



**ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS**

Location:

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

AMENDED AGENDA

**APRIL 26, 2022
REGULAR MEETING AGENDA
3:00 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. In 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 Semi-Annual Report
- B. Economic Development Report

- 6. REGULAR AGENDA ITEMS**

- A. Consider excusing absence of Director Sabrina Walker Hernandez for March 28, 2022 meeting.
- B. Consider approval of minutes for board meeting March 28, 2022.
- C. Consider approval of financial report for second quarter January 2022 through March 2022.
- D. Consider approval of mid-year budget amendment for Fiscal Year 2022.
- E. Discussion and possible action on sponsorship for Edinburg Lions Club Fishing Tournament.

- F. Discussion and possible action on sponsorship for Edinburg Police Department's 26th Annual National Night Out event.
- G. Discussion and possible action on sponsorship for Edinburg Chamber of Commerce's Texas Cook'Em event.
- H. Discussion and possible action on sponsorship for Rio Grande Valley Partnership Small Business Week Recognition luncheon.
- I. Discussion and possible action on sponsorship guidelines.

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 (Project Eagle, Project Red Monitor, Project Gold Fish, Project Dunder Mifflin, EEDC Tenant). (§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.

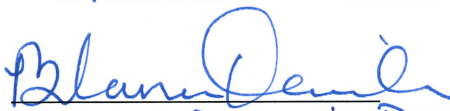
This notice was posted on April 22, 2022 at 3:34 am/pm.

By:

Signature:

Name:

City of Edinburg, Texas


Director of Economic Development

Edinburg Economic Development Corporation
Meeting Date: April 26, 2022

Economic Development Semi-Annual Report

1. Agenda Item:

Economic Development Semi-Annual 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

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: Economic Development Semi-Annual Report 2021-2022

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____

City of Edinburg Economic Development
Outcomes 2021-2022

Covid-19 Response

- \$930,000 in grants awarded to 465 small, locally-owned businesses
- \$1,021,800 in new customer expenditures through gift card program
- \$176,200 in grants awarded to 88 home-based, locally owned businesses
- 85 Preapproved Facade Improvement Program applicants

Workforce Development

- Employ RGV Job Fair
 - 118 employers were present
 - 589 job seekers attended job fair
 - 421 interviews scheduled
 - 181 potential job offers
- Health Sciences Institute at Renaissance (HSIR)
 - 4 students completed the Medical Assistant certification program
 - 2 students currently working as Medical Assistants and 2 students continued their education in healthcare

Business Retention and Expansion - BREaching Out Program

- 15 meetings with local businesses
- 3 business meetings with tours
- 4 expansion projects

Active Projects

- 42 jobs created or retained (projected)
- \$4 million in capital investment (projected)

Developing Projects

- 619 jobs created/retained (projected)
- \$234 million in capital investment (projected)

Retail & Restaurant Leads

- 37 Restaurant Contacts
- 33 Retail Contacts

Requests for Information (RFIs) from the State of Texas

- 11 proposals submitted to the Economic Development & Tourism Office of the Governor Greg Abbott

Downtown Revitalization Projects:

- Promenade Bond Projects
 - ACE: \$7,000,000.00 - Design Phase Completed
 - Parking Garage: \$2,000,000.00 - Design Phase Started

Edinburg Economic Development Corporation

Meeting Date: April 26, 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

Blanca Davila

Director of Economic Development

ATTACHMENTS

Attachment A: Department Status Report

Attachment B: Elements of Business Planning Workshop Flyer

Attachment C: Edinburg EDC Mixer Flyer

Attachment D: TIRZ I Map

Attachment E: TIRZ III Map

Attachment F: TIRZ IV Map

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____

Department Status Report

SBA Lower Rio Grande 2022 Small Business Week Awards

The Small Business Administration (SBA) Lower Rio Grande Valley announced the 2022 Small Business Week Awardees. Two of the three nominations that were submitted by the Edinburg Economic Development Corporation will be recognized with awards during National Business Week May 1-7 for the following categories:

- Family-Owned Small Business of the Year: **Vera's King-O-Meats, Inc**
- Home-Based Business of the Year: **Jackson Pest Control**

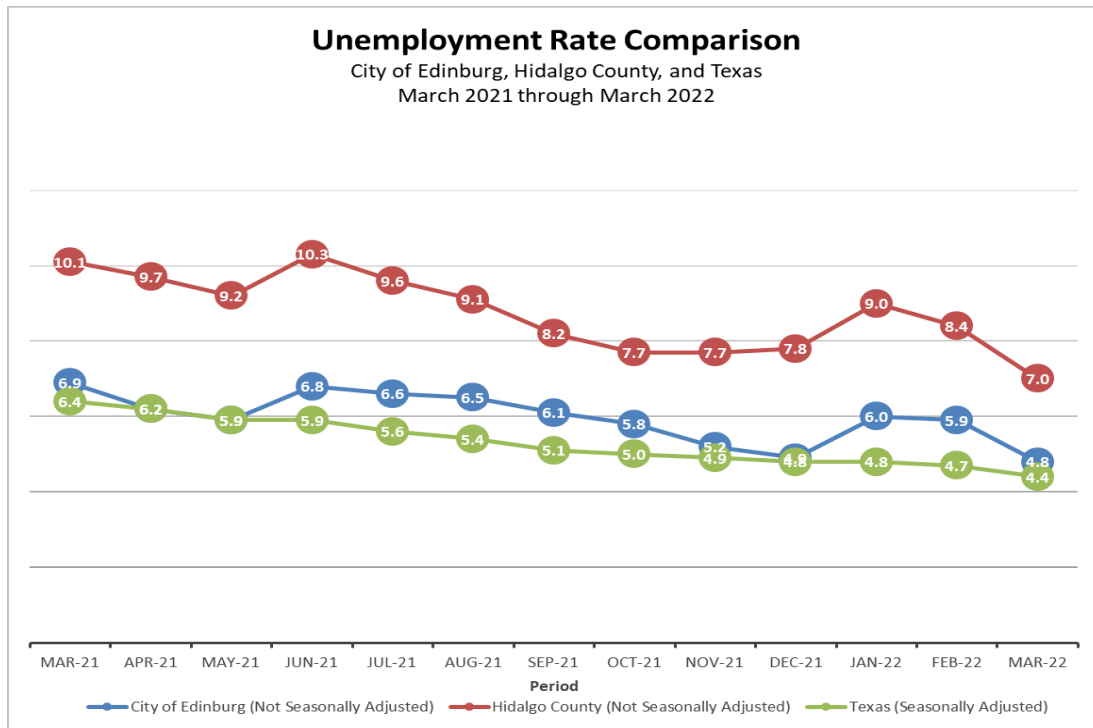
A Small Business Week Proclamation will be presented at the City Council meeting on May 3, 2022 recognizing May 1-7, 2022 as National Small Business week.

Economic Development Week

An Economic Development Week Proclamation will be presented at the City Council meeting on May 3, 2022 recognizing May 9-13, 2022 as Economic Development week.

The Edinburg Economic Development week will highlight the Made in Edinburg/Hecho en Edinburg campaign, Elements of Business Planning Workshop, Edinburg EDC Mixer, and a feature of the board.

Edinburg, Texas Unemployment Data



Source: (Labor Market Report, Workforce Solutions)

- Edinburg (not seasonally adjusted) rate decreased by 1.1 from February 2022 to March 2022.
- Hidalgo County's (not seasonally adjusted) rate has decreased by 1.4 from February 2022 to March 2022.
- The Texas (seasonally adjusted) rate has decreased considerably to 4.4 for March 2022. This rate is .9 away from the pre-pandemic (seasonally adjusted) rate of 3.5 from February 2020.

New Commercial Establishments/Additions

Certificate of Occupancy

- House of Vapes - 1715 W Trenton Rd STE 102
- Xpedited Diesel Services - 323 E Owassa Rd STE 111/112
- D’Patty’s Creation Tacos y Mas -4113 S Sugar Road STE 12
- The Behavioral Effect - 3031 W Alberta Road
- Infinitus LLC Insurance Office - 4913 S Jackson Road
- Roadrunner Autopiles - 2712 E University Drive
- Classic Cleans Dry Cleaners - 2311 S Closner Boulevard
- Lumen Mental Health Services - 709 W Cano Street
- South Middle School- 601 W Freddy Gonzalez Drive
- Servi Car El Ronco #3 Drive Thru - 3703 Nadia Lane
- Neon Comic Shop - 3820 S Bus Hwy 281
- Legendary Collectibles Shop - 710 E Cano Street STE 4
- The Ink Gallery Tattoo Shop - 1908 E University Drive STE A
- Faith Furniture Store - 403 E University Drive
- VRJ Motors LLC - 4409 S Veterans Boulevard
- Damiens Barbershop - 1409 S 9th Avenue

Building Permit Submitted (Addition/Repair/Remodel)

- Harbor Freight: 2716 S Expressway 281
- 7-Eleven: 814 S Closner Blvd
- 7-Eleven: 3701 N I-69C
- Siddons-Martin Emergency Group: 700 Independence Dr.
- Security Service - 3505 W. Alberta Road
- Doctors Office - 2533 W. Trenton Road
- Adult Day care - 2618 N. McColl Road
- All Star Pediatrics - 815 S. Closner Boulevard
- Phase B of the Landmark at 281 Plaza - 2260 S Bus Hwy 281 Bldg B
- Jersey Mike’s Sub - 1708 W University Dr Ste 5
- Plaza Monte Cristo - La Sienna Parkway
- Dr. Elite Gym - 4435 S Jackson Road
- Blue Wave Express Carwash - 301 W Monte Cristo Road

Projects

MVLE (RGV Tours)

A groundbreaking ceremony is scheduled for Friday, April 29, 2022 AT 10:00 AM.

Siddons-Martin Emergency Group

Property closed on March 28, 2022. A groundbreaking is tentative for May 2022.

[Edinburg Economic Development Projects](#) - Visit webpage to view completed and ongoing projects.

Prospects

Staff is currently working with 31 prospects in the following business categories:

Expansions

- Lessors of other real estate property (2)
- Fresh Fruit & Vegetable Merchant Wholesalers (3)
- Office Equipment Merchant Wholesaler
- Tortilla Manufacturing (2)
- Non-Chocolate Confectionery Manufacturing
- Cheese Manufacturing
- 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 (2)
- Offices of Health Practitioners
- Other Measuring and Controlling Device Manufacturing
- Primary Battery Manufacturing
- Other Automotive Mechanical and Electrical Repair and Maintenance
- Fresh Fruit & Vegetable Merchant Wholesalers

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)
- Other Building Material Dealers

Retail Development - ICSC Conference in Las Vegas

Staff are planning for the Innovating Commerce Serving Communities (ICSC) conferences in Las Vegas and reaching out to brokers, developers, and prospects.

The Edinburg EDC will have a 200 sq.ft. booth at the conference. The booth number is 2488 in the Central Hall.

Staff is hosting an ICSC working meeting with the board on Wednesday, May 4, 2022 at 10:00 AM to discuss the conference and schedule.

BREaching Out

Staff met with International Paper Co. on April 19, 2022 and El Dorado Pallets on April 5, 2022.

The Edinburg Economic Development Corporation Board of Directors and the South Texas International Airport Advisory Board met on April 7, 2022 to learn and discuss private and public investment opportunities at the airport.

We thank South Texas International Airport Advisory Board Members: State Representative Terry Canales, Moises Segovia, and John De La Garza, and Edinburg Economic Development Corporation Board Members; President Hiren Govind and Director Sabrina Walker Hernandez. Thank you for attending the visit.

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

Programs

Marketing

- The Stay in the Know with Edinburg Economic Development newsletter has surpassed 100 subscribers.
- The month of March 2022 Google Analytics Report indicates:
 - 867 users visited the website
 - 1:27 is the average session duration
 - 52% of traffic users are acquired through organic search, media and 26.7% via direct search, 10.8% via social media, and 10.5% via referral
 - Top 5 most visited webpages are the Featured Properties, Work in Edinburg, Why Edinburg - Incentives, About us - Board, and About Us - Staff
 - Top 5 city visitors: Edinburg, Austin, McAllen, Houston, and San Antonio

- The month of March 2022 Social Media Report indicates:

Facebook

- 13,576 pages reached
- 12,445 page followers
- 355 page visits
- 22 new Facebook likes
- Top 3 posts that received engagements:
 - Makai Poke House Chamber Ribbon Cutting: 2,910 reaches
 - Little Bear Produce BRE visit: 2,477 reaches
 - Bagley Produce Business Library video: 1,852 reaches

Instagram

- 969 accounts reached
- 57 content interactions
- 1,254 followers

Twitter

- 4 Tweets
- 561 Impressions
- 396 Profile Visits
- 3 New Followers

LinkedIn

- 15 Total Page Views
- 41 page followers
- Visitor Demographics (Employed):
 - 46.6% Media & Communications
 - 20.0% Marketing
 - 13.3% Business Development
 - 6.6% Community & Social Services
 - 6.6% Healthcare Services
 - 6.6% Research

Student Paid Internship Program

Staff hosted a working 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 review the draft internship handbook. Staff will incorporate feedback received to provide an updated handbook for the next working meeting on the week of May 16, 2022.

As a result of the meetings, Workforce Solutions and ECISD will begin conversations to collaborate and implement a Youth Workforce Innovation Opportunity Act (YWIOA).

EEDC Property Title Search

Staff has received two reports of title and recorded acquisition deeds. No liens were found for the two properties. Pending more reports.

Request for Information (RFI)

Qualified: Project Easy Excalibur

- Submitted on April 14, 2022
- Capital Investment: \$90-\$140 million
- Job Creation: 65 jobs in three years
- NAICS: 314999 All other Miscellaneous Textile Product Mills
- Proposed Site:
 - North Industrial Park, Lot3: 25.01 Acres, and
 - North Industrial Park, Lot 4: 13.16 Acres
 - **Total: 38.17 acres combined**
 - Requested Acreage: 30-70 Acres

Overview: American textile recycling company seeking a location to recycle used clothing to produce pure polymer materials to create new yarns and fabrics for the apparel industry. The timeline includes an initial site visit in April 2022 and a final decision in May 2022.

S.P.A.R.C. 4.0

Economic Development and Development Services staff continue to assist applicants with the building permit process to ensure projects are started.

- Applications received: 110
- Pre-approved applications: 85
- Pre-development meetings: 85
- Building permits submitted: 8
- No building permit needed: 8
- Downtown applications: 16
- Downtown pre-development meetings: 16
- Completed Projects: 3

**ECONOMIC
DEVELOPMENT
WEEK**
20 22

Elements of Business Planning

TUESDAY | MAY 10

Edinburg Conference Center at Renaissance (Hall A)

118 Paseo Del Prado, Edinburg, TX 78539

2:00 PM - 3:00 PM
Workshop

UTRGV Entrepreneurship &
Commercialization Center.

3:00 PM - 4:00 PM
Business Resources

Presentations from:
U.S. Small Business Administration,
UTRGV Small Business Development Center,
& Edinburg Chamber of Commerce.

Please RSVP to economicdevelopment@cityofedinburg.com



**ECONOMIC
DEVELOPMENT
WEEK**

20

22

**EDINBURG ECONOMIC
DEVELOPMENT CORPORATION**
mixer

WEDNESDAY | MAY 11

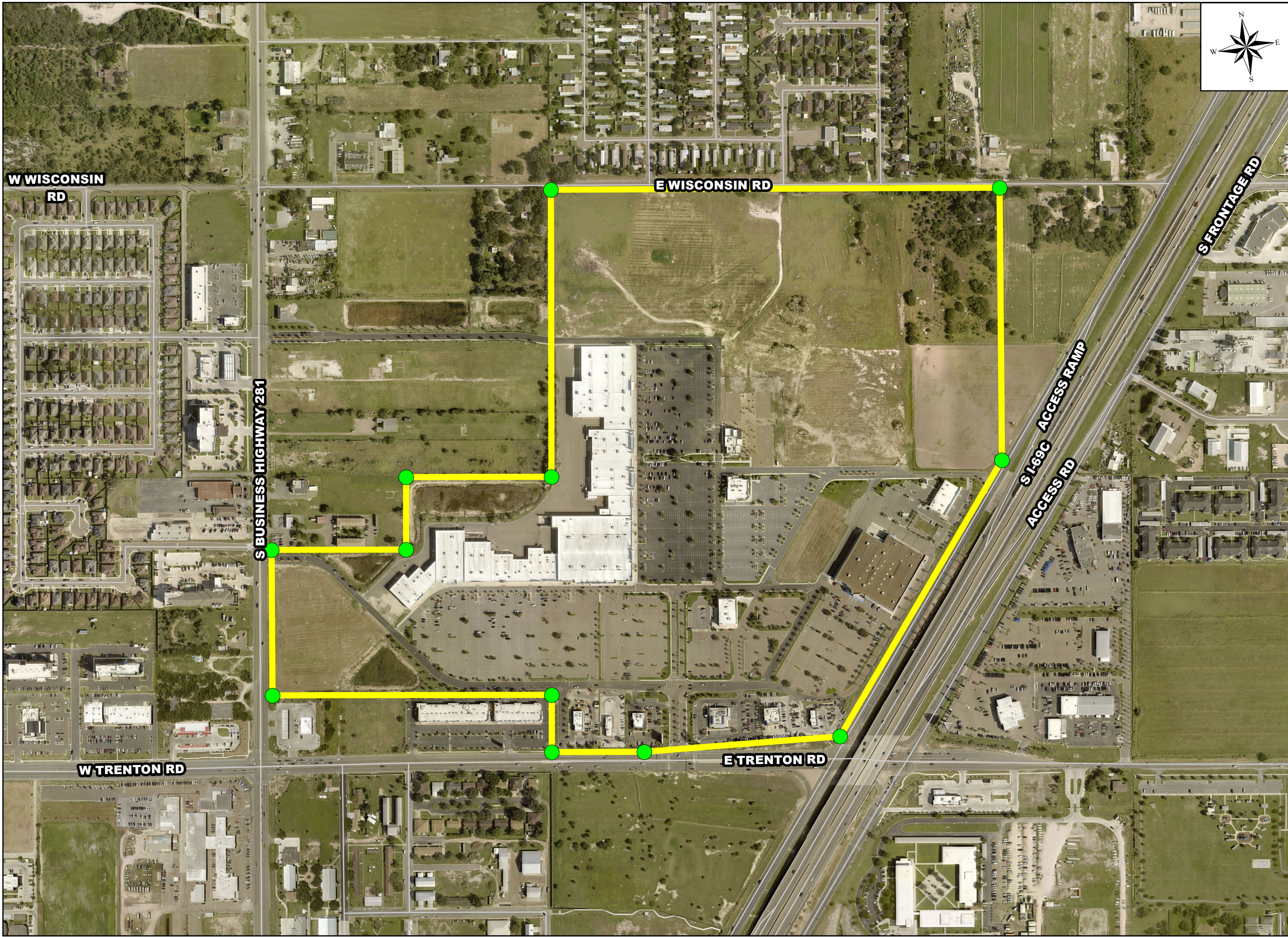
Society 204

204 E Cano St. Edinburg, TX 78539

5:30 PM - 7:30 PM

PLEASE RSVP TO
economicdevelopment@cityofedinburg.com







Map Disclaimer:

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Legend

-  CITY LIMITS
-  TIRZ CORNER POINTS
-  TIRZ BOUNDARY
-  STREETS

PROJECT NAME:

ECONOMIC
DEVELOPMENT
TIRZ #1

REQUESTED BY:

ECONOMIC DEVELOPMENT DEPARTMENT

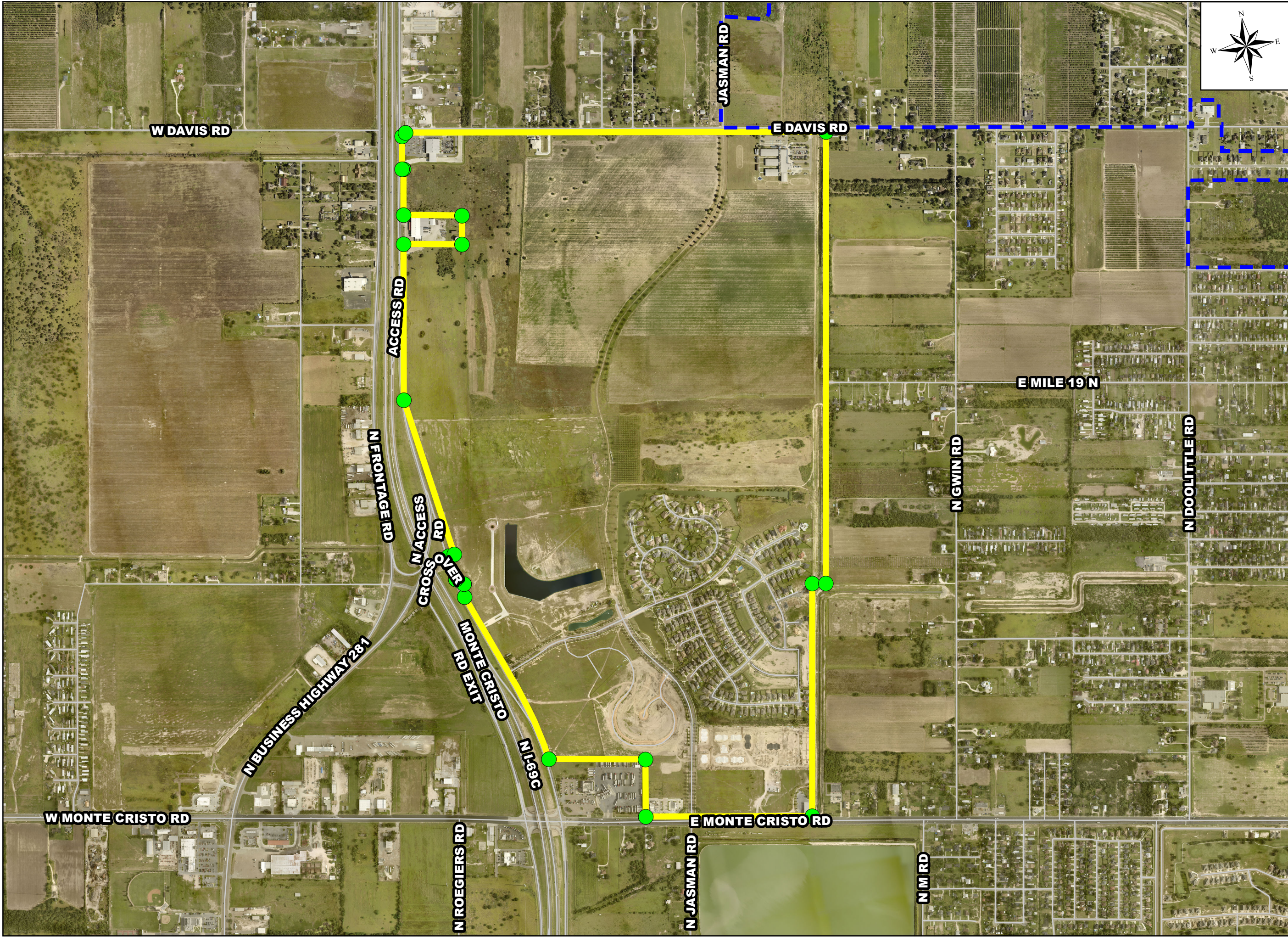
DATE:

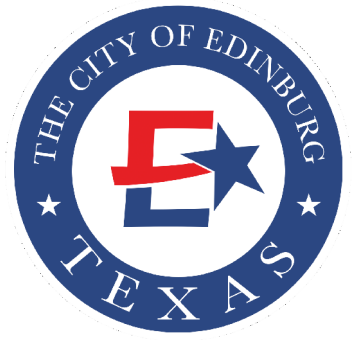
OCTOBER 8, 2020

CREATED BY:

ENGINEERING DEPT - GIS DIVISION

SCALE: 1 in = 400 ft SHEET 1 OF 1





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Legend

-  CITY LIMITS
-  TIRZ CORNER POINTS
-  TIRZ BOUNDARY
-  STREETS

PROJECT NAME:

ECONOMIC DEVELOPMENT
TIRZ #3

REQUESTED BY:

ECONOMIC DEVELOPMENT DEPARTMENT

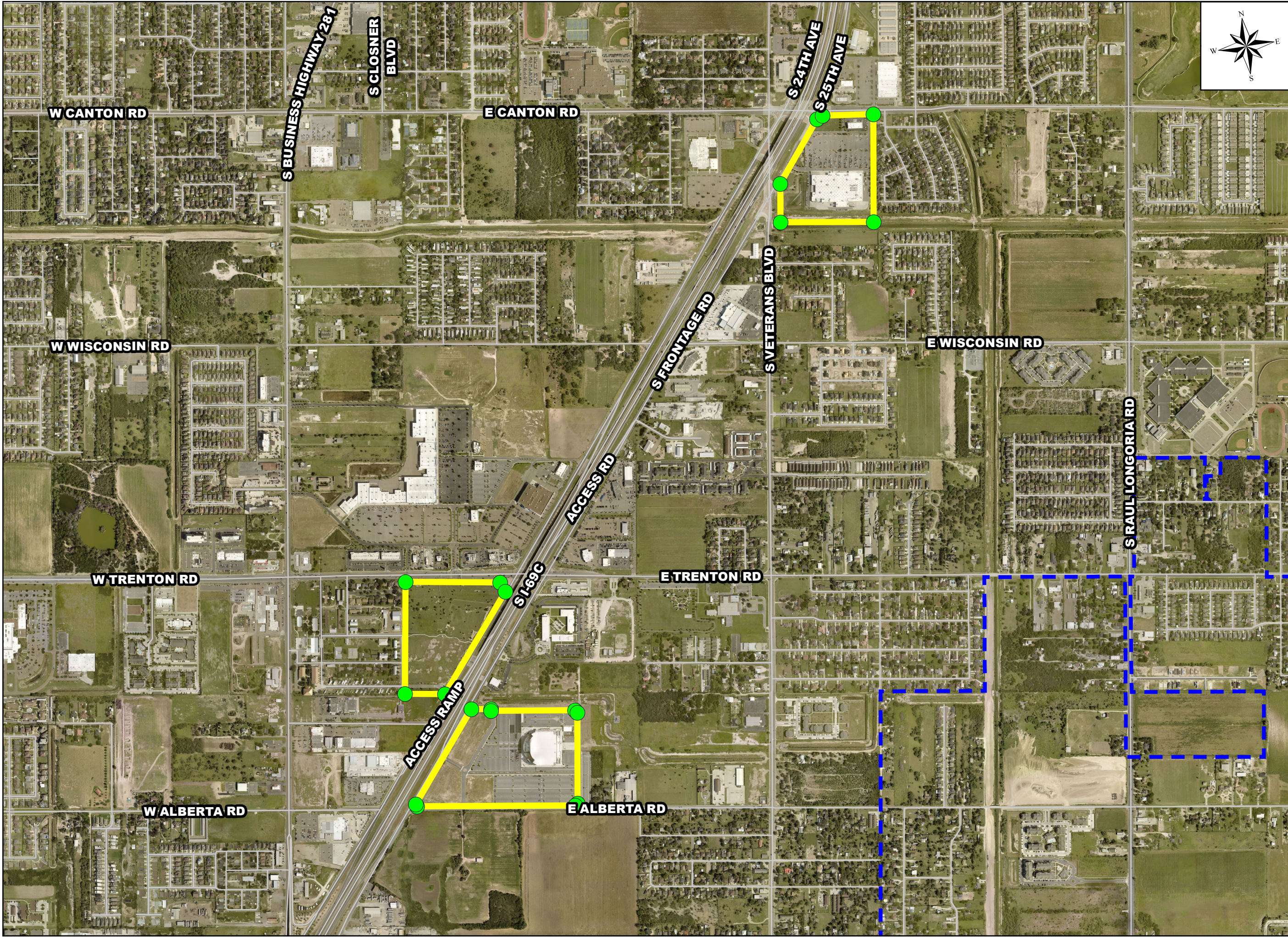
DATE:

OCTOBER 8, 2020

CREATED BY:

ENGINEERING DEPT - GIS DIVISION

SCALE: 1 in = 1,000 ft **SHEET** 1 **OF** 1





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Legend

-  CITY LIMITS
-  TIRZ CORNER POINTS
-  TIRZ BOUNDARY
-  STREETS

PROJECT NAME:

ECONOMIC
DEVELOPMENT
TIRZ #4

REQUESTED BY:

ECONOMIC DEVELOPMENT DEPARTMENT

DATE:

OCTOBER 8, 2020

CREATED BY:

ENGINEERING DEPT - GIS DIVISION

SCALE: 1 in = 1,000 ft SHEET 1 OF 1

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Consider excusing absence of Director Sabrina Walker Hernandez for March 28, 2022 meeting.

1. Agenda Item:

Consider excusing absence of Director Sabrina Walker Hernandez for March 28, 2022 meeting.

2. Description/Scope:

Regular attendance of the Board meetings is required of all members. As per bylaws, the following number of absences shall constitute the need for replacement of a member: three (3) consecutive absences, or attendance reflecting absences constituting 50% of the meetings over a 12-month period.

Excused absences are to be requested to the Board President to include in the agenda.

Director Sabrina Walker Hernandez requested an excuse of absence on March 24, 2022 for the March 28, 2022 meeting.

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

Blanca Davila
Director of Economic Development

ATTACHMENTS

Approved:

Not Approved:

Tabled:

No Action:

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Consider approval of minutes for board meeting March 28, 2022.

1. Agenda Item:

Consider approval of minutes for board meeting March 28, 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

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: March 28, 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

MARCH 28, 2022
REGULAR MEETING
4:00 PM

PRESENT: Hiren Govind, President
 Roland Gomez, Vice President (via ZOOM)
 Veronica Gonzales, Secretary
 Aaron “Ronny” Rivera, Treasurer
 Daniel “Dan” Diaz, Councilmember
 Raul Resendez, Director

ABSENT: Sabrina Walker-Hernandez, Director

STAFF: 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
 Rita Guerrero, City Manager’s Management Analyst

PUBLIC: Nelda Hernandez, Women Together/Mujeres Unidas
 Rey Perez, Vanguard Academy Charter Schools
 Laura Ramirez, South Texas Agriculture Roundup (STAR)

ZOOM: Arnold Cantu, Cantu Harden LLP

1. CALL TO ORDER, ESTABLISH QUORUM

President, Hiren Govind, called the meeting to order at 4:02 PM.

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

Director Sabrina Walker Hernandez was absent.

For record, Treasurer Aaron Rivera, arrived at 4:04 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 March 25, 2022 at 8:25 AM.

3. DISCLOSURE OF CONFLICT OF INTEREST

City Attorney, Omar Ochoa, stated a conflict of interest exists if a board member or a member of that person's family has a financial interest in an agenda item. If there is a conflict of interest, the board member cannot participate in discussion or vote on the agenda item.

President, Hiren Govind, stated Vice President Roland Gomez, had notified him of his conflict of interest regarding agenda item D.

4. 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.

Secretary Veronica Gonzales provided an announcement regarding the University of Texas Rio Grande Valley (UTRGV's) Promise Plus program. Through this program, if a family makes less than \$125,000 a year, UTRGV will pay for the students' tuition and mandatory fees.

UTRGV also collaborated with the Edinburg Consolidated Independent School District (ECISD) on a collegiate high school that will be built off Freddy Gonzales, next to the UTRGV CESS building. This is subject to border region approval. The collegiate high school will allow students to receive two years of college credit from the teaching, computer science, or healthcare tracts. The college credit will go toward their degree plan.

5. REGULAR AGENDA ITEMS

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

**MOTION TO APPROVE
MINUTES FOR BOARD
MEETING FEBRUARY 22, 2022
WAS MADE BY
COUNCILMEMBER DAN DIAZ
AND SECONDED BY
TREASURER AARON RIVERA.
MOTION CARRIED
UNANIMOUSLY.**

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

EDD Director, Blanca Davila, stated a sponsorship request was received from Women Together (Mujeres Unidas).

Nelda Hernandez, Mujeres Unidas Coordinator, provided an overview of the organization and mentioned it has been in existence for over 40 years. The Annual Walk a Mile in Her Shoes event has been hosted in Edinburg for 10 years. Women Together (Mujeres Unidas) is a non-profit organization that receives a certain amount of funding from government entities.

Ms. Hernandez spoke on the organization's Transitional Housing Program, which was developed to assist women that have left the abuse and need a support system. The program has been around since 2002. The 15-unit apartment complex allows the organization assist 15 families. As well, part of the funding received from the 12h Annual Walk a Mile in her Shoes event will go toward the Transitional Housing Program and the Emergency Shelter. Women Together (Mujeres Unidas) provides services to individuals in Hidalgo County. The services are for victims of domestic violence and sexual assault including both, men and women.

The event includes a 5K run/walk that will follow with the signature "Men's High Heel Challenge." Men in the audience will be asked to participant by walking in

women's high-heeled shoes all in an effort to get men involved in bringing awareness against violence. In 2021, the organization assisted close to 4,000 individuals.

Secretary, Veronica Gonzales, inquired whether the organization keeps track of what cities the individuals they assist are from. Ms. Hernandez stated Edinburg, Mission, McAllen, and the Pharr-San Juan-Alamo area are the cities where the organization sees more victims. The organization also refers individuals to Edinburg Housing program.

Treasurer, Aaron Rivera, thanked Ms. Hernandez for representing the event and inquired whether the organization keeps a full-time counselor. Ms. Hernandez added the organization provides Trauma Informed Counseling, which focuses on issues of sexual assault and domestic violence. Most of the organizations' staff are master social worker's and one staff is in rehabilitation counseling. The organization does not have a full-time licensed professional counselor.

Councilmember, Dan Diaz, thanked Ms. Hernandez for what the organization does for the community. Mr. Diaz mentioned the organizations is always available for individuals in need. Ms. Hernandez added their shelter is open 24/7 for victims.

Ms. Gonzales inquired whether the organization provides any financial literacy job assistance for victims. The organization utilizes other community resources and refers individuals to them such as workforce solutions. The organization also provides GED and ESL classes.

Mr. Govind stated his hotel business has worked with the organization in the past by providing shelter. Ms. Hernandez added the organization has a 10-bedroom facility and does reach out to hotels for assistance when there is an overflow of victims needing shelter.

Ms. Gonzales asked staff whether the recurring commitments of PAWS Center (\$10,000, contracted) and Texas Cook'Em (historically \$15,000) are beyond the current available budget for sponsorships & donations. Ms. Davila confirmed that is correct and mentioned a mid-year budget amendment will be presented in the next board meeting to include the two sponsorship commitments. Ms. Davila mentioned there is an available budget balance of \$9,700.

Mr. Diaz asked for a staff recommendation. Assistant City Manager, Brian Kelsey, stated staff is not offering a recommendation and is leaving the sponsorship request to the boards' discretion.

Director, Raul Resendez, inquired whether the board could listen to all the sponsorship presentations and discuss in executive session. Mr. Ochoa mentioned

discussions in executive session must fall within a specific topic. Generally, for the EEDC board, it includes consultations with attorney or economic development negotiations. Mr. Ochoa stated the discussion could be taken into executive session and if it falls within the exception, it can be discussed. If it does not fall within the specific topic, discussion will have to stop and the board will have to come out for open discussion.

Mr. Rivera made a motion for a Mile Marker sponsorship for \$1,000.

**MOTION TO APPROVE
SPONSORSHIP FOR WOMEN
TOGETHER (MUJERES
UNIDAS) 12TH ANNUAL WALK
IN HER SHOES EVENT FOR
\$1,000 WAS MADE BY
TREASURER AARON RIVERA
AND SECONDED BY
COUNCILMEMBER DAN
DIAZ. MOTION CARRIED
UNANIMOUSLY.**

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

Rey Perez, representative of Vanguard Academy Charter School, stated funding from the event will provide scholarships for students. The Family Golf Classic event is a family-event and the sponsorship is an investment to Edinburg students and their futures.

Mr. Resendez inquired with staff how the EEDC will move forward with sponsorship requests. Mr. Resendez asked whether the EEDC and city departments will get together to decide which sponsorships they will support. Mr. Kelsey stated that can be coordinated as long as there is room for exceptions since there will be events the EEDC and city will both want to sponsor individually.

Ms. Gonzales stated sponsorships received at UTRGV are tied to the return on investment. Ms. Gonzales stated the sponsorships should tie to the EEDC's purpose as well. Ms. Gonzales added the EEDC collaborated with Vanguard Academy for the all-inclusive park and suggested the EEDC support with a Silver Sponsor (3-man team) for \$1,000.

Mr. Perez invited the board to attend and meet Vanguard Academy's board members, staff, and ambassadors. Ms. Gonzales also thanked Mr. Perez for his contributions to education and the community.

**MOTION TO APPROVE
SPONSORSHIP FOR
VANGUARD ACADEMY'S
FAMILY GOLF CLASSIC
EVENT FOR \$1,000 WAS MADE
BY SECRETARY VERONICA
GONZALES AND SECONDED
BY TREASURER AARON
RIVERA. MOTION CARRIED
UNANIMOUSLY.**

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

For record, Vice President Roland Gomez, abstained for this agenda item discussion and voting.

Laura Guerra Ramirez, representative of South Texas Agriculture Roundup (STAR), stated the event started back in 2003 in Edinburg. To date, STAR has raised over \$8.8M, which goes back to the 4H and Future Farmers of America (FFA) students in Hidalgo County. STAR is a volunteer based organization and has awarded \$575,000 to 488 students in scholarships.

The 12th Annual STAR Gala event will be hosted April 2, 2022 at La Muñeca Ranch in Linn, Texas. The event will include food, music, entertainment, and auctions. All of the event proceeds go toward the student scholarships. Mr. Diaz stated he is familiar with the program and the event is for a great cause.

Ms. Gonzales inquired whether the city is also being approached for sponsorship. Ms. Guerra Ramirez mentioned the city has previously gotten their table and sponsorship comped as the city provided facility services for the Scholarship Banquet at the Edinburg Activity Center.

Mr. Diaz made a motion to sponsor \$1,500 for the STAR Gala.

**MOTION TO APPROVE
SPONSORSHIP FOR SOUTH
TEXAS AGRICULTURE
ROUNDUP (STAR) 12TH
ANNUAL GALA EVENT FOR
\$1,500 WAS MADE BY
COUNCILMEMBER DAN DIAZ
AND SECONDED BY
SECRETARY VERONICA
GONZALES. MOTION
CARRIED WITH ONE
ABSTENTION FROM VICE
PRESIDENT ROLAND GOMEZ.**

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

This agenda item was tabled.

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.

Ms. Davila stated staff is beginning to plan for the ICSC Las Vegas conference hosted in May 22 – 24, 2022. Staff estimates a \$2,000 cost for each board member attending including airfare, hotel, and conference registration.

Mr. Govind, inquired whether a three-year membership will be purchased for board members. Ms. Davila confirmed that is correct as it will save money for future ICSC conferences for the next three years.

Staff is compiling a list of retailers and restaurants to reach out to. Staff is also considering purchasing a booth and is working with the RGV Partnership to coordinate. Ms. Davila mentioned it is important for retailers to see engagement of the board. Mr. Kelsey recommended at least two board members attend. Mr. Diaz stated people will be needed to visit the retailers and stated whoever can go, should go.

Mr. Govind suggested teaming with Coldwell Banker Commercial RGV with the booth once again. Ms. Davila mentioned the RGV Partnership may have a booth for the region. Staff will confirm with the RGV Partnership.

Mr. Rivera asked about the vendor booth fee. Ms. Davila mentioned staff is considering a 300 sq. booth for \$4,500. Mr. Rivera inquired what the staff recommendation is in regards to purchasing a booth or sharing one in

conjunction with the RGV Partnership. Mr. Kelsey mentioned he believes time is best-spent visiting booths instead of waiting for attendees to come to you.

Mr. Diaz inquired whether the board had a starter packet with items to hand out in the previous ICSC conference. Ms. Davila mentioned the community profile will be printed, more USB pens will be provided, along with other EEDC materials.

Mr. Resendez asked whether Coldwell Banker Commercial RGV would assist in setting up meetings. Ms. Davila stated staff will begin planning for the meetings.

All board members will be attending the ICSC 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

The City of Edinburg posted an RFP for a bank depository in October 2021 to include the City and EEDC. Texas National Bank was awarded the contract on December 2021.

The request is to authorize Blanca Davila, Director of Economic Development; Brian Kelsey, Assistant City Manager; and Dagoberto Soto Jr, Finance Director as signature authorities.

The EEDC will have its own and separate accounts, signatories, and depository. Staff will submit the executed resolution and minutes reflecting the authorization to Texas National Bank to move forward. This will create operational efficiency for the EEDC and City to have the same bank.

**MOTION TO APPROVE
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 WAS MADE
BY COUNCILMEMBER DAN
DIAZ AND SECONDED BY
TREASURER AARON RIVERA.
MOTION CARRIED
UNANIMOUSLY.**

- 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.**

Arnold Cantu, Cantu Harden LLP, serves as the bond counsel for the city and the EEDC. Mr. Cantu stated he is creating a new law firm with the same team members that have assisted the EEDC since 2019.

The resolution serves as a statutory formality to ensure the law firm is paid if the bonds are successful. It is considered a contingent fee contract. The terms and fees are the same as they have always been. Mr. Cantu confirmed all the terms will remain the same.

**MOTION TO APPROVE
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 WAS MADE
BY COUNCILMEMBER DAN
DIAZ AND SECONDED BY
SECRETARY VERONICA
GONZALES. MOTION
CARRIED UNANIMOUSLY.**

6. DIRECTOR'S REPORT

A. Economic Development Report

SPARC 4.0

Economic Development staff continues to meet with the City's Development Services team and applicants to facilitate the building permit process and start the project. The breakdown presented includes:

- 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: 1

The deadline to submit building permits is May 6, 2022 to ensure applicants can complete their projects by October 1, 2022. Mr. Govind inquired whether businesses have expressed any hardships during meetings. Ms. Davila mentioned there has been one comment regarding a business unable to afford the improvement however; most applicants want to make additional improvements that may not be eligible.

Edinburg, Texas Unemployment Data

Edinburg, Texas Unemployment Data was provided to compare January 2021 through January 2022. 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. Mr. Govind inquired when the biggest increase in unemployment was. Mr. Kelsey stated the numbers provided are not seasonally adjusted and mentioned state of Texas does not provide city industry breakdowns. Ms. Gonzales inquired how the city of Edinburg unemployment rates compare to the state of Texas. The city of Edinburg is doing better than the state. Staff will include unemployment rates for the state of Texas, Hidalgo County, and the city.

Projects

Regarding projects, the EEDC has one active project with Siddons-Martin Emergency Group. The property closing is scheduled for the week of March 28, 2022.

Prospects

Staff is working with 29 prospects for expansions, relocations or new businesses. Any questions related to the prospects will be discussed in executive session.

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

BREaching Out

Staff continues to meet with targeted industry employers in Edinburg to identify areas of opportunity and challenges as part of the Business Retention and Expansion program (BRE). The EEDC board and city staff attended the 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. Ms. Davila thanked the board and council members for attending.

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. Mr. Govind inquired whether the Airport board would be joining the meeting. Mr. Diaz mentioned the Airport board has not had many meetings and stated the council is looking to focus on

the Airport and ensure the board is strong with people interested in the industry. Staff will coordinate the meeting with the Airport board and the EEDC.

Mr. Diaz stated it is important to for the EEDC and City to take care of existing businesses. Ms. Davila added part of the Business Retention and Expansion meetings is to learn about business operations and identify any support needed from the EEDC and City. Little Bear Produce expressed interest in expansion and staff is working closely with them.

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. Ms. Davila mentioned the old social media accounts still exist as staff was unable to remove them. Mr. Govind inquired whether a verification can be added to the new social media accounts and asked whether anyone still posts on the old social media accounts. City Attorney, Omar Ochoa, stated staff does not have access to the original emails used to setup the accounts. Therefore, it is a barrier to remove the old accounts.

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. Upon board feedback, it was discussed to add the following items to the community profile:

- Dotted line for future TxDot corridors on the map to show the developments
- Identify South Padre Island, Spaceport, and Port of Brownsville on the map
- Identify the ports of entry
- Highlight that Edinburg is the "Gateway to the Rio Grande Valley"
- Add 24% daytime population increase below population
- Add Airport runway is 5,000 ft. with the ability to increase to 9,000 ft.
- Add average commute times
- Add the Discroll Hospital
- Add the H-E-B Park and Bert Ogden Arena to showcase the city's entertainment

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

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

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 one 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. Regarding the North Industrial Park, Mr. Diaz mentioned he visited the park and noticed many areas are unkempt and stated there were semi-trucks practicing driving. Mr. Diaz inquired whether the city is responsible for those roads. Ms. Davila clarified they are public roads and mentioned the North Industrial Park grass is on the city's maintenance rotation. Staff will coordinate with the maintenance department and code enforcement to increase the rotation.

Mr. Govind inquired whether the student paid internship program would be for Edinburg residents only. Ms. Davila mentioned the board could consider offering the program only to Edinburg residents attending UTRGV and STC or open the program

to students that are attending UTRGV and STC that will intern in Edinburg.

Mr. Govind asked about the city's population during the daytime. Mr. Kelsey stated the only way to track that is with the number of full-time employed people. The daytime working population increases by 24%.

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)

Staff has submitted six Requests for Information (RFI) for Gulf Wind, Bright Resin, Sudsy Foam, Perfect Fit, Semi Rivera, and Green Zeus projects to the Economic Development & Tourism department of the Office of the Governor Greg Abbott.

Marketing Concept

Marketing Strategy Board Feedback

A marketing firm that focuses on manufacturing in Mexico approached staff with an unsolicited proposal to feature the North Industrial Park on their website and market the Edinburg EDC. Ms. Davila asked the board for feedback and recommendations to understand if this is something the board is interested in. As per the city's procurement policy, three quotes need to be obtained, which is why the agenda item was tabled. If the board is interested, staff can reach out to marketing firms for quotes. Mr. Rivera made a motion to discuss the marketing strategy in executive session.

**MOTION TO MOVE MEXICO
INDUSTRY MARKETING
STRATEGY BOARD
FEEDBACK TO EXECUTIVE
SESSION WAS MADE BY
TREASURER AARON RIVERA
AND SECONDED BY
SECRETARY VERONICA
GONZALES. MOTION
CARRIED UNANIMOUSLY.**

Ms. Gonzales mentioned an initiative the Edinburg Chamber of Commerce is doing to show appreciation for their members. Thank you cards are distributed when visiting member businesses in efforts to spur activity. The cards are only distributed to business members of the Edinburg Chamber of Commerce.

Ms. Davila provided a brief update and mentioned staff is collaborating with the Chamber for Economic Development Week. More updates to come on this.

Mr. Kelsey also provided a brief update on the business inventory list. Edinburg has approximately 2,300 businesses.

7. EXECUTIVE SESSION

The board entered executive session at 5:29 PM.

**MOTION TO ENTER
EXECUTIVE SESSION WAS
MADE BY SECRETARY
VERONICA GONZALES AND
SECONDED BY
COUNCILMEMBER DAN DIAZ
AT 5:29 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.

8. 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.

The EDC board reconvened for open session at 6:47 PM.

**MOTION TO OPEN SESSION
WAS MADE BY SECRETARY
VERONICA GONZALES AND
SECONDED BY TREASURER
AARON RIVERA AT 6:47 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.)

No action was taken in executive session.

9. **ADJOURNMENT**

There being no further business to consider, the meeting adjourned at 6:48 PM.

**MOTION TO ADJOURN
MEETING WAS MADE BY
TREASURER AARON RIVERA
AND SECONDED BY
SECRETARY VERONICA
GONZALES AT 6:48 PM.
MOTION CARRIED
UNANIMOUSLY.**

Leticia Pantoja

Digitally signed by Leticia
Pantoja
Date: 2022.04.22 18:36:31
+05'00'

Minutes Transcribed by: Leticia Pantoja

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Consider approval of financial report for second quarter
January 2022 through March 2022.

1. Agenda Item:

Consider approval of financial report for second quarter January 2022 through March 2022.

2. Description/Scope:

Blanca Davila, Director of Economic Development and Dagoberto Soto, Director of Finance will provide a quarterly financial report for January 2022 through March 2022.

3. Estimated Timeline:

Quarterly.

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval.

7. Justification:

N/A

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: 2nd Quarter FY 2022 Financials

Attachment B: Sales Tax State Collection RGV Comparison

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____

Edinburg Economic Development Corporation

2nd Quarter Financials for the period ended March 31, 2022



EDINBURG ECONOMIC DEVELOPMENT CORPORATION

BALANCE SHEET (Unaudited)

March 31, 2022

Assets

Cash and Cash Equivalents	\$ 201,850
Investments	6,847,777
Sales Tax Receivable	1,223,812
Receivables, Net	1,592,608
Santana Receivable, Net	12,083,422
Restricted Assets	
Cash and Cash Equivalents	2,295,112
Investments	33,564,511
TOTAL ASSETS	\$ 57,809,092

Liabilities

Current Liabilities	
Accounts Payable	\$ 2,674,522
Total Liabilities	2,674,522

Fund Balance

Restricted For:	
Capital Projects	15,363,235
Debt Service	18,497,428
Other: Note Receivables	12,083,422
Other: Property Acquisitions	2,300,000
Other: Contingency Reserve	1,900,000
Unrestricted	4,990,484
Total Fund Balance	55,134,570
TOTAL LIABILITIES AND FUND BALANCE	\$ 57,809,092

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

MONTHLY BUDGET ACTIVITY REPORT (Unaudited)

As of March 31, 2022

	Total Budget	1st Qtr Activity	Jan	Feb	Mar	2nd Qtr Activity	YTD	Percent Used	Remaining Budget
Available Fund Balance									
PROPERTY ACQUISITIONS	\$ 2,300,000	-	-	-	-	-	\$ -	0%	\$ 2,300,000
UNRESTRICTED FUND BALANCE	5,432,866	-	-	-	-	-	-	0%	5,432,866
Total Available Fund Balance	7,732,866	-	-	-	-	-	-	0%	7,732,866
Revenues									
GEN SALES & USE TAX (.5%)	7,730,000	2,142,018	601,307	622,505	-	1,223,812	3,365,829	44%	4,364,171
INTEREST EARNED	10,000	1,292	444	446	1,985	2,875	4,167	42%	5,833
RENTAL INCOME	91,032	22,958	10,855	10,135	9,596	30,586	53,544	59%	37,488
Total Revenues	7,831,032	2,166,268	612,606	633,086	11,581	1,257,273	3,423,540	44%	4,407,492
Other Financing Resources									
SALE OF PROPERTY	-	156,403	-	-	-	-	156,403	0%	(156,403)
OTHER	-	-	-	-	274,906	274,906	274,906	0%	(274,906)
Total Other Financing Resources	-	156,403	-	-	274,906	274,906	431,308	0%	(431,308)
Total Revenues and Other Financing Resources	\$ 7,831,032	2,322,670	612,606	633,086	286,487	1,532,179	3,854,849	49%	\$ 3,976,183
Expenditures									
Administrative Services									
ADMINISTRATION FEE	\$ 1,000,000	-	250,000	-	-	250,000	\$ 250,000	25%	\$ 750,000
AUDIT / ACCOUNTING	22,000	-	-	60	13,425	13,485	13,485	61%	8,515
BOND FEES	55,000	(5,347)	-	-	-	-	(5,347)	-10%	60,347
PROFESSIONAL SERVICES	10,000	300	7,466	16,768	46	24,279	24,579	246%	(14,579)
Total Administrative Services	1,087,000	(5,047)	257,466	16,828	13,471	287,764	282,717	26%	804,283
Programs									
CONFERENCES	50,000	3,180	-	-	-	-	3,180	6%	46,820
JOB TRAINING PROGRAMS	200,000	3,607	-	-	-	-	3,607	2%	196,393
MARKETING AND ADVERTISING SERVICES	200,000	25,016	878	2,750	3,195	6,823	31,839	16%	168,161
RESEARCH, STUDIES, OTHER CONTRACTS	100,000	4,340	1,000	-	-	1,000	5,340	5%	94,660
SPONSORSHIPS	50,000	23,750	500	15,000	1,050	16,550	40,300	81%	9,700
TRAVEL, TRAINING, MEETINGS	50,000	2,138	-	-	-	-	2,138	4%	47,862
Total Programs	650,000	62,031	2,378	17,750	4,245	24,373	86,404	13%	563,596
Properties									
GENERAL INSURANCE	70,000	8,984	8,984	-	-	8,984	17,968	26%	52,033
LAND - PURCHASE OF PROPERTY	4,336,548	7,900	1,000	1,160,651	1,650	1,163,301	1,171,201	27%	3,165,347
PROPERTY MAINTENANCE	200,000	1,421	280	-	14,958	15,238	16,659	8%	183,341
PROPERTY TAXES	100,000	27,820	-	200,621	393	201,013	228,833	229%	(128,833)
UTILITIES	20,000	694	370	271	354	996	1,689	8%	18,311
Total Properties	4,726,548	46,818	10,634	1,361,544	17,355	1,389,532	1,436,350	30%	3,290,198
Incentive Agreements									
ECONOMIC DEVELOPMENT INCENTIVES	500,000	-	-	-	-	-	-	0%	500,000
VANTAGE VENTURES/DPS	92,000	-	92,000	-	-	92,000	92,000	100%	-
AURIEL INVESTMENTS/PLAZA	50,000	-	50,000	-	-	50,000	50,000	100%	-
TACO PALENQUE/PALENQUE GRILL	50,000	-	-	-	-	-	-	0%	50,000
FIRST HARTFORD REALTY-RESTAURANT PLAZA	100,000	-	-	-	-	-	-	0%	100,000
SHEA NATE LLC	150,000	-	-	-	-	-	-	0%	150,000
Total Incentive Agreements	942,000	-	142,000	-	-	142,000	142,000	15%	800,000

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

MONTHLY BUDGET ACTIVITY REPORT (Unaudited)

As of March 31, 2022

	Total Budget	1st Qtr Activity	Jan	Feb	Mar	2nd Qtr Activity	YTD	Percent Used	Remaining Budget
Debt Service									
ARENA BOND SHORTAGE	1,000,000	-	780,418	-	-	780,418	780,418	78%	219,582
BOND INTEREST EXPENSE	1,088,095	-	-	525,949	-	525,949	525,949	48%	562,146
BOND PRINCIPAL PAYMENT	1,585,000	-	-	1,020,000	-	1,020,000	1,020,000	64%	565,000
Total Debt Service	3,673,095	-	780,418	1,545,949	-	2,326,367	2,326,367	63%	1,346,728
Total Expenditures	\$ 11,078,643	103,802	1,192,895	2,942,070	35,070	4,170,036	\$ 4,273,838	39%	\$ 6,804,805
Sources Over/(Under) Uses	\$ 4,485,255	2,218,868	(580,289)	(2,308,984)	251,416	(2,637,857)	\$ (418,989)	-9%	\$ 4,904,244
Revenue Bond Projects									
EL TULE RECREATION CENTER	\$ 4,974,310	417,332	153,789	24,076	851,900	1,029,765	\$ 1,447,097	29%	\$ 3,527,213
CAPABLE KIDS BEETHOVEN	300,476	143,120	12,562	104,376	-	116,938	260,059	87%	40,418
Total Revenue Bond Projects	\$ 5,274,787	560,452	166,351	128,453	851,900	1,146,704	\$ 1,707,156	32%	\$ 3,567,631

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SUPPLEMENTARY INFORMATION (Unaudited)

Cash Balances as of March 31, 2022

	Beginning Balance	1st Qtr Activity	January Activity	February Activity	March Activity	2nd Qtr Activity	Ending Balance
Cash - Unrestricted							
Operating - Non Interest Bearing	\$ 1,539,669	\$ (24,816)	\$ (24,971)	\$ (491,439)	\$ (796,593)	\$ (1,313,003)	\$ 201,850
Operating - Interest Bearing	2,382,743	(682,581)	2,321,377	(1,639,652)	265,889	947,615	2,647,777
Total Unrestricted Cash	3,922,412	(707,396)	2,296,406	(2,131,090)	(530,704)	(365,389)	2,849,627
Cash - Restricted							
Non Interest Bearing:							
Debt Service Funds	2,261,431	-	5,347	28,333	-	33,680	2,295,112
Total Non Interest Bearing Cash	2,261,431	-	5,347	28,333	-	33,680	2,295,112
Interest Bearing:							
Series 2019 Bonds - Project Fund	8,344,780	239	71	67	758	896	8,345,915
Series 2021 Bonds - Project Fund	9,015,054	258	77	72	819	967	9,016,279
Series 2021 Refunding Bonds - Santana	14,822,863	-	-	-	-	-	14,822,863
Debt Service Reserves Fund	1,407,595	43	13	(28,321)	125	(28,183)	1,379,454
Reserved for Property Acquisitions	2,300,000	-	-	-	-	-	2,300,000
Reserved for Contingencies	1,900,000	-	-	-	-	-	1,900,000
Total Interest Bearing Cash	37,790,291	540	160	(28,183)	1,702	(26,320)	37,764,511
Total Restricted Cash	40,051,722	540	5,508	150	1,702	7,360	40,059,623
Total Unrestricted and Restricted Cash	\$ 43,974,134	\$ (706,856)	\$ 2,301,914	\$ (2,130,940)	\$ (529,002)	\$ (358,028)	\$ 42,909,250

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

SALES TAX REVENUES (0.5%) - GAAP BASIS

MONTH	FY 18/19	FY 19/20	FY 20/21	FY 21/22	Difference FY 21/22 - 20/21	
OCT.	501,759	539,764	548,456	620,368	71,913	↑ 13%
NOV.	443,392	517,839	566,005	705,608	139,603	↑ 25%
DEC.	620,687	673,924	754,719	816,042	61,323	↑ 8%
JAN.	443,892	475,560	553,863	601,307	47,444	↑ 9%
FEB.	528,458	453,935	501,873	622,505	120,632	↑ 24%
MAR.	589,833	574,164	727,183			
APR.	533,819	497,295	641,177			
MAY	512,049	550,235	633,072			
JUN.	560,920	591,024	717,109			
JUL.	549,402	538,033	611,295			
AUG.	517,757	530,880	704,765			
SEP.	553,671	647,655	663,366			
TOTAL	<u>6,355,639</u>	<u>6,590,308</u>	<u>7,622,882</u>	<u>3,365,829</u>	440,914	↑ 15%

AVERAGE PER MONTH:

YTD Comparison \$ 507,638 \$ 532,204 \$ 584,983 \$ 673,166

YTD COMPARISON:

\$ 2,538,189 \$ 2,661,022 \$ 2,924,915 \$ 3,365,829

YTD COMPARISON: INCREASE/(DECREASE):

325,551 122,833 263,893 440,914

YTD COMPARISON: INCREASE/(DECREASE) % :

15% 5% 10% 15%

SALES TAX STATE COLLECTION RGV COMPARISON - APRIL 2022

Valley Rank	City	Net Payment This Period	Payment Prior Year	% Change	2022 Payments To Date	2021 Payments To Date	% Change
Rank Based on Current Month Activity							
1	Mercedes	\$ 521,262	\$ 391,844	33%	\$ 2,778,436	\$ 2,010,718	38%
2	Brownsville	\$ 3,971,854	\$ 3,053,581	30%	\$ 18,420,687	\$ 15,036,909	23%
3	Mission	\$ 1,851,210	\$ 1,457,202	27%	\$ 8,589,465	\$ 6,321,351	36%
4	Edinburg	\$ 2,490,019	\$ 2,007,491	24%	\$ 10,981,844	\$ 9,505,838	16%
5	McAllen	\$ 6,457,225	\$ 5,255,017	23%	\$ 30,358,557	\$ 25,070,008	21%
6	Pharr	\$ 2,117,602	\$ 1,734,431	22%	\$ 9,081,771	\$ 7,819,379	16%
7	Weslaco	\$ 1,335,601	\$ 1,121,807	19%	\$ 6,046,512	\$ 5,078,779	19%
8	Harlingen	\$ 2,262,193	\$ 1,968,544	15%	\$ 10,370,241	\$ 9,100,554	14%
9	South Padre Island	\$ 275,043	\$ 241,316	14%	\$ 1,150,317	\$ 968,084	19%

Rank Based on Calendar Year 2022 To Date Activity							
1	Mercedes	\$ 521,262	\$ 391,844	33%	\$ 2,778,436	\$ 2,010,718	38%
2	Mission	\$ 1,851,210	\$ 1,457,202	27%	\$ 8,589,465	\$ 6,321,351	36%
3	Brownsville	\$ 3,971,854	\$ 3,053,581	30%	\$ 18,420,687	\$ 15,036,909	23%
4	McAllen	\$ 6,457,225	\$ 5,255,017	23%	\$ 30,358,557	\$ 25,070,008	21%
5	Weslaco	\$ 1,335,601	\$ 1,121,807	19%	\$ 6,046,512	\$ 5,078,779	19%
6	South Padre Island	\$ 275,043	\$ 241,316	14%	\$ 1,150,317	\$ 968,084	19%
7	Pharr	\$ 2,117,602	\$ 1,734,431	22%	\$ 9,081,771	\$ 7,819,379	16%
8	Edinburg	\$ 2,490,019	\$ 2,007,491	24%	\$ 10,981,844	\$ 9,505,838	16%
9	Harlingen	\$ 2,262,193	\$ 1,968,544	15%	\$ 10,370,241	\$ 9,100,554	14%

RGV AVERAGES	\$ 2,364,668	\$ 1,914,581	24%	\$ 10,864,203	\$ 8,990,180	21%
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STATE TOTALS	\$ 551,495,357	\$ 436,043,829	26%	\$ 2,557,455,028	\$ 2,117,404,706	21%
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EEDC Portion (25%)	\$ 622,504.67
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Prepared by: Dagoberto Soto Jr., Director of Finance

Date: 04/13/2022

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Consider approval of mid-year budget amendment for Fiscal Year 2022.

1. Agenda Item:

Consider approval of mid-year budget amendment for Fiscal Year 2022.

2. Description/Scope:

Blanca Davila, Director of Economic Development, will present a proposed mid-year amended budget.

3. Estimated Timeline:

Mid-year budget adjustments.

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

N/A

7. Justification:

N/A

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: FY2022 Proposed Mid-year Amended Budget

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____

Economic Development Budget Operating Cash		FY2022 Approved	FY2022 Amended
Revenues			
	1/2 Cent Sales Tax Revenue	7,730,000	7,730,000
	Interest on Investments	10,000	10,000
	Lease Payments	91,032	91,032
	Transfer in TexStar Bond Projects FY21 Activity, Net	-	-
	Total Revenues	7,831,032	7,831,032
Administrative Services			
	Contractual & Maintenance Services		
	Admin Services	1,000,000	1,000,000
	Professional Services	10,000	50,000
	Audit	15,000	15,000
	CPA Services	7,000	7,000
	Finance Services	55,000	55,000
	Memberships	-	25,000
	Total Contractual & Maintenance	1,087,000	1,152,000
	Total Administrative Services	1,087,000	1,152,000
EDC Programs, Properties & Projects			
	Programs		
	Workforce Training	200,000	200,000
	Marketing	300,000	300,000
	Sponsorship / Donations	50,000	100,000
	Research	100,000	65,340
	Total Programs	650,000	665,340
	Properties		
	Property Taxes	100,000	230,293
	Purchase of Property	4,336,548	3,671,201
	Utilities	20,000	4,689
	Improvements, Maintenance & Repairs	200,000	200,000
	General Property Insurance	70,000	70,000
	Total Properties	4,726,548	4,176,183

Projects				
	Economic Development Incentives		500,000	500,000
	Vantage Ventures (DPS Facility) 2016		92,000	92,000
	Auriel Investments (Shops @ Tru) 2018		50,000	50,000
	TP UT RGV, LLC (Taco Palenque & Palenque Grill) 2019		50,000	50,000
	<i>First Hartford (The Shoppes at RGV) 2019</i>		100,000	100,000
	<i>Shea Nate LLC (Shops at St. Michael) 2021</i>		150,000	150,000
	Total Projects		942,000	942,000
Total EDC Programs, Properties & Projects			6,318,548	5,783,523
Debt Service				
	Bond Principal Payment		1,585,000	1,585,000
	Bond Interest		1,088,095	1,088,095
	Arena Bond Shortage		1,000,000	780,418
	Total Debt Service		3,673,095	3,453,513
	Total Disbursements		\$ 11,078,643	\$ 10,389,036
	Total Receipts Over Disbursements		\$ (3,247,611)	\$ (2,558,004)

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Discussion and possible action on sponsorship for Edinburg
Lions Club Fishing Tournament.

1. Agenda Item:

Discussion and possible action on sponsorship for Edinburg Lions Club Fishing Tournament.

2. Description/Scope:

The Edinburg Lions Club is requesting the Edinburg EDC participate as a sponsor for the Lions Fishing Tournament at Lobo Del Mar Cafe in South Padre Island, Texas.

3. Estimated Timeline:

Edinburg Lions Club Fishing Tournament will be hosted June 11, 2022.

4. Budget:

To date, the EDC has spent \$43,800 of the \$50,000 budgeted for Sponsorships & Donations this fiscal year, leaving \$6,200 to cover additional sponsorships.

If budget amendment is approved, the Sponsorship & Donations line item will be amended to add \$50,000.

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

7. Justification:

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: Edinburg Lions Club Fishing Tournament Sponsorship Brochure

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____

SPONSORSHIP LEVELS

ADMIRAL

\$1200.00

4 BOAT ENTRIES
12 ANGLERS
12 MEAL TICKETS

ADVERTISING IN EVENT PUBLICATIONS &
FACEBOOK PAGE

CAPTAIN

\$600.00

1 BOAT ENTRIES
4 ANGLERS
4 MEAL TICKETS

ADVERTISING IN EVENT PUBLICATIONS &
FACEBOOK PAGE

FIRST MATE

\$300.00

1 BOAT ENTRIES
2 ANGLERS
2 MEAL TICKETS

ADVERTISING IN EVENT PUBLICATIONS &
FACEBOOK PAGE

Tournament Registration

\$150 per Angler

Make Check Payable to
EDINBURG LIONS CLUB
and mail completed entry form by:

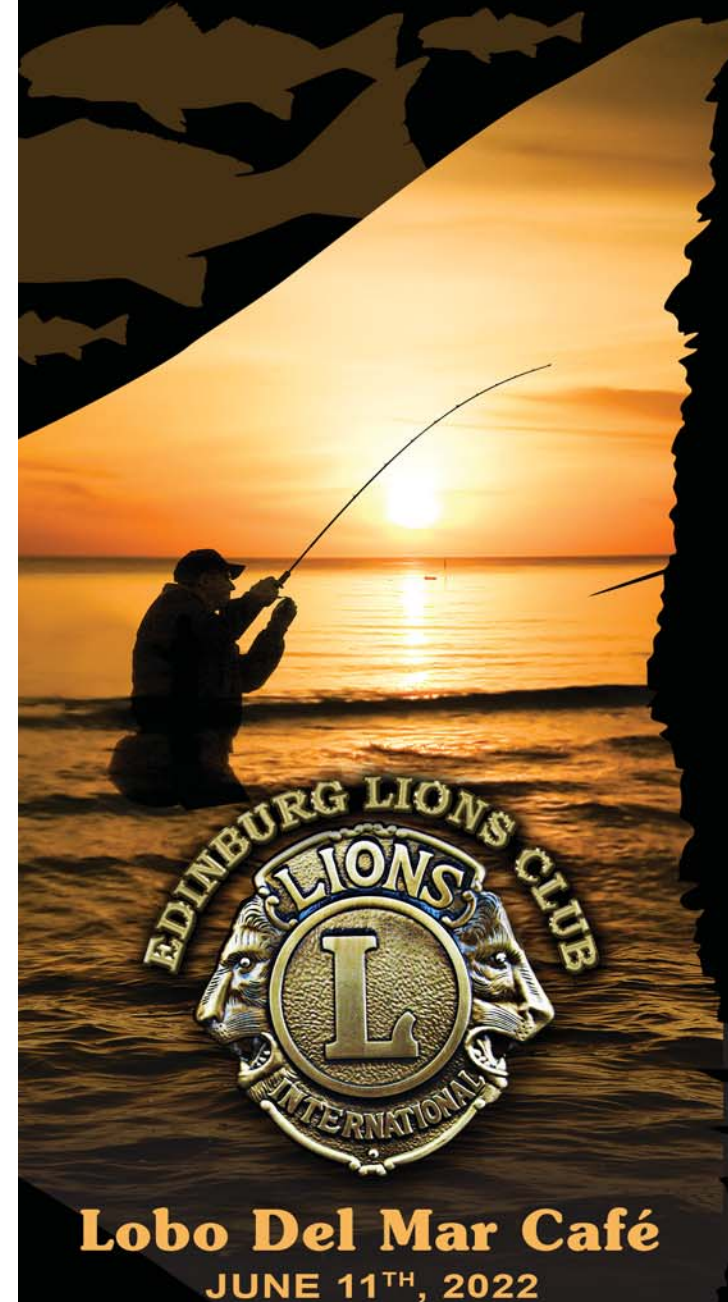
May 31, 2022 - to:

Edinburg Lions Club
P.O. Box 64
Edinburg, TX 78539

Edinburg Lions Club
P.O. Box 64
Edinburg, TX 78539



LIONS FISHING TOURNAMENT



BAY DIVISION RULES

- ALL TEAM CAPTAINS MUST REGISTER TEAM AT **LOBO DEL MAR CAFE** BY FRIDAY EVENING AT THE CAPTAIN'S MEETING FROM 7:00 P.M. - 8:30 P.M. FISH SLOT WILL BE DRAWN AND ANNOUNCED AT THE CAPTAIN'S MEETING. TEAM CAPTAIN MUST BE PRESENT AT MEETING. DRINKS AND APPETIZERS TO BE SERVED.
- Fishing starts on Saturday at 6:30 a.m. Boats may leave docks before 6:30 a.m., but fishing cannot commence until 6:30 a.m.
- All boats must launch from South Padre Island or Port Isabel area.
- A person that has been banned and/or disqualified from any other fishing tournament(s) is not allowed to participate in this tournament.
- Lion's Fishing Director and Weigh Master will be the officials of the tournament and will make all decisions during tournament.
- A polygraph exam may be administered if requested by weight master.
- WINNING FISH WILL BE DETERMINED BY WEIGHT. TIES WILL BE BROKEN BY LENGTH THEN TIME.
- THIS IS A TEAM TOURNAMENT ONLY ONE TEAM PER BOAT. TEAM MUST CONSIST OF TWO ANGLERS. NO MORE THAN FOUR ANGLERS PER TEAM OR BOAT.
- Weigh-in is on Saturday starting at 2:00 p.m. - 4:00 p.m. at **LOBO DEL MAR**. There will be no exceptions made so plan your time accordingly.
- Team may only win one place per category.
- The following are the three slot groups for trout category 17-19, 19-21, 21-23. One slot will be drawn at captains meeting before the tournament. Only fish that are between the drawn slot will be allowed to be weighed in.
- The following are the three slots group for redfish category 20-23, 23-26 and 26-28. One slot will be drawn at captains meeting before the tournament. Only fish that are between the drawn slot will be weighed in.
- The team may only weigh in one fish per slot. The heaviest weight will be the teams entry for the category.
- Kayaks & Jet Skis are welcomed. One kayak or jet ski is equal to one angler. Additional anglers must pay registration fee.

LIFT

EDINBURG LION'S
FISHING TOURNAMENT

SATURDAY, JUNE 11, 2022 LOBO DEL MAR CAFE

South Padre Island, Texas

Registration /Captain Meeting

Friday Evening June 10th 6:30 – 8:30pm
Drinks and Appetizers to be served

Weigh-in 2pm - 4pm

Weigh – in deadline 4pm on dock
Dinner Saturday 4:00 pm – 6:00 pm

Door Prizes & Presentation of Winners

5:00 pm

TROPHIES & CASH PRIZES

1st Place 2nd Place 3rd Place Red Fish

1st Place 2nd Place 3rd Place Trout

NO GUIDE SERVICES ALLOWED 1 PLACE PER CATEGORY

For more information contact:

J. Eric Pena (956) 383-5311	Gabriel Salinas (956) 295-6287	John Pena (956) 648-0929
Juan Lopez (956) 292-6880	Eddie Badillo (956) 329-9845	

To join a Lions Club, go to: www.lionsclub.org

**FULL DAY OF
FUN & DOOR PRIZES**

THANK YOU! PREVIOUS LIFT SPONSORS

ADMIRAL SPONSORS



CAPTAIN SPONSORS

**MEG
Engineering**

**Exceptional
Staffing**



**Blanca
Garza**



FIRST MATE SPONSORS

**Hidalgo Co.
Sheriff's Association**

**Colchado
Family**

Terracon

SAMES, Inc

Lion Nanci Rickert

**RGV
Alliance**



Allstate
You're in good hands.
Roy Tijerina - Agent

**DAVID'S BAIL
BONDS**



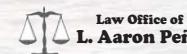
**G & S
GLASS**

AEC ENGINEERING, LLC
Agricultural • Environmental • Civil

*Linebarger, Goggan,
Blair & Sampson, LLP*

**Land Mark
Surveying Services**

**At Home
Health Care LLC**
Nursing • Physical • Occupational • Speech • Psychiatric



OMEGA
Development & Construction
1993

CHAPA BLUE

Rick's Auto Service

SDI Engineering

RIO TECH

Follow Me, and I will make
you fishers of men:
Matthew 4:19

WE HOPE TO SEE YOU AGAIN



Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Discussion and possible action on sponsorship for Edinburg Police Department's 26th Annual National Night Out event.

1. Agenda Item:

Discussion and possible action on sponsorship for Edinburg Police Department's 26th Annual National Night Out event.

2. Description/Scope:

Edinburg Police Department's Officer Balde Gomez is requesting the Edinburg EDC participate as a sponsor for the 26th Annual National Night Out event at Edinburg Municipal Park in Edinburg, Texas. The sponsorship request is for \$5,000.

National Night Out is an annual community-building campaign that promotes police-community partnerships and neighborhood camaraderie to make neighborhoods safer, more caring places to live. National Night Out enhances the relationship between neighbors and law enforcement while bringing back a true sense of community. Event proceeds raised will be utilized for the Edinburg Police Department's Annual Blue Santa Toy Drive.

3. Estimated Timeline:

26th Annual National Night Out will be hosted August 2, 2022.

4. Budget:

To date, the EDC has spent \$43,800 of the \$50,000 budgeted for Sponsorships & Donations this fiscal year, leaving \$6,200 to cover additional sponsorships.

If budget amendment is approved, the Sponsorship & Donations line item will be amended to add \$50,000.

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

7. Justification:

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: Edinburg Police Department National Night Out Request Letter

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____



26th Annual National Night Out

Tues Aug. 2nd 6pm –10pm

Edinburg Economic Development

National Night Out is an annual community-building campaign that promotes police-community partnerships and neighborhood camaraderie to make our neighborhoods safer, more caring places to live. National Night Out enhances the relationship between neighbors and law enforcement while bringing back a true sense of community. Furthermore, it provides a great opportunity to bring police and neighbors together under positive circumstances.

The Edinburg Police Department and the City of Edinburg celebrate their 26th Annual National Night Out on Tuesday, August 02, 2022 from 6:00 p.m. to 10:00 p.m. at Edinburg Municipal Park at 714 South Raul Longoria Rd. There will be live music, DJ Music, Dance Groups, Food Booths, Kiddie Rides and much more.

This is a night for Edinburg to stand together to promote awareness, Safety and neighborhood unity. National Night Out showcases the importance of citizen involvement in our efforts to build a safer community. We invite you to be part of this year's event as a **five thousand dollar sponsor**. Join the Edinburg Police Department and celebrate National Night Out Tuesday August 2, 2022 at the Edinburg Municipal Park. Event Proceeds raised will be for our Annual Blue Santa Toy Drive.

Thank you again

Officer Balde Gomez

Edinburg Police

956-330-6724

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Discussion and possible action on sponsorship for Edinburg
Chamber of Commerce's Texas Cook'Em event.

1. Agenda Item:

Discussion and possible action on sponsorship for Edinburg Chamber of Commerce's Texas Cook'Em event.

2. Description/Scope:

Edinburg Chamber of Commerce's Executive Director Ronnie Larralde is requesting the Edinburg EDC participate as a sponsor for the 16th Annual Texas Cook'Em event at Ebony Hills Golf Course in Edinburg, Texas.

Texas Cook'Em is one of Texas's biggest BBQ event, awarding \$25,000 to the winners. In 2021, Texas Cook' Em drew more than 80 cooking teams from across the state, and over 8,000 citizens attended this CBA and SCA State Championship event. The event will feature live music, a full day of national entertainment, vendors, a children's fun area, fireworks to kick off an evening concert, and award-winning barbeque.

The Texas Cook' Em will honor 10 UTRGV veteran students each receiving a \$1,000 scholarship at the barbeque competition. The scholarships are part of the Texas Cook' Em High Steaks advocacy honoring local veterans through a partnership with H-E-B.

3. Estimated Timeline:

Edinburg Chamber of Commerce's 16th Annual Texas Cook'Em event will be hosted July 2, 2022.

4. Budget:

To date, the EDC has spent \$43,800 of the \$50,000 budgeted for Sponsorships & Donations this fiscal year, leaving \$6,200 to cover additional sponsorships.

If budget amendment is approved, the Sponsorship & Donations line item will be amended to add \$50,000.

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

7. Justification:

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: Texas Cook'Em Sponsorship Package

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____



Dear Cook'Em Supporter,

The Edinburg Convention and Visitors Bureau and Edinburg Chamber of Commerce proudly presents the 16th Annual Texas Cook'Em: High Steaks in Edinburg. On Saturday, July 2nd, in Edinburg, competitors will battle it out on the grill to cook the best chicken, ribs, brisket, pork and rib-eye steak for money and a year's worth of bragging rights. Texas Cook'Em is one of Texas's biggest BBQ purse, awarding \$25,000 to the winners. In 2021, Texas Cook'Em drew more than 80 cooking teams from across the state, and over 8,000 citizens attended this CBA and SCA State Championship event. Texas Cook'Em will also feature live music, a full day of national entertainment, vendors, a children's FUN area, FIREWORKS to kick off an evening concert, and of course, delicious award-winning barbeque! The Texas Cook'Em will honor 10 UTRGV veteran students each receiving a \$1,000 scholarship at the barbeque competition. The scholarships are part of the Texas Cook'Em High Steaks advocacy honoring local veterans through a partnership with H-E-B.

The Chamber respectfully requests your consideration in support of our upcoming Texas Cook'Em: High Steaks in Edinburg in order to continue creating wonderful family memories to the citizens of the RGV. Texas Cook'Em is a community event and a quality-of-life experience that will benefit the citizens of Edinburg and the Rio Grande Valley. We hope that you see the benefits in associating your company with this great community event. In return for your generous donation, the Chamber will gratefully acknowledge your business in publicity associated with the 16th Annual Texas Cook'Em throughout the duration of event promotion, and of course, during the day of the event.

We would like to thank you in advance for your cooperation. If you should require additional information or are interested in sponsorship opportunities, please feel free to contact me at (956) 383-4974.

A handwritten signature in black ink, appearing to read "Ronnie Larralde".

Ronnie Larralde
Executive Director
Edinburg Chamber of Commerce



HIGH STEAKS SPONSORSHIP \$15,000

- This is an exclusive category with first right of refusal for next year's festival
- Logo on Welcome Sign
- Opportunity for welcoming remarks before the headlining act
- Complimentary Team Entry
- Complimentary Vendor 20 x 20 Booth Space (if desired)
- Prominent placement of company banners (10) day of the event (provided by sponsor)
- Big Check Presentation plus mention in all press releases
- Logo placed on event poster, flyers, and shirts
- Print media Ad Recognition (local and regional)
- Radio and TV Recognition (local and regional)
- Recognition in Chamber E-Newsletter, Facebook Page, and website (with logo)
- (16) Event t-shirts
- 2 Tables (8) at Concert Pit with VIP amenities
- MC Acknowledgement as Title Sponsor



FIREWORK SPONSORSHIP \$5,000 (LIMITED TO ONE BUSINESS)

This is an exclusive category with first right of refusal for next year's festival
Business name will be recognized as the official sponsor of the firework show

Complimentary Team Entry

Placement of company banner day of the event (5 x 8 provided by sponsor)

Check Presentation plus mention in all press releases

Print media Ad Recognition (local and regional)

Radio Recognition (regional)

Company Logo placed on event poster or flyers

Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)

(8) Event t-shirts

1 Table (8) at Concert Pit with VIP amenities

MC Acknowledgement day of event

CARSHOW SPONSORSHIP \$5,000 (LIMITED TO ONE BUSINESS)

This is an exclusive category with first right of refusal for next year's festival

Business name will be recognized as the official sponsor of the Car show

Complimentary Team Entry

Placement of company banner day of the event (5 x 8 provided by sponsor)

Check Presentation plus mention in all press releases

Print media Ad Recognition (local and regional)

Radio Recognition (regional)

Company Logo placed on event poster or flyers

Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)

(8) Event t-shirts

1 Table (8) at Concert Pit with VIP amenities

MC Acknowledgement Day of event



KID'S ZONE SPONSORSHIP \$5,000 (LIMITED TO ONE BUSINESS)

This is an exclusive category with first right of refusal for next year's festival

Business name will be recognized as the official sponsor of the Kid's Zone show

Complimentary Team Entry

Placement of company banner day of the event (5 x 8 provided by sponsor)

Check Presentation plus mention in all press releases

Print media Ad Recognition (local and regional)

Radio Recognition (regional)

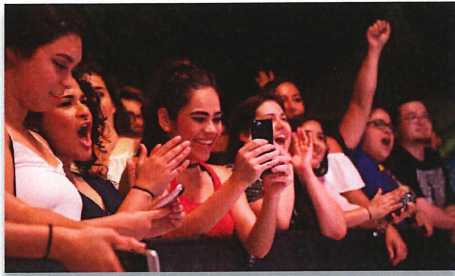
Company Logo placed on event poster or flyers

Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)

(8) Event t-shirts

1 Table (8) at Concert Pit with VIP amenities

MC Acknowledgement Day of event



SMOKIN' SPONSORSHIP (\$2,500 MINIMUM)

Complimentary Team Entry

Placement of company banner day of the event (provided by sponsor 3 x 5)

Check Presentation plus mention in all press releases

Print Media Ad recognition (local and regional)

Company Logo placed on event poster or flyers

Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)

(5) Event t-shirts

MC Acknowledgement Day of event



SEASONED SPONSORSHIP (\$1,000 MINIMUM)

Complimentary Vendor Booth Space

Placement of company banner day of event (provided by sponsor 2 x 3)

Company name mentioned in all press releases

Company name placed on event poster or flyers

Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)

(3) Event t-shirts

MC Acknowledgement Day of event



LIGHTER STARTER SPONSORSHIP (\$500 MINIMUM)

Mention in Press Releases

Recognition in Chamber E-Newsletter following the event

MC Acknowledgement Day of event

We thank you, and the many businesses and individuals who partner with the Edinburg Chamber of Commerce to put on a wonderful quality of life event for our community.

On behalf of the entire Edinburg Chamber of Commerce Board, Chamber Staff and the residents of Edinburg, we thank you for your dedication and commitment to your Chamber and our community.

Please submit your completed form to information@edinburg.com.

For further assistance please contact the Edinburg Chamber of Commerce

Information@edinburg.com
602 W. University, Dr, Edinburg, TX
O: (956) 383-4974
F: (956) 383-6942



BASIC INFORMATION

Company Name:

Contact Name:

Title:

Street Address:

City:

State:

Zip Code:

Phone Number:

E-mail:



LEVEL OF PARTICIPATION

☐ \$ 15,000 HIGH STEAKS SPONSOR

☐ \$ 5,000 KID'S ZONE SPONSOR

☐ \$ 5,000 CARSHOW SPONSOR

☐ \$ 2,500 SMOKIN' SPONSOR

☐ \$ 5,000 FIREWORK SPONSOR

☐ \$ 1,000 SEASONED SPONSOR

☐ \$ 500 LIGHTER STARTER SPONSOR

COMPANY AUTHORIZED SIGNATURE:



BILLING INFORMATION

Payment Type: ☐ Credit Card ☐ Cash ☐ Check ☐ Send Invoice ☐ Other

Credit Card Number:

☐ Visa

☐ AMEX

☐ MC

Name on Credit Card:

Expiration Date:

/

CVV #:

Zip Code:

Authorized Signature:

Date:

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Discussion and possible action on sponsorship for Rio Grande Valley Partnership Small Business Week Recognition luncheon.

1. Agenda Item:

Discussion and possible action on sponsorship for Rio Grande Valley Partnership Small Business Week Recognition luncheon.

2. Description/Scope:

The Rio Grande Valley Partnership is hosting the National Small Business Week Recognition Luncheon at the Rancho Viejo Resort & Country Club Convention Center in Rancho Viejo, Texas.

The National Small Business Week Luncheon will recognize the U.S. Small Business Administration Lower Rio Grande Valley District's awardees for ten small business categories. Two out of the ten recognized businesses are from Edinburg, Texas.

- Family-Owned Small Business of the Year: Vera's King-O-Meats, Inc.
- Home-Based Business of the Year: Jackson Pest Control.

3. Estimated Timeline:

Rio Grande Valley Partnership Small Business Week Recognition Luncheon event will be hosted May 3, 2022 at 11:00 AM.

4. Budget:

To date, the EDC has spent \$43,800 of the \$50,000 budgeted for Sponsorships & Donations this fiscal year, leaving \$6,200 to cover additional sponsorships.

If budget amendment is approved, the Sponsorship & Donations line item will be amended to add \$50,000.

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

7. Justification:

Blanca Davila
Director of Economic Development

ATTACHMENTS

Attachment A: RGV Partnership National Small Business Week Recognition Luncheon Sponsorship Package

Approved:	_____
Not Approved:	_____
Tabled:	_____
No Action:	_____

SAVE THE DATE

NATIONAL SMALL BUSINESS WEEK

Recognition Luncheon

RANCHO VIEJO RESORT & COUNTRY CLUB
Convention Center

1 Rancho Viejo Dr, Rancho Viejo, TX 78575

Tuesday, May 3rd, 2022 | 11:00 AM - 1:00 PM



U.S. Small Business Administration

For more information Contact monica@rgvpartnership or 956-968-3141



WWW.RGVPARTNERSHIP.COM

PHONE: 956-968-3141

FAX: 956-968-0210

Executive Committee

Arlene Garza
Chair
Gulf Aviation

Patrick McDonnell
Chair Elect
Valley Telephone Cooperative

Larry Gonzalez
Immediate Past Chair
Plains Capital Bank

Deborah Cordova
Secretary
Walsh McGurk Cordova Nixon, PLLC

Brent Baldree
Treasurer
Texas Regional Bank

Lee Reed
International Bank of Commerce

Anabell Cardona
Valley Grande Institute

Billy Canales
Rio Motor Company

J.D. Salinas
AT&T

Naomi Perales
Texas Gas Service

Board of Directors

Amanda Saldana, Pathfinder Public Affairs
Andrew Cannon, RGV MPO
Atanacio Hinojosa, Magic Valley Electric Corp.
Blanca Davila, Edinburg Economic Development Corp.
Carter Biel, Foremost Paving
Cledia Hernandez, Texas State Technical College
Daniel Garces, S&B Infrastructure
Daniel Lucio, AEP
Daniel Silva, Mission EDC
Danny Gurwitz, Atlas, Hall & Rodriguez, LLP.
David Irizarry, HCA Healthcare
Dr. Ramiro Caballero, Pharr EDC
Francisco Davila, Lone Star National Bank
Javier De Leon, Harlingen Chamber of Commerce
Jose Munoz, Guzman & Munoz Engineering & Surveying
Josh Mejia, Brownsville Community Improvement Corp
Juan M. Loya, PNC Bank
Kent Shepard, Relation Insurance Services, INC.
Kevin Campbell, S.R. Campbell Properties
Krys Weyand, Santa Cruz Properties
Linda Ufland, UTRGV
Maru De La Paz, Valley Baptist Medical Center
Marie Garcia, SAMES Engineering, INC.
Matthew Jones, Jones, Galligan, Key & Lozano, L.L.P
Matt Walthoff, Driscoll Children's Hospital
Michelle Lea Zamora, Third Coast Bank
Michael Williamson, Texas National Bank
Miles Bullion, Half Associates, Inc.
Ramiro Garza, NTB Development
Ralph Cowen, Port of Brownsville
Raudel Garza, Harlingen EDC
Rene Alcala, Killam Development
Rene Capistran, Noble Texas Builders, LLC
Rodrigo Gomez, Coca-Cola Company
Roberto Haddad, Doctors Hospital at Renaissance
Ruben Bosquez, Frost Bank
Ruben Cardenas, State Farm
Sarah Hammond, Atlas Electric, Air Conditioning
Thomas Dawson, Vantage Bank

Dear Business Partner,

Thank you for your continued support of the Rio Grande Valley Partnership (RGVP) and for your dedication to enhance the economic prosperity of the Rio Grande Valley.

The RGVP is gearing up to celebrate the 2022 National Small Business Week and host the Valley's Recognition Luncheon on Tuesday, May 3rd, 2022.

We ask that you please sponsor our awards luncheon. We hosted close to 300 individuals in 2018- primarily from the business community.

Join us as we honor the importance of small business ownership and entrepreneurship in the Rio Grande Valley. In collaboration with the U.S. Small Business Administration, we are to recognize the following:

2022 National Award Categories

- Small Businessperson of the Year
- Small Business Exporter of the Year

2022 District Director Awards

- District Director Award
- Family-Owned Small Business of the Year
- Home Based Business of the Year
- Minority Owned Small Business of the Year
- Rural Owned Small Business of the Year
- Veteran Owned Small Business of the Year
- Woman-Owned Small Business of the Year
- Young Entrepreneur of the Year

Thank you for your continued support.

Sincerely,

Sergio Contreras
President/CEO

NATIONAL SMALL BUSINESS WEEK

Recognition Luncheon

Date: Tuesday, May 3rd, 2022

Time: 11:00 AM - 1:00 PM

Location: Rancho Viejo Resort & Country Club (Convention Center)
1 Rancho Viejo Dr, Rancho Viejo, TX 78575

Sponsorship Levels and Benefits

\$1,500 Small Business Champion

- Two-minute speaking opportunity
- Logo on all print material
- Option to display promotional material on tables
- Opportunity to include an item in the swag bag
- Recognition via social media
- Table of Eight (8)

\$500 Small Business Hero

- Logo on all print material
- Opportunity to include an item in the swag bag
- Recognition via social media
- Table of Eight (8)

\$45 Individual Ticket

- Event ticket with assigned seating
- Access to Small Business Week bag

To sponsor, please complete the following and return by mail or email at monica@rgvpartnership.com

Company/Organization _____ Contact _____

Billing Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Sponsor Level _____ I am an Award Recipient: ☐ Yes ☐ No

Payment Types: ☐ Credit Card ☐ Check ☐ Please invoice me

Credit Card Number _____ Expiration _____ CVC _____ ZIP _____

Signature _____



In collaboration with the U.S.
Small Business Administration

Checks should be made payable to "RGV Partnership" and mailed to:
RGV Partnership | P.O. Box 1499, Weslaco, TX 78599

Please contact Monica Sanchez at 956-968-3141 or by email at
monica@rgvpartnership.com for additional information

Individual Tickets - Register & Pay Online with link to:
<https://www.eventbrite.com/e/national-small-business-week-recognition-luncheon-tickets-319211599487>

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Discussion and possible action on sponsorship guidelines.

1. Agenda Item:

Discussion and possible action on sponsorship guidelines.

2. Description/Scope:

The Edinburg EDC board will discuss a strategy and guidelines for sponsorship requests. Guidelines established will assist Board of Directors with sponsorship considerations.

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

Blanca Davila
Director of Economic Development

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No Action:	_____

Edinburg Economic Development Corporation

Meeting Date: April 26, 2022

Deliberation regarding economic development negotiations
(Project Eagle, Project Red Monitor, Project Gold Fish,
Project Dunder Mifflin, EEDC Tenant). (§551.087
Deliberation Regarding Economic Development Negotiations;
§551.071. Consultation with Attorney; Closed Meeting.)

- 1. Agenda Item:**
- 2. Description/Scope:**
- 3. Estimated Timeline:**
- 4. Budget:**
- 5. Procurement/Selection Process:**
- 6. Staff's Recommendation:**
- 7. Justification:**

Blanca Davila
Director of Economic Development

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No Action:	_____

Edinburg Economic Development Corporation

Meeting Date: April 26, 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.

Blanca Davila
Director of Economic Development

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