. The company is looking to lease their first manufacturing site to produce American-made nitrile gloves.

Qualified: Project Semi Rivera

- Submitted on: March 17, 2022
- Capital Investment: $825 million
- Job Creation: 470 jobs created
- NAICS: 334413 Semiconductor and Related Device Manufacturing
- Proposed Sites:
  - North Industrial Park, Lot 4: 13.16 Acres

Overview: French company conducting a site search for a location to design and manufacture innovative semiconductor materials. Site selection process between April-September 2022 and project to be ready between January-March 2023.

Qualified: Project Green Zeus

- Submitted on: March 25, 2022
- Capital Investment: $30 to $50 million
- Job Creation: 200 jobs created in the next 3 years
- NAICS: 333611 Turbine and Turbine Generator Set Units Manufacturing
- Proposed Sites:
  - North Industrial Park, Lot 4: 13.16 Acres

Overview: American global technology company seeking a site to manufacture wind turbines. The company will produce uniquely designed wind turbines that will be a vast improvement on the current technologies available in the market today. Timeline includes secure site in April/May 2022. Begin setup on June 2022 to commence production in July 2022.

Marketing Concept

- Mexico Industry Marketing Strategy Board Feedback

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Consider approval of minutes for board meeting February 22, 2022.

1. **Agenda Item:**
   Consider approval of minutes for board meeting February 22, 2022.
2. **Description/Scope:**
   Board meeting minutes are reviewed and approved on a monthly basis.
3. **Estimated Timeline:**
   N/A
4. **Budget:**
   N/A
5. **Procurement/Selection Process:**
   N/A
6. **Staff's Recommendation:**
   N/A
7. **Justification:**
   N/A

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Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: February 22, 2022 Minutes

Approved:	_________
Not Approved:	_________
Tabled:	_________
No Action:	

MINUTES OF THE
EDINBURG ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS

LOCATION:
City of Edinburg, City-Hall Council
Chambers 415 W. University Drive.
Edinburg, Texas

FEBRUARY 22, 2022
REGULAR MEETING
4:00 PM

PRESENT:	**Hiren Govind, President** **Daniel "Dan" Diaz, Secretary** **Aaron "Ronny" Rivera, Treasurer** **Sabrina Walker-Hernandez, Director** **Veronica Gonzales, Director** **Raul Resendez, Director**
ABSENT:	**Roland Gomez, Vice President**
STAFF:	**Ron Garza, City Manager** **Brian Kelsey, Assistant City Manager/EDD** **Blanca Davila, EDD Director** **Leticia Pantoja, EDD Management Analyst** **Nidian Elizondo, EDD Coordinator** **Carlos Garza, EDD Coordinator** **Omar Ochoa, City Attorney** **Dagoberto Soto, Finance Director**
PUBLIC:	**Ronnie Larralde, Edinburg Chamber of Commerce** **Michael Williamson, Edinburg Chamber of Commerce President** **Nayeli Zenteno, Edinburg Chamber of Commerce** **Christina Barrera, Edinburg Chamber of Commerce** **Marsha Green, Bert Ogden** **Johnny Rodriguez, Bert Ogden** **Mario Lizcano, DHR Health** **Luis Orozco, CPA-Auditor** **Jesus Moncayo, Auditor Assistant**
ZOOM:	**Cris Villarreal, CPA**

1. **CALL TO ORDER, ESTABLISH QUORUM**

President, Hiren Govind, called the meeting to order at 4:01 PM.

EDD Director, Blanca Davila, proceeded to roll call and established quorum.

For record, Director Veronica Gonzales, arrived to the meeting at 4:03 PM.

2. **CERTIFICATION OF PUBLIC NOTICE**

EDD Director, Blanca Davila, confirmed the public notice was posted in accordance with the Texas Open Meetings Act, on February 18, 2022 at 5:58 PM.

3. **PUBLIC COMMENTS**

A specific portion of the meeting shall be dedicated to allow Public Comments, which will be limited to three (3) minutes. Because of the State of Emergency due to the COVID-19 Pandemic, public comments may be provided in-person abiding to the occupancy limits or by telephone. In person requests shall be requested by completing the Public Comment Form available at the City Council Chambers. Telephone requests shall be completed by (a) sending an email to publiccomment@Cityofedinburg.com or (b) calling (956) 388-8204.

All requests must be received beginning at 9am and end immediately before the start of the meeting. Your request should include your name, address, and telephone number. We ask for everyone's cooperation in following this procedure.

Ronnie Larralde, Executive Director of Edinburg Chamber of Commerce, thanked the Edinburg EDC (EEDC) board for their partnership in sponsoring Fiesta Edinburg.

Michael Williamson, Edinburg Chamber of Commerce President, invited the EEDC board to Fiesta Edinburg, and thanked the EEDC for the support as well.

Mr. Larralde also thanked Edinburg Chamber of Commerce past Presidents, Veronica Gonzales and Hiren Govind; City of Edinburg; and Economic Development staff for the continued support. Mr. Larralde explained the itinerary for the event and invited the Edinburg community and residents to attend and support the event, sponsors, and city.

Hiren Govind, President, agreed with Mr. Larralde and stated Fiesta Edinburg is a true community event for citizens of all ages. Mr. Govind added the Edinburg Chamber of Commerce staff do a great job every year.

Aaron Rivera, Treasurer agreed with Mr. Govind. Mr. Rivera also stated Fiesta Edinburg will be a great event, and added Edinburg Chamber of Commerce staff have done a great job.

Councilmember, Dan Diaz, added he is a fan of Tejano Music and commended Edinburg Chamber of Commerce staff for bringing David Lee Garza y Los Musicales to Fiesta Edinburg.

The board took a photo with Edinburg Chamber of Commerce staff and board members present.

4. DIRECTOR'S REPORT

A. Economic Development Report

EDD Director, Blanca Davila, mentioned staff hosted a Home-Based Business Program Awards Ceremony on February 16, 2022 to recognize recipients that were awarded a $2,000 grant. There were 44 businesses in attendance. Ms. Davila thanked EDC Board Treasurer Aaron Rivera and Councilmember Dan Diaz for attending the event.

Staff continues to review Facade Improvement Program applications and meet with the City's Development Services team to facilitate the next phase of the program. These meetings include Economic Development, Planning & Zoning, Building, and Code Enforcement staff in attendance to review the proposed projects. Once the project is complete, the business is required to submit invoices, receipts, and supporting documentation of expenses made to Economic Development staff for review and reimbursement.

AEP is offering a free E-learning opportunity for Community Leaders to learn the foundational pillars of economic development, better understand their role in economic development process, and critical aspects for community success. The course consists of lessons and modules that can be completed all in a little over two (2) hours or in multiple sessions. Ms. Davila encouraged board members and council members to take the course. The e-learning opportunity was shared with the Edinburg Chamber of Commerce, SPARC recipients, and other community stakeholders.

The EEDC submitted nominations for the SBA's Lower Rio Grande Valley District Office (U.S. SBA LRGV) exceptional entrepreneur awards. Ms. Davila was informed that Edinburg had never submitted a nomination before. Staff submitted three nominations for the following categories: Family-Owned Business of the Year for Vera's King O Meats; Home-Based Business of the Year for Jackson Pest Control; and Veteran Owned Small Business of the Year for The Beer Dresser.

The EEDC has two active projects including Siddons-Martin Emergency Group and Jett Media that are pending to close. On February 9, 2022, Mark Hanna, Siddons North Industrial, LP and EEDC executed a Property Tax Agreement. Delinquent Property taxes were paid to Hidalgo County Tax Assessor on Friday, February 18, 2022 and a Property Tax Receipt with a zero balance was obtained. The lien on the property has been lifted.

The Edinburg Economic Development Projects dashboard includes completed and ongoing projects. It is found in the EEDC website.

Staff are currently working with 24 prospects for expansions, relocations or new businesses. The list of prospects is ongoing and staff are continuously communicating with the companies. Any questions related to the prospects will be discussed in executive session.

Staff continues to communicate with potential leads resulting from retail match outreach identified by Buxton Co. Staff is working on a new retail match list to begin outreach. An update on retail development will be provided to the board in executive session.

Staff has continued to meet with targeted industry employers in Edinburg to identify areas of opportunities or challenges. City Council, the EEDC board, and City staff attended the Business Retention and Expansion (BRE) meeting with South Texas Health System (STHS) on February 8, 2022. Ms. Davila thanked the board and council members for their attendance in the facility tour and BRE questionnaire.

The next BRE meeting is scheduled for March 3, 2022 at 10:30 AM with Little Bear Produce (JD Produce). Future meetings include El Dorado Pallets, JD Little Bear Produce, Edinburg Airport, CBP RGV Sector, Don Hugo Produce, Melhart, and International Paper Co.

A Cost of Living Calculator was included in the Work in Edinburg webpage in the Edinburg EDC website. The cost of living calculator allows users to compare current base salaries from other cities and states across the country to Edinburg, TX. This feature will assist individuals seeking to move to Edinburg.

Director, Veronica Gonzales, inquired how the cost of living calculator is marketed and whether it includes other cities in the RGV. Staff is working with the Communications & Media department to develop social media posts to market the calculator and point users to the EEDC website. The calculator includes other cities in the RGV to compare moving from their city to Edinburg.

Mr. Govind suggested adding the cost of living calculator link to the Edinburg 311 app and Edinburg Chamber of Commerce website. Staff will look into sharing the link in the app and Chamber website to point users to the EEDC website.

The month of January 2022 Google Analytics Report indicated there were 787 users visited the website. The top five most visited webpages are the Resources, Edinburg Data Points, About Us - Staff, Featured Properties, and Doing Business. The average session duration on the website is 1:26.

Staff is working with the City's Multimedia Specialist to create a new LinkedIn account to market the EEDC in a more professional platform. There are over 12,000 followers on Facebook and 1,228 followers on Instagram.

The Student Internship Program was included in the work plan approved by the board at the beginning of the fiscal year. Staff is communicating with Workforce Solutions, UTRGV Career Center, STC Career Center, and ECISD Career and Technology Education to connect and begin conversations regarding an internship program. An introductory meeting is scheduled for Thursday, March 10, 2022 to begin leveraging resources and planning for the program.

Regarding properties, improvements to the EDC building located at 1710 S. 28th Ave. started with the replacement of air conditioning units. The next improvement will be the roof repairs.

Edinburg contractor approached Economic Development staff to inform of a program through AEP for Energy Saving Solutions. It was determined that the building located at 1710 S. 28th Ave. is eligible for replacement of the existing fluorescent lights to LED lamps. This will result in annual bill savings of $2,222.89 and reduce greenhouse gas by 15.69 metric tons of carbon dioxide. The 73 LED lamps will be replaced and installed at no cost to the EEDC. The program was shared with SPARC recipients as well as the program is for businesses.

Staff has submitted two Requests for Information (RFI) for project White Eagle and Iron Eagle to the Economic Development & Tourism department of the Office of the Governor Greg Abbott.

A Sales Tax State Collection RGV Comparison for January 2022 was included in the packet for information purposes. Edinburg, TX is ranked number six in the comparison chart.

Mr. Govind inquired whether the January sales tax numbers are actual or trailing from previous months. Dagoberto Soto, Finance Director, confirmed the January 2022 sales tax numbers are trailing and reflect November 2021 numbers.

Regarding the AEP Energy Saving Solutions Program, Mr. Diaz inquired on who was the contractor that informed staff about the program. Ms. Davila stated it was Affordable AC. Affordable AC is the vendor that replaced the AC units in the 1710 S 28th Ave building. Mr. Rivera inquired whether Affordable AC gets paid by AEP. AEP funds the program and Affordable AC receives a fee from the program. The replacement of existing fluorescent lights is at no cost to the EEDC.

B. SPARC 4.0 Report

88 businesses were awarded a $2,000 grant for the SPARC Home-Based Business Program. The budget of $176,200 was maximized for the program. There are 122 businesses on the waiting list of the Home-Based Business Program. Regarding the Façade Improvement Program, 100 applications were received. There are 76 applications pending review, 34 preapproved and 12 development services meetings held. The remaining budget is $850,000 and there is a waiting list of 94 applicants.

Mr. Govind asked how many business applicants are from the downtown area. Ms. Davila confirmed there are about 15 businesses from the downtown area.

Mr. Diaz inquired if there is a time limit for businesses to start their project, and asked at what point staff refers to the waiting list. Ms. Davila mentioned businesses that staff has met with for development services meetings are eager to start their project. Staff has not met with a business that is unable to start for a lack of funds. If businesses do not start their project, staff will defer to the waiting list and reach out to the next in line. The project must be completed by October 1st. If a business needs an extension, they can reach out to economic development staff. The program is on a reimbursement basis and businesses can receive up to $10,000.

Ms. Gonzales inquired what the deadline to spend the program federal funds is. City Manager, Ron Garza, stated the scope of the program would end at the end of the year, and mentioned all the SPARC programs are categorized as a group. If needed, staff can interchangeably move funds from one SPARC program to another. Mr. Garza confirmed all funds must be expensed by 2024 however; the City set their internal deadline for before then.

5. REGULAR AGENDA ITEMS

A. Consider approval of minutes for board meetings January 18, 2022 and January 25, 2022.

MOTION TO APPROVE MINUTES FOR BOARD MEETINGS JANUARY 18, 2022 AND JANUARY 25, 2022 WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY TREASURER AARON RIVERA. MOTION CARRIED UNANIMOUSLY.

B. Election of Officer: Secretary

Mr. Govind stated that Mr. Diaz is stepping down as board secretary. Mr. Diaz confirmed and indicated he is already involved with the city and does not have to be secretary. Mr. Rivera nominated Ms. Veronica Gonzales as secretary. Ms. Gonzales accepted the nomination.

MOTION TO ELECT VERONICA GONZALES AS SECRETARY WAS MADE BY TREASURER AARON RIVERA AND SECONDED BY COUNCILMEMBER DAN DIAZ. MOTION CARRIED UNANIMOUSLY.

C. Consider approval of financial report for first quarter October 2021 through December 2021.

Ms. Davila thanked Cris Villarreal, CPA for all his support with the EEDC. Mr. Villarreal will stay with the EEDC on an as needed basis as the EEDC continues the financial transition with the city. Ms. Davila recognized Mr. Villarreal for his support and assistance.

Dagoberto Soto, Finance Director, presented the first quarter of financials based on the city's accounting system. Mr. Soto mentioned previous EEDC financials were presented on a cash basis however; this report is on an accrual basis, which records revenues when recognized and checks when issued.

A balance sheet as of December 31, 2021 was presented including the EEDC's assets, liabilities, and fund balances. The fund balances includes $16,495,521 in capital projects; $18,491,839 in debt service, which increased due to the refunding bonds done for the Santana Bond; $12,083,422 in note receivables; $2,300,000 allocated for property acquisitions; $1,900,000 in contingency reserve; and $6,241,283 in unrestricted cash.

Regarding the contingency reserve, Mr. Govind inquired whether it is in an interest bearing account. Mr. Soto stated a separate bank account could be created to keep the reserve separate.

Ms. Davila provided context on the property acquisition line item and stated Mr. Govind and herself had a conversation to add a line item for purchase of properties to ensure funds are available if an opportunity arises. Ms. Davila communicated information to Mr. Soto.

Mrs. Gonzales stated more interest might be generated from having an aggregate account. Mr. Soto stated staff could look into that option.

Director, Sabrina Walker Hernandez, asked whether the EEDC has the same investment priorities as the city. Mr. Soto stated the latest revision done to the investment priority was to include the EEDC however; he will confirm if that was executed. Mrs. Walker Hernandez inquired whether the EEDC's investment policy can be different if the EEDC wanted to be more aggressive in investment. Mr. Soto stated that is possible and he will discuss with staff.

A Monthly Budget Activity Report was presented including the total budget, net activity for October, November, and December. The net activity for the months equal to the year to date totals. Mr. Govind inquired whether the sales tax revenues received are trailing from 90 days. Mr. Soto stated the sales tax revenues are when the cash is received and recognized. The monthly budget activity report also includes other financing resources, expenses including administrative services, programs, properties, revenue bond projects, and debt service.

Mr. Diaz inquired on what the rental income revenue is. It was clarified the EEDC receives monthly rent from tenants located at the 1710 S 28th building.

Mr. Govind asked whether the sale of city property line item under other financing resources could be changed to sale of EEDC property. Mr. Soto will make the correction as staff has previously brought it up to his attention.

Mr. Govind also inquired whether the administrative fee is paid quarterly. Mr. Soto confirmed that is correct and stated there is a time difference as finance staff send the invoice the first of the month after the quarter.

A Supplementary Information report was presented of cash balances as of December 31, 2021 including the beginning balance, October-December activity, 1st quarter activity, and the ending balance. The report is comprised of two components: total unrestricted cash and total restricted cash. The restricted cash is broken down to how much cash is in each EEDC interest bearing account.

Mr. Diaz inquired whether the bond interest expense and bond principal payments listed under the debt service section in the monthly budget report pertain to the Arena Bond Shortage. Mr. Soto clarified the bond interest and bond principal line items are for the five outstanding bond issuances. The arena bond shortage payment is based on the financing plan agreement that requires the EEDC to have 125% of the anticipated shortfall the bond can have.

Ms. Davila added that when staff receives bond payment invoices, the amounts are broken down to bond principal and bond interest for each of the bonds.

Mr. Diaz asked for clarification on the bond principal payment. Mr. Soto mentioned for budget purposes, the cash portion of redeeming the outstanding bond should be budgeted for. If the bond principal and bond interest items are added, it equals to the EEDC's annual debt service, not including the arena bond shortage. The arena bond shortage is its own line item and the amount is what is needed to complete that year's payment. Mr. Govind inquired on what the total payment is. Mr. Soto stated the payment amount is averaging $2.5M.

Director, Raul Resendez, inquired whether $800,000 is the maximum payment amount for the Arena Bond Shortage term of five years. Mr. Soto clarified the contract indicates there are different sources that pay for the arena bond, and the EEDC is to cover the shortage. Every year during the budget process, an amount of the shortfall is estimated. The EEDC needs to budget 125% times the amount, which has been roughly $800,000. Mr. Resendez asked when the end date is for the arena bond shortage payments. Mr. Soto stated the end date is in 2045.

A comparative monthly sales tax revenue – cash basis information was presented to compare fiscal year ending 2019, 2020, and 2021. Sales tax in the city has been favorable as there has been an increase each month, and a 15% increase for the year in comparison to the last fiscal year.

To close discussion, Mr. Govind also thanked Mr. Villarreal for his assistance with the EEDC.

MOTION TO APPROVE FINANCIAL REPORT FOR FIRST QUARTER OCTOBER 2021 THROUGH DECEMBER 2021 WAS MADE BY SECRETARY VERONICA GONZALES AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. MOTION CARRIED UNANIMOUSLY.

D. Consider accepting the Edinburg Economic Development Corporation 2021 Audit.

Auditor, Luis Orozco, presented the audit report and began with the independent auditor’s report, which includes the auditor’s unmodified opinion. The financial statements were presented fairly and unmodified. The emphasis of the matter included the Santana Textile note receivable as the EEDC has a pending receivable from Santana Textile, LLC in net amount of $12,083,422.

Mr. Diaz inquired on what is the debt amount owed by Santana Textiles LLC. Mr. Orozco added the EEDC had made an agreement with Hidalgo County Appraisal District to cover property taxes in payments, as the company did not have enough funds to cover the property taxes. Auditor Assistant, Jesus Moncayo, clarified it was an agreement between Santana Textiles LLC and Hidalgo County to set up a payment plan. Assistant City Manager, Brian Kelsey, corrected and clarified the EEDC has not entered into any agreement with Santana Textiles LLC regarding property tax payments. Any update regarding legal status with Santana Textiles LLC will be discussed in executive session.

The balance sheet as of September 30, 2021 was presented, which included $59,718,867 in total assets and $790,515 in total liabilities. The total fund balance is $58,928,352.

The statement of revenues, expenditures, and changes in fund balances (governmental funds) for the year includes $8,423,887 in total revenues and $7,876,215 in total expenditures. There were other financial resources from the issuance of bonds of $23,590,000 and sale of real and personal property for $1,210,000, resulting in a total of $24,800,000. The beginning fund balance (October 1) was $33,580,680 and the end fund balance (September 30) was $58,928,352.

The statement of net position was presented which included total assets in the amount of $67,135,029 and total liabilities of $50,235,515. The total net position was $16,899,514.

The Internal Control over Financial Reporting was provided, which included the auditor did not express an opinion on the effectiveness of the EEDC's internal control. The summary of the Auditor's results includes an unmodified opinion on the financial statements; no significant deficiencies in internal control disclosed by the audit of the financial statements; no significant deficiencies identified as material weakness; and no noncompliance material to the financial statements identified.

MOTION TO ACCEPT THE EDINBURG ECONOMIC DEVELOPMENT CORPORATION 2021 AUDIT WAS MADE BY DIRECTOR RAUL RESENDEZ AND SECONDED BY TREASURER AARON RIVERA. MOTION CARRIED UNANIMOUSLY.

E. Consider approval of the South Texas Manufacturers Association (STMA) 2022 Cornerstone Sponsorship for the amount of $5,000.

Ms. Davila provided background on the South Texas Manufacturers Association (STMA) and mentioned the organization has been in existence since the early 1990's. During the COVID-19 pandemic, the STMA experienced hardships in losing memberships. The STMA recently lost their executive director and the STMA board brought back Mr. Mike Willis, former executive director, to serve as the interim executive director. Mr. Willis is assisting with fundraising, aligning the STMA work plan, and membership recruitment. Mr. Willis restructured the sponsorship levels from $500 to $5,000 for a Cornerstone sponsorship. If approved, the sponsorship will be included in the next fiscal year budget.

Mr. Willis added the STMA is a key resource for EEDC's meeting with site selectors and manufacturing prospects. Prior to the pandemic, STMA provided $5,000 scholarships to dual enrollment high school students from different school districts in Hidalgo and Starr counties. STMA collaborated with South Texas College (STC), Texas State Technical College (TSTC), Texas Southmost College (TSC), and the University of Texas Rio Grande Valley (UTRGV). Portions of the Cornerstone sponsorships received will be used to reinstitute the scholarship program.

STMA also plans to raise the salary of the executive director in efforts to finding a strong candidate for the organization.

STMA is redesigning their website and will include a banner with all the Cornerstone sponsors. As well, a thank you note to all Cornerstone sponsors will be included on the footer of the executive director's email. The STMA's new strategy will quit having to rely on members that are not in manufacturing and rather focus on the manufacturing members and manufacturing industry.

Mr. Diaz inquired on how the STMA started and who was involved. Mr. Willis stated he was one of the cofounders. Mr. Willis was in the apparel manufacturing industry and formed an apparel manufacturers association that eventually ended. At the time, the maquila industry was starting to move into the RGV. The McAllen EDC assisted the association reorganize as a regional manufacturers association. The first members consisted of manufacturing mangers.

In 2001, the association collaborated with STC for an apprenticeship training grant program from the Department of Labor. STMA was then able to hire an executive director to manage the apprenticeship programs that the community colleges would provide training for. Mr. Willis' company had closed at the time so; the STMA board asked him to serve as executive director. STMA provided more than 100 apprenticeships all across the RGV for industrial maintenance mechanics, tool and die makers, and plastic process technicians.

Mr. Willis added the STMA is a 501 (C) (6) non-profit trade association. STMA works with the Texas Association of Manufacturers. STMA promotes careers in the manufacturing industry and develop workforce-training programs to provide the skilled labor needed for the industry.

Mr. Resendez inquired whether STC has been the college of choice for the type of training provided across the RGV. Mr. Willis stated STC only covers Hidalgo and Starr counties. STMA has worked with STC to develop academic programs such as the Institute for Advanced Manufacturing, a two-year associate degree or one-year certificate. Prior to the pandemic, the Institute for Advanced Manufacturing was in seven school districts across the two counties.

Mrs. Gonzales thanked Mr. Willis for returning to the STMA as the organization is searching for an executive director. Mrs. Gonzales stated it is important to align the CTE School, community colleges, and University curriculums with the workforce needs. Mrs. Gonzales added there are not enough conversations about what the workforce needs, how much manufacturing is going on throughout the RGV, and asked whether STMA can help with that. Mr. Willis stated STMA can help and added there are commonalities with the educational requirements and knowledge, skills, and abilities.

Mr. Diaz inquired whether STMA brings in manufacturing businesses to the RGV. Mr. Willis clarified STMA is not in the economic development business and their primary function is to take care of the manufacturing companies they have.

MOTION TO APPROVE THE SOUTH TEXAS MANUFACTURER'S ASSOCIATION (STMA) 2022 CORNERSTONE SPONSORSHIP FOR THE AMOUNT OF $5,000 WAS MADE BY SECRETARY VERONICA GONZALES AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. MOTION CARRIED UNANIMOUSLY.

6. EXECUTIVE SESSION

The board entered executive session at 5:44 PM.

MOTION TO ENTER EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY TREASURER AARON RIVERA AT 5:44 PM. MOTION CARRIED UNANIMOUSLY.

During further review of the items in Executive Session, any of the items will be brought back into Open Session if necessary, for open discussion.

7. OPEN SESSION

The EEDC will convene in Open Session to take necessary action, if any, in accordance with Chapter 511, Open meetings, Subchapter E, Procedures Relating to Closed Meeting §551.102, Requirement to Vote or Take Final Action in Open Meeting.

For record, President Hiren Govind, left the meeting during executive session. Secretary, Veronica Gonzalez, opened the meeting.

The EDC board reconvened for open session at 7:00 PM.

MOTION TO OPEN SESSION WAS MADE BY COUNCIL MEMBER DAN DIAZ AND SECONDED BY TREASURER AARON RIVERA AT 7:00 PM. MOTION CARRIED UNANIMOUSLY.

A. Deliberation regarding economic development negotiations (Review Economic Development Projects). (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071. Consultation with Attorney; Closed Meeting.)

B. Discussion and possible action regarding pending litigation. (§551.071.Consultation with Attorney; Closed Meeting.)

MOTION TO ALLOW COUNSEL TO NEGOTIATE AND ENTER INTO A SETTLEMENT AGREEMENT WITH DAN DAMON AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY TREASURER AARON RIVERA. MOTION CARRIED UNANIMOUSLY.

8. ADJOURNMENT

There being no further business to consider, the meeting adjourned at 7:02 PM.

MOTION TO ADJOURN MEETING WAS MADE BY TREASURER AARON RIVERA AND SECONDED BY COUNCIL MEMBER DAN DIAZ AT 7:02 PM. MOTION CARRIED UNANIMOUSLY.

Leticia Pantoja Digitally signed by Leticia Pantoja Date: 2022.03.25 15:18:02 -05'00'

Minutes Transcribed by: Leticia Pantoja

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Discussion and possible action on sponsorship for Women Together (Mujeres Unidas) 12th Annual Walk a Mile in her Shoes event.

1. **Agenda Item:**
   Discussion and possible action on sponsorship for Women Together (Mujeres Unidas) 12th Annual Walk a Mile in her Shoes event.
2. **Description/Scope:**
   Women Together (Mujeres Unidas) is requesting the Edinburg EDC participate as a sponsor of the 12th Annual Walk a Mile in Her Shoes awareness event at the Edinburg Municipal Park.

   The event is held in April in conjunction with Sexual Assault Awareness Month.

   The event will include a 5K Run/Walk open to registered participants and will follow with the signature portion, the "Men's High Heel Challenge". Men in the audience will be asked to participant by literally walking in women's high heeled shoes…all in an effort to get men involved in bringing awareness against violence.

   Women Together (Mujeres Unidas) is the only non-profit organization in Hidalgo County providing shelter to victims of family violence and sexual assault.

3. **Estimated Timeline:**
   The 12th Annual Walk a Mile in Her Shoes event will be hosted April 30, 2022.

4. **Budget:**
   To date, the EDC has spent $40,300 of the $50,000 budgeted for Sponsorships & Donations this fiscal year, leaving $9,700 to cover additional sponsorships.

   Staff is aware of the following recurring commitments for the remainder of the fiscal year: PAWS Center ($10,000, contracted) and Texas Cook'Em (historically $15,000).
5. **Procurement/Selection Process:**
   N/A

6. **Staff's Recommendation:**

7. **Justification:**

Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: Women Together Sponsorship Package

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	

Women Together
Mujeres Unidas

March 22, 2022

Edinburg Economic Development Corporation
415 W. University Drive
Edinburg, Texas 78539

Re: Sponsorship Request for Mujeres Unidas 2022 Walk in Her Shoe 5K Run

Dear EEDC Board of Directors:

Mujeres Unidas will be hosting the 12th Annual Walk a Mile in Her Shoes awareness events on April 30, 2022 at Edinburg Municipal Park. The event will include a 5K Run/Walk open to registered participants and will follow with the signature portion, the "Men's High Heel Challenge". Men in the audience will be asked to participant by literally walking in women's high heeled shoes…all in an effort to get men involved in bringing awareness against violence. Hence goes the saying "Walk a Mile in Her Shoes".

The Walk in Her Shoes event is held during the month of April in conjunction with Sexual Assault Awareness Month. This event is not only held to raise much needed funds for the Emergency Shelter and Rape Crisis Center but to raise awareness about sexual abuse. In 2021, Mujeres Unidas provided shelter for 383 women and their children; 273 survivors of a sexual assault were provided with crisis intervention, hospital accompaniment, and counseling; and 5,142 victims sought services through our 24-Hour Crisis Hotline and Outreach Centers.

As the only non-profit organization in Hidalgo County providing shelter to victims of family violence and sexual assault; we would like to request the support from the Edinburg Economic Development Corporation. I have attached for your review the levels of sponsorships available. In 2021, our Virtual 5K event raised over 22,000.00. We are hoping the EEDC will consider sponsoring our 2022 event to help us surpass our goal of $30,000.

Should you require additional information, please feel free to contact me at (956) 630-4878 / nhernandezfjc@yahoo.com.

Respectfully,

Nelda Hernandez

Event Coordinator

WALK IN HER SHOES
Women Together/Mujeres Unidas

12th Annual *"Walk in Her Shoes"* 5K Run/Walk

April 30, 2022
Edinburg Municipal Park

Sponsorship Opportunities:
All proceeds to benefit Mujeres Unidas

____ Title Sponsor $5,000
- Logo/Name on Official "Walk in Her Shoes" T-Shirt listed as Title Sponsor
- Logo/Name listed as Title Sponsor on posters, website, social media, and all event promotions
- Logo/Name signage along the race site (2 signs)
- Company name to be recognized in newspaper releases and tv/radio announcements
- Opportunity to distribute promotional materials at event
- 16 complimentary entry fees

____ Finish Line Sponsor 2,500
- Logo/Name at Finish Line
- Logo/Name on t-shirts, posters, website, social media, and all event promotions
- Company name to be recognized in newspaper releases and tv/radio announcements
- Opportunity to distribute promotional materials at event
- 12 complimentary entry fees

____ Water Station Sponsor $2,000
- Logo/Name at Water Station
- Logo/Name on t-shirts, posters, website, social media, and all event promotions
- Company name to be recognized in newspaper releases and tv/radio announcements
- Opportunity to distribute promotional materials at event
- 10 complimentary entry fees

____ Mile Marker Sponsor $1,000
- Logo/Name at Mile Marker
- Logo/Name on event t-shirts, website, social media and agency newsletter
- Opportunity to distribute promotional materials at event
- 6 complimentary entry fees (additional participants $25 each)

_____Violence Has Got to Go Sponsor $500
- Logo/Name on event t-shirts and agency website
- Opportunity to distribute promotional materials at event
- 4 complimentary entry fees (additional participants $25 each)

_____Friend Sponsor $250
- Opportunity to distribute promotional materials at event

Deadline to be included as sponsor on t-shirt is April 14, 2022.
Payment may be remitted to Women Together Foundation, 511 N. Cynthia, McAllen Texas.
For more information, please contact event coordinator at (956) 630-4878 / nhernandezfjc@yahoo.com

Business Name: ______________________________ Contact Person:______________________

Address: ______________________________ City, State, Zip:______________________

E-Mail: ______________________________ Phone #:______________________

Enclosed is a check for $________ I wish to remain anonymous _____ yes ____no

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Discussion and possible action on sponsorship for Vanguard Academy's Family Golf Classic event.

1. **Agenda Item:**
   Discussion and possible action on sponsorship for Vanguard Academy's Family Golf Classic event.
2. **Description/Scope:**
   Vanguard Academy Charter School's Superintendent Dr. Narciso Garcia is requesting the Edinburg EDC participate as a sponsor for the Family Golf Classic event at Los Lagos Golf Club in Edinburg, Texas.
3. **Estimated Timeline:**
   Vanguard Family Golf Classic will be hosted April 16, 2022.
4. **Budget:**
   To date, the EDC has spent $40,300 of the $50,000 budgeted for Sponsorships & Donations this fiscal year, leaving $9,700 to cover additional sponsorships.

   Staff is aware of the following recurring commitments for the remainder of the fiscal year: PAWS Center ($10,000, contracted) and Texas Cook'Em (historically $15,000).
5. **Procurement/Selection Process:**
   N/A
6. **Staff's Recommendation:**
7. **Justification:**

____
Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: Vanguard Academy Golf Classic Sponsorship Package

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	

VANGUARD ACADEMY CHARTER SCHOOL

A PURPOSE IN LIFE, A REASON FOR LEARNING

VANGUARD
ACADEMY

Dear Partner in Education:

On Saturday, April 16, 2022, Vanguard Academy will hold the **Vanguard Family Golf Classic** at **Los Lagos Golf Club** in Edinburg, Texas. At this time, we are reaching out to you to be one of our event sponsors. The proceeds of this tournament will be for student scholarships. Your kind sponsorship is greatly appreciated. Your generosity is a blessing during these pandemic times. Our students have missed out on so many school activities and with your support we will make a memorable difference. We are offering the following sponsorship levels:

Title Sponsor $5,000
4(3) -Man Team Registrations, Event Signage, Team Mulligans, Plaque and Station Recognition

Platinum Sponsor $3,500
3(3)-Man Team Registrations, Logo on Banner, Station Recognition

Diamond Sponsor $2,500
2(3)-Man Team Registrations, Logo on Banner, Station Recognition

Gold Sponsor $1,500
1(3) -Man Team Registration, Logo on Banner, Station Recognition

Silver Sponsor $1,000
1(3) -Man Team Registration, Logo on Banner

Team Sponsor $500
1 (3)-Man Team Registration

Hole Sponsor $350
Sign Recognition at Station

Banner Sponsor $300
Recognition on Banner

Vanguard Friend $250
School Recognition

The format of the tournament will be 18 holes, 3 player teams, Team mulligan package will be available for $100. Individual teams are $500. Each team registration includes the cart fees, food, and a goody bag. Thank you in advance for your kind tax deductible sponsorship. Please make all checks payable to: ***Vanguard Academy Family Golf Classic.*** For information contact Rey Perez at 956-457-1524 or e-mail him at rperezl@vanguardac.net Participants are encouraged to observe the CDC COVID guidelines. Again, thank you for being our partner in education.

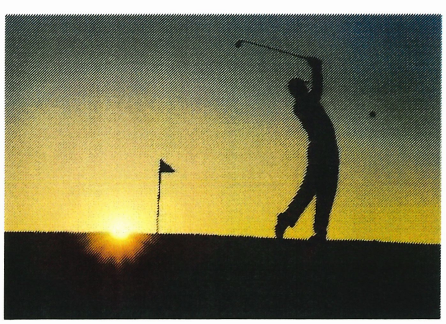
Sincerely,

Dr. Narciso Garcia,
Superintendent of Schools

Registration and Breakfast 7:00 am – 7:45 am

Registration Includes
*Cart Fees
*Goodie Bag
*Food and Beverages

Contact Information
Rey Perez (956) 457-1524
rperez1@vanguardac.net



Sponsorship Levels

Title Sponsor $5,000
4(3) -Man Team Registrations, Event Signage, Team Mulligans, Plaque and Station Recognition

Platinum Sponsor $3,500
3(3)-Man Team Registrations, Logo on Banner, Station Recognition

Diamond Sponsor $2,500
2(3)-Man Team Registrations, Logo on Banner, Station Recognition

Gold Sponsor $1,500
1(3) -Man Team Registration, Logo on Banner, Station Recognition

Silver Sponsor $1,000
1(3) -Man Team Registration, Logo on Banner

Team Sponsor $500
1 (3)-Man Team Registration

Hole Sponsor $350
Sign Recognition at Station

Banner Sponsor $300
Recognition on Banner

Vanguard Friend $250
School Recognition

Player / Team Information

Sponsor Name: ______________________

Address: ______________________

Email: ______________________

Player #1 8 Handicap: ______________________

Player #2 8 Handicap: ______________________

Player #3 8 Handicap: ______________________

Proceeds for Scholarships: Please make your tax-deductible donation to **Vanguard Family Golf Classic**

Vanguard Family
Golf Classic
Saturday, April 16

Registration: 7:00AM-7:45AM | Start Time 8:00AM

VANGUARD
ACADEMY

A purpose in life | A reason for learning
EST 2001

Sponsorships:

Title Sponsor $5,000
Platinum Sponsor $3,500
Diamond Sponsor $2,500
Gold Sponsor $1,500
Silver Sponsor $1,000
Team Sponsor $500
Hole Sponsor $350
Banner Sponsor $300
Vanguard Friend $250

Los Lagos GOLF CLUB

Format 18 Holes
1- 3 Man Team: $500
Mulligan Package: $100
Hole-In-One Opportunity

Prizes

1st, 2nd, 3rd
Longest Drive
Closest to Pin

For More Information Contact:

Rey Perez | rperez1@vanguardac.net | (956) 457-1524

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Discussion and possible action on sponsorship for South Texas Agriculture Roundup (STAR) 12th Annual Gala event.

1. **Agenda Item:**
   Discussion and possible action on sponsorship for South Texas Agriculture Roundup (STAR) 12th Annual Gala event.
2. **Description/Scope:**
   South Texas Agriculture Roundup (STAR) is requesting the Edinburg EDC participate as a $1,500 sponsor of the 12th Annual STAR Gala event at La Muneca Ranch in Linn, Texas. The event will include food, music, entertainment, and auction items.
3. **Estimated Timeline:**
   The 12th Annual STAR Gala event will be hosted April 2, 2022.
4. **Budget:**
   To date, the EDC has spent $40,300 of the $50,000 budgeted for Sponsorships & Donations this fiscal year, leaving $9,700 to cover additional sponsorships.

   Staff is aware of the following recurring commitments for the remainder of the fiscal year: PAWS Center ($10,000, contracted) and Texas Cook'Em (historically $15,000).
5. **Procurement/Selection Process:**
   N/A
6. **Staff's Recommendation:**
7. **Justification:**

____
Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: STAR Gala Sponsorship Package

Approved:	_________
Not Approved:	_________
Tabled:	_________

No Action:

STAR GALA

The South Texas Agriculture Roundup (STAR) is a non-profit organization supported 100% by volunteers with the single goal of investing in our future leaders. STAR has awarded over $8.8 million to our Hidalgo County 4-H and FFA members since its inaugural show in 2003.

With your generous support, STAR has funded scholarships, underwritten leadership activities, rewarded 4-H and FFA members raising breeding and market animal projects, and so much more…**all to invest in our FUTURE LEADERS!** Every STAR exhibitor that has applied and completed the interview process has been awarded a scholarship. To date, we have awarded over $530,500 to 467 deserving students. Your support makes this possible year in and year out.

In preparation for this year's STAR Show, we will be hosting our **12th annual STAR Gala.** The STAR Gala is the primary fundraising event and your support is greatly appreciated. You will not want to miss this true country HOEDOWN! Boots, jeans, and hats are the perfect attire! The STAR Gala will be held at **La Muneca Ranch** in Linn, Texas from **6pm to 12am** on **Saturday**, **January 15, 2022**. There will be some great folks, great food, great camaraderie, great music, great entertainment, great auction items, the best kiddos and a worthy cause. Enjoy a great meal cooked by Chef Louie Flores, the Ag Teachers and the Chorizo de San Manuel crew. Dinner will be served by the 4-H and FFA students at 7pm followed by our Live Auction. Afterwards we invite you to dance the night away with live music. You will not want to miss this event!

With your help, we can continue to make this one of the best county shows in the state. For more info, please contact Laura Guerra Ramirez at 956-451-6931. Please visit the STAR website at <u>www.gostar.org</u> or our Facebook page at STAR Show Gala-Hidalgo County TX for more information. We sincerely **THANK YOU** once again for supporting the STAR Show and STAR Gala.

"IT'S ALL FOR THE KIDS!"

P.O. Box 4677 • McAllen, TX 78501

STAR GALA

2022 SPONSORSHIP LEVELS

GRAND CHAMPION - $10,000

- Two Reserved Tables for 10
- VIP Transportation to and from La Muneca Ranch
- VIP Drink Service
- Title Sponsor Choice - Breeding Cattle, Market Steers, Market Hogs, Breeding Gilts, Market Goats, Breeding Goats, Breeding Sheep, Market Lambs, & Rabbits
- Company Logo/Ad on two pages in Program
- Signage at STAR Show as Grand Champion Sponsor
- Recognition and Logo on 2023 STAR Gala Brochure
- Invitation and Personal Recognition at STAR Scholarship Banquet.

RESERVE CHAMPION - $5,500

- One Reserved Table for 10
- VIP Drink Service
- Company Logo on one page in Program
- Individual signage at STAR Show as Reserve Champion Sponsor
- Recognition and Logo in the 2023 STAR Gala Brochure
- Invitation and Personal Recognition at STAR Scholarship Banquet.

BREED CHAMPION - $3500

- One Reserved Table for 10
- Company Logo on half page in Program
- Individual signage at STAR Show on Breed Champion Banner
- Recognition and Logo on 2023 STAR Gala Brochure
- Invitation and Personal Recognition at STAR Scholarship Banquet.

CLASS WINNER – $1500

- One Reserved Table for 10
- Company Logo/Name in STAR Gala Program

P.O. Box 4677 • McAllen, TX 78501

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Discussion and possible action on Mexico Industry Marketing Strategy proposal.

1. **Agenda Item:**
   Discussion and possible action on Mexico Industry Marketing Strategy proposal.
2. **Description/Scope:**

3. **Estimated Timeline:**

4. **Budget:**

5. **Procurement/Selection Process:**

6. **Staff's Recommendation:**

7. **Justification:**

____
Blanca Davila
Director of Economic Development

ATTACHMENTS

Approved:	_________
Not Approved:	_________
Tabled:	_________
No Action:	

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Discussion and possible action of board members attending
the Innovating Commerce Serving Communities (ICSC)
Conference on May 22 - 24, 2022 in Las Vegas, Nevada.

1. **Agenda Item:**
   Discussion and possible action of board members attending the Innovating Commerce Serving Communities (ICSC) Conference on May 22 - 24, 2022 in Las Vegas, Nevada.
2. **Description/Scope:**
   ICSC is the largest annual conference for national retailers and restaurants, commercial real estate representatives, economic developers, and related industry professionals. Typically, more than 600 exhibitors participate in the event.

3. **Estimated Timeline:**
   Sunday, May 22, 2022 to Tuesday, May 24, 2022.

4. **Budget:**
   Remaining Budgets:

   - Travel, Training, Meetings: $47,861.83
   - Conferences: $46,820.00

   Estimated Cost:

   - Trip per person: $2,122.00

5. **Procurement/Selection Process:**
   N/A

6. **Staff's Recommendation:**
   Staff recommends board participation in the conference. Two staff members are planning to attend.

7. **Justification:**
   Board member participation in meetings with companies is helpful for peer-to-peer business owner discussions.

____

Blanca Davila

Director of Economic Development

ATTACHMENTS

Attachment A: 2022 ICSC Conference Flyer

Approved:	_________
Not Approved:	_________
Tabled:	_________
No Action:	

ICSC LAS VEGAS is our premier event and takes place annually in May. It is a two- to three-day gathering of dealmakers and industry experts, who are driving innovation and evolution in the Marketplaces Industry.

Registration Fees*

Register at the Advance Rate (ends April 22, 2022)
Member • $795
Non-member • $1,800
Retailer member • $0
Student Member • $50

Standard Rate (Registration closes May 17, 2022 at 11:59 pm ET)
Member • $975
Non-member • $1,800
Retailer member • $0
Student Member • N/A

Schedule At-a-Glance

Sunday, May 22 @ Wynn
8:00 am – 8:00 pm • Badge Pickup
11:00 am – 1:00 pm • Volunteer Leadership Appreciation Brunch
(By Invitation Only)
1:00 – 2:00 pm • Volunteer Leadership Briefing (By Invitation Only)
1:00 – 4:30 pm • Education Sessions
4:00 – 5:00 • ICSC Foundation Reception: The Talent of Tomorrow (By Invitation Only)
5:00 – 6:00 pm • Keynote Speaker
6:00 – 8:00 pm • Opening Reception

Monday, May 23
@ LVCC
7:00 am – 5:00 pm • Badge Pickup
9:00 am – 5:00 pm • Exhibit Hall Open
10:00 am – 4:00 pm • Programming

@ Wynn
5:30 – 7:00 pm • Diversity Reception
6:00 – 7:30 pm • Global Awards

Tuesday, May 24 @ LVCC
8:00 am – 3:00 pm • Badge Pickup
9:00 am – 3:00 pm • Exhibit Hall Open
10:00 am – 12:00 pm • Programming

*All cancellations are subject to a $100 cancellation fee for members and non-members; $25 for student members. Refunds will not be given for cancellations received after **May 6, 2022**. All requests for refunds must be received by ICSC in writing.

All live ICSC events will require proofoffull vaccination or negative COVID test within 48 hours of entry. Instructions on how to submit proof of full vaccination will be sent to all registrants before the event starts.

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Consider Resolution Authorizing Administrative Designees; Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr, Finance Director as signature authorities for Edinburg Economic Development Corporation (EEDC) financial accounts and other transactional documents with Texas National Bank.

1. **Agenda Item:**
   Consider Resolution Authorizing Administrative Designees; Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr, Finance Director as signature authorities for Edinburg Economic Development Corporation (EEDC) financial accounts and other transactional documents with Texas National Bank.
2. **Description/Scope:**
   In October 2021, a request for proposals (RFP) was issued on behalf of the City and the EEDC to procure a banking services depository for the following services: receiving deposits, paying items, web transfers, wiring funds out, receiving funds wired in, stop payments, and other normal business banking activities.

   Texas National Bank was awarded the contract on December 7, 2021.

   Upon board approval, the meeting minutes, and executed resolution will be provided to Texas National Bank to proceed with the creation of accounts for the EEDC.

   Accounting and financial services are included in the executed Staffing Services and Lease Agreement between the EEDC and the City.

3. **Estimated Timeline:**
   Transition to completed by approximately May 2022.

4. **Budget:**
   N/A

5. **Procurement/Selection Process:**
   City of Edinburg RFP No. 2022-005 Bank Depository Contract

6. **Staff's Recommendation:**
   Staff recommends approval.

7. **Justification:**

Texas National Bank's proposal received the highest score from the evaluation committee. In addition, having the City and the EEDC accounts at the same financial institution will improve operational efficiency.

Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: EEDC Administrative Designees Resolution

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	

RESOLUTION NO ____

AUTHORIZING ECONOMIC DEVELOPMENT DIRECTOR, ASSISTANT CITY MANAGER AND FINANCE DIRECTOR AS THE AUTHORIZED REPRESENTATIVES OF THE EDINBURG ECONOMIC DEVELOPMENT CORPORATION FOR ALL PURPOSES NECESSARY TO ESTABLISH BANKING SERVICES WITH TEXAS NATIONAL BANK.

WHEREAS, the City of Edinburg has voted to approve the depository contract as presented by Texas National Bank; and

WHEREAS, the Edinburg Economic Development Corporation designates Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr., Finance Director, as the authorized representatives of the Edinburg Economic Development Corporation for all purposes necessary to establish banking services with Texas National Bank; and

WHEREAS, the designation of authorized representatives for the purposes of establishing bank services was properly noticed and placed on the agenda for a regularly scheduled meeting of the Edinburg Economic Development Corporation, at which a quorum was present and voted in favor of designating Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr., Finance Director;

NOW THEREFORE, BE IT RESOLVED BY THE EDINBURG ECONOMIC DEVELOPMENT CORPORATION OF THE CITY OF EDINBURG, TEXAS THAT:

SECTION 1: Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr., Finance Director are hereby designated as the authorized representatives of the Edinburg Economic Development Corporation for all processes necessary to establish banking services on behalf of the Edinburg Economic Development Corporation, to include opening of accounts, assigning and authorizing signors to accounts, signing additional resolutions as necessary for each banking service selected, signing any agreements or other authorizations as required by Texas National Bank, to establish services, ordering banking supplies, including authorizing Texas National Bank to issue passwords, account numbers, electronic statements, internet access, and any and all services as requested by the Edinburg Economic Development Corporation

SECTION 2: The position(s) and person(s) listed above are fully authorized and empowered to establish accounts in the name of the Edinburg Economic Development Corporation, authorize individuals to make deposits in, charge, transfer funds to, or withdraw funds from such accounts by checks, drafts, wire transfers, or other instruments or orders customarily used for the payment of accounts or the transfer of funds, to release or accept securities held in safekeeping, to assign duties to other employees as necessary to accomplish the task herein listed, and to make, execute, and deliver, under the seal of the Edinburg Economic Development Corporation, any and all written instruments necessary or proper to effectuate the authority hereby conferred; and that any such actions heretofore taken by any of the following position(s) on behalf of the Edinburg Economic Development Corporation are hereby ratified, approved, and confirmed, until such authority is revoked by the Edinburg Economic Development Corporation Board of Directors.

SECTION 3: SEVERABILITY. If any section, part or provision of this Resolution is declared unconstitutional or invalid, by a court of competent jurisdiction, then in that event, it is expressly provided and it is the intention of the Edinburg Economic Development Corporation, in passing this Resolution, that its parts shall be severable, and all other parts of this Resolution shall not be affected thereby, and they shall remain in full force and effect.

SECTION 4: EFFECTIVE DATE. This Resolution shall be and remain in full force and effect from and after the date of its passage.

READ, CONSIDERED, PASSED and APPROVED at a regular meeting of the Edinburg Economic Development Corporation Board of Directors of the city of Edinburg, Texas, at which a quorum was present and which was held in accordance with Vernon's Texas Codes Ann., Government Code, Section 551.041, on the 28th day of March 2022.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

BY:________________________________
Hiren Govind, EEDC President

ATTEST

BY: ______________________________
Veronica Gonzales, EEDC Secretary

APPROVED AS TO FORM:
Omar Ochoa Law Firm

By: ______________________________
Omar Ochoa, City Attorney

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Consider Resolution Approving an Engagement Agreement for Bond Counsel and Disclosure Counsel Legal Services with Cantu Harden LLP for the Edinburg Economic Development Corporation to maintain Arnold Cantu as lead bond counsel.

1. **Agenda Item:**
   Consider Resolution Approving an Engagement Agreement for Bond Counsel and Disclosure Counsel Legal Services with Cantu Harden LLP for the Edinburg Economic Development Corporation to maintain Arnold Cantu as lead bond counsel.
2. **Description/Scope:**
   Arnold Cantu has served as primary bond counsel for the City of Edinburg and the Edinburg EDC since early 2019. At that time, Mr. Cantu was an attorney with the law firm Norton Rose Fulbright. In July 2021, Mr. Cantu became an attorney with the law firm Locke Lord, and the City Council subsequently appointed Mr. Cantu's new law firm so that he could remain as the City's bond counsel. Recently, Mr. Cantu left Locke Lord to form Cantu Harden LLP. To maintain Mr. Cantu as the EDC's bond counsel, the Board will need to approve an engagement agreement with Cantu Harden LLP.

3. **Estimated Timeline:**
   Effective upon approval by the EDC Board.

4. **Budget:**
   The proposed terms of service are included and are similar to the terms the City and the EDC had with Locke Lord.

5. **Procurement/Selection Process:**
   Engagement Agreement.

6. **Staff's Recommendation:**
   Staff recommends approving the resolution based on Mr. Cantu's performance for the City and the EDC to date.

7. **Justification:**
   Continuity is important for the Edinburg EDC. Arnold Cantu has been bond counsel for the Edinburg EDC since early 2019.

Blanca Davila
Director of Economic Development

ATTACHMENTS
Attachment A: Cantu Harden LLP Engagement Resolution
Attachment B: Cantu Harden LLP Engagement Agreement

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	

RESOLUTION NO. __________

A RESOLUTION APPROVING AN ENGAGEMENT AGREEMENT FOR BOND COUNSEL AND DISCLOSURE COUNSEL LEGAL SERVICES WITH CANTU HARDEN LLP; AND OTHER MATTERS IN CONNECTION THEREWITH

WHEREAS, the Board of Directors (the *Board*) of the Edinburg Economic Development Corporation (the *Corporation*) anticipates accessing the public or private markets from time to time to issue public securities to finance certain capital improvement projects within the Corporation or to refinance public securities previously issued by the Corporation, which will require the Corporation to comply with the applicable laws and administrative rules of the State of Texas (the *State*) and federal securities and federal tax laws related thereto; and

WHEREAS, the Board requires legal counsel which specializes in public finance matters and is well versed in State and federal securities and federal tax laws and applicable administrative procedures to provide bond counsel and disclosure counsel legal services pertaining to the Corporation's issuance of public securities;

WHEREAS, the payment of such legal services shall be contingent on the Corporation's successful issuance of public securities pertaining thereto and shall be payable from such public securities proceeds; and

WHEREAS, Cantu Harden LLP will provide the Corporation with bond counsel and disclosure counsel legal services on all of the Corporation's publicly offered or privately placed public securities and has provided the Corporation with one or more engagement agreements for bond counsel legal services pertaining to the Corporation's anticipated future issuances of public securities (the *Engagement Agreement*, attached hereto as Exhibit A); and

WHEREAS, House Bill No. 2826, 86th Leg., R.S, effective September 1, 2019 (*HB 2826*), requires that a political subdivision of the State, including the Corporation, enter into a contingent fee contract for legal services only after: (i) the governing body of the political subdivision has provided written notice to the public stating certain provisions enumerated within HB 2826; (ii) the governing body of the political subdivision approved such contract in an open meeting called for the purposes of considering such contract; (iii) the governing body of the political subdivision has stated in writing certain findings made by the governing body upon the approval of such contract, and (iv) the Texas Attorney General need not approve the Engagement Agreement pursuant to the exception provided by Section 2254.102(e) of HB 2826; and

WHEREAS, the Board caused notice of this resolution (the *Resolution*), this meeting, and the following provisions enumerated within HB 2826 to be provided to the public in accordance with the Texas Open Meetings Act and HB 2826:

1. The Board of the Corporation intends to engage Cantu Harden LLP to provide the Corporation with bond counsel legal services pertaining to the Corporation's issuance of public securities on the public or private market, including advising the Corporation on any "official statement" to potential investors pursuant to federal securities laws and issuing a legal opinion as to the foregoing;

2. Cantu Harden LLP, as a result of a competitive process of bond counsel firms, if necessary, has demonstrated to the Corporation its competence, qualifications, and experience as an industry leader in public finance matters through the provision of bond counsel and disclosure counsel legal services, the representation of multiple advisors, issuers, and other parties in United States Securities and Exchange Commission enforcement actions, the publication of disclosure policies and the representation of State agencies and political subdivisions within the State of Texas on public securities related issues;

3. Accessing the public or private markets through the issuance of public securities and providing an "official statement" of the Corporation to potential investors is governed by State and federal securities and federal tax laws and requires the advice of legal advisors that specialize in public finance that are well versed in public finance legal matters;

4. Engaging an attorney in private practice who specializes in public finance matters and is well versed in State and federal securities and federal tax laws pursuant to an hourly fee arrangement would likely result in higher fees to be paid by the Corporation, and such fees incurred would be payable by the Corporation by amounts on deposit in the Corporation's General Fund, whether or not the public securities are issued;

5. Fees for legal services in public finance matters, including bond counsel and disclosure counsel legal services, have traditionally been paid pursuant to a contingent fee contract, where such fees become payable only upon the successful issuance of the public securities and are payable solely out of the proceeds of the public securities;

6. Entering into a contract for bond counsel and disclosure counsel legal services with Cantu Harden LLP (a firm that specializes in public finance matters and is well versed in State and federal securities and federal tax laws) payment of which is contingent on the Corporation's successful issuance of public securities and payable out of public securities proceeds provides the Corporation a superior level of bond counsel and disclosure counsel legal services and fee(s) payable under the contract are reasonable in the public finance market and would likely be less than if such services were conducted pursuant to an hourly rate contract with an attorney specializing in public finance matters;

7. For each of the reasons state above, the execution of contingent fee engagement contracts with Cantu Harden LLP is in the best interest of the residents of the Corporation; and

WHEREAS, the meeting at which this Resolution is being considered is an open meeting called, in part, for the purposes of considering (i) the need for obtaining the bond counsel and disclosure counsel legal services that are the subject of the Engagement Agreement, (ii) the terms of the Engagement Agreement, (iii) the competence, qualifications, and experience of Cantu Harden LLP, and (iv) the reasons the Engagement Agreement is in the best interest of the residents of the Corporation and in compliance with HB 2826; and

WHEREAS, the Board hereby finds and determines that the adoption of this Resolution is in the best interests of the residents of the Corporation; now, therefore,

BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE EDINBURG ECONOMIC DEVLOPMENT CORPORATION THAT:

SECTION 1. The recitals contained in the preamble hereof are hereby found to be true, and such recitals are hereby made a part of this Resolution for all purposes and are adopted as a part of the judgment and findings of the Board.

SECTION 2. The Board hereby finds that: (i) there is a substantial need for the bond counsel and disclosure counsel legal services that are the subject of the Engagement Agreement with Cantu Harden LLP; (ii) the Corporation does not currently employ attorneys and supporting personnel qualified to provide bond counsel and disclosure counsel legal services; (iii) the bond counsel and disclosure counsel legal services cannot reasonably be obtained from attorneys in private practice under a contract providing only for the payment of hourly fees, without regard to the outcome of the matter, because of the nature of the matter for which the bond counsel and disclosure counsel legal services will be obtained and because, until the issuance of a public security, the Corporation will not have funds to pay the estimated amounts required under a contract providing only for the payment of hourly fees which is not contingent on the issuance of the public securities; and (iv) the relationship between the Corporation or the Board and Cantu Harden LLP is not improper and would not appear improper to a reasonable person.

SECTION 3. Based on the findings by the Board described above, the Board hereby approves the Corporation entering into the Engagement Agreement with Cantu Harden LLP and authorizes the Director of Economic Development to execute the Engagement Agreement.

SECTION 4. All orders and resolutions, or parts thereof, which are in conflict or inconsistent with any provision of this Resolution are hereby repealed to the extent of such conflict, so that the provisions of this Resolution shall be and remain controlling as to the matters resolved herein.

SECTION 5. This Resolution shall be construed and enforced in accordance with the laws of the State of Texas and the United States of America.

SECTION 6. If any provision of this Resolution or the application thereof to any person or circumstance shall be held to be invalid, the remainder of this Resolution and the application of such provision to other persons and circumstances shall nevertheless be valid, and the Board hereby declares that this Resolution would have been enacted without such invalid provision.

SECTION 7. It is officially found, determined, and declared that the meeting at which this Resolution is adopted was open to the public and public notice of the time, place, and subject matter of the public business to be considered at such meeting, including this Resolution, was given, all as required by Chapter 551, as amended, Texas Government Code.

SECTION 8. This Resolution shall be in force and effect from and after its final passage, and it is so resolved.

[The remainder of this page intentionally left blank.]

PASSED, ADOPTED AND APPROVED on this the 28th day of March, 2022.

Edinburg Economic Development
Corporation

____
President, Board of Directors

ATTEST:

____
Secretary, Board of Directors

(CORPORATION SEAL)

EXHIBIT A

Engagement Agreement

1020 NE Loop 410
San Antonio, TX 78209
210-890-2860

Arnoldo Cantu III
Partner
210-890-2824
arnold.cantu@cantuharden.com

CANTU | HARDEN

March 28, 2022

By Email

Blanca Davila
Director of Economic Development
Edinburg Economic Development Corporation
415 W University Drive
Edinburg, Texas 78539

Re: Agreement for Bond Counsel and Disclosure Counsel Legal Services with Cantu Harden LLP

Dear Ms. Davila:

We are pleased that you have asked Cantu Harden LLP (the "Firm") to serve as counsel to the Edinburg Economic Development Corporation (the "Corporation") in connection with its debt portfolio management, including the issuance of debt obligations ("Debt") and all matters that originate from that role. This letter will confirm our agreement with you and instructions regarding the Corporation's engagement of this Firm and will describe the terms and basis on which our Firm will provide legal services to the Corporation.

Our experience has been that it is mutually beneficial to set forth at the outset of our representation the role and responsibilities of both our law firm and our client. Accordingly, we submit for your approval the following provisions governing our engagement. If you are in agreement, please sign the enclosed copy of this letter in the space provided below. If you have any questions about these provisions, or if you would like to discuss possible modifications, do not hesitate to call. Again, we are pleased to have the opportunity to represent the Corporation.

1. *Client.* Our client in this matter will be the Corporation, although we shall be entitled to act on the instructions of any of your apparently authorized employees or agents and to rely on any information provided to us by such employees and agents. Our representation does not encompass any other individual or entity, including affiliates, officers, directors, employees, shareholders, or other stakeholders of the Corporation.

2. *Instructions and Scope of Representation*. We will be engaged initially to act as bond counsel and disclosure counsel to the Corporation in connection with the Corporation's bond offerings, including the drafting of authorization documents and reviewing of a Preliminary Official Statement, Official Statement and other transaction documents and opinions. The Corporation may limit or expand the scope of our representation from time to time, provided that any substantial expansion must be agreed to by us.

We would be pleased to consider expanding the scope of this matter, or representing the Corporation in other matters; however, we must first confirm any such expansion or other representation in writing. If we take on additional matters, each will be governed by this letter unless otherwise agreed.

3. *Client Responsibilities.* The Corporation agrees to cooperate fully with us and to provide promptly all information known or available to it relevant to our representation. Without such information, we may not be able to represent the Corporation adequately. The Corporation also agrees to pay our statements for services and expenses in accordance with paragraph six below. The Corporation agrees to review our drafts carefully to ensure that they are accurate and in accordance with your instructions and requirements. It is important that you let us know if you think that they are inaccurate, that something additional needs to be included or if any of the drafts are unclear or otherwise need to be amended.

The Corporation will also be available to attend meetings and other proceedings on reasonable notice and stay fully informed on all developments relating to this matter. The Corporation shall not ask us to do any act or take any step which we consider to be improper, unreasonable or unprofessional nor mislead us in any way in relation to any aspect of this matter.

4. *Opinions and Beliefs.* Since the outcome of legal matters is subject to factors that cannot always be foreseen, such as the uncertainties and risks inherent in the legal process, it is understood that we have made no promises or guarantees to you concerning the outcome of this or any other matter and cannot do so.

5. *Communication.* I will be the attorney primarily responsible for this representation. When questions or comments arise about our services, staffing, billing, or other aspects of our representation, please contact me. It is important that the Corporation is satisfied with our services and responsiveness at all times. We will correspond with the Corporation by sending all notices and other documents to you by post, email or facsimile, using the contact details the Corporation provides to us. We use email extensively, but as you are aware email is not fully secure and may be intercepted by third parties. Unless the Corporation advises us otherwise in writing, we understand that it agrees to our use of email for correspondence regarding instructions both with the Corporation and third parties. In keeping with information security best practices for confidentiality, the Firm recommends encrypting all sensitive data you send to us.

By signing below, the Corporation expressly grants permission to share information with the Corporation's accountants, tax preparers, investment advisors, investment bankers, and bankers. Absent this consent, we may not be able to do so.

6. *Fees and Expenses.* Our fees for legal services rendered shall generally be calculated based upon the type and par amount of an issuance of Debt, applied against the fee schedule attached hereto as Exhibit A, and payable from Debt proceeds at the time of such Debt's initial delivery. Fees paid in connection with the issuance of Debt shall also cover the costs of legal services usual and customary for bond counsels to provide in connection with the maintenance of a tax-exempt debt portfolio. Additional or special services, to include complex research, defense of audit, election contests, or debt-related litigation, shall be the subject of a separate fee arrangement, agreed upon by the Corporation and me, prior to the commencement of the Corporation's incurrence of any payment obligation with respect thereto.

In addition to our fees for rendering professional services, our statement will include other charges for expenses and services incurred incident to the performance of our legal services, such as transcript preparation, photocopying, delivery charges, travel expenses, overtime for secretaries and other nonlegal staff, Texas Attorney General filing fees (that we will pay on behalf of the Corporation and seek reimbursement from Debt proceeds at the time of their initial delivery), specialized computer applications such as computerized legal research and filing fees.

In the course of our engagement, it may be necessary for us to arrange for third parties to provide goods or services for the Corporation's account (such as for local counsel, expert witnesses, translators, and consultants, deposition costs and investigation costs). The Corporation agrees that in each such case the Corporation will pay directly their fees and expenses and authorize us to make arrangements to have those parties bill the Corporation directly. The Corporation also agrees that it will reimburse us promptly (and separately from our normal invoice procedure, if we determine, in our discretion, separate billing is appropriate) for any such fees and expenses we pay on the Corporation's behalf.

Statements normally will be rendered monthly for work performed and expenses recorded on our books during the previous month, or at time of closing for a specific transaction. Payment is due within 30 days of receipt of our statement. If any statement remains unpaid for more than 90 days, subject to paragraph nine below, we may suspend performing services for the Corporation until arrangements satisfactory to us have been made for payment of outstanding statements and the payment of future fees and expenses.

It is not possible to give a realistic estimate of the total charges, as the fees and costs relating to a given matter are not easily predictable. Any good faith estimate we have provided is based upon the limited information we presently have. We have made no commitment to the Corporation concerning the maximum fees and costs that will be necessary to resolve or complete this matter. It is also expressly understood that payment of the Firm's fees and costs is in no way contingent on the ultimate outcome of the matter, except those contingent upon the closing of a specific transaction.

7. Responses to Subpoenas and Similar Requests. If the Firm is required to respond to a subpoena or other formal request for records or other information relating to a representation, or to testify by deposition or otherwise concerning the representation, in each case in any litigation or claim between you and a third party in which our representation becomes a subject of inquiry in discovery (a "Request"), the Firm will first, to the extent permitted by applicable law, consult with you to determine whether you wish the Firm to comply with the Request or to resist it, if there is a basis for doing so. The Corporation agrees to reimburse the Firm for its reasonable time and expense incurred in responding to any Request, including time and expense incurred in reviewing documents, appearing at depositions or hearings, and otherwise addressing issues raised by the Request.

8. *Conflicts.* As you are aware, the Firm represents many other companies and individuals. Some of these other clients may be direct competitors of yours or otherwise may have business interests that are contrary to your interests. It is possible that during the time that we are representing the , some of our present or future clients will have transactions or disputes with the Corporation. These matters may include corporate matters (such as mergers and acquisitions, takeovers, and other change-in-control issues and transactions); commercial transactions (such

as preparation and negotiation of agreements, licenses, leases, loans, securities offerings or underwritings); or intellectual property matters, bankruptcy, taxation matters, or administrative, legislative, policy or similar non-adjudicatory proceedings where we may take positions for other clients that are different from positions you may have taken or might take in the future.

We cannot enter into this engagement if it could interfere with our ability to represent other existing or future clients who have or develop relationships or interests adverse to you. The Corporation therefore agrees that we may continue to represent or may undertake in the future to represent existing or new clients in any matter that is not substantially related to our work for the Corporation even if the interests or legal positions of such clients in those other matters are directly adverse, and waives any conflict of interest with respect thereto. We agree, however, that the Corporation's prospective consent to conflicting representation contained in the preceding sentence shall not apply in any instance where, as a result of our representation of the Corporation, we have obtained proprietary or other confidential information of a non-public nature, that, if known to such other client, could be used in any such other matter by such client to the Corporation's material disadvantage. In addition, if you were still a client of the Firm at the time of a dispute, we would not represent the other client if adversarial proceedings were brought by either client against the other.

You also agree that the Firm may represent a party to which you are adverse from time to time in matters that are unrelated to you, and waive any conflict of interest with respect thereto.

You acknowledge that you have had an opportunity to consult with other counsel (in-house or otherwise) and to raise any questions you may have with us before agreeing to this waiver.

9. *Termination of Engagement*. Our relationship is based upon mutual consent and you may terminate our representation at any time, with or without cause, by notifying us. The Corporation's termination of our services will not affect its responsibility for payment of fees for legal services rendered and for other charges incurred before termination and in connection with an orderly transition of the matter.

Similarly, we may withdraw from the representation, with or without cause, subject to the rules of professional conduct for the jurisdictions in which we practice. There are several types of conduct or circumstances that may require or permit us to withdraw from representing the Corporation, including for example, nonpayment of fees or costs, misrepresentation or failure to disclose material facts, fundamental disagreements, and a conflict of interest with another client. We try to identify in advance and discuss with the Corporation any situation that may lead to our withdrawal and, if withdrawal ever becomes necessary, we will give the Corporation written notice of our withdrawal. If we elect to withdraw for any reason, we will be entitled to payment for all services rendered and charges accrued on the Corporation's behalf prior to the date of withdrawal.

If a court's permission is required for withdrawal from the representation, we will promptly apply for such permission, and you agree to cooperate in such application, including, where applicable, by engaging successor counsel in the matter.

10. *Conclusion of Representation; Retention and Disposition of Documents and Materials*. Unless previously terminated, our representation of you will automatically terminate upon the

earlier of (a) our sending you our final statement for services rendered in this matter or (b) upon our completion of the specific services that you have retained us to perform. Subsequent statements sent to collect expenses and/or unpaid fees, and/or the state of accounting/business records or client lists at the Firm, shall not determine or extend the attorney-client relationship. If you later retain us, and we agree, to perform further or additional services, our attorney-client relationship will be revived, subject to these and any supplemental terms of engagement.

Following termination, any otherwise non-public information the Corporation supplied to us which is retained by us will be kept confidential in accordance with applicable rules of professional conduct. At the Corporation's request, its papers and property will be returned to it promptly. We may retain Firm files including, for example, electronic records, Firm administrative records, time and expense reports, personnel and staffing materials, and credit and accounting records; and internal lawyers' work product such as drafts, notes, internal memoranda, and legal and factual research, including investigative reports prepared by or for the internal use of lawyers. All documents retained by the Firm will be transferred to the person responsible for administering our records retention program. For various reasons, including the minimization of unnecessary storage expenses, we reserve the right to, and typically do, without asking for your permission, destroy or otherwise dispose of any such documents or other materials retained by us five years after the termination of the engagement. You agree to such destruction. If you would like to maintain in your own files certain documents, we suggest that promptly following the completion of the matter, you request that we send you copies of these documents for your own files. Further, should you request to transfer your files to another law firm, we will send all property and/or files as requested, subject to the receiving firm's payment for all relevant costs including retrieval, review, and shipping of the files.

11. *Post-Engagement Matters.* The Corporation has provided instructions and is engaging the Firm to provide legal services in connection with a specific matter. After completion of the matter, changes may occur in the applicable laws or regulations that could have an impact upon the Corporation's future rights and liabilities. Unless the Corporation specifically engages us after completion of the matter to provide additional advice on issues arising from the matter, the Firm has no continuing obligation to advise the Corporation with respect to future legal developments.

12. *Conclusion.* I hope this letter covers all relevant points, but please let me know as soon as possible if you require clarification.

[The remainder of this page intentionally left blank.]

Please sign, date and return the enclosed copy of this letter. We very much look forward to working with you on this matter.

Very truly yours,

Arnoldo Cantu III

Enclosure

Agreed and accepted:

Edinburg Economic Development Corporation

By: ______________________________

Name: ______________________________

Title: ______________________________

Date: _____________________, 2022

EXHIBIT A

FEE SCHEDULE

Standard Fee Schedule:

Our proposed fee schedule will be based on a minimum fee of $20,000 (for standard issuances) plus $1.00 for each $1,000 in principal amount of any debt obligation (an *Obligation*) applied against the following fee schedule:

* This scale will be increased by 20% for the issuance of any refunding Obligations or Variable Rate Obligations.

* Remarketings of outstanding variable rate Obligations to new variable rate term periods or fixed rate conversions will be billed at 50% of our standard fee schedule (plus $5,000 for additional federal income tax expertise in the event that any such remarketing or conversion results in a reissuance of Obligations under federal tax law).

* To the extent that our Firm is responsible for preparing the offering documents relating to the issuance or remarketing of any Obligations, an additional fee of $12,500 will be charged.

* Lease-purchase obligations will be billed on an hourly basis, subject to a minimum charge of $15,000.

* Individual expense reimbursements for any issuance of Obligations shall be capped at $1,500 per series.

* Redemptions not associated with a bond transaction are billed at a fixed fee of $2,500.

* Separately negotiated hourly or fixed fee arrangement for all derivative product structures, variable rate bond programs with third party liquidity, limited tax debt, and lease revenue bonds.

* Case-by-case exceptions may be made to the above.

LIST OF EXPENSES

CANTU HARDEN LLP
(San Antonio)

Expenses and Services Summary**

EXPENSE/SERVICE	***CHARGE***
Binding	N/A (Pricing varies in other office locations)
Data Base Research	
Lexis, Westlaw, Information America	Costs allocated by the Firm
Deliveries	
Overnight/Express	Direct Cost
Outside Courier	Direct Cost
In-House	N/A (Pricing varies in other office locations)
Courthouse Messengers	$40.00/Hour plus Transportation (Pricing varies in other office locations)
Document Scanning	$.12 per page – Direct Cost
Duplicating	
Photocopy	$0.15 per page
Color photocopy	$0.85 per page
Microfilm/Microfiche	$0.50 per page
Videography (duplication)	$5.00/tape plus $20.00/duplication
Electronic Mail (via Internet)	No Charge
Library Research by Library Staff	$130.00 per hour
Weekend & Late Evening Air Conditioning	N/A (Pricing varies in other office locations)
Postage	Direct Cost on any item or group of items which cost $1.00 or more
Secretarial Overtime	$28.00 per hour (Pricing varies in other office locations)
Facsimile (Outgoing)	No charge

EXPENSE/SERVICE	***CHARGE***
Telephone	
Long Distance (Domestic)	No charge
Long Distance (International)	No charge
File Storage Retrieval	N/A (Pricing varies in other office locations)
Publication	Direct Cost
Texas Attorney General Transcript Review Fee	Direct Cost
Transportation	
Mileage (personal automobile)	Applicable IRS allowable rate per mile
Lodging	Direct Cost
Meals	Direct Cost
Car Rental/Airline/Rail/Etc.	Direct Cost
CD-ROM Research	$30.00 - $50.00 per Search (rate varies based on length of search)
Graphic Arts	$120.00 - $150.00 per hour, plus direct cost of supplies
Practice Support	$60.00 - $215.00 per hour
E-Discovery	Direct Cost
Firm hosting of on-site document review performed by outside contract attorneys	$5.00 per hour

As a courtesy to the Corporation, we will agree to cap our expenses to $1,500 per transaction (excluding reimbursement of Texas Attorney General transcript review fee and any costs of publication of election notices).

LIST OF REIMBURSABLE EXPENSES

Our Firm does not have reimbursable expenses that would be appropriate for the Corporation to account, other than normal transaction costs, including Texas Attorney General filing fees and translation costs.

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Deliberation regarding economic development negotiations (Review Economic Development Projects). (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071. Consultation with Attorney; Closed Meeting.)

1. **Agenda Item:**
   Deliberation regarding economic development negotiations (Review Economic Development Projects). (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071. Consultation with Attorney; Closed Meeting.)
2. **Description/Scope:**
   Closed Meeting.
3. **Estimated Timeline:**
   Closed Meeting.
4. **Budget:**
   Closed Meeting.
5. **Procurement/Selection Process:**
   Closed Meeting.
6. **Staff's Recommendation:**
   Closed Meeting.
7. **Justification:**
   Closed Meeting.

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Blanca Davila
Director of Economic Development

ATTACHMENTS

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	

Edinburg Economic Development Corporation
Meeting Date:March 28, 2022

Discussion and possible action regarding pending litigation.
(§551.071.Consultation with Attorney; Closed Meeting.)

1. **Agenda Item:**
   Discussion and possible action regarding pending litigation. (§551.071.Consultation with Attorney; Closed Meeting.)
2. **Description/Scope:**
   Closed Meeting.
3. **Estimated Timeline:**
   Closed Meeting.
4. **Budget:**
   Closed Meeting.
5. **Procurement/Selection Process:**
   Closed Meeting.
6. **Staff's Recommendation:**
   Closed Meeting.
7. **Justification:**
   Closed Meeting.

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Blanca Davila
Director of Economic Development

ATTACHMENTS

Approved:	________
Not Approved:	________
Tabled:	________
No Action:	