



**ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS**

Location:

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

AUGUST 30, 2022

AMENDED

**REGULAR MEETING AGENDA
5:00 PM**

1. CALL TO ORDER, ESTABLISH A QUORUM

A. Pledge of Allegiance.

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. Please note that this public comment period is not interactive. The Edinburg EDC Board may not respond to public comments.

If a resident desires to make a public comment in person, please complete the Public Comments Form which will be located outside of the City Council Chambers and submit the completed form to the Economic Development staff prior to the commencement of the Edinburg EDC Board meeting. 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 on August 1, 2022.

B. Discuss and consider approval of the small business loan program proposal submitted by LiftFund.

C. Discuss and consider approval of the renewal of UTRGV Technical Assistance Contract for Fiscal Year 2023.

D. Discuss and consider approval of the Buxton proposal renewal for Fiscal Year 2023.

- E. Discuss and consider approval of the Edinburg Economic Development Corporation Sponsorship Policy.
- F. Consider approval of the Edinburg Economic Development Corporation Fiscal Year 2023 Budget.

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 Smoke) (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071 Consultation with Attorney; Closed Meeting).
- B. Deliberate and consider approval of a Development Agreement with Seven Beans LLC (§551.087 Deliberation Regarding Economic Development Negotiations).
- C. Deliberate and consider approval of a Development Agreement with Verturo Interests LLC (§551.087 Deliberation Regarding Economic Development Negotiations).
- D. Deliberate and consider approval of a Development Agreement with Bert Ogden Mazda (§551.087 Deliberation Regarding Economic Development Negotiations).
- E. Deliberate and consider approval of a Resolution and sale of Lot 1, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- F. Deliberate and consider approval of a Resolution and sale of 1.16 acres out of Lot 2, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- G. Deliberate and consider approval of a Resolution and sale of Lot 7A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- H. Deliberate and consider approval of a Resolution and sale of Lot 9, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- I. Deliberate and consider approval of a Resolution and sale of 5.88 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- J. Deliberate and consider approval of a Resolution and sale of 5.88 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- K. Deliberate and consider approval of a Resolution and sale of 11.13 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- L. Discussion and possible action regarding the purchase, exchange, lease, or value of real property regarding EEDC office space (§551.072 Deliberation Regarding Real Property; Closed Meeting).
- M. Deliberate and consider approval of Staffing Services Agreement with the City of Edinburg, Texas FY 2023 (§551.071 Consultation with Attorney; Closed Meeting).
- N. Discussion and possible action regarding employment matters (§551.071 Consultation with Attorney; Closed Meeting; and §551.074 Personnel Matters; Closed Meeting).

O. Consultation with City Attorney regarding Santana Textiles LLC (§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 August 26, 2022 at 3:15 PM.

By: 

Nelda Ramirez, Interim Assistant City Manager

City of Edinburg, Texas

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Economic Development Report

1. Agenda Item:

Economic Development Report

2. Description/Scope:

Nelda Ramirez, Interim Assistant City Manager 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

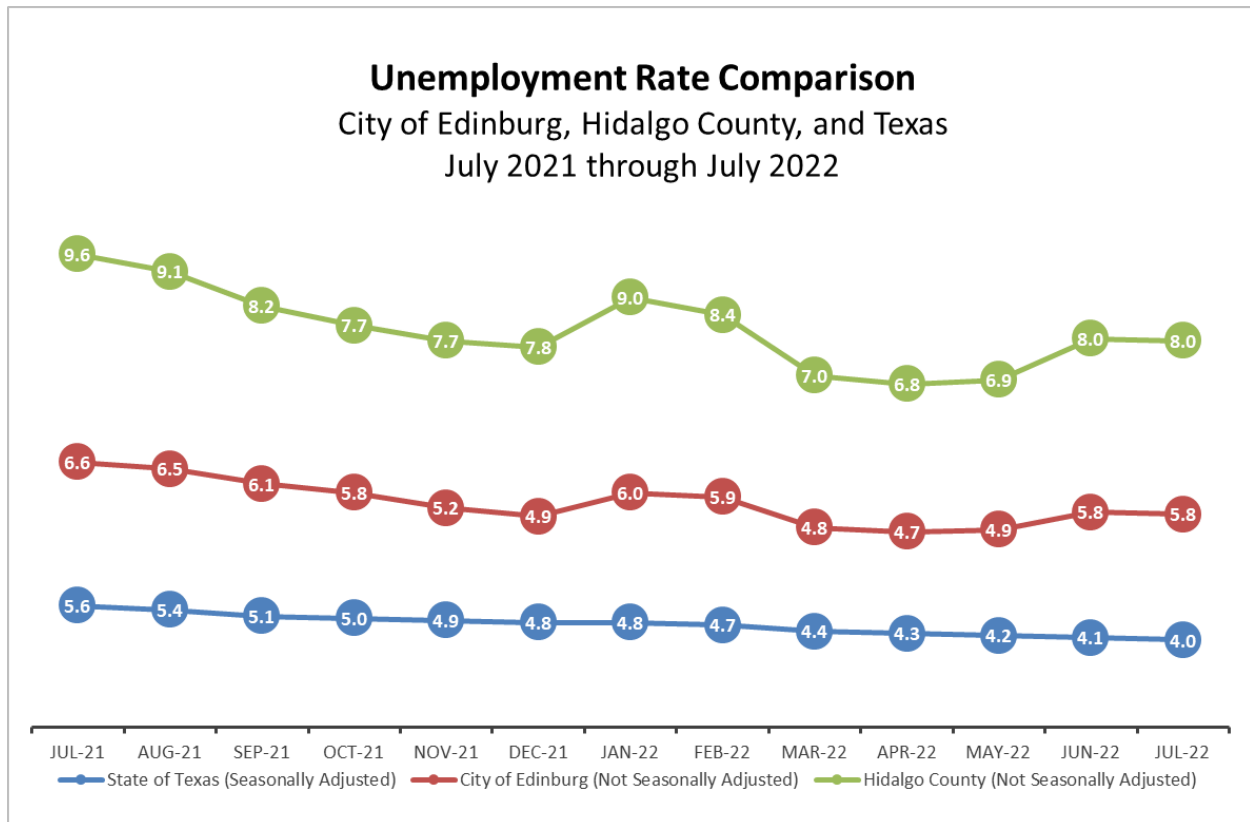
ATTACHMENTS

Attachment A: Economic Development Report - July 2022

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

Department Status Report July 2022

Edinburg, Texas Unemployment Data



Source: (Labor Market Report, Workforce Solutions)

- Edinburg (not seasonally adjusted) rate decreased by 0.8% when comparing July 2022 to July 2021.
- Hidalgo County's (not seasonally adjusted) rate decreased by 1.6% when comparing July 2022 to July 2021.
- The Texas (seasonally adjusted) rate has decreased to 4.0 for July 2022.

Commercial and Multifamily Establishments/Additions

City of Edinburg Residential/Commercial Building Permits

	2021		2022	
	Multifamily	Commercial	Multifamily	Commercial
Jan	3,418,027.00	850,000.00	1,661,753.00	1,300,000.00
Feb	1,112,167.00	637,772.00	902,667.00	1,165,370.00
March	29,303,284.00	1,104,500.00	1,203,750.00	907,700.00
April	5,615,276.00	1,025,123.00	1,232,104.00	8,073,450.00
May	337,868.00	1,500,000.00	1,705,264.00	9,168,353.18
June	629,460.00	28,000,000.00	1,517,500.00	2,512,000.00

July	3,727,360.00	202,000.00	\$1,950,000.00	\$1,848,100.00
August	6,294,400.00	6,600,303.00		
September	2,062,520.00	4,540,000.00		
October	3,727,139.00	780,000.00		
November	639,520.00	3,010,655.00		
December	1,163,575.00	586,360.00		

New Commercial Permit Value

July 2022: \$1,950,000.00

- Manuel & Cristina Vela - Starr Moulding - 3201 S I 69-C - \$1,300,000.00
- Dr. David Schaiderman - 4631 S Jackson Rd. - \$650,000.00

Commercial Additions/Repairs Permit Value

July 2022: \$1,302,305.00

- Capital Edinburg Partners: - Sunbelt Rentals - 1700 S 25th Ave - \$400,000
- Pads- Edinburg - 2700 W Trenton Road - 2800 W Trenton Road - \$490,000
- South Texas Health Systems - Trenton Road - \$100,000
- HEB Grocery - HEB 1212 S Closner Blvd - \$28,993.00

Multifamily New/Addition/Remodel

July 2022: \$1,848,100.00

- Blue Stellar - New Castel Subdivison - \$291,000 (5)

Prospects

Staff is currently working with 22 prospects that are considering relocating, expanding or starting business in the City of Edinburg.

Programs

Marketing

- Google Analytics - July 2022
 - 960 users visited the website
 - Top 5 most visited webpages were the About Us - Staff, Resources, Featured Properties, Newsroom, and Incentives webpages.
 - Top 10 city visitors: Edinburg, Chicago, Dallas, Austin, McAllen, New York, San Antonio, Los Angeles, Ashburn, and Houston.
- Total Newsletter subscribers: 163

Mexico Industry & De Shopping

Staff continues to work with Mexico Industry and De Shopping staff to provide information needed to develop the “Why Invest - Edinburg” landing page on their website. Staff has submitted the first AD to publish in the De Shopping retail magazine in September 2022.

Red, White, and You Job Fair

The Edinburg EDC is partnering with Workforce Solutions to host the Red, White, and You Job Fair on Thursday, November 10, 2022 at the Bert Ogden Arena. The job fair will be held in Edinburg, TX for the first time. The job fair is intended to connect Texas veterans, their families, and qualified candidates with area employers who are seeking to fill a variety of positions.

National Employer Disability Awareness Job Fair

October is National Disability Employment Awareness Month. The Edinburg EDC is working with Workforce Solutions to host a job fair and lunch and learn session for employers that have participated in the Workforce's Summer Earn and Learn Program. The Summer Earn & Learn (SEAL) is a statewide initiative to offer students with disabilities, aged 14-22, work readiness training and paid work experience. More details to come on the date and location.

Edinburg 2040

Staff is coordinating the committees for the Edinburg 2040. This is a community-driven, strategic planning initiative to develop long-range vision for the city.

The committees that were created include:

- Economic Development/Innovation/Entrepreneurship/Workforce
- Transportation/Mobility/Connectivity
- Public Safety
- Health and Wellness
- Government Transparency/Equity/Civic Engagement
- Neighborhoods/Parks/Green Spaces/ Beautification
- Arts/Culture/Historic Preservation
- Mayor's Youth Advisory Council

On August 16, 2022, Edinburg City Council Voted to approve chairs for each committee. The Economic Development/Innovation/Entrepreneurship/Workforce & Government Transparency/Equity/Civic Engagement are still pending.

Events Attended

- D2T - Ribbon Cutting
 - July 14, 2022 at 602 W University Drive.
- Elite Fitness - Ribbon Cutting
 - July 28, 2022 at 2309 W University Drive Ste. A
- STHS Edinburg New Tower - Ribbon Cutting
 - August 5th, 2022 at 1102 W. Trenton
- Trevino Law Firm - Ribbon Cutting:
 - August 18th, 2022 at 4435 S Jackson Road Ste. B

FYI - Upcoming Events

Edinburg Chamber of Commerce Ribbon Cuttings & Events

- Faithful Eyes Boutique Ribbon Cutting
 - August 31 at 3 P.M. - 1124 N. Closner Blvd., Edinburg, TX
- 90th Annual Installation & Awards Banquet
 - November 16, 2022 at 6:30 PM - Edinburg Conference Center at Renaissance, 118 Paseo Del Prado Ave. Edinburg, TX

City of Edinburg Events

- SH 107 Drainage Project Public Outreach
 - September 8, 2022 at 6:00 PM - My Place Cafe, 405 E University Dr. Edinburg, TX

Other Events

- Retail Live Conference
 - September 1, 2022 – Austin, TX
- STHS Towering Forward Grand New Patient Opening Celebration
 - September 15, 2022 at 6:00 PM - Main Parking Lot, 1102 W Trenton Rd. Edinburg, TX
- Latina Leadership Conference 2022
 - September 16, 2022 at 9:00 AM - 4:00 PM - - Edinburg Conference Center at Renaissance, 118 Paseo Del Prado Ave. Edinburg, TX

S.P.A.R.C. 4.0- Total Budgeted \$850,000

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

- Total applications received: 110 (January 28, 2022)
- Pre-approved applications: 85
- Pre-development meetings: 85
- Completed Projects: 25
- Total number pending to be reimburse by October 1, 2022: 61

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Consider approval of minutes for board meeting on August 1, 2022.

1. Agenda Item:

Consider approval of minutes for board meeting on August 1, 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:

Recommend approval of board meeting minutes for August 1, 2022.

7. Justification:

N/A

ATTACHMENTS

Attachment A: August 1, 2022 EDC 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

AUGUST 1, 2022
SPECIAL MEETING
4:00 PM

PRESENT: Veronica Gonzales, President
Raul Resendez, Secretary
Daniel “Dan” Diaz, Councilmember
Sabrina Walker-Hernandez, Director

ABSENT: Roland Gomez, Vice President
Aaron “Ronny” Rivera, Treasurer

STAFF: Myra Ayala, City Manager
Nelda Ramirez, Interim Assistant City Manager
Leticia Pantoja, EDD Management Analyst
Nidian Elizondo, EDD Coordinator
Carlos Garza, EDD Coordinator
Omar Ochoa, City Attorney
Dagoberto Soto, Finance Director

PUBLIC: Felida Villarreal, VIDA
Monica Villarreal, Mexico Industry
Gloria Gracia, De Shopping en Texas/Mexico Industry
Seth Jones, UTRGV Athletics

1. CALL TO ORDER, ESTABLISH QUORUM

Secretary Veronica Gonzales called the meeting to order at 4:00 PM.

Interim Assistant City Manager Nelda Ramirez proceeded to roll call and established quorum. For record, Vice President Roland Gomez and Treasurer Aaron Rivera were absent.

Ms. Gonzales welcomed Mr. Eddie Garza as a new Edinburg EDC Board Director.

A. Pledge of Allegiance

2. CERTIFICATION OF PUBLIC NOTICE

Interim Assistant City Manager Nelda Ramirez confirmed the public notice was posted in accordance with the Texas Open Meetings Act, on July 28, 2022 at 4:35 PM.

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 qualifying financial interest in an agenda item. If there is a conflict of interest, the board director cannot participate in discussion or vote on the agenda item.

Ms. Veronica Gonzales indicated there is a conflict of interest with regular agenda item 6I as it involves the University of Texas Rio Grande Valley (UTRGV). UTRGV is her employer. Ms. Veronica Gonzales stated she would abstain from voting on the agenda item.

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.

There were no public comments.

5. DIRECTOR'S REPORT

A. Economic Development Report

Mrs. Nelda Ramirez provided an update on sales tax and specified the Edinburg Economic Development Corporation's portion of sales tax is up 8% when compared to this time last year.

The unemployment rate for Edinburg, TX is 5.8% for the month of June 2022, which has decreased 1% when compared to June 2021. The Hidalgo County rate was 8% for and the State of Texas had a rate of 4.1% for June 2022.

Staff are currently working with 31 prospects that are considering relocating, expanding, or starting a business in the City of Edinburg.

Staff has continued to meet with targeted industry employers in Edinburg to identify areas of opportunities or challenges as part of the Business Retention and Expansion Program (BREaching Out). Staff conducted two BRE visits to Holt Cat Edinburg North and Gateway Printing.

Regarding the SPARC 4.0 program, Economic Development and Development Services staff continue to assist applicants with the building permit process to ensure projects are completed. 110 applications were received from January 2022 to the deadline. There are 61 applicants pending to be reimbursed by October 1, 2022. Ms. Gonzales inquired what would happen to the funds if it is not all expensed by October 1st. Mrs. Ramirez stated the funds could be used for other eligible products if not expensed.

Mrs. Ramirez also informed the board of the RGV Partnership Leadership Class program. The nine-month educational program discusses the region's collaboration and economic development. The program starts September 16, 2022 and classes meet once a month.

6. REGULAR GENDA ITEMS

A. Election of Officers: President, Vice President, Secretary, and Treasurer.

MOTION TO ELECT VERONICA GONZALES AND PRESIDENT, ROLAND GOMEZ AS VICE PRESIDENT, RAUL RESENDEZ AS SECRETARY, AND AARON RIVERA AS TREASURER WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. MOTION CARRIED UNANIMOUSLY.

B. Discussion and possible action on Edinburg Economic Development Corporation board meeting time.

MOTION TO APPROVE EDINBURG ECONOMIC DEVELOPMENT CORPORATION BOARD MEETING TIME AT 5:00 PM WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY DIRECTOR EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

C. Consider approval of minutes for board meetings June 28, 2022 and July 12, 2022.

MOTION TO APPROVE MINUTES FOR BOARD MEETINGS JUNE 28, 2022 AND JULY 12, 2022 WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. MOTION CARRIED UNANIMOUSLY.

D. Presentation of financial report for third quarter April 2022 through June 2022.

Dagoberto Soto, Finance Director, presented the third quarter financials of April 2022 through June 2022.

A balance sheet as of June 30, 2022 was presented including the EEDC's assets, liabilities, and fund balances. There was \$59,754,360 in total assets, \$2,998,880 in total liabilities, and \$56,755,480 in total fund balance.

In the monthly budget activity report, Mr. Soto mentioned the total Revenues and Other Financing Resources was \$6,310,557 year to date. The total expenditures third quarter activity was \$495,280 and the year to date amount was \$4,780,634.

A Supplementary Information report was presented of cash balances as of June 30, 2022 including the beginning balance, first quarter activity, second quarter activity, third quarter activity, year to date activity, and the ending balance. The total unrestricted cash balance for the third quarter activity was \$2,472,967 and the year to date amount was \$748,110.

The sales tax analysis report indicated the City of Edinburg is ranked fifth in comparison to other cities in the Rio Grande Valley regarding sales tax state collection.

Councilmember Dan Diaz inquired whether the Arts Culture and Events (ACE) center project amount was closer to \$13M. City Manager Myra Ayala confirmed the EEDC's portion is \$7M and the City's portion is \$7M for the ACE project.

E. Discussion and possible action regarding the removal and addition of authorized signers for the Edinburg Economic Development Corporation accounts at Texas National Bank, TexSTAR, and any other financial institution.

Mrs. Ramirez indicated there is three authorized signers on all banking accounts for the EEDC. The agenda item request for action is to remove the two former staff that are current authorized signers, leaving Mr. Dagoberto Soto Jr as the only authorized signer. Staff recommended also adding the EEDC board president as an authorized signer. Councilmember Dan Diaz suggested adding Ms. Nelda Ramirez, Interim Assistant City Manager, as an authorized signer as well.

MOTION TO REMOVE CURRENT AUTHORIZED SIGNERS AND ADD FINANCE DIRECTOR DAGOBERTO SOTO, INTERIM ASSISTANT CITY MANAGER NELDA RAMIREZ, AND EEDC BOARD PRESIDENT VERONICA GONZALES AS AUTHORIZED SIGNERS TO THE EDINBURG ECONOMIC DEVELOPMENT CORPORATION ACCOUNTS AT TEXAS NATIONAL BANK, TEXSTAR, AND ANY OTHER FINANCIAL INSTITUTION WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY SECRETARY RAUL RESENDEZ. MOTION CARRIED UNANIMOUSLY.

F. Discuss and consider approval of the Edinburg Economic Development Corporation Sponsorship Policy.

City Attorney Omar Ochoa stated the draft policy directs organizations to submit their sponsorship requests to the Executive Director. The policy includes specific exclusions on sponsorship requests from organizations that will not be considered. The policy stipulates requests that are \$1,000 or less can be approved the Executive Director and do not need approval from the board or City Council. Sponsorship requests within a \$1,000 to \$5,000 amount will need EEDC board approval. Sponsorship requests exceeding \$5,000 will require EEDC board and City Council approval.

Mr. Ochoa indicated the board could discuss the deadline for sponsorship requests. The draft policy stipulates that if the request required board action, the sponsorship request be made at least 45 days prior to the scheduled date of the event. If board approval is not required, the request must be submitted at least 30 days prior to the scheduled date of the event.

Upon discussion, the board agreed to review the draft policy and provide staff with feedback and recommendations to include for the next board meeting. No action was taken on this item.

G. Discuss and consider approval of the funding proposal submitted by Valley Initiative for Development and Advancement (VIDA).

Felida Villarreal, the Executive Director of Valley Initiative for Development and Advancement (VIDA), presented the funding proposal and stated the last time the Edinburg EDC entered into an agreement with VIDA was in 2015 for a funding amount of \$290,000. VIDA began in 1995 with its mission to formulate new institutional relationships in the Lower Rio Grande Valley that simultaneously address employers' needs for skilled workers, while linking the area is unemployed and underemployed with high-skill, high-wage jobs identified in the region.

The funding proposal request is for \$250,000. Through the funding and partnership, higher education training and workforce development will be provided for at least 55 underserved Edinburg residents. Ms. Villarreal indicated the eligibility criteria would include being an Edinburg resident, must be at least 18 years or older, must be able to work in the U.S., and must meet the low-income criteria.

Director Sabrina Walker Hernandez inquired how many Edinburg residents have been assisted from the current students. Ms. Villarreal stated it is less than 10%. Ms. Villarreal added the cost per student is \$4,500 – \$5,000 per student per year.

Ms. Gonzales inquired how students are recruited. Ms. Villarreal stated students are recruited through local colleges, local employers, outreach with public school districts, and social media. Ms. Villarreal stated VIDA receives funding from McAllen EDC, Greater Brownsville Incentives Corporation, Pharr EDC, Weslaco EDC, Mercedes EDC, and state level funding.

Secretary Raul Resendez asked how much of the \$250,000 proposal goes toward administrative costs. Ms. Villarreal stated 85% of grant proposal amount is categorized as program services and 15% is general and administrative. The program services includes tuition, textbook, mentoring, guidance, and job placement services, among others.

Councilmember Dan Diaz inquired on the matching funding opportunities. Ms. Villarreal stated the state match funding is a 1:2 ratio and is spread among all funding cities. Mr. Diaz asked whether the student assistance would be immediate. Ms. Villarreal clarified the proposal is for the next fiscal year and would begin October 1, 2022 and run until September 30, 2023.

Ms. Gonzales inquired whether students are to tap into other funding sources first such as Pell grants, Texas grants, or tuition advantage programs, etc. Ms. Villarreal confirmed students are encouraged to complete the financial aid application and then VIDA will come in as a supplemental source.

Director Sabrina Walker Hernandez stated the \$250,000 proposal amount is beyond the EEDC's budget capacity and recommended assisting 20 students at \$90,000 instead as

a starting point. Mr. Resendez stated the board does not need to make a decision now and suggested obtaining more information and vetting first.

Mrs. Ramirez asked Ms. Felida Villarreal when she could provide the match amount if the board were to decide to fund \$50,000 to know how many students can be funded. Ms. Villarreal stated the information can be provided within a day or two.

No action was taken on this agenda item.

H. Discuss and consider approval of advertising in the Mexico Industry publication.

Monica Villarreal, Mexico Industry CEO, submitted a proposal for advertising and marketing in the Mexico Industry and De Shopping en Texas publications for promotion of the Edinburg EDC properties, industrial parks, and commercial/retail.

Ms. Monica Villarreal briefed the board on the publication company's Investment, Promotion, and Strategy program that includes printed magazines with all the industrial parks of the region. Mexico Industry participates in 52 trade shows internationally between United States, Mexico, and Canada, in where the printed magazines are distributed to investors. The other part of the program is the landing page titled "Why to Invest" and includes the strategic advantages, economic development, infrastructure, and quality of life for participating cities in efforts to promoting and attracting investment.

The proposal is for an annual amount of \$31,360 and includes the Mexico Industry Why Invest in Edinburg Banner (website page), Mexico Industry Maps (printed publication), and the De Shopping en Texas (printed magazine). Ms. Villarreal further explained that Mexico Industry has more than 27.5K newsletter subscribers that is sent on a monthly basis. Ms. Villarreal stated Edinburg EDC staff will provide the content and added that Mexico Industry has an editor on staff that generates stories. The printed magazine maps are revised every six months. The magazines are delivered to manufacturing companies, trade shows, and EDC's in the Rio Grande Valley.

Gloria Gracia, the General Director for De Shopping en Texas, presented on the retail aspect of the proposal. Mrs. Gracia explained De Shopping en Texas is a monthly printed magazine with a digital platform aimed to inform the public on what to do, where to go, where to eat, where to shop, and where to stay in the Rio Grande Valley.

The magazines include Ads content on events and cultural activities. The company distributes the magazine monthly and has 172 points of distributions from restaurants, hotels, chambers of commerce, and EDC's across the Rio Grande Valley.

Mrs. Gracia continued to explain the company's distribution in Mexico and added 3,000 magazines are distributed to restaurants, hotels, malls, and other targeted areas.

Mrs. Nelda Ramirez added this is a good time to revisit advertising with the Mexico Industry and explained the Edinburg EDC used to advertise because of Mexico Industry's platform and reach.

MOTION TO APPROVE ADVERTISING IN THE MEXICO INDUSTRY PUBLICATION WAS MADE BY DIRECTOR EDDIE GARZA AND SECONDED BY COUNCILMEMBER DAN DIAZ. MOTION CARRIED UNANIMOUSLY.

I. Discuss and consider approval of a sponsorship for UTRGV Athletics.

For record, President Veronica Gonzales abstained from discussion and voting on this agenda item. Secretary Raul Resendez resumed the meeting.

Seth Jones, Assistant Director of UTRGV athletics, presented this agenda item and stated the sponsorship request is for \$25,000. Mr. Jones shared there are 270 student athletes with 3.2 department GPA in the classrooms.

The sponsorship includes signage and media advertising at UTRGV Fieldhouse, Soccer Track & Field Complex, and Baseball Stadium. The sponsorship summary includes Fieldhouse LED table signage, A-frame banner, soccer scoreboard signage, concourse signage, baseball scoreboard signage, website ribbon banner, tabling and information distribution opportunities, public address announcements, and check presentation. The total asset value of the request is \$26,000 however; the request is for \$25,000.

Mr. Resendez inquired how many student athletes are from the Rio Grande Valley. Mr. Jones stated about 30% are from the Rio Grande Valley.

Director Eddie Garza inquired what percent of the \$25,000 sponsorship goes back to the student athletes. Mr. Jones stated almost all of goes back for scholarships and travel expensed for student athletes.

MOTION TO APPROVE THE SPONSORSHIP FOR UTRGV ATHLETICS IN THE AMOUNT OF \$25,000 WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. MOTION CARRIED WITH ONE ABSTENTION FROM PRESIDENT VERONICA GONZALES.

J. Discuss and consider approval of a Development Agreement with Kapal Supplier LLC.

Mrs. Ramirez indicated there are corrections needed to the agenda packet coversheet and agreement including an updated capital investment of \$745,000 instead of \$800,000. As well, the estimated taxable sales was corrected to \$2,000,000 for 2022.

Kapal Supplier, LLC provides services such as wholesale store in the granite and marble industry. Kapal Supplier, LLC has locations in Weslaco and Donna, and is now expanding to the City of Edinburg.

The project is for a sales tax reimbursement of up to \$100,000 (no more than \$50,000 per year calculated by 2% of the Annual Sales Tax) for up to three years, as an incentive to locate the project in Edinburg.

Mr. Resendez inquired whether an order received in Kapal Supplier's Weslaco location would be counted if the material ordered were transported from Edinburg. Mrs. Ramirez clarified it will only be sales made from the Edinburg location. Kapal Supplier LLC will have two years to complete the project.

Ms. Gonzales inquired why the agreement includes language stipulating the term of the agreement is five years. Mrs. Ramirez indicated the agreement is in place for five years, and stated that a clause indicating that Kapal Supplier must remain in business in that location for five years can be added.

Ms. Walker Hernandez inquired when Kapal Supplier will receive the grant payment. Mrs. Ramirez explained the grant payment will be disbursed after obtaining the Certificate of Occupancy for the warehouse and submittal of sales tax receipts every year.

MOTION TO APPROVE THE DEVELOPMENT AGREEMENT WITH KAPAL SUPPLIER LLC WITH CHANGES DISCUSSED IN OPEN SESSION WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY SECRETARY RAUL RESENDEZ. MOTION CARRIED UNANIMOUSLY.

K. Discuss and consider approval of a Development Agreement with MGEN Capital LLC.

Mrs. Ramirez explained this is a project with MGen Capital LLC, a real estate, rental, and leasing company that owns property located at 1708 W University Dr. Edinburg, TX 78539. MGen Capital will be bringing two franchise tenants to the plaza, has a \$500,000 estimated capital investment, 93 jobs created and retained, and \$500,000 in approximate yearly revenue.

The agreement stipulates a two-payment installment of \$35,000 each to total a \$70,000 incentive. Each installment is to be paid as reimbursement upon the completion of each franchise. MGen Capital will submit documentation such as the issuance of Certificate of Occupancy for Jersey Mike's and the second franchise tenant, and evidence of cost for site improvements (i.e. invoices, receipts).

Mrs. Walker Hernandez inquired whether the two franchise tenants would employ 93 full time employees combined. Mrs. Ramirez clarified the 93 are full-time equivalent jobs created and retained from the entire plaza.

Mr. Resendez asked how much of the \$500,000 capital investment is coming from Jersey Mikes and the second franchise tenant. Mrs. Ramirez explained the breakdown provided is MGen Capital's cost for those tenants and includes roof finish out. Mr. Resendez inquired what the allowance amount for what Jersey Mike's is investing and for what MGen Capital is investing. Mrs. Ramirez mentioned MGen Capital is providing an allowance of \$58,800 for Jersey Mike's. Mrs. Ramirez indicated MGen Capital would need to submit receipts of capital investment for reimbursement.

Ms. Gonzales recommended adding language to the agreement stipulating MGen Capital must not sell the property within five years.

Mrs. Walker Hernandez noted that the agreement stated MGen Capital must create 93 full-time equivalent jobs and suggested changing that to full-time and part-time employees. Mrs. Ramirez stated two-part time jobs equals' one full-time equivalent. Mrs. Walker Hernandez directed staff to ensure language is modified is clear for consistency.

Upon further discussion, the board agreed to clarify with MGen Capital on the number of employees. City Attorney Omar Ochoa suggested changing the language to refer to employees in general.

MOTION TO APPROVE THE DEVELOPMENT AGREEMENT WITH MGEN CAPITAL LLC WITH CHANGES DISCUSSED IN OPEN SESSION WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY COUNCILMEMBER DAN DIAZ. MOTION CARRIED UNANIMOUSLY.

L. Discuss and consider approval of a Development Agreements with Domain Development Corp.

Mrs. Ramirez explained this is a project with Domain Development Corp. There are two agreements for this item. One is for Brentwood Plaza, which is on the corner of Freddy and McColl. They are proposing 5 million in capital investment and a build-out of 22,000 sq. ft. of plaza space. The incentive that was proposed to them was for \$200,000

for site improvements and will have to complete the project in a three-year period and provide a certificate of occupancy and receipts and invoices for that reimbursement.

The second project is Hyde Park. This is located on McColl, North of Alberta. This is a Commercial retail plaza of 4.34 Million of capital investment and a build-out of 21,175 sq. ft. of plaza space. It has a proposed incentive of \$200,000 for site improvements on a reimbursement basis for a three-year period of completion.

Mr. Diaz asked if there will be charging stations. Ms. Ramirez responded that there are two charging stations that Domain Development Corp. committed to which is included in the agreement. Ms. Gonzales asked if it was two for each location. Ms. Ramirez confirmed that it would be two for each location.

Mr. Diaz asked if there were any changes, which Ms. Ramirez responded that there was none. Ms. Ramirez added that 120 jobs are estimated to be created. Mrs. Walker Hernandez asked if the wording will be changed to employees for consistency. Mr. Ochoa confirmed that it can be changed.

Ms. Gonzales asked if the agreement was upon completion and the certificate of occupancy on each. Ms. Ramirez confirmed that it was upon completion and evidence of receipts, invoices, and employees for the cost reimbursement.

Ms. Gonzales asked how we account for the incentive requests in the budget. Ms. Ramirez will include it in the budget and staff will have to include it in the budget for the next three years.

MOTION TO APPROVE THE DEVELOPMENT AGREEMENTS WITH DOMAIN DEVELOPMENT CORP. WAS MADE BY SECRETARY RAUL RESENDEZ AND SECONDED BY COUNCILMEMBER DAN DIAZ . MOTION CARRIED UNANIMOUSLY.

7. EXECUTIVE SESSION

The board entered executive session at 6:03 PM.

MOTION TO ENTER EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY SECRETARY RAUL RESENDEZ AT 4:09 PM. MOTION CARRIED UNANIMOUSLY.

The EEDC board will convene in executive session, in accordance with the Texas Open Meetings Act, Vernon's Texas Civil Statutes annotated, government code, chapter 551, subchapter D, exceptions to requirements that meetings be open, to deliberate under the following section:

- **SECTION 551.071, CONSULTATION WITH ATTORNEY**
- **SECTION 551.072, DELIBERATION REGARDING REAL PROPERTY**
- **SECTION 551.074, PERSONNEL MATTERS**
- **SECTION 551.087, DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS**

The EEDC board 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 Texas Open Meetings Act. The board will deliberate the following item:

- A.** Deliberation regarding economic development negotiations (Project Folk Art, Project Green Sky, Project Yellow Brick, Project Gray Wolf, Project Jack & Jill, Project Captain America, Project Smoke) (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071 Consultation with Attorney; Closed Meeting).
- B.** Deliberate and consider approval of a Resolution and sale of 11.84 acres out of Lot 10, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- C.** Deliberate and consider approval of a Resolution and sale of Lot 9, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).
- D.** Deliberate and consider approval of a Development Agreement with Seven Beans LLC (§551.087 Deliberation Regarding Economic Development Negotiations).
- E.** Discussion and possible action regarding the purchase, exchange, lease, or value of real property regarding EEDC office space (§551.072 Deliberation Regarding Real Property; Closed Meeting).

- F. Consultation with City Attorney regarding Santana Textiles LLC (§551.071 Consultation with Attorney; Closed Meeting).
- G. Discussion and possible action regarding employment matters (§551.071 Consultation with Attorney; Closed Meeting; and §551.074 Personnel Matters; Closed Meeting).

MOTION TO AUTHORIZE A STATEWIDE SEARCH FOR THE EXECUTIVE DIRECTOR POSITION AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY COUNCILMEMBER DAN DIAZ. MOTION CARRIED WITH A VOTE OF 4-1.

Mr. Resendez stated the statewide search would ensure transparency and added he would suggest the board consider hiring a professional firm to recruit and hire the Executive Director, which does not necessarily need to be someone local.

Ms. Gonzales stated the Executive Director needs to be someone that understands the city and the Rio Grande Valley, and knows the assets. Ms. Gonzales added the consensus is to begin with a statewide search and advertise in the Texas Economic Development Council (TEDC). If the board finds the first pool insufficient, the board can consider a national search for the Executive Director.

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 9:01 PM.

MOTION TO OPEN SESSION WAS MADE BY COUNCILMEMBER DAN DIAZ AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ AT 9:01 PM. MOTION CARRIED UNANIMOUSLY.

9. ADJOURNMENT

There being no further business to consider, the meeting adjourned at 9:06 PM.

**MOTION TO ADJOURN MEETING WAS MADE BY DIRECTOR
SABRINA WALKER HERNANDEZ AND SECONDED BY
COUNCILMEMBER DAN DIAZ AT 9:06 PM. MOTION CARRIED
UNANIMOUSLY.**

Leticia Pantoja

Minutes Transcribed by:

Leticia Pantoja, Management Analyst, City of Edinburg

The board of directors approved the meeting minutes on _____, 2022.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION:

Edinburg EDC Secretary

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Discuss and consider approval of the small business loan program proposal submitted by LiftFund.

1. Agenda Item:

Discuss and consider approval of the small business loan program proposal submitted by LiftFund.

2. Description/Scope:

Economic Development staff received a proposal from LiftFund for a Interest Buy Down Program (IBDP) for small businesses. LiftFund is a local nonprofit organization that provides small business loans to underserved business owners, especially minority and women entrepreneurs, throughout the Southeast USA.

The proposed Small Business Loan Program will allow the City of Edinburg support eligible small businesses and entrepreneurs within Edinburg City limits with funding to help sustain and grow their business.

- With a \$100,000 interest buy down program, LiftFund can disburse \$500,000 in capital to up to 25 small businesses with an average loan amount of \$20,000 with 0% interest.
- With a \$100,000 interest buy down program, LiftFund can disburse \$1,120,000 in capital to up to 56 small businesses with an average loan amount of \$20,000 with 5% interest

The funding can be used for startup expenses, inventory, payroll, equipment and machinery, business beautification, or any working capital for business related expenses.

The City of Edinburg has \$48,781 funding available from the federal funding received from the American Rescue Plan Act of 2021 (ARPA) that can be used to support this small business loan program. If the board desires, the Edinburg EDC can match the City of Edinburg's funding with an additional \$51,219, totaling \$100,000 for the Small Business Loan Program.

LiftFund's grant administration staff will administer the loans accordingly to the program parameters set forth by the board of directors, and provide the following services:

- Program design

- Demographic and impact reporting
- Program promotion
- Website design
- Application design and collection
- Application review for eligibility verification
- Disbursement of funds
- Secure application and data storage
- Issuance of 1099s

LiftFund has maintained an average 96% repayment rate, and has a 4% loan delinquency rate.

3. Estimated Timeline:

This program may be ongoing and is set to begin in FY 2023.

4. Budget:

Small Business Program/Workforce Training FY 2023 Budget Available: \$200,000

*ARPA Funds Available: \$48,781

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval following the board's direction on a funding amount.

7. Justification:

ATTACHMENTS

Attachment A: LiftFund Small Business Loan Program Proposal

Attachment B: LiftFund Informational Flyer

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



DREAM IT. FUND IT.

Launching Entrepreneurs for 20 Years

City of Edinburg – Interest Buy Down Program Proposal

LiftFund has partnered with local governments and agencies in its footprint through an interest buy down (IBD) program. The availability of low-cost loans helps attract and grow businesses to an area, benefiting not only the small businesses, but the entire community. The IBD program allows an agency to support small businesses in tandem with LiftFund's small business lending without the liability associated with a loan.

The Interest Buy Down Program (IBDP) provides small business owners a reduced interest rate loan to solve two of the biggest challenges facing small businesses: capital and cash flow. The interest rate buy down enables LiftFund to offer loans to borrowers in Edinburg with reduced interest rates.

Reduced interest loans significantly lower a borrower's credit costs over the life of the loan and allows for increased savings to the borrower. This reduction in the cost of a loan also enables LiftFund to provide (1) loans to small business owners who would not otherwise qualify for business financing, and (2) an increased loan amount with better cash flow. The infusion of capital to these businesses increases their total economic activity and facilitates the creation of new jobs.

LiftFund's IBD Program History

LiftFund's current IBD programs in Corpus Christi (11 years), McAllen (8 years) and San Antonio (4 years) success can be seen in the amount of capital deployed, jobs created and retained. Since 2016, LiftFund was able to lower the interest rates for 1,600 small businesses with \$33,000,000 in capital through our Interest Buy Down programs. These entrepreneurs were 86% minority, 40% women, 9% veteran and 63% low- to moderate-income individuals. Through this fund, these small businesses were able to create and retain 9,800 jobs. The economic impact in these communities was more than \$495 million.

LiftFund has been serving small businesses in Edinburg since 1998. To date, we have provided more than 296 loans in the amount of \$4.62 million. These clients were 63% LMI, 98% minority and 32% women. This has allowed businesses to create 207 new jobs and retain 569 more and realize an economic impact of approximately \$64.7 million in the Edinburg community. By creating an interest buy down program, the City of Edinburg will allow more small businesses the affordable access to capital they need, especially during a time of unprecedented challenges created by the COVID-19 pandemic.

McAllen-Edinburg-Mission's economy was flourishing until the onset of COVID-19. The pandemic impacted some of the area's major economic drivers, such as healthcare and cross-border

Proposed by LiftFund: August 25, 2022

trading. However, Edinburg continues to rise above and beyond for its residents and business owners by excelling in residential, commercial, and economic growth in the city. The local economy has not only recovered its pre-pandemic employment levels, but according to the US Bureau of Labor Statistics, it is also among the leading Texas metropolitan areas for job growth with a 5.8% increase from December 2020 to December 2021. Based on the latest figures released from the 2020 Census, it is no surprise Edinburg is ranked as the 12th fastest growing city in the nation with a population of 100,000 or more residents.

Despite this momentum, the city's small businesses have coped with enormous strain over the past two years, including limits on cross-border commerce and some of the highest covid case rates in the nation at the height of the pandemic. This resulted in the number of small businesses open in Hidalgo County decreasing by a record high 31.1% in April 2020 (Opportunity Insights Tracker) and total small business revenue decreasing by 48.2% in the same timeframe. With more than 9,000+ minority-owned businesses in the Edinburgh region, a population that is disproportionately more likely to be denied access to capital and affordable financing, it is critically important that they continue to be uplifted in a post-pandemic climate.

An interest buy down program can be a valuable resource as the city looks to the future health of its economy and growth post-COVID-19.

How it works:

A small business loan is approved based on LiftFund's credit criteria. If the business is in the City of Edinburg, LiftFund will reduce the rate it would qualify for based on an agreed upon interest rate reduction from a 9% approved loan.

With an interest buy down option, the City may:

- Reduce the rate by a designated amount for each business loan. The example below reduces the 9% loan down to 0% or 5%.
- Buy down the full interest rate to 0% for each business loan. The example below reduces the 9% loan to 0% or 5%.

With a \$100,000 interest buy down program, LiftFund can disburse \$500,000 in capital to up to 25 small businesses with an average loan amount of \$20,000 with 0% interest.

With a \$100,000 interest buy down program, LiftFund can disburse \$1,120,000 in capital to up to 56 small businesses with an average loan amount of \$20,000 with 5% interest.



DREAM IT. FUND IT.

Launching Entrepreneurs for 20 Years

Below are two examples of interest buy down programs.

Table 1 - \$500,000 in capital disbursed to 25 small businesses with a \$100,000 IBD program

LiftFund Interest Buy Down EXAMPLE: ~\$20,000 loan			
		Approved Rate	0% Buy Down
Loan Amount		\$20,000	\$20,000
Term		48	48
	Interest Rate	9%	0%
	Payment Amount	\$497.70	\$416.67
	Monthly Buy Down		\$81.03
	Total Buy Down & Savings		\$3,889.44
	Interest Buy Down Grant		\$97,236
	Number of Loans		25
	Loan Capital Disbursed		\$500,000

**Tables are for demonstration purposes only.*

Table 2 - \$1,120,000 in capital disbursed to 56 small businesses with a \$100,000 IBD program

LiftFund Interest Buy Down EXAMPLE: ~\$20,000 loan			
		Approved Rate	5% Buy Down
Loan Amount		\$20,000	\$20,000
Term		48	48
	Interest Rate	9%	5%
	Payment Amount	\$498	\$461
	Monthly Buy Down		\$37
	Total Buy Down & Savings		\$1,781.28
	Interest Buy Down Grant		\$99,752
	Number of Loans		56
	Loan Capital Disbursed		\$1,120,000

**Tables are for demonstration purposes only.*



Championing Small Business Owners

LiftFund was established in 1994, as a Community Development Financial Institution (CDFI), to provide hope and opportunity to business owners and aspiring entrepreneurs. We are passionate about our mission of leveling the financial playing field and building an economy where everyone has an opportunity to prosper.

We believe that entrepreneurship has the power to transform lives and communities for generations. Our support includes affordable funding and business support services to strengthen businesses on their journey from startup to scalability and beyond. Since inception, LiftFund has provided over \$419 million in funding to underestimated small businesses across our 15-state service area, maintaining an average 96% repayment rate.

For every \$1 LiftFund lends, small business owners create a positive return of \$14 in economic activity for their local community.

OUR IMPACT SINCE 1994

\$419 Million in Funding

25,000 Small Business Loans

\$5.8 Billion in Economic Impact

\$53 Million Active Portfolio

21,648 jobs created and over 1 Million jobs retained

LiftFund adheres to strict financial accountability and transparency guidelines and is highly rated by AERIS and Charity Navigator.



2021 IMPACT

LiftFund believes in entrepreneurs who have the desire, ability, and vision to launch or grow their own business. We are passionate about our mission and work to strengthen communities by championing small business owners on their journey to financial prosperity.

SMALL BUSINESS LENDING

\$39 Million

TOTAL AMOUNT

1,633

LOANS PROVIDED

\$23,900

AVG. LOAN SIZE

JOBS CREATED **1,560**

JOBS RETAINED **5,297**

ENTREPRENEURS OF COLOR **71%**

LMI BORROWERS **61%**

SBA 504 LENDING

\$40.3 Million

TOTAL LOAN AMOUNT

54

LOANS PROVIDED

407

JOBS CREATED

GRANT FUNDING*

\$32.6 Million

AMOUNT AWARDED

2,139

GRANTS PROVIDED

**Related to COVID-19 response*

BUSINESS EDUCATION

CLIENTS SERVED **7,590**

BUSINESS SUPPORT
HOURS PROVIDED **7,300**

WORKSHOPS HOSTED **301**

WORKSHOP
PARTICIPANTS **2,352**

Top 5 Industries

- Service - 16%
- Transportation & Warehousing - 14%
- Professional Services - 12%
- Retail - 11%
- Construction - 9%

Top 3 Consultation Topics

- Credit Review
- How to Access Capital
- Financial Education, Planning & Management

OUR CLIENT PROFILE - SMALL BUSINESS LENDING

LiftFund Site	Total Loans	Total Amount	Black	Hispanic	Other	White	Female	Male	Veteran & Family
California	35	\$1,329,827	12%	0%	29%	59%	41%	59%	9%
Florida	49	\$1,954,536	35%	8%	15%	42%	48%	52%	6%
Georgia	69	\$1,330,141	72%	4%	7%	18%	59%	41%	12%
Louisiana	123	\$2,325,716	54%	4%	12%	30%	62%	38%	4%
New Orleans	57	\$1,170,304	57%	5%	5%	32%	63%	38%	4%
All other cities	66	\$1,155,412	51%	3%	18%	28%	61%	39%	5%
Tennessee	13	\$235,733	71%	0%	0%	29%	33%	67%	17%
Texas	1,270	\$30,751,620	17%	43%	12%	28%	42%	58%	7%
Austin	64	\$2,399,137	8%	14%	14%	63%	55%	45%	6%
Corpus Christi	64	\$1,833,140	9%	42%	7%	42%	44%	56%	8%
Dallas/Ft. Worth	219	\$4,922,131	39%	25%	11%	25%	52%	48%	6%
El Paso	190	\$4,296,663	1%	74%	8%	17%	31%	69%	6%
Houston	228	\$5,501,772	33%	25%	15%	28%	38%	62%	6%
Laredo	52	\$1,329,975	0%	80%	9%	11%	38%	62%	4%
Rio Grande Valley	53	\$1,156,582	0%	82%	2%	16%	27%	73%	8%
San Antonio	400	\$9,312,221	12%	42%	13%	32%	44%	56%	9%
Additional States Served*	74	\$1,161,638	33%	12%	12%	43%	39%	61%	9%
Total	1,633	\$39,089,211	24%	35%	12%	29%	44%	56%	7%

**LiftFund combines total impact for states and locations with less than 12 loans to ensure privacy of our clients. States in additional served include: Alabama, Arkansas, Kentucky, Mississippi, Missouri, New Mexico, New York, Oklahoma, South Carolina.*

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Discuss and consider approval of the renewal of UTRGV
Technical Assistance Contract for Fiscal Year 2023.

1. Agenda Item:

Discuss and consider approval of the renewal of UTRGV Technical Assistance Contract for Fiscal Year 2023.

2. Description/Scope:

UTRGV's Data and Information Systems Center has been under contract with the EDC for the last several years to provide technical assistance with data analysis, economic impact studies, market research, and related information needs.

This proposed renewal of that agreement is for \$15,000, which provides the EDC with 30 hours of assistance per quarter. Additional hours are billed separately at \$125 per hour.

3. Estimated Timeline:

October 1, 2022 to September 30, 2023

4. Budget:

The contract amount is for \$15,000.

5. Procurement/Selection Process:

Contract renewal.

6. Staff's Recommendation:

Staff recommends approval.

7. Justification:

UTRGV has continued to consistently demonstrate value in performing research tasks for the EDC. It is a valued partnership and their work is high-quality. Staff has budgeted for this amount in the FY 2023 budget.

ATTACHMENTS

Attachment A: UTRGV Technical Assistance Contract for FY 2023

Approved: _____

Not Approved:	_____
Tabled:	_____
No Action:	_____

CONTRACT FOR TECHNICAL ASSISTANCE

THIS AGREEMENT, entered into this ____ day of August 2022 by and between the Edinburg Economic Development Corporation, a non-profit Development Corporation (hereinafter the "EEDC" or "Contractor") created under the Texas Development Corporation Act, Texas Local Government Code Section 501 et seq., as amended (hereinafter the "Act") and The University of Texas Rio Grande Valley, Department of Economic Development (hereinafter referred to as the "University").

WITNESSETH:

WHEREAS, the EEDC is interested in providing for the continued development of the community of Edinburg; and

WHEREAS, the University desires to involve the institution in the community by providing services and expertise to the community-at-large; and

WHEREAS, the EEDC desires to engage the University to provide technical assistance services in connection with economic development and information technology; and

WHEREAS, the University has personnel and experience to provide the technical assistance in accordance with the terms of this contract;

NOW THEREFORE, the parties do mutually agree as follows:

SECTION I SCOPE OF SERVICES

TECHNICAL ASSISTANCE (30 hours a quarter to be provided by University staff; hours above the 30 hours a quarter will be billed separately at \$125 an hour; University staff will ask the EEDC in writing for approval for hours over 30 hours a quarter, prior to commencing work).

1. Assist the EEDC with economic impact analysis; fiscal impact analysis; site location/ring analysis; community analysis; demographic, housing, income, expenditure, and business data and reports; market research; business and resident surveys; web-based dashboards; and economic data through the University's Data and Information Systems Center.

SECTION II PAYMENTS

The EEDC agrees to pay the University the sum of Fifteen Thousand Dollars (\$15,000) for the services to be rendered under this contract in quarterly installments to be invoiced at \$3,750 each quarter for the term of this contract.

SECTION III TERM

This agreement will commence on October 1, 2022 and continue through September 30, 2023.

SECTION IV TERMINATION

The EEDC and the University shall have the right to terminate this agreement. Any notice of termination must be in writing and sent by certified mail not less than thirty (30) days prior to the effective date of such termination. Upon termination the University shall be paid for all services rendered to date on the same basis as above provided. However, termination of this agreement by either party not at fault because of breach of the agreement by the other party shall be effective upon mailing of the notice of termination.

SECTION V SUCCESSORS AND ASSIGNS

The EEDC and the University each bind themselves and their successors and assigns with respect to all agreements herein. Neither the EEDC nor the University shall assign or transfer their interest in this Agreement without the prior written consent of the other.

SECTION VI BREACH OF CONTRACT CLAIMS

To the extent that Chapter 2260, *Texas Government Code*, is applicable to the Agreement and is not preempted by other applicable law, the dispute resolution process provided for in Chapter 2260 and the related rules adopted by the Texas Attorney General pursuant to Chapter 2260, will be used by University and EEDC to attempt to resolve any claim for breach of contract made by EEDC that cannot be resolved in the ordinary course of business. The chief business officer of University will examine EEDC's claim and any counterclaim and negotiate with EEDC in an effort to resolve such claims. The parties specifically agree that (i) neither the execution of the Agreement by University nor any other conduct, action or inaction of any representative of University relating to the Agreement constitutes or is intended to constitute a waiver of University's or the state's sovereign immunity to suit; and (ii) University has not waived its right to seek redress in the courts.

SECTION VII GENERAL TERMS

- A. Assignment. The parties shall not assign this Agreement without the written consent of the other party, which consent shall not be unreasonably withheld, conditioned or delayed.
- B. Successor and Assigns. This Agreement shall bind and inure to the benefit of their respective parties and their respective permitted successors and assigns.
- C. Entire Agreement; Modifications. The Agreement supersedes all prior agreements, written or oral, between EEDC and University and shall constitute the entire Agreement and understanding between the parties with respect to the subject matter hereof. The Agreement and each of its provisions shall be binding upon the parties and may not be waived, modified, amended or altered except by a writing signed by University and EEDC.
- D. Invalidity. If any term or provision of this Agreement is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the remainder of this Agreement shall remain in full force and effect and shall in no way be affected, impaired, or invalidated.
- E. Further Assurances. The parties shall execute, acknowledge and deliver any and all such further agreements and instruments as the other party may reasonably request from time to time in order to give full effect to this Agreement.
- F. Venue; Governing Law. Hidalgo County, Texas, shall be the proper place of venue for suit on or in respect of the Agreement. The Agreement and all of the rights and obligations of the parties hereto and all of the terms and conditions hereof shall be construed, interpreted and applied in accordance with and governed by and enforced under the laws of the State of Texas.
- G. Notices. Except as otherwise provided by this Section, all notices, consents, approvals, demands, requests or other communications provided for or permitted to be given under any of the provisions of the Agreement will be in writing and will be sent via certified mail, hand delivery, overnight courier, facsimile transmission (to the extent a facsimile number is set forth below), or email (to the extent an email address is set forth below) as provided below, and notice will be deemed given (i) if delivered by certified mailed, when deposited, postage prepaid, in the United States mail, or (ii) if delivered by hand, overnight courier, facsimile (to the extent a facsimile number is set forth below) or email (to the extent an email address is set forth below), when received:

If to University: The University of Texas Rio Grande Valley
1201 W. University Dr.
Edinburg, TX 78539
Attention: Dr. Thomas Spencer
Associate VP for Research Operations
sponpro@utrgv.edu

with copy to: The University of Texas Rio Grande Valley
1201 W. University Dr., EINNV 1.1
Edinburg, TX 78539
Attention: Stephanie Vasquez
Research Services Coordinator
Stephanie Vasquez
stephanie.vasquez01@utrgv.edu;
sponpro@utrgv.edu

If to Contractor: City of Edinburg
415 West University Drive
Edinburg, TX 78540
Attention: Nelda Ramirez
Interim Assistant City Manager
nramirez@cityofedinburg.com

or other person or address as may be given in writing by either party to the other in accordance with this Section.

Notwithstanding any other requirements for notices given by a party under the Agreement, if Contractor intends to deliver written notice to University pursuant to Section 2251.054, *Texas Government Code*, then Contractor will send that notice to University as follows:

The University of Texas Rio Grande Valley
1201 W. University Dr.
Edinburg, TX 78539
Phone: (956) 665-3002 | Email: sponpro@utrgv.edu
Attention: Office of Sponsored Programs

- H. Waiver. The waiver by either party of a breach of any provision of this Agreement shall not operate or be construed as a continuing waiver of any subsequent breach by either party. No waiver by either party of any provision or condition to be performed shall be deemed a waiver of similar or dissimilar provisions or conditions at the same time or any prior or subsequent time.
- I. Governing Law and Exclusive Venue. This Agreement shall be governed by and construed in accordance with the laws of the State of Texas without giving effect to such State's conflicts of laws provisions. Venue for any dispute arising out of or concerning this Agreement shall lie exclusively in a court of competent jurisdiction in Hidalgo County, Texas.

- J. Severability. Whenever possible, each provision and term of this Agreement will be interpreted in a manner to be effective and valid, but if any provision or term of this Agreement is held to be prohibited by law or invalid, then such provision or term will be ineffective only to the extent of such prohibition or invalidity without invalidating or affecting in any manner whatsoever the remainder of such provision or term or the remaining provisions or terms of this Agreement.
- K. Counterparts. This Agreement may be executed simultaneously in one or more original, digitally imaged or facsimile counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument.
- L. Representations and Warranties by EEDC. If EEDC is a corporation or a limited liability company, EEDC warrants, represents, covenants, and agrees that it is duly organized, validly existing and in good standing under the laws of the state of its incorporation or organization and is duly authorized and in good standing to conduct business in the State of Texas, that it has all necessary power and has received all necessary approvals to execute and deliver the Agreement, and the individual executing the Agreement on behalf of EEDC has been duly authorized to act for and bind EEDC.
- M. Limitations. The parties hereto are aware of the possibility that there are or could be constitutional and statutory limitations on the ability of the University, a state agency, to enter into certain terms and conditions of this Agreement, including, but not limited to, those relating to warranties, limitations of damages, limitations of periods to bring legal action, waivers of remedies, dispute resolution, indemnities, and confidentiality. In any event, all of the provisions of this Agreement shall be enforceable to the full extent authorized by law. Neither the execution of this Agreement by the University nor any other conduct, action or inaction of any representative of the University constitutes or is intended to constitute a waiver of the University's or the state's sovereign immunity to suit.
- N. Damage or Injury. EEDC shall be solely responsible for any damage or injury to the University's facilities, property (tangible or intangible), or personnel that results from the acts or omissions of EEDC or of EEDC's personnel, agents, or subcontractors.
- O. DISCLAIMER. EXCEPT AS EXPRESSLY PROVIDED IN THIS AGREEMENT, THE UNIVERSITY PROVIDES ALL GOODS, EQUIPMENT, MATERIALS, SERVICES, PERSONNEL, FACILITIES, AND OTHER ITEMS TO EEDC UNDER THIS AGREEMENT "AS IS", WITHOUT WARRANTIES, GUARANTEES, CERTIFICATIONS, OR REPRESENTATIONS OF ANY KIND. NOTWITHSTANDING ANY OTHER PROVISION OF THIS AGREEMENT:
 - (1) THE UNIVERSITY EXPRESSLY AND SPECIFICALLY DISCLAIMS ANY WARRANTIES OF TITLE, MERCHANTABILITY, OR FITNESS FOR A PARTICULAR PURPOSE, AS WELL AS ALL IMPLIED WARRANTIES,

INCLUDING ANY IMPLIED WARRANTIES ARISING FROM A COURSE OF DEALING OR PERFORMANCE OR USAGE OF TRADE,

(2) THE UNIVERSITY'S MAXIMUM AGGREGATE LIABILITY UNDER THIS AGREEMENT SHALL NOT EXCEED THE AMOUNTS PAID BY EEDC TO THE UNIVERSITY DURING THE IMMEDIATELY PRECEDING CONTIGUOUS TWELVE (12) MONTH PERIOD DURING THE TERM OF THIS AGREEMENT, AND

(3) THE UNIVERSITY SHALL NOT BE RESPONSIBLE OR LIABLE TO EEDC OR TO ANY PERSON OR ENTITY CLAIMING THROUGH EEDC FOR SPECIAL, INCIDENTAL, INDIRECT, OR CONSEQUENTIAL DAMAGES, INCLUDING WITHOUT LIMITATION LOST OR ANTICIPATED PROFITS, REVENUES, OR SAVINGS, EVEN IF THE UNIVERSITY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

City of Edinburg

The University of Texas Rio Grande
Valley

By: _____
Nelda Ramirez
Interim Assistant City Manager

By: _____
Dr. Thomas Spencer
Associate VP for Research
Operations

Date: _____

Date: _____

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Discuss and consider approval of the Buxton proposal renewal
for Fiscal Year 2023.

1. Agenda Item:

Consider renewal of Buxton proposal for Fiscal Year 2023.

2. Description/Scope:

Buxton has been under contract with the EDC for three years (2019-2022) to provide access to data and analytics on Edinburg's retail market. The contract amount was for \$36,500 annually and expires September 30, 2022.

The renewed proposal is for an amount of \$35,000 for a one year subscription. The proposal includes access to three of Buxton's products including:

- **SCOUT with Public Sector Reporting:** Technology application that hosts standard data, mapping, and reporting capabilities. This allows for visualizing data, running reports, and in-depth market insights.
- **Match:** Application that helps users find retail or restaurant brands that are a good fit for a potential site.
- **Mobilytics:** Application that allows users to define and analyze a study area by leveraging Buxton's proprietary consumer mobile device data. Mobilytics uses household level data to provide the most granular and detailed view of visitors possible.

The subscription comes with the standard support package, which includes Account Setup and Platform Training, Q&A Training Sessions, Ongoing Product Support, and Training Resources.

3. Estimated Timeline:

Agreement expires September 30, 2023.

4. Budget:

Annual Fee (2022-2023): \$35,000

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval.

7. Justification:

Buxton provides staff with enhanced tools and greater control of in-house research activities.

ATTACHMENTS

Attachment A: Buxton - Edinburg EDC Proposal

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

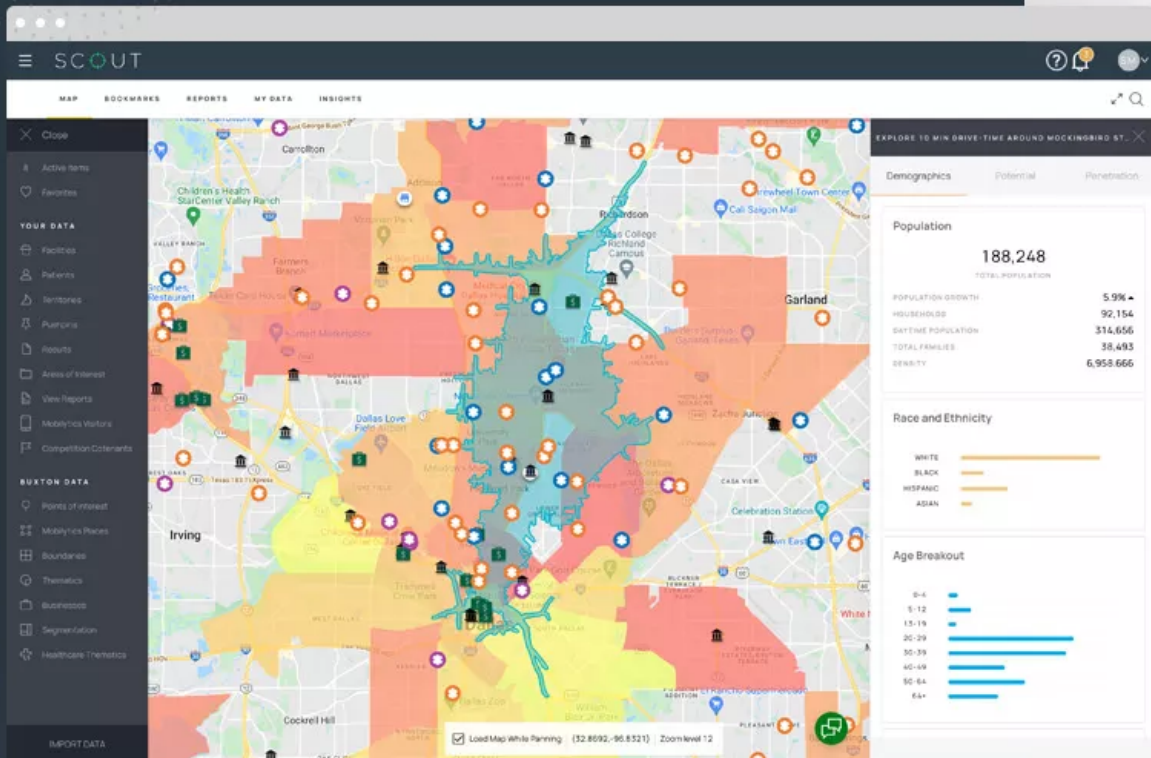


PROPOSAL + ORDER FORM

Economic Development Package

PREPARED FOR

Edinburg, TX EDC



Prepared by Brian Merrion

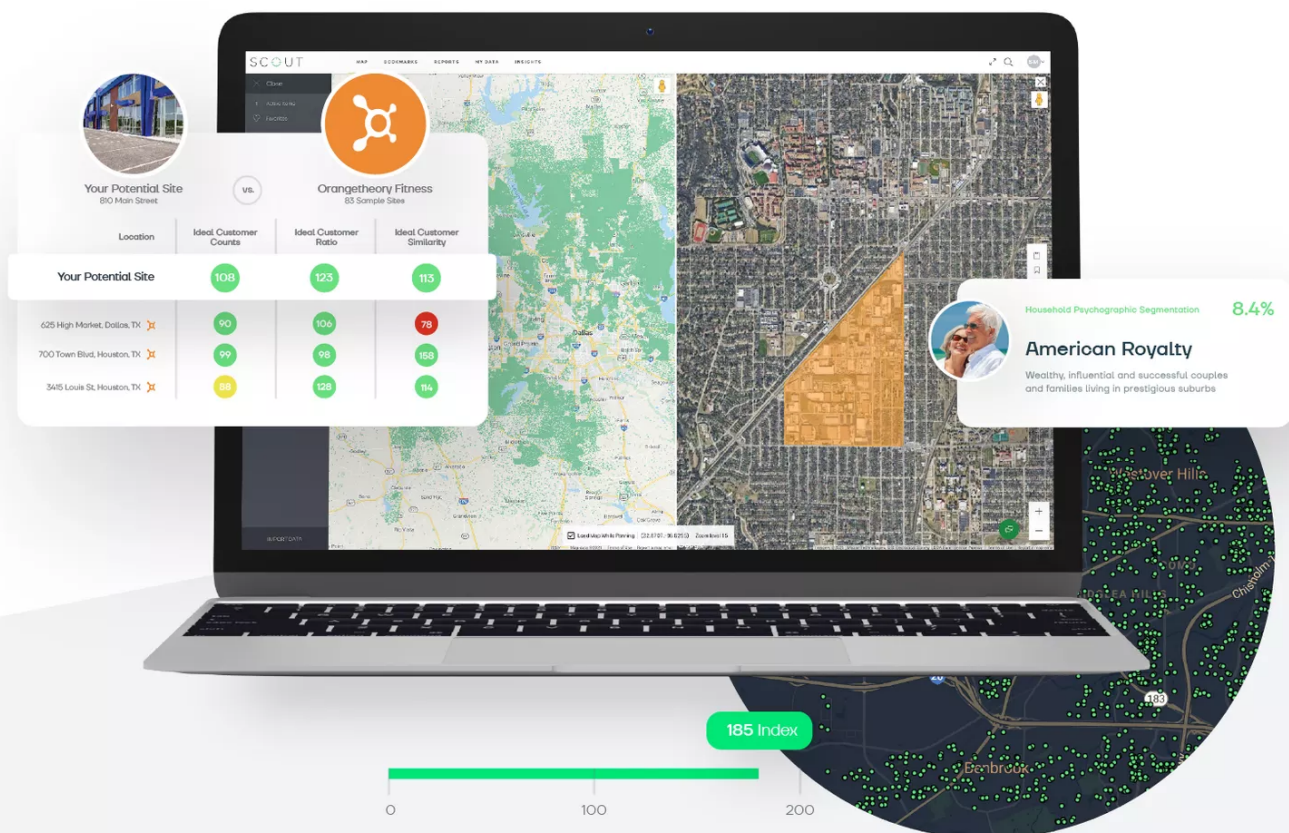
Expires 09/30/2022

PROPOSAL

Decades of Experience. One Powerful Platform.

With more than two decades of experience developing analytics solutions for clients in both the private and public sector, Buxton is on a mission to revolutionize the way businesses and communities understand their consumers and make decisions.

Today, we've distilled our data, insights, and experience into powerful technology designed to give you the tools you need to answer your most important planning and development questions. Empower your community leaders with data visualization, reporting, and tools to guide your strategic decision-making processes.



Benefits of the Economic Development Package

With three great applications housed in one web-based platform, Buxton's Economic Development Package gives you on-demand information to make smarter, faster economic development decisions.

Put Consumers at the Center of Your Growth Strategy

Understand the residents in your community not just in terms of demographics, but also in terms of psychographics.

Empower Community Leaders

Give decision-makers in your community access to best-in-class data that will assist them in making better planning and development decisions.

Use Data to Tell Your Community's Story

Get to know your community through data visualization and reporting. Use data to support economic development and communicate with decision makers.

Identify Brands That Fit Your Community

Discover the retail, restaurant, and consumer services brands that are a strong fit for the consumers in your community to guide business attraction efforts.

Get Information Faster

On-demand reporting speeds up the decision-making process by providing data when you need it to answer questions when they arise.

Recommended Package

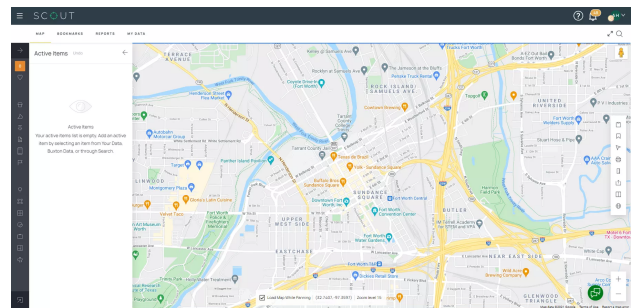
Buxton offers a variety of different applications and packages within the Buxton Platform. Based on Edinburg, TX EDC's unique business needs, Buxton recommends the Economic Development Package. We are constantly making improvements to our products; therefore, features may be added or changes may be made to the products listed below.

Economic Development Package

This public sector technology package comes standard with SCOUT, Match, and Mobilytics.

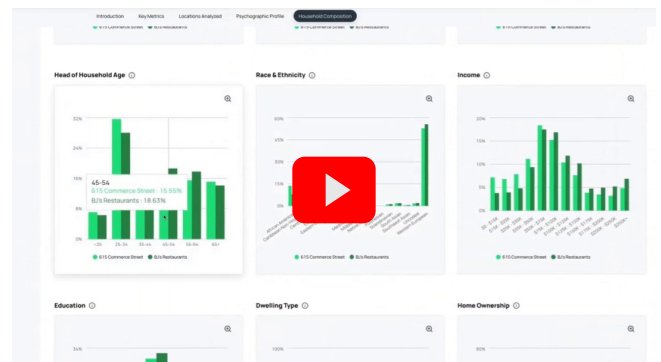
SCOUT with Public Sector Reporting

SCOUT is Buxton's proprietary analytics technology application in the Buxton Platform that comes with a host of standard data, mapping, and reporting capabilities. Visualize data, run reports, and empower your community with in-depth market insights. Click [here](#) to learn more.



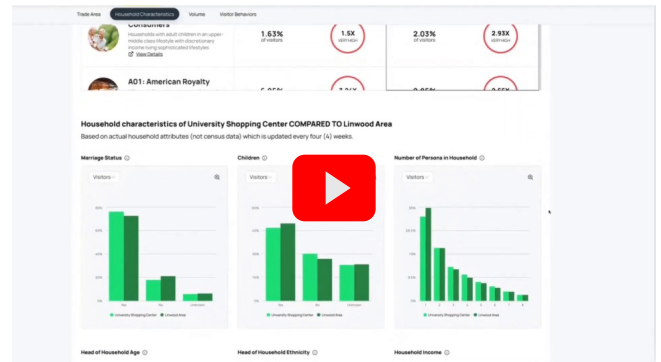
Match

The Match application helps users find retail or restaurant brands that are a good fit for a potential site. Actively pursue your targeted retailers and make a compelling case for their expansion to your community by providing data-driven metrics around the most important success variable – customers. Click [here](#) for more information.



Mobilytics

The Mobilytics application within the Buxton Platform allows users to define and analyze a study area by leveraging Buxton's proprietary consumer mobile device data. Mobilytics uses household level data to provide the most granular and detailed view of visitors possible. Click [here](#) to learn more.



User Access

Users have access to all the applications in your subscription. Three (3) users are included in the Economic Development Package at no cost. Additional users may be purchased for additional fees.

Standard Support Package

Your subscription comes with the standard support package, which includes:

- **Account Setup and Platform Training:** Following account setup, users will be trained on the core features and functionality of the Buxton Platform, via an online conferencing platform, for one (1) hour at a mutually agreed upon date and time. This training will be recorded and available for the duration of the contract term.
- **Q&A Training Sessions:** After the initial platform training, Buxton will provide up to two (2) thirty (30) minute Q&A sessions to discuss “how-to” scenarios, answer specific questions, and review previously run reports.
- **Ongoing Product Support:** The product experience team will be available to support all educational, functional, and technical inquiries during normal office hours (8:00 AM-5:00 PM CST, excluding weekends and public holidays). After hours requests will be addressed within twenty-four (24) hours of submission.
- **Training Resources:** Users will have unlimited access to live chat, as well as unlimited access to our knowledge base and training materials within the platform.

Technical Requirements

The Buxton Platform can be accessed at the following URL: www.buxtonco.com.

The Buxton Platform is a web-based application accessible on any desktop, laptop, or mobile tablet device that has an Internet connection. When operating the platform, Buxton's recommended hardware configuration is 4-core CPU and 8 GB RAM (or higher). Modern-day laptops or desktops purchased within the last 3 to 5 years will perform without issue. The recommended browser for accessing the Buxton Platform is the latest version of Chrome.

ORDER FORM

Fee Schedule

Contract Start Date: 10 / 01 / 2022

Contract End Date: 09 / 30 / 2023

Subscription	QTY	Number of Years	Fee Per Year Per Item	Subtotal
Economic Development Package (National) National-level subscription to SCOUT with public sector reporting package, Match, and Mobilytics.	1	1	\$35,000.00	\$35,000.00
Three (3) User Bundle Included in your subscription.	1	1	\$0.00	\$0.00
Additional User(s)	1	1	\$0.00	\$0.00
Standard Support Package See Appendix for a full description of the support package.	1	1	\$0.00	\$0.00

Total contract value: \$35,000.00

Total fee per year: \$35,000

The geography included in your subscription level: United States

**If this Order Form is executed and/or returned to Buxton Company by Client after the Contract Start Date above, Buxton Company may adjust the Contract Start Date and Contract End Date, without increasing the Total Fee, based on the date Buxton Company activates the products and provided that the total term length does not change. Fees shown above do not include any taxes that may apply. Any such taxes are the responsibility of Client. This is not an invoice.*

Sign Here to Subscribe

Thank you again for the opportunity to present this Order Form. We look forward to working with you. I hereby acknowledge I have read this Order Form and understand and agree to the terms and conditions of Buxton's Terms of Service located at [this link](#), which shall be incorporated herein by reference. We suggest you print and retain a copy of these Terms of Service for your records.

Edinburg, TX EDC

Client Name Printed

Veronica Gonzales

Client Title

Edinburg EDC President

Primary Account Owner Name

Veronica Gonzales

Primary Account Owner Email Address

economicdevelopment@cityofedinburg.com

Invoice Recipient Name

Nelda Ramirez

Invoice Recipient Email Address

nramirez@cityofedinburg.com

Invoice Recipient Phone Number

956-388-8207

Billing Company Name

Edinburg Economic Development Corporation

Billing Address

415 W University Dr. Edinburg, TX 78539

Shipping Address

415 W University Dr. Edinburg, TX 78539

Is PO Required

No

PO Number?

Tax Exempt?

Yes

Date of Client Acceptance

Client Signature

Buxton Signature

APPENDIX

Payment Details

Preferred Method of Payment:

If sending a check, please make it payable to Buxton Company.

Address: 2651 South Polaris Drive, Fort Worth, TX 76137

If wiring, please follow the below instructions:

Bank Name: JPMorgan Chase

Bank Address: JPMorgan Chase New York, NY 10017

Bank Routing Number: 021000021

Account Name: Buxton Company

Account Number: 1886176625

SWIFT ID: CHASUS33

If ACH delivery, please follow the below instructions:

Bank Routing Number: 111000614

Account Name: Buxton Company

Account Number: 1886176625

Invoice Frequency: One-time payment

Billing Method: Email

Tax ID: 75-2541014

Payment Terms: Payment due in net 10 days upon receipt of invoice.

Service will commence once payment is received.

Inquiries: Please send all billing inquiries to accountsreceivable@buxtonco.com or call us at (817) 332-3681.

*If you're tax exempt, please submit a completed Sales and Use Tax Exemption Certificate to accountsreceivable@buxtonco.com.
For assistance in selecting or completing the correct form, please contact us at the same email.

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Discuss and consider approval of the Edinburg Economic Development Corporation Sponsorship Policy.

1. Agenda Item:

Discuss and consider approval of the Edinburg Economic Development Corporation Sponsorship Policy.

2. Description/Scope:

On August 1, 2022, this agenda item was presented to the Edinburg EDC board to discuss the policy for sponsorship requests. Guidelines established will assist Board of Directors with sponsorship considerations. The proposed sponsorship policy has been revised as per the feedback and recommendations received from the board.

The following sponsorship thresholds are listed for your consideration:

- Sponsorship less than \$1,000 do not need board approval
- Sponsorship of over \$1,000 needs Edinburg EDC board approval
- Sponsorship of over \$5,000 needs Edinburg EDC board and City Council approval

3. Estimated Timeline:

N/A

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval based on the board's direction for criteria.

7. Justification:

ATTACHMENTS

Attachment A: Edinburg EDC Proposed Sponsorship Policy

Attachment B: Edinburg EDC Proposed Sponsorship Request Form

Approved: _____

Not Approved: _____

Tabled: _____

No Action: _____

EDINBURG ECONOMIC DEVELOPMENT CORPORATION SPONSORSHIP POLICY

Purpose:

The purpose of this Sponsorship Policy (“Policy”) of the Edinburg Economic Development Corporation (“EEDC”) is to encourage events, programming, and services conducted by persons, organizations, entities, or corporations (collectively “Organization” or “Organizations”) for the benefit of the residents of the City of Edinburg (“City”), while ensuring that Organizations are afforded an equitable opportunity to request and obtain sponsorship support for proposed events, programming, and services.

Sponsorship Requirements & Guidelines:

All requests for EEDC sponsorship must be submitted via written application to the EEDC’s Executive Director. All requests received by EEDC staff or Board of Directors shall be forwarded to the EEDC Executive Director for review.

EEDC sponsorship may consist of monetary funding and/or in-kind support. In-kind support may include, but is not limited to, donation of goods or supplies, EEDC staff support, and permission to use the EEDC’s logo on marketing materials. The value, as determined by the EEDC, of all requested in-kind support shall be included in the total sponsorship amount(s) for purposes of the limitations set forth in this Policy.

Requesting Organizations must adhere to the EEDC’s branding and logo guidelines and must seek permission prior to using the EEDC logo. The EEDC shall have final approval of all materials bearing the EEDC logo prior to distribution.

The EEDC reserves the right and discretion to exercise full editorial control over the placement, content, appearance, and wording of sponsorship affiliations and messages. The EEDC may make distinctions on the appropriateness of sponsors based on subject matter of a potential sponsorship recognition message

Approval Requirements:

If the requested City sponsorship amount does not exceed \$1,000, approval of the Executive Director or their designee is sufficient for approval to be effective.

If the requested EEDC sponsorship exceeds \$1,000, approval of the EEDC Board of Directors is required for approval to be effective.

If the requested EEDC sponsorship exceeds \$5,000, approval of the EEDC Board of Directors and the Edinburg City Council is required for approval to be effective.

Application:

To be eligible for consideration, all sponsorship requests must be made by completing the EEDC's application form, as approved by the Board of Directors and attached to this Policy.

It is highly encouraged to submit all sponsorship requests 30 days prior to the earliest scheduled date of the event for the sponsorship request to be timely considered by the EEDC Board of Directors and, if needed, the Edinburg City Council.

Eligibility & Selection Criteria:

The EEDC has sole discretion to determine whether an event benefits the residents of the City and should therefore be a recipient of sponsorship funding or support under this Policy. Sponsorship requests should include statements and information regarding the expected economic impact to the City of Edinburg resulting from the event, programming, or service.

The EEDC reserves the right to decline any request for EEDC sponsorship if acceptance is deemed not to be in the best interest of the EEDC and the City, or if acceptance would create a conflict of interest for the EEDC.

Sponsorship requests made by the following types of Organizations are favored:

- Certified tax-exempt nonprofits;
- Public agencies; and
- Established clubs, associations, groups or committees that provide services and/or programs directly to the City for the benefit of its residents.

If the requesting Organization is or claims to be a non-profit entity, the requesting Organization must submit documentation to the EEDC sufficient to prove its non-profit status, such as Articles of Incorporation and IRS Employer Identification Numbers (in the case of a 501(c)(3) entity).

The following types of persons, Organizations, and events are ineligible for city sponsorship:

- Persons seeking financial support for their individual participation in a fundraising effort or event;
- Persons requesting funds for their private use, regardless of the intent or need;
- Requests that benefit single individuals;
- Organizations that promote the sale or consumption of alcohol, tobacco products, vaping products, or federally illegal drugs;
- Promotion of the use or sale of firearms, explosives or other weapons, or the depiction, suggestion, or glorification of violence or acts of a violent nature;
- Organizations that promote gambling;
- Sexually oriented businesses;
- Political parties or political advocacy groups;
- Organizations requesting inappropriate or unlawful expenditures, as determined by the EEDC in its sole discretion; and

- Events, programs and services which discriminate against any portion or segment of the citywide community.

In determining whether to approve requests for EEDC sponsorship, the following criteria may be considered, in no particular order of importance:

- The degree of citywide value provided by the event, program, or service;
- Whether the event, program, or service will be open to the public, and the demonstrated commitment of the requesting Organization to ensuring ongoing public access;
- Whether the event will require entrance fees to be paid for admittance (free admission is preferred);
- Whether the requesting Organization is based in the City;
- Whether and to what extent the requesting Organization's prior relationships with the EEDC, if any, have been successful;
- Whether the requesting Organization can provide verification of availability of sufficient facilities, funding and support, and sufficient capacity of programmatic function for the proposed event, program, or service.
- Whether the requesting Organization is a for-profit enterprise; if so, the Organization is ineligible for sponsorship unless the event, program, or service for which sponsorship is requested is not for the commercial benefit of the requesting Organization, as determined by the EEDC in its sole discretion.
- Whether the requestor's mission and goals in providing the event, service, or program:
 - Are compatible with the EEDC's priorities;
 - Enhance current EEDC programs or core services.
- Demonstrated public support for the proposed event, service, or program;
- Financial need of the requesting Organization and its ability to offer the event, program, or service in the absence of the requested City sponsorship;
- Ability of the event, service, or program to meet community needs;
- Level of contribution of the requesting Organization and its partners to the event, service, or program;
- Projected timelines and cost/benefit analyses of the event, service, or program;
- Impact on existing EEDC operations, assets, and resources;
- Media exposure opportunities;
- Involvement by other entities or individuals, including but not limited to partners, contractors and sponsors;
- Projected number of City residents the event, program, or service accommodates;
- Other factors deemed relevant to the collaboration.

Agreement:

Upon approval of a request for sponsorship, the Organization requesting sponsorship shall enter into a written agreement with the EEDC containing the material terms and obligations for approval by authorized representatives of the requesting Organization and the EEDC.

The agreement should include a description of the relationship and the roles and responsibilities of the EEDC and the requesting Organization. Indemnification and insurance shall be required as part of the agreement. The requesting Organization must agree in writing to adhere to all applicable laws, rules, regulations, and City policies in connection with the event, program, or service being sponsored.

EEDC Sponsorship Request Form

Contact Information

1. Name:
2. Title:
3. Address:
4. Phone:
5. Email:

Organization Information

1. Name:
2. Address:
3. Tax Identification Number:
4. Is this organization a nonprofit corporation with a certificate of formation on file with the Texas Secretary of State?
5. Is this organization a 501(c)(3) registered with the Internal Revenue Service (IRS)?
6. Does this organization have a 990 Form on file with the IRS?

If yes,

- a. Please attach this organization's most recently filed 990 Form.

Sponsorship or Donation Request

1. Amount Requested:
2. Date Needed:
3. Please describe the purpose of your funding request. What will the funding be used for?
4. Explain and provide supporting information regarding how the event, programming, or services being sponsored impacts economic development within the City of Edinburg. Examples include the number of attendees, whether attendees will be travelling to the City, impact on local businesses, etc.
5. If awarded, what measureable outcomes will be achieved as a result of your program? How will the community benefit?
6. Please attach a budget for your program and indicate what share of the total program cost this request for city funding will cover.

Funding History

1. Has this organization received sponsorships or donations in the past from the EEDC and/or the City of Edinburg?

If yes,

- a. Please list funding amounts awarded per year for the most recent five-year period.
 - b. Please describe what measurable outcomes were achieved as a result of your programs supported by city funds.
2. Has this organization received other funding from the EEDC and/or the City of Edinburg (e.g., grants, federal or state pass-through funding, etc.)

If yes,

- a. Please list funding sources and amounts awarded per year for the most recent five-year period.

Exclusions

- Persons seeking financial support for their individual participation in a fundraising effort or event
- Persons requesting funds for their private use, regardless of the intent or need
- Requests that benefit single individuals
- Political causes or candidates
- Organizations that promote the sale or consumption of alcohol, tobacco products or federally illegal drugs
- Promotion of the use or sale of firearms, explosives or other weapons, or the depiction, suggestion, or glorification of violence or acts of a violent nature
- Organizations that promote gambling
- Sexually oriented businesses
- Organizations requesting inappropriate or unlawful expenditures, as determined by the City in its sole discretion

The EEDC has sole discretion to determine whether an event benefits residents of the City of Edinburg and should therefore be a recipient of sponsorship funding or support under this Policy. The EEDC reserves the right to decline any request for EEDC sponsorship if acceptance is deemed not to be in the best interest of the EEDC, or if acceptance would create a conflict of interest for the EEDC.

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Consider approval of the Edinburg Economic Development Corporation Fiscal Year 2023 Budget.

1. Agenda Item:

Consider approval of the Edinburg Economic Development Corporation Fiscal Year 2023 Budget.

2. Description/Scope:

Staff is proposing a budget for FY 2023 with projected sales tax revenue of \$9,000,000, \$500,000 in administrative services under the City-EDC agreement, and sufficient funding to make significant progress on 2019 and 2021 Bond Projects.

Other highlights:

- Proposed programs are similar to FY 2022, with \$300,000 budgeted for marketing, \$200,000 budgeted for Small Business Programs/Workforce Training, \$100,000 budgeted for Sponsorships, and \$65,000 budgeted for Research.
- The budget includes \$13,225,173 for two remaining 2019 Bonds projects: El Tule Center, and Resource Center, and two remaining 2021 Bond projects: ACE Center and Parking Garage.
- Debt service payments in FY 2023 will total \$2,673,095 for Bond Principal Payment and Bond Interest. The Edinburg EDC is not expected to pay for the Arena Bond Shortage in FY 2023.
- Projected unrestricted fund balance at the end of the year is \$11,615,950, which is very healthy compared to operating expenses and expected revenue.

The proposed FY 2023 Work Plan priorities the 2019 and 2021 Bond Projects, revamping the incentive policy, marketing, Airport, and small business assistance. Staff will also focus on coordinating with the City's comprehensive plan update, with particular attention paid to pedestrian activity and beautification downtown, as well as other operational improvements, such as a more coordinated approach to real estate management.

3. Estimated Timeline:

October 1, 2022 to September 30, 2023

4. Budget:

As presented

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval.

7. Justification:

The FY 2023 Budget must be approved annually by the Board and submitted to City Council for consideration and approval.

ATTACHMENTS

Attachment A: Edinburg EDC Proposed FY 2023 Budget

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

	Economic Development Budget Operating Cash	FY2022 Amended	YTD Activity as of July, 2022	FY2023 Proposed
Revenues				
	1/2 Cent Sales Tax Revenue	7,730,000	6,415,736	9,000,000
	Interest on Investments	10,000	53,339	50,000
	Rental Income	91,032	89,991	69,480
	Transfer in TexStar Bond Projects Activity, Net	8,129,614	2,402,253	13,225,173
	Total Revenues	15,960,646	8,961,319	22,344,653
Administrative Services				
	Personnel Expenses			
	Salaries	221,301	192,834	475,000
	Longevity	739	343	-
	Overtime	1,000	-	-
	Taxes	17,667	16,728	36,338
	Retirement	33,099	28,774	66,500
	Group Insurance	23,328	18,390	40,810
	Disability Insurance	588	508	12,350
	Workers Compensation	928	578	630
	Vehicle Allowance	4,200	3,427	7,500
	Total Personnel Expenses	302,850	261,582	639,128
	Contractual Services			
	Admin Services	1,000,000	750,000	500,000
	Professional Services	50,000	26,444	50,000
	Audit & CPA Services	22,000	20,333	20,000
	Finance Services (Bond Fees)	55,000	703	6,500
	Rents & Contractuals (Storage/Copier Lease)	-	-	12,000
	Office Space Lease	-	-	66,000
	Total Contractual Services	1,127,000	797,480	654,500
	Supplies & Equipment			
	Office Supplies	10,000	1,433	10,000
	Office Supplies - IT	5,000	1,709	5,000
	Communication Services (Mobile Phone & Landline)	4,800	1,832	15,000
	Office Maintenance & Contractual	5,000	67	5,000
	Other Expense	10,000	826	10,000
	Wearing Apparel	3,000	120	3,000
	Printing	5,000	-	5,000
	Continuing Education	-	-	10,000
	Office Equipment & Furniture	-	-	30,000
	Membership Dues/Subscriptions	25,000	7,863	25,000
	Travel, Training, Meetings	50,000	6,444	50,000
	Conferences	50,000	9,170	50,000
	Board Expenses	-	-	5,000
	Total Supplies & Equipment	167,800	29,463	223,000
	Total Administrative Services	1,597,650	1,088,525	1,516,628
EDC Programs, Properties & Projects				
	Programs			
	Small Business Program/Workforce Training	200,000	9,638	200,000

	Marketing	300,000	63,997	300,000
	Sponsorship /Donations	100,000	76,400	100,000
	Research	65,000	12,840	65,000
	Small Business Grants Program	-	-	-
	Total Programs	665,000	162,875	665,000
	Properties			
	Property Taxes	230,000	229,424	50,000
	Purchase of Property	3,100,000	1,321,259	2,769,758
	Utilities	5,000	2,765	5,000
	Improvements, Maintenance & Repairs	200,000	31,181	50,000
	General Property Insurance	70,000	32,525	70,000
	Total Properties	3,605,000	1,617,155	2,944,758
	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	-
	First Hartford (The Shoppes at RGV) 2019	100,000	-	100,000
	Shea Nate LLC (Shops at St. Michael) 2021	150,000	-	150,000
	Domain Development Corp (Hyde & Brentwood Plaza)	-	-	400,000
	MGEN Capital (Jersey Mike's & Dunkin Donuts)	-	-	70,000
	Kapal Supplier LLC	-	-	100,000
	Total Projects	942,000	192,000	1,320,000
	Bond Projects			
	Workforce/Resource Center	1,854,828	-	1,854,828
	El Tule Center	4,974,310	2,112,643	2,370,345
	Capable Kids Beethoven	300,476	289,610	-
	Municipal Water Park	1,000,000	-	-
	ACE Center	-	-	7,000,000
	Parking Garage	-	-	2,000,000
	Total Bond Projects	8,129,614	2,402,253	13,225,173
	Total EDC Programs, Properties & Projects	13,341,614	4,374,283	18,154,930
Debt Service				
	Bond Principal Payment	1,585,000	1,020,000	1,585,000
	Bond Interest	1,088,095	525,949	1,088,095
	Arena Bond Shortage	780,418	780,418	-
	Total Debt Service	3,453,513	2,326,367	2,673,095
	Total Disbursements	\$ 18,392,777	\$ 7,789,174	\$ 22,344,653
	Total Receipts Over Disbursements	\$ (2,432,131)	\$ 1,172,145	\$ -
	Fund Balance, Beginning of Year	\$ 10,443,805	\$ 10,443,805	\$ 11,615,950
	Fund Balance, End of Year	\$ 8,011,674	\$ 11,615,950	\$ 11,615,950
	*estimated beginning and ending fund balance			

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

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

1. Agenda Item:

Deliberation regarding economic development negotiations (Project Netherlands, Project Shield, Project Signal, Project Smoke) (§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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Development Agreement with Seven Beans LLC (§551.087 Deliberation Regarding Economic Development Negotiations).

1. Agenda Item:

Deliberate and consider approval of a Development Agreement with Seven Beans LLC (§551.087 Deliberation Regarding Economic Development Negotiations).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Development Agreement with Verturo Interests LLC (§551.087 Deliberation Regarding Economic Development Negotiations).

1. Agenda Item:

Deliberate and consider approval of a Development Agreement with Verturo Interests LLC (Â§551.087 Deliberation Regarding Economic Development Negotiations).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Development Agreement with Bert Ogden Mazda (§551.087 Deliberation Regarding Economic Development Negotiations).

1. Agenda Item:

Deliberate and consider approval of a Development Agreement with Bert Ogden Mazda (§551.087 Deliberation Regarding Economic Development Negotiations).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of Lot 1, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of Lot 1, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of
1.16 acres out of Lot 2, North Industrial Park Subdivision,
Edinburg, Hidalgo County, Texas (§551.072 Deliberation
Regarding Real Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of 1.16 acres out of Lot 2,
North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072
Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of Lot 7A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of Lot 7A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of
Lot 9, North Industrial Park Subdivision, Edinburg, Hidalgo
County, Texas (§551.072 Deliberation Regarding Real
Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of Lot 9, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (§551.072 Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of 5.88 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (\$551.072 Deliberation Regarding Real Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of 5.88 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (\$551.072 Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of 5.88 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (\$551.072 Deliberation Regarding Real Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of 5.88 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (\$551.072 Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of a Resolution and sale of
11.13 acres out of Lot 10 and Reserve Lot A, North Industrial
Park Subdivision, Edinburg, Hidalgo County, Texas
(\$551.072 Deliberation Regarding Real Property).

1. Agenda Item:

Deliberate and consider approval of a Resolution and sale of 11.13 acres out of Lot 10 and Reserve Lot A, North Industrial Park Subdivision, Edinburg, Hidalgo County, Texas (\$551.072 Deliberation Regarding Real Property).

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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Discussion and possible action regarding the purchase, exchange, lease, or value of real property regarding EEDC office space (§551.072 Deliberation Regarding Real Property; Closed Meeting).

1. Agenda Item:

Discussion and possible action regarding the purchase, exchange, lease, or value of real property regarding EEDC office space (§551.072 Deliberation Regarding Real Property; 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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Deliberate and consider approval of Staffing Services Agreement with the City of Edinburg, Texas FY 2023 (§551.071 Consultation with Attorney; Closed Meeting).

1. Agenda Item:

Deliberate and consider approval of Staffing Services Agreement with the City of Edinburg, Texas FY 2023 (§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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Discussion and possible action regarding employment matters
(§551.071 Consultation with Attorney; Closed Meeting; and
§551.074 Personnel Matters; Closed Meeting).

1. Agenda Item:

Discussion and possible action regarding employment matters (SS551.071 Consultation with Attorney; Closed Meeting; and SS551.074 Personnel Matters; 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.

ATTACHMENTS

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

Edinburg Economic Development Corporation

Meeting Date: August 30, 2022

Consultation with City Attorney regarding Santana Textiles
LLC (§551.071 Consultation with Attorney; Closed Meeting).

1. Agenda Item:

Consultation with City Attorney regarding Santana Textiles LLC (§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.

ATTACHMENTS

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