



**ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS**

Location:

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

**NOVEMBER 28, 2023
REGULAR 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. REGULAR AGENDA ITEMS

- A. Consider Approval of Minutes for the Board Meetings held on October 30, 2023 & November 15, 2023.
- B. Consider Approval of the Façade and Lot Improvement Program (FLIP).
- C. LiftFund Interest Buy Down Program Status Update.

6. 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 Health
2. Project Kobe
3. Office Space
4. Workforce Resource Center
5. Food Truck Park
6. Project Born Again

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

7. 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.

8. STAFF REPORTS

- Executive Director Report
 - Labor Market Report
 - Unemployment Numbers
 - Social Media Report
 - Upcoming Conferences and Events
 - Other Updates
- Commercial Development Report
 - Construction and Building Permits
 - Sales Tax Report/Summary
- Industrial Development Report
 - Trade Shows & Trade Missions Report

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 November 22, 2023 at 5:00 pm.

By: /s/ Raudel Garza

Signature: _____
Name: Raudel Garza, Executive Director
Edinburg Economic Development Corporation



Edinburg Economic Development Corporation

Meeting Date: November 28, 2023

Consider approval of Minutes for the Board Meetings held on
October 30, 2023 & November 15, 2023.

1. Agenda Item:

Consider approval of Minutes for the Board Meetings held on October 30, 2023 and November 15, 2023.

2. Description/Scope:

Board meeting minutes are reviewed by Executive Director, Raudel Garza and approved by the EEDC Board on a monthly basis.

3. Estimated Timeline:

N/A

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval.

7. Justification:

N/A

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:

Attachment A: October 30, 2023 Board Minutes

Attachment B: November 15, 2023 Board Minutes



MINUTES OF THE
EDINBURG ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS

LOCATION:

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

OCTOBER 30, 2023
SPECIAL MEETING AGENDA
5:30 PM

PRESENT: Veronica Gonzales, President
Raul Resendez, Vice President
Aaron “Ronny” Rivera, Secretary
Eddie Garza, Treasurer
Daniel “Dan” Diaz, Councilmember
Sabrina Walker Hernandez, Director

ABSENT: Roland Gomez, Director

STAFF: Raudel Garza, Executive Director
Carlos Garza, Project Manager
Leticia Pantoja, Project Manager
Jacqueline Guerra, Administrative Assistant
Omar Ochoa, City Attorney

1. CALL TO ORDER, ESTABLISH QUORUM

President, Veronica Gonzales, called the meeting to order at 5:34 pm.

Raudel Garza, Edinburg EDC Executive Director, proceeded with roll call and established quorum. For the record, Director Roland Gomez was 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 October 27, 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.

President Veronica Gonzales advised that she would abstain from voting on any UTRGV items in order to avoid any potential conflicts 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.

There were no public comments.

5. SPECIAL AGENDA ITEMS

A. Consider Approval of Minutes for the Board Meeting held on September 26, 2023.

MOTION TO APPROVE MINUTES WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

B. Presentation of year-to-date Financial Report ending on September 30, 2023.

Executive Raudel Garza proceeded to reviewed financial statements with the Board. Vice President Raul Resendez raised a question regarding the expenses on the Professional Services line item. Mr. Garza confirmed that those expenses includes legal and engineering fees, as well as appraisal fees.

MOTION TO APPROVE FINANCIAL REPORT WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY DIRECTOR EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

C. Presentation on South Texas International Film Festival (STXIFF).

Library and Cultural Arts Director, Letty Leija gave an update on the South

Texas International Film Festival held a few weeks prior. Mrs. Leija advised that they had 299 film submissions representing 19 countries; and 2,600 attendees breaking last year's record of 1,200 attendees; and over 60 film screenings. President Veronica Gonzales raised a question regarding how many people from out of town attended the event. Assistant Director, Magdiel Castle advised that 46 teams were from out of town. Mrs. Leija mentioned that local Edinburg hotels were full during the four-day event.

NO MOTION OR ACTION WAS NEEDED FOR THIS ITEM.

D. Consider Approval of Sponsorship for UTRGV Athletics for Fiscal Year 2023-2024.

Executive Director Raudel Garza explained that the sponsorship is valued at \$26,000 but UTRGV is only requesting \$25,000. He explained that the marketing services with UTRGV include Scorer's Table LED Signage, Soccer Track & Field Banners, Soccer Scoreboard Signage, Baseball Stadium Concourse and Scoreboard Signage, Home Plate Club Tickets, Website Ribbon Banner and Ticket Vouchers. Vice President Raul Resendez raised a question regarding obtaining tickets to the games to be able to distribute to business owners. Mr. Garza confirmed that tickets to on-campus sports events are included in the sponsorship. Mr. Resendez then asked UTRGV Athletic Director Seth Jones what was the status of the renovation of the fields. Mr. Jones advised that they are undergoing about \$95M in construction/renovations for fields, locker rooms and athletic facilities.

MOTION TO APPROVE UTRGV SPONSORSHIP WAS MADE BY DIRECTOR SABRINA WALKER HERNANDEZ AND SECONDED BY SECRETARY AARON RIVERA. MOTION CARRIED UNANIMOUSLY.

FOR THE RECORD, PRESIDENT VERONICA GONZALES ABSTAINED FROM VOTING ON THIS ITEM IN CASE OF ANY CONFLICT OF INTEREST.

E. Presentation on the Facade and Lot Improvement Program (FLIP).

F. Consider approval of the Facade and Lot Improvement Program (FLIP).

MOTION TO MOVE ITEM "E & F" TO EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

G. Consider Approval of Budget Amendments for Fiscal Year 2023-2024.

Executive Director, Raudel Garza advised that the amendments are for three major projects that were not originally adopted in the original budget. The projects are \$2.1M Water Tower, \$2M Astro Turf Fields and \$1.75M Sewer Line Expansion for Owassa Rd. A total of \$5.85M will be transferred from the reserved account.

MOTION TO APPROVE BUDGET AMENDMENT WAS MADE BY

TREASURER EDDIE GARZA AND SECONDED BY DIRECTOR SABRINA WALKER HERNANDEZ. MOTION CARRIED UNANIMOUSLY.

H. Review Marketing Activities for Fiscal Year 2023-2024.

Executive Director Raudel Garza gave a presentation on marketing activities that are part of the FY 23-24 budget and program of work. He discussed the need for digital and print media as well as TV and radio ads. He also discussed the scope of services to be provided for by Retail Strategies to help recruit new retailers into Edinburg. The items below were taken as action items because the cost of ads and services for each of these vendors exceeded \$10,000 for the year.

I. Consider Approval of Agreement with International Community Publications.

J. Consider Approval of Agreement with Due North Consulting.

K. Consider Approval of Agreement with rgVision.

L. Consider Approval of Agreement with Expansion Solutions.

M. Consider Approval of Agreement with Valley Central.

N. Consider Approval of Agreement with Retail Strategies.

MOTION TO APPROVE ITEMS “I, J, K, L, M, N” WAS MADE BY SECRETARY AARON RIVERA AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

6. EXECUTIVE SESSION

At this time the board entered executive session at 6:23pm.

MOTION TO ENTER EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

The EEDC board convened 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 (§551.087 Deliberation Regarding Economic Development Negotiations; §551.072. Deliberation Regarding Real Property; §551.071 Consultation with Attorney; Closed Meeting.)

1. RGV CDL
2. Project Loaf
3. Project Jack & Jill
4. Project Medusa
5. Project Health
6. Project Groundfire
7. Project Gray Wolf
8. Project Fridge
9. Project Napoleon Dynamite
10. Project Wall-E
11. Project Bubba
12. Project Top Gun
13. Office Space
14. Workforce Resource Center
15. Project Bones
16. Project Swap

- A. Discussion and possible action regarding potential litigation. Santana Textiles (§551.071 Consultation with Attorney; Closed Meeting).
- B. Discussion and possible action regarding employment matters (§551.071 Consultation with Attorney; Closed Meeting; and §551.074 Personnel Matters; Closed Meeting).

7. OPEN SESSION

The EEDC convened in Open Session to take necessary action, 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 8:30 p.m.

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

For the record, Director Sabrina Walker Hernandez left executive session at 7:44pm.

MOTION TO APPROVE PROJECT NUMBERS “1, 2, 3, 4, 9, 11, 12, 15” AND ITEMS “6A SANTANA TEXTILES & 6B PERSONNEL MATTERS” AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY COUCILMEMBER DANIEL DIAZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

For clarification purposes: Item 6.B. was approval of a Pay Plan Adjustment for employees who were previously in City of Edinburg positions.

MOTION TO APPROVE ITEM 6.A.16. - PROJECT SWAP AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

FOR THE RECORD, PRESIDENT VERONICA GONZALES ABSTAINED FROM VOTING ON PROJECT SWAP TO AVOID ANY CONFLICT OF INTEREST. President Gonzales was not in Executive Session during discussions on this item.

MOTION TO PROCEED AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY TREASURER EDDIE GARZA FOR ITEMS 5.E. AND 5.F. MOTION WAS SECONDED BY COUNCILMEMBER DANIEL DIAZ. MOTION CARRIED UNANIMOUSLY.

8. STAFF REPORTS

NO MOTION OR ACTION WAS NEEDED ON THIS ITEM.

9. ADJOURNMENT

There being no further business to consider, the meeting adjourned at 8:33pm.

MOTION TO ADJOURN MEETING WAS MADE BY SECRETARY AARON RIVERA AND SECONDED BY COUNCILMEMBER DANIEL DIAZ. 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:

Aaron Rivera, EEDC Board Secretary



MINUTES OF THE
EDINBURG ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS

LOCATION:

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

NOVEMBER 15, 2023
SPECIAL JOINT MEETING AGENDA
7:00 PM

PRESENT: Raul Resendez, Vice President
Aaron "Ronny" Rivera, Secretary
Eddie Garza, Treasurer
Daniel "Dan" Diaz, Councilmember Place 1
Roland Gomez, Director
Ramiro Garza Jr, Mayor
David White, Mayor Pro Tem
Jason De Leon, Councilmember Place 2
David Salazar Jr, Councilmember Place 3

ABSENT: Veronica Gonzales, President
Sabrina Walker Hernandez, Director

STAFF: Raudel Garza, Executive Director
Carlos Garza, Project Manager
Leticia Pantoja, Project Manager
Jacqueline Guerra, Administrative Assistant
Myra Ayala, City Manager
Clarice Balderas, City Secretary
Omar Ochoa, City Attorney

1. CALL TO ORDER, ESTABLISH QUORUM

Mayor, Ramiro Garza Jr., called the meeting to order at 7:00 pm and established quorum for council.

Edinburg EDC Vice President, Raul Resendez also proceeded to established quorum.

For the record, President Veronica Gonzales and Director Sabrina Walker Hernandez were absent.

- A. Pledge of Allegiance
- B. Prayer by Councilmember Daniel Diaz

2. CERTIFICATION OF PUBLIC NOTICE

City Secretary, Clarice Balderas confirmed the public notice was posted in accordance with the Texas Open Meetings Act, on November 9, 2023 at 7:40 PM.

EEDC Executive Director, Raudel Garza confirmed the public notice was posted in accordance with the Texas Open Meetings Act, on November 9, 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.

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.

There were no public comments.

5. EXECUTIVE SESSION

At this time the EEDC Board and City Council entered executive session at 7:03 pm.

MOTION TO ENTER EXECUTIVE SESSION FOR CITY COUNCIL WAS MADE BY MAYOR PRO TEM DAVID WHITE AND SECONDED BY COUNCILMEMBER DANIEL DIAZ. MOTION CARRIED UNANIMOUSLY.

MOTION TO ENTER EXECUTIVE SESSION FOR EEDC BOARD WAS MADE BY SECRETARY AARON RIVERA AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

The EEDC board convened 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 (§551.087 Deliberation Regarding Economic Development Negotiations; §551.072. Deliberation Regarding Real Property; §551.071 Consultation with Attorney; Closed Meeting.)

1. Project Born Again

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

6. OPEN SESSION

The EEDC convened in Open Session to take necessary action, 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 EEDC Board and City Council reconvened for open session at 8:19 p.m.

MOTION TO ENTER OPEN SESSION FOR CITY COUNCIL WAS MADE BY MAYOR PRO TEM DAVID WHITE AND SECONDED BY COUNCILMEMBER JASON DE LEON. MOTION CARRIED UNANIMOUSLY.

NO MOTION OR ACTION FROM COUNCIL WAS TAKEN ON THIS ITEM.

MOTION TO ENTER OPEN SESSION FOR EEDC BOARD WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

MOTION FOR EEDC STAFF TO PROCEED AS DISCUSSED IN EXECUTIVE SESSION WAS MADE BY COUNCILMEMBER DANIEL DIAZ AND SECONDED BY TREASURER EDDIE GARZA. MOTION CARRIED UNANIMOUSLY.

7. ADJOURNMENT

There being no further business to consider, the meeting adjourned.

**MOTION TO ADJOURN MEETING WAS MADE BY MAYOR PRO TEM
DAVID WHITE AND SECONDED BY COUNCILMEMBER JASON DE LEON.
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:

Aaron Rivera, EEDC Board Secretary



Edinburg Economic Development Corporation

Meeting Date: November 28, 2023

Consider Approval of the Facade and Lot Improvement Program (FLIP).

1. **Agenda Item:**

Consider Approval of the Facade and Lot Improvement Program (FLIP).

2. **Description/Scope:**

The Edinburg Economic Development Corporation's FLIP program was created to help small businesses add curb appeal and improve the aesthetics of their properties. Beautification of businesses will add to the overall effort to improve our community's appearance to outside visitors and locals as well.

For those businesses who may not have funds to get started on improvements and wait for program funds to reimburse them, we will be able to offer a loan until the completion of the improvements. Upon successful submittal of documentation and other evidence of completion of improvements, the EEDC may forgive the loan and convert it to a grant.

3. **Estimated Timeline:**

Application to open November 27, 2023 and run through September 30, 2024, or until funds are depleted.

4. **Budget:**

\$400,000 was set aside for this program in this year's budget.

5. **Procurement/Selection Process:**

N/A

6. **Staff's Recommendation:**

Staff recommends approval.

7. **Justification:**

The FLIP program will beautify up to 40 businesses through façade and parking lot improvements, thus contributing to the revitalization of The City of Edinburg.

/s/ Raudel Garza, Edinburg
EDC Executive Director

ATTACHMENTS

Attachment A: Edinburg EDC – Façade and Lot Improvement Program



Façade and Lot Improvement Program (FLIP)

Our small businesses have been through quite a bit of turmoil in the last few years. From the pandemic, to high inflation, to actual weather storms that have wreaked havoc on our local economy. Some of these storms have damaged signs, awnings, facades, parking lots, and much more. The Edinburg Economic Development Corporation's (EEDC) Façade and Lot Improvement Program (FLIP) is designed to help alleviate some of those damages.

PROGRAM: The EEDC will provide up to \$10,000 in grants to a qualifying small business to help with repairs to existing parking lots, signage or facades. The EEDC has committed \$400,000 for the Fiscal Year 2023-2024 for 40 qualifying small businesses (up to \$10,000 each). The program provides financial assistance for improvements to eligible commercial businesses that have occurred or will occur from **March 1, 2023 through September 30, 2024**, subject to the terms of the grant and final approval from the EEDC Board of Directors and Edinburg City Council.

The FLIP program operates under reimbursement only. **Approved projects will receive funds upon project completion.** Any improvement project expense incurred before approval and obtaining the building permit will not be reimbursed, unless otherwise approved by the EEDC Board of Directors.

If a qualifying business can demonstrate that they cannot undertake the improvements contemplated in the program due to financial hardship, then EEDC may consider providing the qualifying business with a loan of up to the grant amount to cover the anticipated costs. Upon satisfactory completion of the improvements and approval of all documentation by EEDC, the loan may be forgiven by the EEDC Board. Failure to satisfy all the requirements of the program will result in the enforcement of the promissory note to pay back funds.

PROGRAM ELIGIBILITY:

In order to qualify, your business must meet the following eligibility criteria:

- **Business must be located within Edinburg City Limits.** *Please see map
- Business is a commercial property owner and/or an existing for-profit business (tenant) in the City of Edinburg with fewer than 20.
- Business is currently operating.
- Locally-owned.
- The qualifying business must be current with all local property tax payments.
- All grant recipients (business and/ property owner) must not have outstanding code enforcement violations or liens. A letter from the City's Health & Code

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Department may be needed. All grant recipients must be current on rental, lease or mortgage payments if applicable.

- Business must submit two quotes for work to be completed. At least **one** quote must be from an Edinburg business/vendor/contractor.
- If grant recipient is a tenant, authorization from landlord via letter is required.

ELIGIBLE EXPENSES:

Subject to review and approval by the EEDC and any applicable laws or codes and program rules, any hard costs associated with the renovation of exterior portions of property owned or leased by the qualifying small business can be reimbursed by this program. These eligible expenses may include the following, but could also include other expenses found to be in line with the intent of the program as determined by the EEDC:

- Construction of outdoor patios.
- Exterior painting, re-siding, cleaning, or other improvements that revitalize façade appearance.
- Exterior restoration of significant architectural details.
- Installation of permanent landscaping.
- New doors, windows, or awnings.
- Parking lot resurfacing with striping.
- Repair, removal, and replacement of old signage.
- Roof repairs that are part of the existing building.

All improvement projects must be approved by the Edinburg Economic Development Corporation staff and the City of Edinburg's Development Services prior to starting work. **Permit fees are waived.**

INELIGIBLE EXPENSES:

- Any improvements to secondary or accessory buildings (i.e., garages, storage buildings, closets).
- Equipment, Mechanical, or HVAC systems.
- New building construction.
- Reducing or enclosing existing storefront windows.
- Routine maintenance.
- Security systems (including metal roll down gates, window bars, cameras).
- Improvements performed prior to February 28, 2023 or after September 30, 2024.

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REQUIRED DOCUMENTATION YOU NEED BEFORE YOU APPLY:

- Confirmation that mortgage, property insurance and property tax payments are current and in good standing, which is usually a copy of a receipt.
- Documentation of property ownership or written consent from property owner giving permission to conduct the identified improvements.
- One to two (1-2) photos of the project site prior to and after improvements.
- Owner authorization letter, if leasing property.
- Two (2) quotes for work to be completed. At least **one** quote must be from an Edinburg business.
- Signed receipt with start and end date of completed work and identification of who completed the work or other similar documentation.
- W-9 Form.

RESTRICTIONS:

- **This is a one-time grant. One application per person or business entity and per address.**
- **Home-based business are not eligible to apply.**
- **Non-profits are not eligible to apply.**
- **Grant awards are contingent upon funds availability.**

***The Edinburg Economic Development Corporation reserves the right to approve or deny any category or business type ineligible including those businesses that are prohibited by federal or state law, businesses soliciting or promoting activities such as gambling, lobbying, and/or sexually-oriented activity, and those subject to indictment, arraignment, or other formal criminal charges. ***

FYI Additional types of permits that may be required:

- Public right-of-way require a permit from the City of Edinburg Engineering Department
- State right-of-way, a permit from the Texas Department of Transportation
- Depending on the project, there may be additional requirements



RESOURCES:

- [UDC handbook](#)
- [Promissory Note](#)

SAMPLE DOCUMENTATION:

- [W-9 Form](#)
- [Owner Authorization Letter Sample](#)

APPLICATION PROCESS:

1. Applications for funding shall be received beginning on January 3, 2024 and may be accepted through September 30, 2024, unless the program funding is depleted prior to that date or the EEDC Board discontinues the program.
2. Review the eligibility criteria and required documentation, and verify if your business is eligible to apply.
3. Complete and submit the Façade and Lot Improvement Program application online.
4. Within 7 days, economic development staff will schedule a phone call or a meeting with the applicant to review the application. Economic Development staff may request additional documentation, if needed.
5. Receive an email with notice of award determination and possibly notice to proceed.
6. Project referred to and review by Development Services.
7. Start and complete project when business permit is issued. Projects must be completed by **December 31, 2024**. If project needs an extension, please submit request in writing to EEDC staff for determination. Project extensions will be considered on a case by case basis.
8. Grant funding will be disbursed within 3-4 weeks of documentation submission, and approval of such documentation by EEDC staff, subject to availability of funds.



Edinburg Economic Development Corporation

Meeting Date: November 28, 2023

LiftFund Interest Buy Down Program Status Update

1. **Agenda Item:**

LiftFund Interest Buy Down Program Status Update.

2. **Description/Scope:**

Last year the City of Edinburg and EEDC teamed up with LiftFund to provide low interest loans to small business owners in Edinburg. EEDC and City each agreed to provide \$50,000 to leverage up to \$600,000 for small businesses. Loans of up to \$50,000 at 2.5% interest are available.

As of October 31, 2023, LiftFund has approved 7 loans totaling \$257,284.14 with 29 jobs retained and 19 new jobs created. The EEDC has contributed \$48,269.94 of the \$50,000 committed to buy down the interest on these loans. The City of Edinburg's portion will continue the program.

3. **Estimated Timeline:**

March 1, 2023 – March 1, 2024

4. **Budget:**

COE \$50,000

EEDC \$50,0000 (Account: EEDC Incentives)

5. **Procurement/Selection Process:**

N/A

6. **Staff's Recommendation:**

N/A

7. **Justification:**

N/A

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:

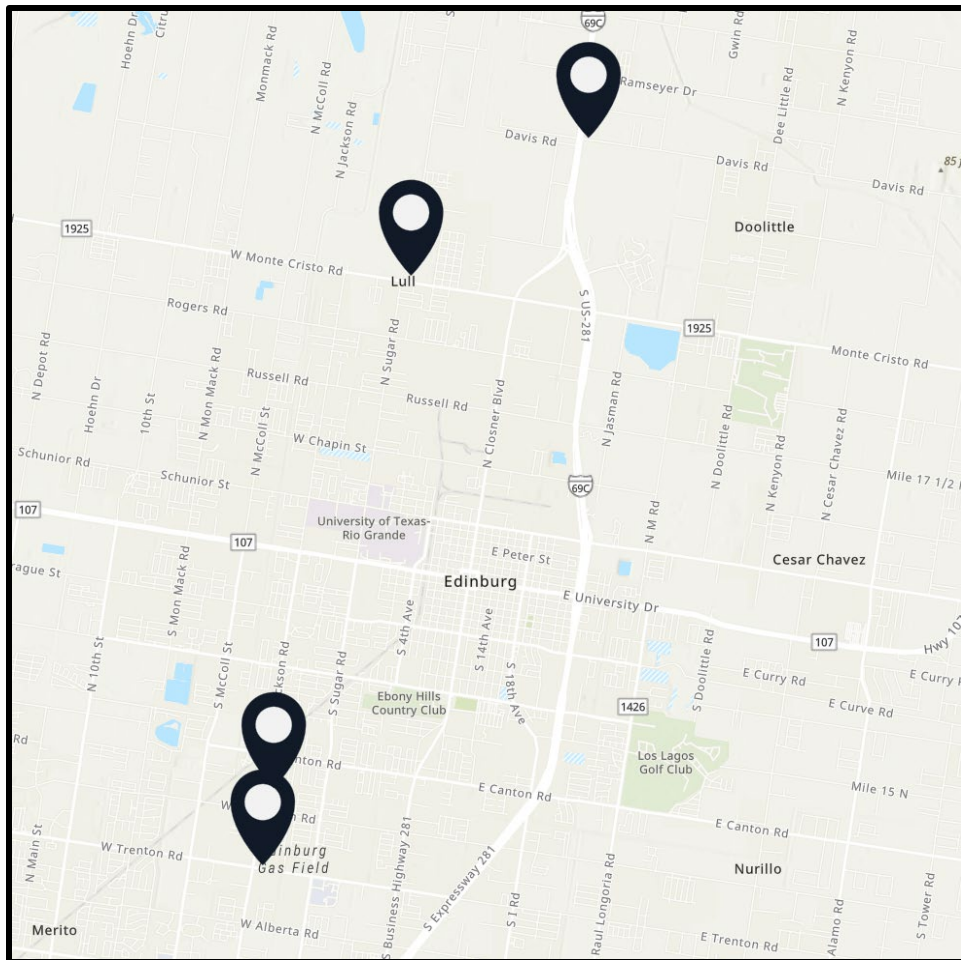
Attachment A: LiftFund Year-to-Date Report



Lift Fund Applications Update

1. Approved Loans: **7**
 2. Pending Funding: **3**
 3. Unresponsive/Follow-Up Needed: **3**
 4. Rejected Applications: **5**
 5. Withdrawn Applications: **3**
- Total Interest Buy Down to date: **\$48,269.94**
 - Total Loan Amount: **\$257,284.14**
 - Total Jobs Created: **19**
 - Total Jobs Retained: **29**

Approved Loan Locations:



3111 W. Freddy Gonzalez Dr, Edinburg, TX 78539 | (956) 388-8914

www.edinburgedc.com



Lift Fund Applicants:

Approved Loans

1. Kiyani Transport LLC

- Jobs Retained: 7
- Jobs Created: 1

2. Pena Legacy Consulting PLLC

- Jobs Retained: 5
- Jobs Created: 1

3. Chicas Flores Boutique

- Jobs Retained: 1
- Jobs Created: 2

4. El Traguito Bar And Grill LLC

- Jobs Retained: 1
- Jobs Created: 3

5. Adrian Webb CPA

- Jobs Retained: 4
- Jobs Created: 1

6. Tripod Enterprise LLC

- Jobs Retained: 1
- Jobs Created: 3

7. RGV CDL Services LLC

- Jobs Retained: 10
- Jobs Created: 9



Edinburg Economic Development Corporation

Meeting Date: November 28, 2023

Economic Development Staff Report

1. Agenda Item:

Economic Development Staff Report.

2. Description/Scope:

Staff will provide a presentation on the following topics:

Raudel Garza, EEDC Executive Director

- Labor Market Report
- Unemployment Numbers
- Social Media Report
- Upcoming Conferences & Events
- Other Updates

Carlos Garza, EEDC Project Manager

- Construction and Building Permits Report
- Sales Tax Report/Summary
- Trade Shows & Trade Missions Report

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

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:

Attachment A: Executive Director's Report

Attachment B: C. Garza, Project Manager Report



Labor Market Report

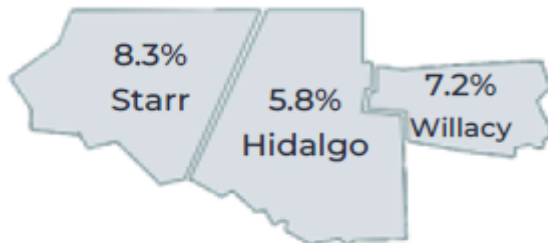
September 2023



Unemployment Rates

Workforce Solutions WDA

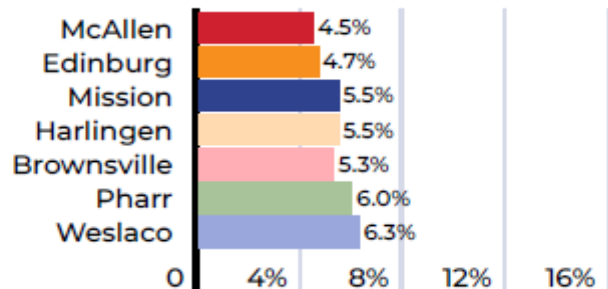
decreased from 7.0% to 6.0%



RGV 5.8% ▼ **0.9%**

September-23

August-23



National

The national unemployment rate stayed at 3.8%.

Statewide

The Texas unemployment rate remained at 4.1%.

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	Sep-23			Aug-23	Sep-22		
	Civilian Labor Force	Unemployed	Rate	Rate	Civilian Labor Force	Unemployed	Rate
USA	167,718,000	6,049,000	3.6%	3.9%	164,463,000	5,460,000	3.3%
Texas	15,178,537	620,303	4.1%	4.5%	14,685,013	542,893	3.7%
Workforce Solutions	410,985	24,719	6.0%	7.0%	401,412	24,903	6.2%
Hidalgo County	379,396	22,187	5.8%	6.8%	370,403	22,120	6.0%
Starr County	24,221	2,003	8.3%	9.4%	23,906	2,263	9.5%
Willacy County	7,368	529	7.2%	8.1%	7,103	520	7.3%
McAllen	71,851	3,246	4.5%	5.0%	69,860	2,969	4.2%
Mission	37,128	2,037	5.5%	6.2%	36,202	1,987	5.5%
Edinburg	51,124	2,415	4.7%	5.4%	49,779	2,288	4.6%
Pharr	33,378	2,013	6.0%	7.4%	32,584	2,002	6.1%
San Juan	16,329	1,052	6.4%	8.2%	16,045	1,150	7.2%
Weslaco	18,127	1,148	6.3%	7.9%	17,738	1,184	6.7%
Workforce Solutions Cameron	181,970	9,629	5.3%	6.0%	177,509	9,203	5.2%
Harlingen	26,885	1,467	5.5%	6.0%	26,098	1,275	4.9%
Brownsville	81,828	4,363	5.3%	6.0%	79,812	4,161	5.2%
San Benito	9,805	522	5.3%	6.2%	9,621	555	5.8%
Workforce Solutions S. Texas	126,155	5,095	4.0%	4.5%	123,470	4,582	3.7%
Webb County	119,826	4,740	4.0%	4.4%	117,224	4,225	3.6%
Laredo	114,924	4,518	3.9%	4.4%	112,421	4,017	3.6%

SEASONALLY ADJUSTED FIGURES

USA	167,929,000	6,360,000	3.8%	3.8%	164,619,000	5,770,000	3.5%
Texas	15,141,273	625,522	4.1%	4.1%	14,696,194	560,829	3.8%

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

Unemployment Recap:

- The Texas (seasonally adjusted) unemployment rate remained at 4.1%.
- Hidalgo County's (not seasonally adjusted) unemployment rate decreased by -1.0% to 5.8%
- Edinburg (not seasonally adjusted) has the second lowest unemployment rate in the RGV at a rate of 4.7%

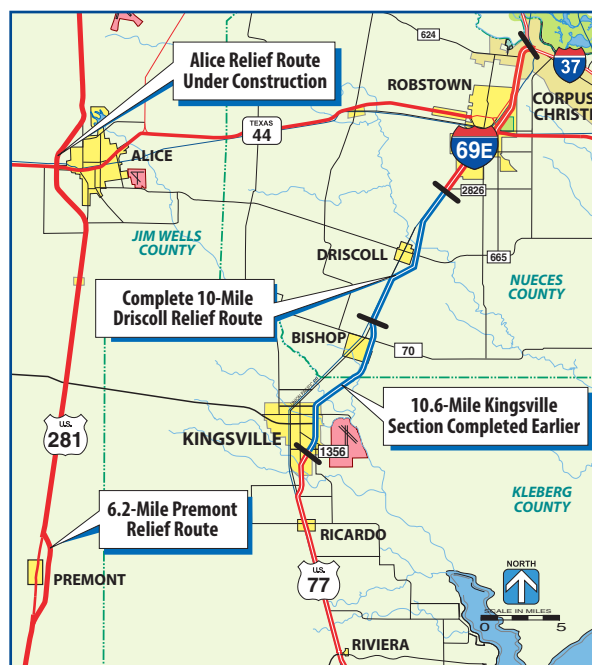
November 8, 2023

Alliance Annual Meeting

■ **SEE YOU IN HOUSTON** – We are getting closer to the Alliance Annual Meeting on Thursday, November 30th, at the Hyatt Regency Hotel in Downtown Houston. Make your Annual Meeting luncheon reservations [HERE](#). We have much to celebrate in terms of the growing investment being made to develop I-69 and the positive impact it is having on communities. Our keynote luncheon speaker is Commissioner Alex Meade, one of two recently appointed members of the Texas Transportation Commission. The meeting will provide an excellent opportunity to showcase the strong local support for I-69 to Commissioner Meade and to encourage his active engagement in TxDOT's efforts to accelerate development of I-69. The Board of Directors will convene at 9 a.m. for a business meeting including updates from TxDOT's district engineers.

■ **PREMONT RELIEF ROUTE OPEN TO TRAFFIC** – The 6.2-mile-long Premont Relief Route on US 281 opened to traffic in late October. The interstate standard project allows freight and passenger vehicles to bypass the last remaining traffic stoplight on the 150-mile leg of future I-69C stretching from US 59 at George West to I-2 in the Rio Grande Valley. Work on the project started in April 2020 and all final checklist items should be complete by the end of January. Northbound traffic has been flowing on the relief route since late last year. Traffic was able to move from the old highway to the southbound lanes with the recent completion of bridge structures at the north and south ends of the relief route. The project also includes three other overpass structures at local road intersections. The full freeway opening comes just in time for the busy holiday season which sees significant increases in family travel to and from Texas cities, the border region and Mexico.

The Premont Relief Route is just the latest of the I-69 projects completed to interstate highway standard in 2023. Others include the addition of mainlanes on the Lufkin East loop, the 4-mile Cleveland extension, and the 12-mile Fort Bend County extension. The 20-mile Driscoll/Bishop/Kingsville extension will be complete in December and ready for the final review and approval for signing.



■ **ZAHN RETIRING FROM ALLIANCE BOARD** – Charlie Zahn is leaving his post as Port of Corpus Christi Authority commission chairman and is retiring from his very active role as a member of the I-69 Alliance executive committee. Zahn is term-limited in his port position after 12 years of service. His energy and dedication will be missed by the port authority, the Coastal Bend region and the Alliance. The I-69 System serves as a valuable connectivity asset for all Texas maritime ports. The Alliance has benefitted from support and involvement over the years from ports at Houston, Corpus Christi, Victoria, Brownsville and Harlingen.

■ **FEDERAL REPORT** – Congress continues work on the FY '24 appropriations bills prior to the lapse of the current continuing resolution on November 17th. The Senate has passed its FY '24 Transportation bill and the House is scheduled to consider it this week. Federal aid highway funding remains essentially level: FY '23 was \$58.8 billion; the Senate bill for '24 was \$60+ billion and the proposed House bill is the same. The Alliance continues to support efforts to include specific funding for several I-69 Corridor projects included in the FY '24 House Transportation bill. Looking ahead to 2024 policy issues, with the advent of electric cars, fewer people are paying gas tax into the Trust Fund. It is estimated that 20% of the cars sold in California now are battery powered. And if the Administration's proposed new CAFE standards are adopted, fuel purchases could drop by 200 billion gallons, meaning billions of dollars of lost fuel tax revenue in the Highway Trust Fund. Freight movement is expected to increase by 50% in tonnage and vehicle miles traveled are projected to jump by 22% by 2049, increasing the need for robust investment in transportation infrastructure. This means that Congress will be working to develop new policies to fund the Highway Trust Fund. The Alliance will work to make sure I-69 and Texas are fully involved in this policy development.

■ **LEADERSHIP** – Newly-elected U.S. House Speaker Mike Johnson represents Northwest Louisiana and a segment of the I-69 Corridor that runs from the Sabine River around the east side of Shreveport/Bossier City and into southern Arkansas. The Johnson family resides in Bossier Parish which is on the future I-69 path.

MONTHLY MARKET UPDATE



November 2023

MARKET OVERVIEW AND HIGHLIGHTS

FOMC meeting went as expected

- The Fed decided to make no changes to the Federal Funds rate at the conclusion of today's meeting
- Future traders currently predict a fed pivot with its first rate cut in June 2024
- Current target range is at 5.25%-5.50%

Economic data releases

- The U.S. Treasury Department will slow the pace of increases in its longer-dated debt auctions in the November 2023 to January 2024 quarter
- Higher bond rates and Middle East turmoil has now taken the S&P 500 down 10% from its high in July
- ISM manufacturing index at 46.7, as the sector contracted in October for the 12th consecutive month
- Third quarter GDP increased at an 4.9% annual rate
- Core PCE for September increased 3.7% YoY and increased 0.3% MoM, compared to 3.8% YoY last month

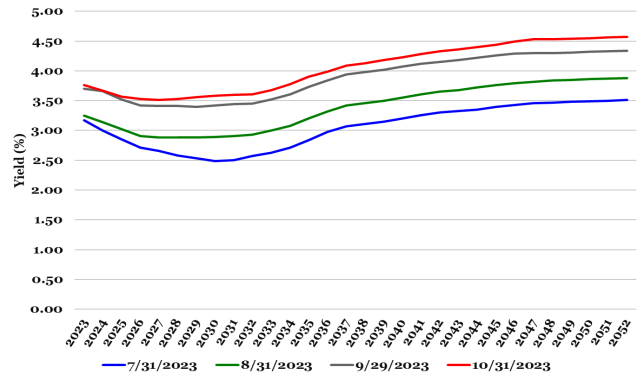
Bond Elections

- Texas voters across the State will see over \$34 billion in bond propositions on their November 7 ballots
- Over 75 school districts will ask for authorization on \$18 billion of new projects this election cycle

Major equity indexes down in October

- The Dow ended at 33,052, down 1.1% for the month
- The S&P ended at 4,193, down 2.2% for the month
- The Nasdaq ended at 12,851, down 3.4% for the month

"AAA" MMD MUNI YIELD CURVE



MONTHLY CHANGE IN YIELDS

Maturity	Year	Municipal Yields (%)		Treasury Yields (%)	
		10/31/2023	9/29/2023	10/31/2023	9/29/2023
1 Year	2023	3.76	3.70	5.44	5.46
5 Year	2027	3.51	3.41	4.82	4.60
10 Year	2032	3.61	3.45	4.88	4.59
20 Year	2042	4.33	4.15	5.21	4.92
30 Year	2052	4.57	4.34	5.04	4.73

YIELD CHANGE IN WEEKLY INDEXES

	SIFMA Muni Swap Index	BBi 20 Bond GO Index	BBi 25 Bond Rev Index
Current	4.09	4.19	4.47
Last Week	4.09	4.19	4.47
1 Year Ago	2.38	4.06	4.34

TEXAS BOND SALES

Bond Sales	October 2022		October 2023		Year-to-Date		30-Day Forward Calendar	
Negotiated	26	\$ 2,722,511,000	36	\$ 2,294,385,000	506	\$ 43,703,017,730	27	\$ 1,523,606,961
Competitive	67	696,354,991	72	682,510,000	605	9,490,600,000	78	599,075,000
Total	93	\$ 3,418,865,991	108	\$ 2,976,895,000	1,111	\$ 53,193,617,730	105	\$ 2,122,681,961

RECENT FROST BANK TRANSACTIONS

Through October 2023, Frost Bank served as a Senior Manager on **23** transactions totaling **\$1B** in par and as a Co-Manager on **38** transactions totaling **\$5.4B** in par.

- Frost Bank's underwriting desk also submitted bids on **11** competitive underwriting transactions.



City of Galveston
\$51,460,000
Co-Manager



TWDB
\$1,007,490,000
Co-Manager



Hidalgo County
\$43,440,000
Co-Manager



Odem-Edroy ISD
\$15,570,000
Co-Manager



Duncan Morrow, CFA
Senior Vice President
Capital Markets
Dallas, TX
(214) 515-4529



Kevin Escobar, CTP
Senior Vice President
Capital Markets
San Antonio, TX
(210) 220-5470



Hannah Pinkerton
Quantitative Analyst
Capital Markets
San Antonio, TX
(210) 220-6035

Edinburg Economic Development Corporation



1,379

Facebook Page Visits



19,219

Facebook Page Reach



56

New Page Likes



13,409

Page Followers

@Edinburgtxedc



3

Profile Visits



1,024

Impressions



54

Total Followers



3

New Followers

@edinburgedc



17

Accounts Engaged



307

Accounts Reached



1,567

Total Followers



-2

New Followers

Edinburg Economic Development Corporation (EEDC)



44

Page Views



2,030

Post Impressions



571

Total Followers



44

New Followers

Edinburg Economic Development Corporation

raudel@edinburgedc.com

edinburgedc.com

956-388-8914

Upcoming Conferences

ICSC Red River

- January 31- February 2, 2024
- Dallas, Tx

TEDC Basic Economic Development Course

- February 27 - March 1, 2024
- Round Rock, TX

Upcoming Events

Water Tower Groundbreaking

- November 30th from 10:30am – 11:30am
- 3925 N Business Hwy 281

City of Edinburg “Lighting of the Tree”

- November 30, 2023 at 6:30pm
- 201 W McIntyre St

City of Edinburg “Night of Lights Parade”

- December 1, 2023 from 7pm-8:30pm

Edinburg PD’s “Blue Santa Toy Drive”

- December 8, 2023 from 6pm-10pm
- 201 W McIntyre St

Updates

***EEDC Intern Clarence Cruz**

***EEDC Office will be closed on:**

- November 23-24, 2023 (Thanksgiving)
- December 24-25, 2023 (Christmas)
- December 31- January 1st (New Year’s)



Commercial Development Report

October 2023

Commercial Permit Values:

New Commercial Permit Value

October 2023: \$170,000.00

- Tako King – 2260 S Bus Hwy 281- \$50,000.00
- Los Lagos Common Area – 2620 & 2908 Los Lago Drive - \$120,000.00

Commercial Additions/Repairs Permit Value

October 2023: \$1,641,345.00

- Kirri Kirri Restaurant – 508 W. Trenton Road - \$128,800.00
- Stonecrest – 2810 N Closner - \$600,00.00
- Boys and Girls Club of Edinburg RGV – 2553 Regiers Road - \$500,000.00

Multifamily New/Addition/Remodel Permit Value

October 2023: \$2,314,300.00

- Atwood Village
- Woodland Estates

Record Number of New Residential Building Permits: 78 New Homes

PERMIT VALUATIONS (\$)	October 2023	October 2022	YTD 2023	YTD 2022
New Homes	17,826,965.00	7,486,882.00	113,620,710.00	86,061,217.00
Residential Alterations	1,013,723.00	2,135,418.00	9,875,138.00	23,679,680.00
Multi-Family	2,314,300.00	557,000.00	94,238,333.00	26,879,069.00
Commercial: New	170,000.00	5,200.00	91,778,085.00	18,756,213.00
Commercial Alterations	1,641,345.00	1,544,064.00	47,025,255.00	112,519,291.00
TOTAL	\$ 22,966,333.00	\$ 11,728,564.00	\$ 356,537,521.00	\$ 267,895,470.00

*City of Edinburg Building Permit Values

3111 W. Freddy Gonzalez Dr, Edinburg, TX 78539 | (956) 388-8914

www.edinburgedc.com



Current Subdivisions:

- Subdivisions Under Construction: 62
Number of Lots: 3,594
- Subdivisions Under Construction Review: 38
Number of Lots: 1,315
- Subdivisions Under Preliminary Review: 62
Number of Lots: 1,622

*City of Edinburg Engineering Department

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	689,061	66,556	↑ 11%
MAR.	589,833	574,164	727,183	824,904	830,857	5,953	→ 1%
APR.	533,819	497,295	641,177	728,140	728,887	747	→ 0%
MAY	512,049	550,235	633,072	683,168	779,949	96,781	↑ 14%
JUN.	560,920	591,024	717,109	813,695	750,828	(62,867)	↓ -8%
JUL.	549,402	538,033	611,295	715,773	731,227	15,454	→ 2%
AUG.	517,757	530,880	704,765	688,206	864,771	176,565	↑ 26%
SEP.	553,671	647,655	663,366	781,228	830,673	49,445	↑ 6%
TOTAL	<u>\$ 6,355,639</u>	<u>\$ 6,590,308</u>	<u>\$ 7,622,882</u>	<u>\$ 8,600,943</u>	<u>\$ 9,184,192</u>	\$ 583,249	↑ 7%

AVERAGE PER MONTH: (October through September/12 months)

YTD Comparison \$ 529,637 \$ 549,192 \$ 635,240 \$ 716,745 \$ 765,349

YTD COMPARISON: (October through September)

\$ 6,355,639 \$ 6,590,308 \$ 7,622,882 \$ 8,600,943 \$ 9,184,192

YTD COMPARISON: (October thru September vs October thru September of prior year)

1,291,372 234,669 1,032,575 978,061 583,249

YTD COMPARISON: (October thru September vs October thru September of prior year %)

25% 4% 16% 13% 7%



MEMORANDUM

To: Raudel Garza, Executive Director, Edinburg EDC
From: Carlos Garza, Project Manager, Edinburg EDC
Date: November 14, 2023
Subject: Team Texas – WESTEC - Long Beach, California

I am pleased to present a summary report on our participation in the WESTEC 2023 event, which took place from November 6-9, 2023, at the Long Beach Convention Center in Long Beach, CA. Our delegation, consisting of directors, assistant directors, and CEOs of economic development from various regions across Texas, had the opportunity to meet with businesses. This event provided us with valuable insights and allowed us to explore potential business expansion opportunities for the region.

Event Overview:

The WESTEC event is a significant platform that brings together key decision-makers, technology suppliers, and thought leaders from various manufacturing disciplines. This year's event was a tremendous success, with over 7,500 members of the manufacturing community in attendance.

Exhibitor Information:

Our booth attracted a diverse range of businesses, including:

- **15** Machinery and Equipment Suppliers
- **7** Technology and Innovation Providers
- **1** Educational and Training Institutions
- **5** Aerospace and Defense Companies
- **5** Manufacturing Service Providers
- **2** Government and Municipal Representatives
- **2** Research and Development Organizations'
- **6** Other Aerospace and Manufacturing

The event generated a significant number of leads, showcasing the effectiveness of our presence in attracting potential partners and clients. The leads will be further categorized and prioritized for follow-up. Our discussions with these companies and consultants have opened doors for potential business expansion opportunities in Texas. We are now in a position to explore and facilitate these opportunities, and provide site options for relocation or expansion.