

### **Commercial Recruitment Program:**

The City of Edinburg and the Edinburg Economic Development Corporation (EEDC) continue to encourage new and/or existing commercial enterprises to locate or expand in Edinburg. Retail activity along the US-Mexico border is a basic economic driver which attracts, promotes, develops, and supports new commercial facilities and job growth and the retention of existing jobs in Edinburg. Some of these new and/or existing retail enterprises may qualify for assistance from EEDC based on the number and types of jobs newly-created or retained and the type of commercial entity. Applicants must qualify under the provisions of the Development Corporation Act (“Act”). Developers may apply on behalf of their tenants/retailers, but are not eligible to be the recipient of the grants without the full knowledge and consent of the retailer and approval from the EEDC Board and City Commission.

To encourage new retail development, the EEDC may pay an incentive amount equal to a portion of the local sales tax revenues generated by qualifying projects for a period of up to five years, an in an amount not to exceed half of the city tax revenue generated by that retailer in that location annually, or \$100,000, whichever is less. Amounts greater than \$100,000 per year will not carry forward to the next year.

A retailer and/or developer will be evaluated and graded on criteria established by the EEDC annually. The term granted and incentive amount is subject to the score generated by the retailer’s information, and subject to a written performance agreement and proper governmental approval. The **basic scoring criteria** is below:

# of FT employees	5 to 25	26-50	51+	Points Awarded
Points	10	20	30	
# of PT employees	10-100	101-200	201+	
Points	5	10	20	
Capital Investment	\$250,000 - \$1M	\$1M-\$5M	\$5M+	
Points	5	10	15	
Taxable Retail Sales	\$100,000 - \$1M	\$1M - \$5M	\$5M+	
Points	5	10	15	



Location	Points	Points Awarded
Opportunity Zones	10	
Downtown District	10	
University Corridor	5	
Trenton Corridor	5	
Monte Cristo Corridor	5	
East side along University Dr	20	
North I-69C Corridor	20	

Community Involvement	Points	Points Awarded
Chamber member	3	
Boys & Girls Club Supporter	3	
Leadership Edinburg	3	
UTRGV Foundation	3	
Other non-profits organizations	Range from 1 to 5	

Upon submission of a letter of interest and other information as outlined below by the applicant, staff will determine if the applicant qualifies under the Act and will grade the project and present findings to the EEDC Board of Directors for consideration.



The incentive amount for this program will, in part, be determined based on the following:

If scores is:	Then, rebate will be equal to:	Total Points
70 or higher	50% of the city sales tax revenue generated and paid by the applicant	
50 - 69	37.5% of the city sales tax revenue generated and paid by the applicant	
35 - 49	25% of the city sales tax revenue generated and paid by the applicant	
25 - 35	12.5% of the city sales tax revenue generated and paid by the applicant	

In order to be considered, the applicant must submit a letter of interest outlining the project. Plans (site, floor, utility, off-site and on-site improvements) and cost estimates must also be submitted. Other restrictions may apply, and this document serves only as a guide for the EEDC. Financial and proformas for the project, for the retailer, and for the developer should be included in the applicant's package. A definitive performance agreement will be drafted by EEDC legal counsel, and would need to be reviewed and approved by EEDC Board of Directors and City Council before any incentive is considered officially adopted. The program is subject to change and cancellation at any time by the EEDC Board, and can be modified at their discretion.



The areas mentioned in the “Location” portion of this scoring criteria are outlined in the maps below.



