



**ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS**

Location:

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

MAY 1, 2023

SPECIAL MEETING AGENDA

5:30 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.

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

5. DIRECTOR'S REPORT

A. Economic Development Report

6. REGULAR AGENDA ITEMS

- A. Consider approval of Minutes for the Regular Board Meeting held on March 28, 2023.
- B. Presentation of year-to-date Financial Report ending in February 28, 2023.
- C. Presentation and update on VIDA (Felida Villarreal)

- D. Consider approval of request from Edinburg Chamber of Commerce to sponsor Texas Cook'em High Steaks
- E. Consider approval of request from RGV Partnership to sponsor a Networking event at ICSC conference

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 projects and possible action related to projects (§551.087 Deliberation Regarding Economic Development Negotiations; §551.071. Consultation with Attorney; §551.072. Deliberation Regarding Real Property; Closed Meeting.)

1. Project Sez
2. Project Louisiana
3. North Industrial Park Land Transactions
 - a. Project Back Office
 - b. RGV CDL/AIOS
 - c. Project Folk Art
 - d. Project Gray Wolf
 - e. Project Uno
 - f. Project Electric
 - g. Project Glass
 - h. Project Sweets
4. Project Kiss
5. Project Smoke
6. Project Loaf
7. Project Repeat
8. Project Eagle
9. Project Stretch
10. Project Wilson

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

1. EEDC Office Space
2. Resource Center
3. Cano warehouse

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 Friday, April 28, 2023, at 5:00 PM.

By: /s/ Raudel Garza

*Raudel Garza, Executive Director
Edinburg Economic Development Corporation*

Edinburg Economic Development Corporation

Meeting Date: May 1, 2023

Economic Development Report

1. Agenda Item:

Economic Development Report

2. Description/Scope:

Raudel Garza, Executive Director will present an update on the EEDC Report.

3. Estimated Timeline:

NA

4. Budget:

NA

5. Procurement/Selection Process:

NA

6. Staff's Recommendation:

NA

7. Justification:

NA

/s/ Raudel Garza, EEDC

ATTACHMENTS

Attachment A: Economic Development Report

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

Department Status Report

Edinburg, Texas Unemployment Data

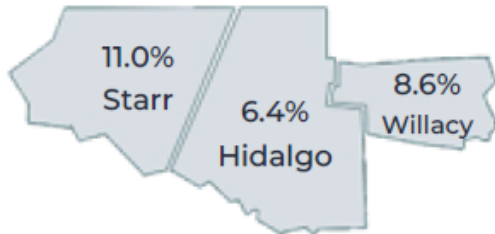
Labor Market Report March 2023



Unemployment Rates

Workforce Solutions WDA

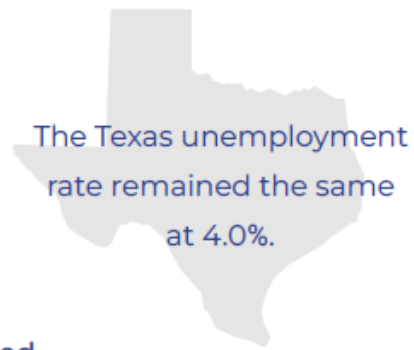
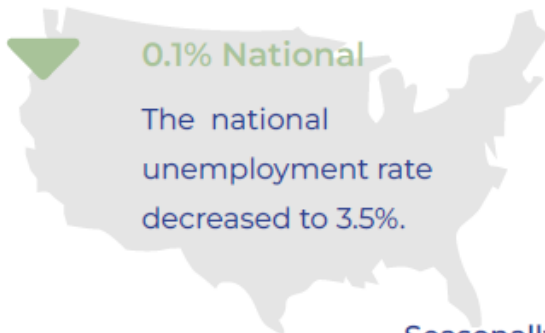
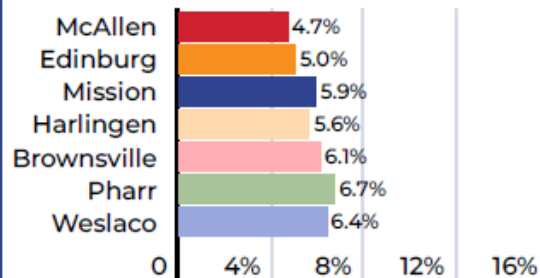
decreased from 7.1% to 6.7%



RGV 6.5%  **0.4%**

March-23

Feb-23



Seasonally Adjusted



Indicates a decrease in Unemployment Rate



Indicates an increase in Unemployment Rate



Labor Market Information for Rio Grande Valley & Laredo Areas

NOT SEASONALLY ADJUSTED FIGURES

Geographic Area	Mar-23			Feb-23	Mar-22		
	Civilian Labor Force	Unemployed	Rate	Rate	Civilian Labor Force	Unemployed	Rate
USA	166,783,000	6,043,000	3.6%	3.9%	164,274,000	6,168,000	3.8%
Texas	15,118,353	632,500	4.2%	4.5%	14,633,464	552,714	3.8%
Workforce Solutions	418,690	28,236	6.7%	7.1%	406,669	26,638	6.6%
Hidalgo County	385,924	24,813	6.4%	6.8%	374,060	23,165	6.2%
Starr County	25,112	2,767	11.0%	11.5%	25,212	2,902	11.5%
Willacy County	7,654	656	8.6%	8.9%	7,397	571	7.7%
McAllen	72,788	3,433	4.7%	5.1%	70,316	2,923	4.2%
Mission	37,717	2,242	5.9%	6.5%	36,501	2,030	5.6%
Edinburg	51,806	2,565	5.0%	5.3%	50,057	2,209	4.4%
Pharr	33,999	2,291	6.7%	7.2%	32,931	2,120	6.4%
San Juan	16,628	1,184	7.1%	7.4%	16,237	1,230	7.6%
Weslaco	18,337	1,173	6.4%	6.4%	17,759	1,080	6.1%
Workforce Solutions Cameron	182,453	10,782	5.9%	6.3%	178,189	9,922	5.6%
Harlingen	26,812	1,493	5.6%	5.9%	26,099	1,282	4.9%
Brownsville	82,172	5,008	6.1%	6.5%	80,083	4,449	5.6%
San Benito	9,851	604	6.1%	6.3%	9,728	664	6.8%
Workforce Solutions S. Texas	126,319	5,659	4.5%	5.0%	124,437	5,371	4.3%
Webb County	119,943	5,265	4.4%	4.9%	117,500	4,943	4.2%
Laredo	115,055	5,041	4.4%	4.8%	112,688	4,708	4.2%

SEASONALLY ADJUSTED FIGURES

USA	166,731,000	5,839,000	3.5%	3.6%	164,301,000	5,972,000	3.6%
Texas	14,898,145	599,889	4.0%	4.0%	14,605,471	569,834	3.9%

Source: Texas Workforce Commission, Texas Labor Market Review, April 2023 issue.

Unemployment Recap:

- The Texas (seasonally adjusted) unemployment rate remained the same at 4.0%
- Hidalgo County's (not seasonally adjusted) unemployment rate decreased -0.4% to 6.4%
- Edinburg (not seasonally adjusted) has the second lowest unemployment rate in the RGV at a rate of 5.0%

Sales Tax – March 2023

SALES TAX STATE COLLECTION RGV COMPARISON - MARCH 2023							
Valley Rank	City	Net Payment This Period	Payment Prior Year	% Change	2023 Payments To Date	2022 Payments To Date	% Change
Rank Based on Current Month Activity							
1	South Padre Island	\$ 318,511	\$ 258,734	23.1%	\$ 972,887	\$ 875,274	11%
2	Edinburg	\$ 2,742,859	\$ 2,405,227	14.0%	\$ 9,206,768	\$ 8,491,825	8%
3	Weslaco	\$ 1,526,637	\$ 1,359,133	12.3%	\$ 5,054,053	\$ 4,710,911	7%
4	Harlingen	\$ 2,444,462	\$ 2,255,753	8.4%	\$ 8,465,210	\$ 8,108,048	4%
5	Mercedes	\$ 564,063	\$ 520,941	8.3%	\$ 2,358,861	\$ 2,257,174	5%
6	Pharr	\$ 2,269,822	\$ 2,107,902	7.7%	\$ 7,238,574	\$ 6,964,169	4%
7	McAllen	\$ 6,672,895	\$ 6,326,488	5.5%	\$ 25,094,577	\$ 23,901,332	5%
8	Brownsville	\$ 4,192,070	\$ 3,988,552	5.1%	\$ 14,795,580	\$ 14,448,833	2%
9	Mission	\$ 1,871,790	\$ 2,428,823	-22.9%	\$ 6,328,132	\$ 6,738,255	-6%

Rank Based on Calendar Year 2023 To Date Activity							
1	South Padre Island	\$ 318,511	\$ 258,734	23%	\$ 972,887	\$ 875,274	11%
2	Edinburg	\$ 2,742,859	\$ 2,405,227	14.0%	\$ 9,206,768	\$ 8,491,825	8%
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4	McAllen	\$ 6,672,895	\$ 6,326,488	5%	\$ 25,094,577	\$ 23,901,332	5%
5	Mercedes	\$ 564,063	\$ 520,941	8%	\$ 2,358,861	\$ 2,257,174	5%
6	Harlingen	\$ 2,444,462	\$ 2,255,753	8%	\$ 8,465,210	\$ 8,108,048	4%
7	Pharr	\$ 2,269,822	\$ 2,107,902	8%	\$ 7,238,574	\$ 6,964,169	4%
8	Brownsville	\$ 4,192,070	\$ 3,988,552	5%	\$ 14,795,580	\$ 14,448,833	2%
9	Mission	\$ 1,871,790	\$ 2,428,823	-23%	\$ 6,328,132	\$ 6,738,255	-6%

RGV AVERAGES	\$ 3,751,644	\$ 3,712,941	1%	\$ 13,364,216	\$ 13,013,147	3%
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EEDC Portion (25%)	\$ 685,714.71
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Prepared by: Flor Segura, Interim Director of Finance
Date: 4/17/2023

Marketing Activities

Update on Site Selectors Guild (SSG) Annual Conference

- Held on March 29-31, 2023
- San Antonio, TX

Update on MRO Americas

- Held on April 18-20, 2023
- Atlanta, GA

Update on Economic Development Round Table

- Held on April 28th
- Realtors, developers and land owners gathered to discuss opportunities available for retail growth and community development in Edinburg.

Upcoming...

RGV Partnership

- RGV Economic Developers Reception
- Las Vegas, NV
- May 21st at 5pm

ICSC Convention in Las Vegas

- EDC has purchased:
 - 10x20 Booth (3475 K) at Central Hall
 - Booth furniture
 - Booth WIFI
 - Catering (Boxed Lunches)
 - EDC Button down shirts
 - New Business cards
- EDC staff have booked flights and hotel for 5/19-5/23, 2023
- Registration for some EDC Board Members pending confirmation
- Finalizing Banners, Maps, Swag
- Actively working on setting up meetings

Upcoming Conferences

TEDC Mid-Year Conference

- June 21-23, 2023
- Dallas, TX

Upcoming Events

RGV Partnership “National Small Business Week” Luncheon

- May 2, 2023 11:00-1:00pm
- Harlingen Convention Center
- EDC table reserved for 10 people

Edinburg Chamber of Commerce “Texas Cook’em: High Steaks”

- June 30- July 1st

Programs

Student Paid “VIDA” Program Oct 1, 2022 -Sept 30, 2023

- Provides higher education training and workforce development for 15 Edinburg residents.
- Total project funding \$50,000
- Expenditures:
 - \$15,770.12 (Oct-Dec 2022 1st Quarterly Report)
 - \$41,253.81 (Jan-March 2023 2nd Quarterly Report)
- \$57,023.93
- Budget balance: \$0

Edinburg Economic Development Corporation

Meeting Date: May 1, 2023

Consider approval of Minutes for the Regular Board Meeting
held on March 28, 2023.

1. Agenda Item:

Consider approval of Minutes for the Regular Board Meeting held on March 28, 2023.

2. Description/Scope:

Minutes transcribed by Jacqueline Guerra. See attached.

3. Estimated Timeline:

N/A

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

EEDC Executive Director has reviewed the Minutes and recommends approval.

7. Justification:

Meeting minutes are presented on a monthly basis.

/s/ Raudel Garza, EEDC

ATTACHMENTS

Attachment A: EDC Minutes for 3-28-2023

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



MINUTES OF THE
EDINBURG ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS

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

MARCH 28, 2023
REGULAR MEETING
5:30 PM

PRESENT: **Roland Gomez, Vice President**
 Raul Resendez, Secretary
 Daniel “Dan” Diaz, Councilmember
 Aaron “Ronny” Rivera, Treasurer
 Eddie Garza, Director

LATE: **Sabrina Walker Hernandez, Director**
ABSENT: **Veronica Gonzales, President**

STAFF: **Raudel Garza, Executive Director**
 Jacqueline Guerra, Administrative Specialist
 Omar Ochoa, City Attorney

1. CALL TO ORDER, ESTABLISH QUORUM

Vice-President, Roland Gomez, called the meeting to order at 5:30 PM.

Raudel Garza, Edinburg EDC Executive Director, proceeded with roll call and established quorum.

For record, at this time, President Veronica Gonzales and Board member Sabrina Walker Hernandez were absent.

A. Pledge of Allegiance

2. CERTIFICATION OF PUBLIC NOTICE

Mr. Garza confirmed the public notice was posted in accordance with the Texas Open Meetings Act, on March 24, 2023 at 5:00 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.

There were no conflicts of interest disclosed.

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.

Edinburg Chamber of Commerce Executive Director, Ronnie Larralde, made a short presentation in reference to Fiesta Edinburg and thanked the EDC Board for their continuous support. He then proceeded to play a quick video recapping Fiesta Edinburg 2023.

5. DIRECTOR'S REPORT

At this moment, Director Sabrina Walker Hernandez walked in at 5:37pm to join the Board meeting.

Mr. Garza went over the Director's report and informed the board on any updates and events coming up.

6. REGULAR AGENDA ITEMS

A. Consider approval of Minutes for the Special Board Meeting held on March 6, 2023.

MOTION TO APPROVE MINUTES WAS MADE BY TREASURER AARON RIVERA AND SECONDED BY DIRECTOR EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

B. Discussion of possible action on Edinburg Economic Development Corporation Incentives guidelines.

Executive Director Raudel Garza advised that the Incentives guidelines had been an item presented as a draft in several previous EEDC board meetings and was now finalized. The guidelines provide guidance on how to review each project on a case by case basis and if approved, the EEDC may fund the project. Mr. Garza stated that the guidelines were ready to be approved. He also explained that the board must approve the guidelines first and then they must be approved by the City Council next.

MOTION TO APPROVE INCENTIVE GUIDELINES AS PRESENTED, WAS MADE BY DIRECTOR EDDIE GARZA AND SECONDED BY TREASURER AARON RIVERA. MOTION CARRIED UNANIMOUSLY.

C. Discussion and possible action on adopting a Commercial Recruitment Program.

Additionally, this item had also been presented in previous EEDC board meetings. Mr. Garza explained that this program is a guidance focused on helping the smaller retailers because often times they get overlooked. The program is based on three factors; capital investment, jobs created and sales tax generated. A point system is assigned based on those three factors, along with geography and contribution to the community. The incentive amount is subject to the score generated by the retailer's information. Vice President Roland Gomez asked if the program only applies to new businesses. Mr. Garza confirmed that new, existing and expanding businesses qualify. Treasurer Aaron Rivera asked if new businesses get more points compared to the other businesses. Mr. Garza explained that it depends on the sales generated by the expansion of the business. Mr. Garza advised that this program also needs to be approved by City Council and would like to use it as a tool at ICSC and other future events where we continue to promote Edinburg as a place for retail.

MOTION TO APPROVE COMMERCIAL RECRUITMENT PROGRAM AS PRESENTED, WAS MADE BY TREASURER AARON RIVERA AND SECONDED BY DIRECTOR EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

D. Discussion and possible action on retail recruitment and marketing proposal from Retail Strategies.

Executive Director, Raudel Garza explained that Retail Strategies represents

communities in events like ICSC and RetailLive. They help recruit retailers, develop marketing materials, develop a story and produce it to retailers and developers. Retail Strategies has brokers that are well connected and experienced that do recruitment for developers and public entities. The cost is \$45k per year and the program would be an extension to staff. Secretary Raul Resendez commented that the program seems to be an overlap of what we already have. He believes that the expense is too much and that they will end up calling local realtors for insight. Treasurer Aaron Rivera asked if the company represents any local cities. Mr. Garza advised that he believes McAllen uses Retail Strategies on a limited basis. Councilmember Daniel Diaz asked what does Retail Strategies do that Buxton doesn't already do? Is there a no compete clause? How do we know that they would prefer Edinburg over McAllen if they have them in their roster also? Mr. Garza stated that we would need to present a package that would make Edinburg really stand out and that they could help with that. He also stated that Buxton helps with demographics but doesn't do the selling. The board agreed to meet Retail Strategies at ICSC and get more information in person.

THERE WAS NO ACTION TAKEN ON THIS ITEM.

E. Discussion and possible action on the use of Food Truck Park.

Executive Director, Raudel Garza opened up a discussion on the use of the Food Truck Park, a suggestion made by Councilmember Daniel Diaz. Questions were raised in regards to who could use the Food Truck Park and how often events could be held there. Vice President Roland Gomez expressed his enjoyment towards previous events at the Food Truck Park stating that it was fun and a good family entertainment. Councilmember Daniel Diaz advised for all members to be on board for the use of the Food Truck Park. He suggested for the Board to allow the City of Edinburg to utilize it for future events, therefore forming a partnership between the two. Secretary Raul Resendez agreed that the Food Truck Park should continue to be used. Vice President Roland Gomez suggested to allow the public to use it for special events too. Treasurer Aaron Rivera raised a concern about insurance and who provides it in case of an accident? Mr. Garza explained that the City has a policy in place that could be used for the Food Truck Park and through an inter-local agreement the EEDC could allow the City to run the events. In the meantime, Mr. Garza will coordinate with the City on a proposal to bring back to the board before it goes to City Council.

THERE WAS NO ACTION TAKEN ON THIS ITEM.

F. Discussion and possible action on a potential Small Business Assistance Program.

Executive Director, Raudel Garza explained that the EDC has helped small businesses in the past through different SPARC programs. He advised that there is still ARPA money available and that the EDC needs to ask the City for those funds in order to set up a program. The program would help small business with assistance, continued facade improvements and parking lot improvements. If the EDC creates this program, it would be funded through funds that the City has available and could be supplemented by EDC funds as well. Councilmember Daniel Diaz agreed and stated that he would like to see this program pushed forward. Director Sabrina Walker Hernandez suggested that the program should have a 10 or 25 percent match amount. Councilmember Daniel Diaz suggested that the program should be similar to the previous program where there was no match because some small business can't afford to pay it. Mr. Garza advised that there are existing programs from other communities that we can look at and come up with a guideline to present to the Board and City Council. Secretary Raul Resendez asked if it was possible to hire one contractor and possibly get a discount to cover all parking lots necessary. Councilmember Daniel Diaz asked if the City could do the job because that would be the most affordable way. Attorney Omar Ochoa advised that the answer to both questions is "potentially yes" but it's all on how it is structured. He stated that there are procurement rules that the EDC has to follow. However, the City has more stringent procurement rules that they have to follow. Mr. Garza advised that he will work on designing a program for the Board to review and approve before taking it to City Council.

THERE WAS NO ACTION TAKEN ON THIS ITEM.

7. EXECUTIVE SESSION

The board entered executive session at 6:22 pm.

MOTION TO ENTER EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. 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 551.087, 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 and possible action regarding economic development negotiations (Review Economic Development Projects: Bread, Stretch, Back Office, Sweets, Dirty Water, Cold Turkey, Gray Wolf, Electric, Sugar Store, RGV CDL/AIOS). (§551.087 Deliberation Regarding Economic Development Negotiations; §551.072. Deliberation Regarding Real Property; §551.071. Consultation with Attorney; Closed Meeting.)
- B.** 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).

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 8:05 PM.

MOTION TO OPEN SESSION WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY DIRECTOR EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

For record, Treasurer Aaron Rivera left executive session at 6:25 pm.

MOTION TO APPROVE PROJECTS “STRETCH, COLD TURKEY, GRAY WOLF & SUGAR STORE” AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY DIRECTOR EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

9. ADJOURNMENT

There being no further business to consider, the meeting adjourned at 8:07pm.

**MOTION TO ADJOURN MEETING WAS MADE BY DIRECTOR
SABRINA WALKER HERNANDEZ AND SECONDED BY DIRECTOR
EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.**

Minutes Transcribed by:

Jacqueline Guerra, Administrative Specialist, Edinburg Economic Development Corporation

The Board of Directors approved the meeting minutes on _____, 2023.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION:

Raul Resendez, Edinburg EDC Secretary

Edinburg Economic Development Corporation

Meeting Date: May 1, 2023

Presentation of year-to-date Financial Report ending in
February 28, 2023.

1. Agenda Item:

Presentation of year-to-date Financial Report ending in February 28, 2023.

2. Description/Scope:

Flor Segura, Interim Director of Finance will provide a year-to-date financial report.

3. Estimated Timeline:

Quarterly.

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

N/A

7. Justification:

N/A

ATTACHMENTS

Attachment A: FY23 YTD Financials

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

Management Report

Edinburg Economic Development Corporation
For the period ended February 28, 2023



Prepared on
April 18, 2023

EDINBURG ECONOMIC DEVELOPMENT CORPORATION**BALANCE SHEET (Unaudited)****February 28, 2023****Assets**

Cash and Cash Equivalents	\$	14,697,697
Sales Tax Receivable		1,576,830
Receivables, Net		3,197,767
Santana Receivable, Net		10,541,253
Restricted Assets		
Cash and Cash Equivalents		3,454,228
Investments		16,167,726
TOTAL ASSETS	\$	49,635,501

Liabilities

Current Liabilities		
Accounts Payable	\$	5,880,295
Total Liabilities	\$	5,880,295

Fund Balance

Restricted For:		
Capital Projects	\$	12,874,095
Debt Service		4,864,502
Other: Note Receivables		10,541,253
Other: Property Acquisitions		2,769,758
Other: Contingency Reserve		1,900,000
Unrestricted		10,805,598
Total Fund Balance	\$	43,755,206
TOTAL LIABILITIES AND FUND BALANCE	\$	49,635,501

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

MONTHLY BUDGET ACTIVITY REPORT (Unaudited)

As of February 28, 2023

	Current Budget	YTD	Percent Used	Remaining Budget
Available Fund Balance				
PROPERTY ACQUISITIONS	\$ 2,769,758	\$ -	0%	\$ 2,769,758
UNRESTRICTED FUND BALANCE	8,519,080	-	0%	8,519,080
Total Available Fund Balance	11,288,838	-	0%	11,288,838
Revenues				
GEN SALES & USE TAX (.5%)	\$ 9,000,000	\$ 2,977,939	33%	\$ 6,022,061
INTEREST EARNED	50,000	255,688	511%	(205,688)
SANTANA TEXTILES LOAN REVENUE		248,692	0%	(248,692)
RENTAL INCOME	69,480	17,138	25%	52,342
TRANSFER IN GENERAL FUND	13,225,173	-	0%	13,225,173
Total Revenues	\$ 22,344,653	\$ 3,499,457	16%	\$ 18,845,196
Other Financing Resources				
SALE OF PROPERTY	\$ -	\$ 981,404	0%	\$ (981,404)
OTHER	-	250	0%	(250)
Total Other Financing Resources	\$ -	\$ 981,654	0%	\$ (981,654)
Total Revenues and Other Financing Resources	\$ 22,344,653	\$ 4,481,111	20%	\$ 17,863,542
Expenditures				
Administrative Services				
ADMINISTRATION FEE	\$ 500,000	\$ 125,000	25%	\$ 375,000
SALARIES & FRINGE BENEFITS	639,127	72,837	11%	566,290
COMMUNICATIONS SERVICE AGREEMENT	15,000	195	1%	14,805
PRINTING	5,000	265	5%	4,735
RENTS & CONTRACTUAL	12,000	11,087	92%	913
OFFICE SPACE LEASE	66,000	-	0%	66,000
OFFICE MAINTENANCE & CONTRACTUAL - IT	5,000	-	0%	5,000
BOARD EXPENSES	5,000	341	7%	4,659
OFFICE SUPPLIES & OTHER MATERIALS	20,000	220	1%	19,780
WEARING APPAREL	3,000	-	0%	3,000
OFFICE EQUIP & FURNITURE	35,000	6,165	18%	28,835
AUDIT / ACCOUNTING	20,000	60	0%	19,940
CONTINUING EDUCATION	10,000	-	0%	10,000
MEMBERSHIP DUES, SUBSCR	25,000	3,988	16%	21,013
PROFESSIONAL SERVICES	50,000	18,654	37%	31,346
Total Administrative Services	\$ 1,410,127	\$ 238,812	17%	\$ 1,171,315
Programs				
CONFERENCES	\$ 50,000	\$ 3,825	8%	\$ 46,175
JOB TRAINING PROGRAMS	200,000	-	0%	200,000
MARKETING AND ADVERTISING SERVICES	300,000	23,613	8%	276,387
RESEARCH, STUDIES, OTHER CONTRACTS	65,000	1,590	2%	63,410
SPONSORSHIPS	100,000	23,500	24%	76,500
TRAVEL, TRAINING, MEETINGS	50,000	2,968	6%	47,032
Total Programs	\$ 765,000	\$ 55,497	7%	\$ 709,503

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

MONTHLY BUDGET ACTIVITY REPORT (Unaudited)

As of February 28, 2023

	Current Budget	YTD	Percent Used	Remaining Budget
Properties				
GENERAL INSURANCE	\$ 70,000	\$ 39,779	57%	\$ 30,221
LAND - PURCHASE OF PROPERTY	2,769,758	-	0%	2,769,758
PROPERTY MAINTENANCE	50,000	189	0%	49,811
PROPERTY TAXES	50,000	-	0%	50,000
UTILITIES	5,000	761	15%	4,239
Total Properties	\$ 2,944,758	\$ 40,730	1%	\$ 2,904,028
Incentive Agreements				
ECONOMIC DEVELOPMENT INCENTIVES	\$ 500,000	\$ -	0%	\$ 500,000
VANTAGE VENTURES/DPS	-	-	0%	-
AURIEL INVESTMENTS/PLAZA	-	-	0%	-
TACO PALENQUE/PALENQUE GRILL	-	-	0%	-
FIRST HARTFORD REALTY-RESTAURANT PLAZA	100,000	-	0%	100,000
SHEA NATE LLC	150,000	-	0%	150,000
DOMAIN DEVELOPMENT	400,000	-	0%	400,000
MGEN CAPITAL	70,000	-	0%	70,000
KAPAL SUPPLIER	100,000	-	0%	100,000
Total Incentive Agreements	\$ 1,320,000	\$ -	0%	\$ 1,320,000
Debt Service				
BOND PRINCIPAL PAYMENT	\$ 1,585,000	\$ 1,025,000	65%	\$ 560,000
BOND INTEREST EXPENSE	1,088,095	552,746	51%	535,349
BOND FEES	6,500	-	0%	6,500
ARENA BOND SHORTAGE	-	-	0%	-
Total Debt Service	\$ 2,679,595	\$ 1,577,746	59%	\$ 1,101,849
Total Expenditures	\$ 9,119,480	\$ 1,912,784	21%	\$ 7,206,696
Sources Over/(Under) Uses	\$ 24,514,011	\$ 2,568,327	10%	\$ 21,945,684
Bond Projects Expenses				
EL TULE RECREATION CENTER	\$ 2,370,345	\$ 971,745	41%	\$ 1,398,600
CAPABLE KIDS BEETHOVEN	-	-	0%	-
WORKFORCE/RESOURCE CENTER	1,854,828	-	0%	1,854,828
MUNICIPAL WATER PARK	-	-	0%	-
ACE CENTER	7,000,000	-	0%	7,000,000
PARKING GARAGE	2,000,000	-	0%	2,000,000
Total Bond Projects Expenses	\$ 13,225,173	\$ 971,745	7%	\$ 12,253,428
TOTAL SUMMARY				
Total Revenues	\$ 22,344,653	\$ 4,481,111	20%	\$ 17,863,542
Total Expenses	(22,344,653)	(2,884,530)	13%	(19,460,123)
Change in Fund Balance	\$ -	\$ 1,596,582	33%	\$ (1,596,582)

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

SUPPLEMENTARY INFORMATION (Unaudited)

Cash Balances as of February 28, 2023

	Beginning Balance	YTD Activity	Ending Balance
Cash - Unrestricted			
Operating - Interest Bearing	\$ 3,390,669	\$ 2,640,332	\$ 6,031,001
Total Unrestricted Cash	\$ 3,390,669	\$ 2,640,332	\$ 6,031,001
Cash - Restricted			
Non Interest Bearing:			
Debt Service Funds	\$ 3,453,675	\$ 553	\$ 3,454,228
Total Non Interest Bearing Cash	\$ 3,453,675	\$ 553	\$ 3,454,228
Interest Bearing:			
Series 2019 Bonds - Project Fund	\$ 4,602,339	\$ (945,971)	\$ 3,656,368
Series 2021 Bonds - Project Fund	9,073,696	144,031	9,217,727
Debt Service Reserves Fund	1,388,238	22,036	1,410,274
Reserved for Property Acquisitions	2,769,758	-	2,769,758
Reserved for Contingencies	1,900,000	-	1,900,000
Total Interest Bearing Cash	\$ 19,734,031	\$ (779,903)	\$ 18,954,127
Total Restricted Cash	\$ 23,187,706	\$ (779,350)	\$ 22,408,355
Total Unrestricted and Restricted Cash	\$ 26,578,375	\$ 1,860,981	\$ 28,439,356

EDINBURG ECONOMIC DEVELOPMENT CORPORATION

SALES TAX REVENUES (0.5%) - GAAP BASIS

MONTH	FY 18/19	FY 19/20	FY 20/21	FY 21/22	FY 22/23	Difference FY 22/23 - 21/22	
OCT.	\$ 501,759	\$ 539,764	\$ 548,456	\$ 620,368	\$ 676,247	\$ 55,878	↑ 9%
NOV.	443,392	517,839	566,005	705,608	724,862	19,254	→ 3%
DEC.	620,687	673,924	754,719	816,042	891,115	75,073	↑ 9%
JAN.	443,892	475,560	553,863	601,307	685,715	84,408	↑ 14%
FEB.	528,458	453,935	501,873	622,505			
MAR.	589,833	574,164	727,183	824,904			
APR.	533,819	497,295	641,177	728,140			
MAY	512,049	550,235	633,072	683,168			
JUN.	560,920	591,024	717,109	813,695			
JUL.	549,402	538,033	611,295	715,773			
AUG.	517,757	530,880	704,765	688,206			
SEP.	553,671	647,655	663,366	781,228			
TOTAL	<u>\$ 6,355,639</u>	<u>\$ 6,590,308</u>	<u>\$ 7,622,882</u>	<u>\$ 8,600,943</u>	<u>\$ 2,977,939</u>	\$ 234,614	↑ 9%

AVERAGE PER MONTH:

YTD Comparison \$ 502,433 \$ 551,772 \$ 605,761 \$ 685,831 \$ 744,485

YTD COMPARISON:

\$ 2,009,730 \$ 2,207,087 \$ 2,423,042 \$ 2,743,325 \$ 2,977,939

YTD COMPARISON: INCREASE/(DECREASE):

655,738 197,356 215,956 320,282 234,614

YTD COMPARISON: INCREASE/(DECREASE) % :

48% 10% 10% 13% 9%

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
STATEMENT OF NET POSITION
(Unaudited)

<i>FEBRUARY 28,</i>	2023
Assets	
Unrestricted Assets	
Cash and Cash Equivalents	\$ 14,697,697
Taxes Receivable, Net	1,576,830
Notes Receivable, Net	13,739,020
Total Restricted Assets	<u>30,013,547</u>
Restricted Assets	
Cash and Cash Equivalents	19,621,954
Land and Construction in Progress	11,036,960
Buildings, Net	683,581
Total Restricted Assets	<u>31,342,495</u>
TOTAL ASSETS	<u>\$ 61,356,042</u>
Liabilities	
Current Liabilities	
Accounts Payable	\$ 5,880,295
Bonds Payable - Current	1,580,000
Total Current Liabilities	<u>7,460,295.08</u>
Non-Current Liabilities	
Bonds Payable - Noncurrent	33,155,000
Total Noncurrent Liabilities	<u>33,155,000</u>
TOTAL LIABILITIES	<u>\$ 40,615,295</u>

-Continued

Net Position (Deficit)

Net Investment in Capital Assets	5,067,993
Restricted For:	
Capital Projects	14,757,452
Debt Service	4,864,502
Other	-
Unrestricted	(3,949,201)
Total Net Position (Deficit)	<u>\$ 20,740,746</u>
TOTAL LIABILITIES AND NET POSITION	<u><u>\$ 61,356,042</u></u>

Edinburg Economic Development Corporation

Meeting Date: May 1, 2023

Presentation and update on VIDA (Felida Villarreal)

1. Agenda Item:

Presentation and update on funding from VIDA.

2. Description/Scope:

Felida Villarreal, President and CEO of Valley Initiative for Development and Advancement (VIDA), will present an update on the \$50,000 contribution from EEDC for the training and mentoring program.

3. Estimated Timeline:

N/A

4. Budget:

N/A - already funded this year

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

N/A

7. Justification:

N/A

/s/ Raudel Garza, EEDC

ATTACHMENTS

Attachment A: VIDA Grant Overview

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

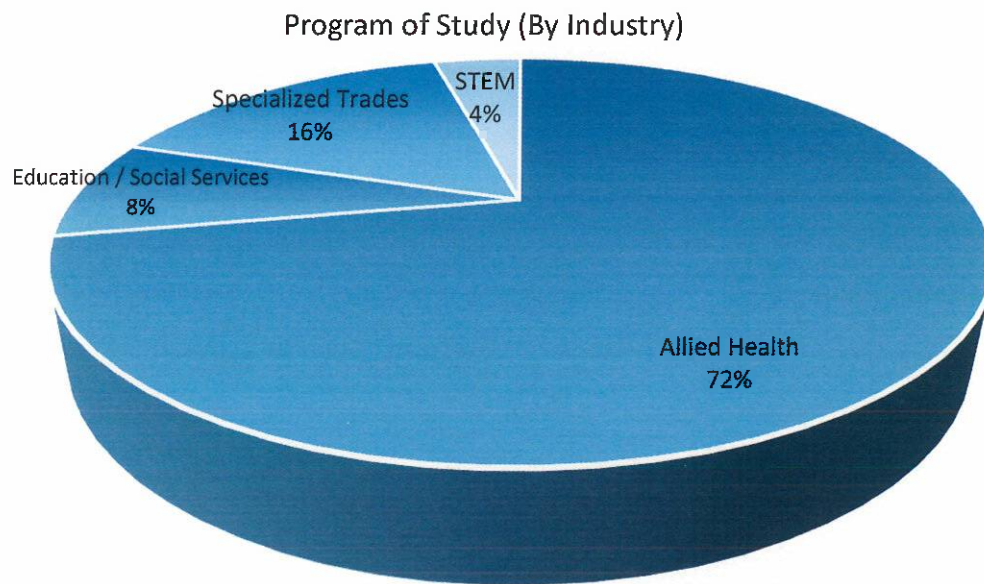
FY 22-23 Grant Overview

**as of April 3, 2023*

For every \$1 invested in VIDA's program, there is a return on investment of \$14.74 to the communities we serve.

Economic Impact Study 2020 - University of Texas Rio Grande Valley, Data & Information Systems Center

Average Salary Reported Upon Graduation: \$48,880

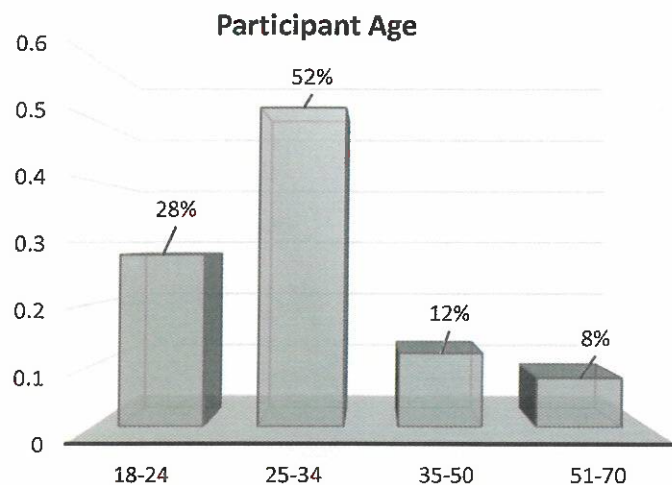


Edinburg EDC Investment: \$50,000.00

Contractual Benchmark: 15

Total Served: 25

Persistence Rate: 100%



Student Data	
64%	Between Age of 25-50
100%	Unemployed, Underemployed, or Low Income
36%	Single Parents
28%	One Dependent Child or More in the Household

CREDENTIAL ANALYSIS

Graduates/Completers

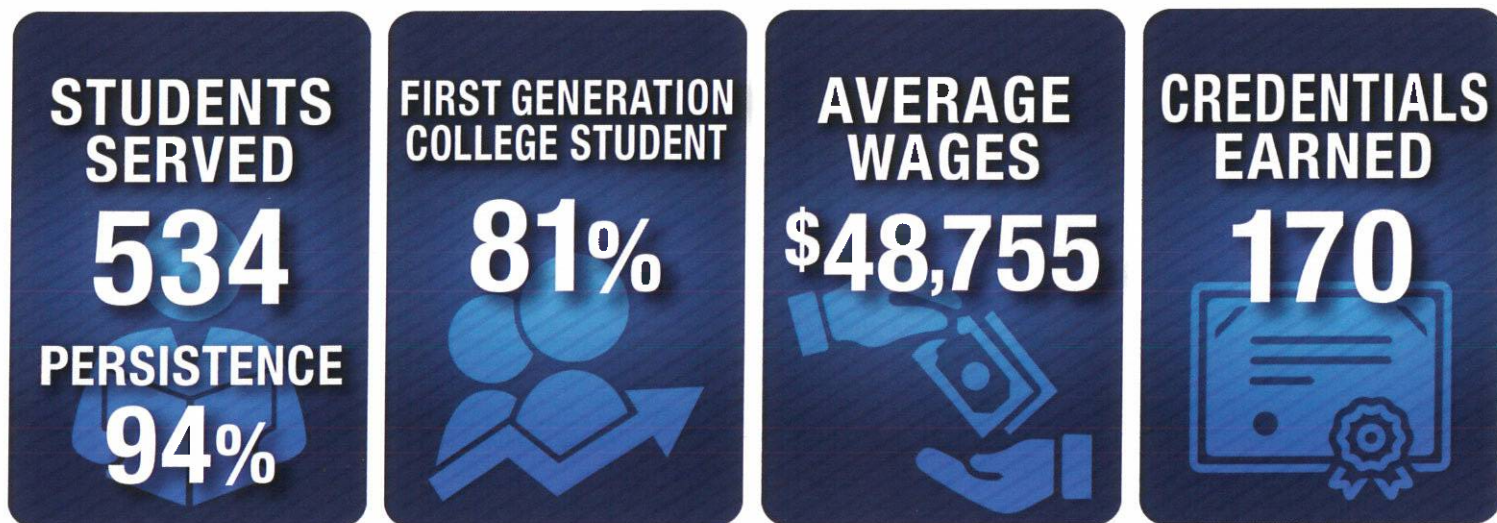
IRC	Certificate	Associate	Bachelors
50%	50%	0%	0%

Active Students

IRC	Certificate	Associate	Bachelors
13%	17%	61%	9%

\$14.74 FOR EVERY \$1 INVESTED IN VIDA'S PROGRAM, THERE IS A RETURN ON INVESTMENT OF \$14.74 TO THE COMMUNITIES WE SERVE.

(2020 ECONOMIC IMPACT STUDY - UNIVERSITY OF TEXAS - RIO GRANDE VALLEY, DATA & INFORMATION SYSTEMS CENTER)



2022 STUDENT DEMOGRAPHICS

GENDER

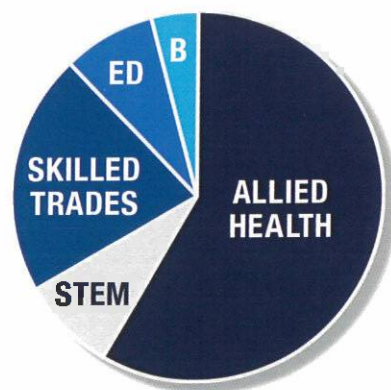
64% FEMALE
36% MALE

AGE

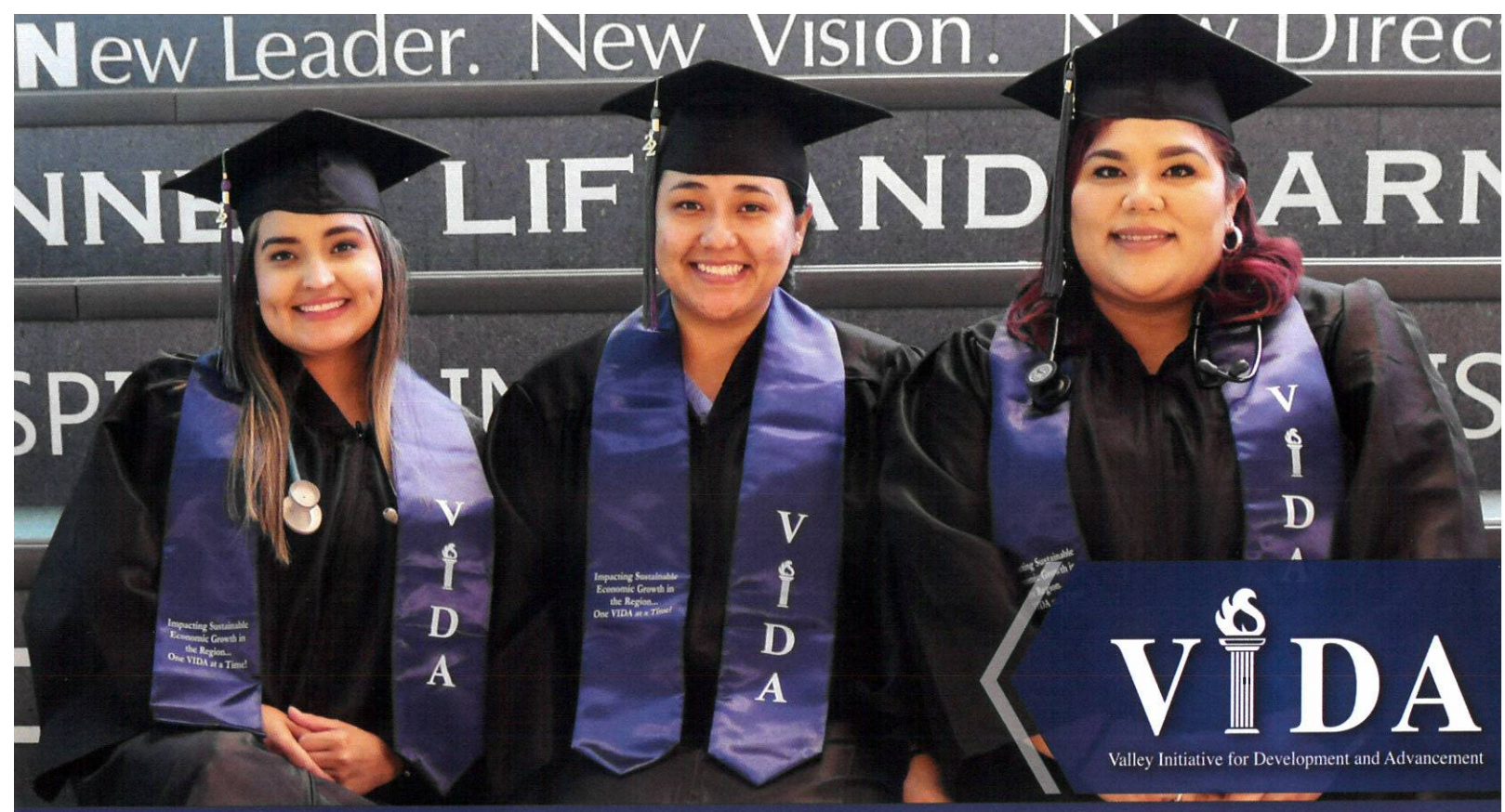
18-24 41%
25-34 37%
35+ 22%

FINANCIAL PROFILE

26% ON PUBLIC ASSISTANCE
20% UNEMPLOYED
54% LOW INCOME/UNDEREMPLOYED



- 59% Allied Health
- 04% Business
- 08% Education/Social Services
- 21% Skilled Trades
- 08% STEM



OUR SERVICES

CUSTOMIZED FINANCIAL ASSISTANCE FOR:

- Tuition
- Textbooks
- Tools/Supplies
- Uniforms
- Childcare
- Transportation
- Emergency/Living

INTENSIVE CASE MANAGEMENT INCLUDING:

- Student Profile Assessment & Evaluation
- Career Coaching
- Individual Counseling
- Academic Mentoring
- Financial Literacy Workshops
- Mental Health Awareness
- Job-Placement Services
- Earnings Tracking Post Graduation (2 years)

OUR MISSION

VIDA's mission is to formulate new institutional relationships in the Rio Grande Valley that simultaneously address employers' needs for skilled workers and prepare the area's unemployed and underemployed residents for high-skill, high-wage jobs identified in the region.

PROBLEM & SOLUTION

One-third of the Rio Grande Valley's population lives below the federal poverty level, over one-third of the population age 25+ has less than a high school diploma, and the largest occupations in the Valley are high-risk jobs in retail and service industry (RGV Health Connect 2022 Demographics; 2020 Living Wage, MIT., COVID-19 and the Rio Grande Valley in Texas).

A career pathways approach fully integrated with community partnerships among institutions of higher education, evidence-based college completion programs, industry, economic development boards, public administration, and policymakers will build a competitive and relevant workforce.

"VIDA is an evidence-based college completion program that simultaneously addresses the non-traditional students' social and economic barriers to education success by providing the essential support services that lead to training persistence, timely graduation, and family sustaining wage employment. Our intensive case management model provides the resources and career coaching to maximize human capital and achieve social mobility through relevant workforce training in target demand occupations, especially in growing industries of STEM and healthcare."

FELIDA VILLARREAL, CPA
PRESIDENT & CEO | VIDA



Edinburg Economic Development Corporation

Meeting Date: May 1, 2023

Consider approval of request from Edinburg Chamber of Commerce to sponsor Texas Cook'em High Steaks

1. Agenda Item:

Consider approval of request from Edinburg Chamber of Commerce to sponsor Texas Cook'em High Steaks.

2. Description/Scope:

Ronnie Larralde, Executive Director of the Edinburg Chamber of Commerce proudly presents the 17th annual Texas Cook'em High Steaks event. The EEDC has previously sponsored the Texas Cook'em event and this year they are seeking sponsorship again.

3. Estimated Timeline:

June 30-July 1st 2023

4. Budget:

EEDC Budget allocated a total of \$100,000 to sponsorships this year.

5. Procurement/Selection Process:

NA

6. Staff's Recommendation:

Staff recommends approval of sponsoring at the High Steaks Sponsorship level of \$20,000

7. Justification:

Texas Cook'em is a community event and a quality of life experience that will benefit the citizens of Edinburg and the Rio Grande Valley.

/s/ Raudel Garza, EEDC

ATTACHMENTS

Attachment A: Texas Cook'em Sponsorship 2023

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

SPONSORSHIP

Let us visit with you about sponsorship opportunities for the 2023 Texas Cook'Em: High Steaks In Edinburg

Check out the Festival video below to become more familiar with the Festival then view our Sponsorship Prospectus to gather the details.

To learn more about available sponsorship opportunities, connect with Ronnie Larralde at information@edinburg.com or call (956) 383-4974.



Dear Cook'Em Supporter:

The Edinburg Convention and Visitors Bureau and Edinburg Chamber of Commerce proudly presents the 17th Annual Texas Cook'Em: High Steaks in Edinburg. On June 30 - July 1st, in Edinburg, competitors will battle it out on the grill to cook the best chicken, ribs, brisket, and rib-eye steak for money and a year's worth of bragging rights. Texas Cook'Em is one of Texas's biggest BBQ purse, awarding \$25,000 to the winners. In 2022, Texas Cook'Em drew more than 80 cooking teams from across the state, and over 8,000 citizens attended this CBA and SCA State Championship event. Texas Cook'Em will also feature live music, and two days of national entertainment, vendors, a children's FUN area, FIREWORKS, and of course, delicious award-winning barbeque! Texas Cook'Em will also honor UTRGV veteran students each receiving a \$1,000 scholarship at the barbeque competition. The scholarships are part of the Texas Cook' Em High Steaks advocacy honoring local veterans through a partnership with H-E-B.

The Chamber respectfully requests your consideration in support of our upcoming Texas Cook'Em: High Steaks in Edinburg in order to continue creating wonderful family memories to the citizens of the RGV. Texas Cook'Em is a community event and a quality-of-life experience that will benefit the citizens of Edinburg and the Rio Grande Valley. We hope that you see the benefits in associating your company with this great community event. In return for your generous donation, the Chamber will gratefully acknowledge your business in publicity associated with the 17th Annual Texas Cook'Em throughout the duration of event promotion, and of course, during the day of the event.

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

Best Regards,
Ronnie Larralde
Executive Director
Edinburg Chamber of Commerce



SPONSORSHIP

HIGH STEAKS Sponsorship \$20,000

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

- Logo on Welcome Sign
- Opportunity for welcoming remarks before the headlining act
- Complimentary Team Entry
- Complimentary Vendor 20 x 20 Booth Space (if desired)
- Prominent placement of company banners (10) day of the event (provided by sponsor)
- Big Check Presentation plus mention in all press releases
- Logo placed on event poster, flyers, and shirts
- Print media Ad Recognition (local and regional)
- Radio and TV Recognition (local and regional)
- Recognition in Chamber E-Newsletter, Facebook Page, and website (with logo)
- (16) Event t-shirts
- 2 Tables (8) at Concert Pit with VIP amenities
- MC Acknowledgement as Title Sponsor



SIGNATURE PROGRAM SPONSORSHIP

CARSHOW Sponsorship \$7,500 (Limited to one Business)

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

- Business name will be recognized as the official sponsor of the Car show
- Complimentary Team Entry
- Placement of company banner day of the event (5 x 8 provided by sponsor)
- Check Presentation plus mention in all press releases
- Print media Ad Recognition (local and regional)
- Radio Recognition (regional)
- Company Logo placed on event poster or flyers
- Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)
- (8) Event t-shirts
- 1 Table (8) at Concert Pit with VIP amenities
- MC Acknowledgement Day of event

FIREWORK SPONSORSHIP \$7,500 (LIMITED TO ONE BUSINESS)

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

- Business name will be recognized as the official sponsor of the firework show
- Complimentary Team Entry
- Placement of company banner day of the event (5 x 8 provided by sponsor)
- Check Presentation plus mention in all press releases
- Print media Ad Recognition (local and regional)
- Radio Recognition (regional)
- Company Logo placed on event poster or flyers
- Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)
- (8) Event t-shirts
- 1 Table (8) at Concert Pit with VIP amenities
- MC Acknowledgement day of event

KID'S ZONE Sponsorship \$7,500 (Limited to one Business)

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

- Business name will be recognized as the official sponsor of the Kid's Zone show
- Complimentary Team Entry
- Placement of company banner day of the event (5 x 8 provided by sponsor)
- Check Presentation plus mention in all press releases
- Print media Ad Recognition (local and regional)
- Radio Recognition (regional)
- Company Logo placed on event poster or flyers
- Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)
- (8) Event t-shirts
- 1 Table (8) at Concert Pit with VIP amenities
- MC Acknowledgement Day of event



SMOKIN' Sponsorship \$3,000

- Complimentary Team Entry
- Placement of company banner day of the event (provided by sponsor 3 x 5)
- Check Presentation plus mention in all press releases
- Print Media Ad recognition (local and regional)
- Company Logo placed on event poster or flyers
- Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)
- (5) Event t-shirts
- (4) tickets at Concert Pit with VIP amenities
- MC Acknowledgement Day of event

SEASONED Sponsorship \$1,500

- Complimentary Vendor Booth Space
- Placement of company banner day of event (provided by sponsor 2 x 3)
- Company name mentioned in all press releases
- Company name placed on event poster or flyers
- Recognition in Chamber E-Newsletter, Face book Page, and website (with logo)
- (3) Event t-shirts
- MC Acknowledgement Day of event

LIGHTER STARTER Sponsorship \$500

- Mention in Press Releases
- Recognition in Chamber E-Newsletter following the event
- MC Acknowledgement Day of event





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

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

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

For further assistance please contact the Edinburg Chamber of Commerce

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



BASIC INFORMATION

Company Name:

Contact Name:

Title:

Street Address:

City:

State:

Zip Code:

Phone Number:

E-mail:



LEVEL OF PARTICIPATION

☐ \$20,000 HIGH STEAKS SPONSORSHIP

☐ \$7,500 KID'S ZONE SPONSORSHIP

☐ \$7,500 FIREWORK SPONSORSHIP

☐ \$ 3,000 SMOKIN' SPONSORSHIP

☐ \$7,500 CARSHOW SPONSORSHIP

☐ \$ 1,500 SEASONED SPONSOR

☐ \$ 500 LIGHTER STARTER SPONSOR

COMPANY AUTHORIZED SIGNATURE:



BILLING INFORMATION

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

Credit Card Number:

☐ Visa

☐ AMEX

☐ MC

Name on Credit Card:

Expiration Date:

/

CVV #:

Zip Code:

Authorized Signature:

Date:

Edinburg Economic Development Corporation

Meeting Date: May 1, 2023

Consider approval of request from RGV Partnership to sponsor a Networking event at ICSC conference

1. Agenda Item:

Consider approval of request from RGV Partnership to sponsor a Networking event at ICSC conference.

2. Description/Scope:

RGV Partnership will be hosting a Economic Developers Reception in Las Vegas. They are seeking sponsorships at different levels. See attachment for more information.

3. Estimated Timeline:

Sunday, May 21, 2023 at 5:30 pm. Location is TBA.

4. Budget:

Funding is available in the EEDC's Sponsorship account.

5. Procurement/Selection Process:

NA

6. Staff's Recommendation:

Staff recommends approval of sponsorship at \$2,500

7. Justification:

This reception is a great opportunity to network with retailers, brokers and developers who will be at the ICSC conference the rest of the week.

/s/ Raudel Garza, EEDC

ATTACHMENTS

Attachment A: RGV Partnership-ICSC Sponsorship Reception Invite

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



RGV PARTNERSHIP

INVITES YOU TO OUR
ANNUAL

RIO GRANDE VALLEY ECONOMIC DEVELOPERS

RECEPTION:

TO BE
DETERMINED

5.00PM TO
7.00PM

SUNDAY
MAY 21, 2023

CHECKS SHOULD BE PAYABLE TO "RGV PARTNERSHIP" AND MAILED TO:
RGV PARTNERSHIP | P.O. BOX 1499, WESLACO, TX 78599

PLEASE CONTACT FERNANDA SANCHEZ AT 956-968-3141 OR BY EMAIL
AT FERNANDA@RGVPARTNERSHIP.COM FOR ADDITIONAL INFORMATION

FOR SPONSORSHIP OPPORTUNITIES TO REGISTER AND PAY ONLINE VISIT:

RGVST23.EVENTBRITE.COM



RIO GRANDE VALLEY ECONOMIC DEVELOPERS

TO SPONSOR, PLEASE COMPLETE THE FOLLOWING AND RETURN BY MAIL OR
EMAIL AT FERNANDA@RGVPARTNERSHIP.COM

COMPANY/ORGANIZATION _____

CONTACT _____

BILLING ADDRESS _____

CITY _____ STATE _____ ZIP _____

SPONSOR LEVEL _____

PAYMENT TYPES: CREDIT CARD CHECK PLEASE INVOICE ME

CREDIT CARD NUMBER _____

SIGNATURE _____

CHECKS SHOULD BE PAYABLE TO “RGV PARTNERSHIP” AND MAILED TO:

RGV PARTNERSHIP | P.O. BOX 1499, WESLACO, TX 78599

PLEASE CONTACT FERNANDA SANCHEZ AT **956-968-3141** OR BY EMAIL
AT FERNANDA@RGVPARTNERSHIP.COM FOR ADDITIONAL INFORMATION

FOR SPONSORSHIP OPPORTUNITIES TO REGISTER AND PAY ONLINE VISIT:

RGVST23.EVENTBRITE.COM

RIO GRANDE VALLEY



ECONOMIC DEVELOPERS ICSC
LAS VEGAS CONFERENCE

MAY 21ST AT 5:00 PM

SPONSORSHIP OPPORTUNITIES

DIAMOND DYNASTY \$4,000

- Company Recognition in Press Release.
- Speaking Opportunity during award.
- Sponsorship Award during the reception.
- Logo Placement on literature.

PLATINUM PLAYGROUND \$2,500

- Company Recognition in Press Release.
- Sponsorship Award during the reception.
- Logo Placement on literature.

GOLD GALLERIA \$1,500

- Company Recognition in Press Release
- Sponsorship Recognition during the reception.
- Logo placement on literature.

SILVER SKYLINE \$700

- Social Media Exposure & Recognition during the reception.
- Logo placement on literature.



*Please contact Fernanda Sanchez at 9569683141 or by email at
Fernanda@rgvpartnership.com for additional information*

