



**ECONOMIC DEVELOPMENT
CORPORATION BOARD OF DIRECTORS**

Location:

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

**March 25TH, 2025
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. AGENDA ITEMS

- A. Consider approval of Minutes for the Special Board meeting held on March 3, 2025
- B. Consider approval of Professional Services Agreement for Strategic Media.
- C. Consider approval of amendments to the FY25 Organizational Chart and FY25 Budget.
- D. Discuss and consider Amendments to the Bylaws.
- E. Consider approval of Presentation of EEDC Audit Report for fiscal year 2023-2024.

6. STAFF REPORTS

- 1. Commercial Development Report
- 2. Industrial Development Report
- 3. Marketing Report
- 4. Executive Director's Report

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. Consultation with Attorney (§551.071. Consultation with Attorney; Closed Meeting)

1. Discussion and possible action regarding a Legal Services Agreement with Powell Law Group LLP and R&E Legal Group, PLLC.. (§551.074 Personnel Matters and §551.071. Consultation with Attorney; Closed Meeting)

B. 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. West Campus | 5. Project 100 |
| 2. Project Choo Choo | 6. New Park |
| 3. Office Space | |
| 4. Project Cave | |

8. OPEN SESSION

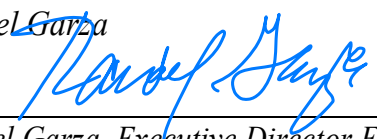
The EEDC will convene in Open Session to take necessary action, if any, in accordance with Chapter 551, Open meetings, Subchapter E, Procedures Relating to Closed Meeting, §551.102, Requirement to Vote or Take Final Action in Open Meeting.

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 March 22, 2025 at 10:00 am.

By: /s/ Raudel Garza

Signature: 

Name: Raudel Garza, Executive Director Edinburg
Economic Development Corporation



Edinburg Economic Development Corporation

Meeting Date: March 25, 2025

Consider approval of Minutes for the
Special Board meeting held on March 03, 2025.

1. Agenda Item:

Consider approval of Minutes for the Special Board Meeting held on March 3, 2025.

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: March 03, 2025 Special 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

March 03, 2025

SPECIAL MEETING AGENDA

5:30 PM

PRESENT: Aaron Rivera, President
Marc Moran, Secretary
Richard Gonzales, Treasurer
David Salazar, Council Member
Veronica Gonzales, Director
Sandra Alaniz, Director

ABSENT: Raul Resendez, Vice President

STAFF: Raudel Garza, Executive Director
Deyanira Rivera, Administrative Assistant
Samantha Martinez, Business Operations Coordinator
Jaqueline Guerra, Marketing & Research Manager
Leticia Pantoja, Project Manager
Carlos Garza, Project Manager
Omar Ochoa, EEDC Attorney

1. CALL TO ORDER, ESTABLISH QUORUM

President, Aaron Rivera, called the meeting to order at 5:32pm.

A. Pledge of Allegiance

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

President Aaron Rivera gave a brief welcome to the newest board member, David Salazar.

2. CERTIFICATION OF PUBLIC NOTICE

Mr. Garza confirmed the public notice was posted in accordance with the Texas Open Meetings Act, on February 28, 2025 at 5:00 PM.

3. DISCLOSURE OF CONFLICT OF INTEREST

EEDC Executive Director, Raudel Garza, 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.

No conflicts of interest were declared by board members.

Executive Director, Raudel Garza read the conflict of interest due to Omar Ochoa arriving late.

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 Special Board Meeting held on March 03, 2025.

MOTION TO APPROVE MINUTES WAS MADE BY TREASURER RICHARD GONZALES AND SECONDED BY DIRECTOR VERONICA GONZALES. MOTION CARRIED UNANIMOUSLY.

B. Presentation of Quarterly Investment Report ending on December 31, 2024.

Executive Director, Raudel Garza, gave a brief presentation of the board on the quarterly investment report. No action was needed as it was only a presentation.

C. Consider Approval of Sponsorship for "Spina Bifida 250" Event by

Suzannah Smiles Foundation.

Executive Director Ruadel Garza presented Spina Bifida 250 and explained what the foundation stands for, as well as the level of funding being requested. Director Veronica Gonzales asked about the different levels of sponsorship for Spina Bifida.

MOTION TO APPROVE “SPINA BIFIDA 250” SPONSORSHIP WAS MADE BY SECRETARY MARC MORAN AND SECONDED BY TREASURER RICHARD GONZALES. MOTION CARRIED UNANIMOUSLY.

D. Consider approval incentive disbursement to Domain Development in the amount of \$200,000.00 for Brentwood Plaza.

Executive Director Raudel Garza presented the Domain Development incentive agreements that required board approval to comply with the final step of payout after the work was completed. Due to this item being similar and to the same payee as item 5E both items were voted on at the same time.

MOTION TO APPROVE INCENTIVE DISBURSEMENT FOR BRENTWOOD PLAZA WAS MADE BY COUNCIL MEMBER DAVID SALAZAR AND SECONDED BY TREASURER RICHARD GONZALES. MOTION CARRIED UNANIMOUSLY.

E. Consider approval incentive disbursement to Domain Development in the amount of \$200,000.00 for Hyde Park Plaza.

Executive Director Raudel Garza presented the Domain Development incentive agreements that required board approval to comply with the final step of payout after the work was completed. Due to this item being as item 5E, both items were voted on at the same time.

MOTION TO APPROVE INCENTIVE DISBURSEMENT FOR HYDE PARK PLAZA WAS MADE BY COUNCIL MEMBER DAVID SALAZAR AND SECONDED BY TREASURER RICHARD GONZALES. MOTION CARRIED UNANIMOUSLY.

6. EXECUTIVE SESSION

The board entered executive session at 5:43 p.m.

President, Aaron Rivera recused himself from all discussions related to legal services for item 6A due to a potential conflict of interest.

MOTION TO ENTER EXECUTIVE SESSION WAS MADE BY COUNCIL MEMBER DAVID SALAZAR AND SECONDED BY TREASURER RICHARD GONZALES. 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. Consultation with Attorney (§551.071 Consultation with Attorney; Closed Meeting.)**
1. Discussion of duties, responsibilities, remuneration, and possible action regarding appointment of an EDC Attorney.(§551.074 Personnel Matters and §551.071. Consultation with Attorney; Closed Meeting)
- B. 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. FLIP | 8. Parking Gararge |
| 2. ICSC Red RiverRecap | 9. Project 100 |
| 3. Food Truck RFP | 10. Project Cable Box |
| 4. West Campus | 11. Project Pills |
| 5. Project Choo Choo | 12. New Park |
| 6. Office Space | 13. Project Rubber |
| 7. Project Cave | |
- C. Personnel Matters (§551.074 Personnel Matters)**
1. Discussion of duties, responsibilities, remuneration, and possible action to amend the financial terms of the executive director's contract. (§551.074 Personnel Matters and §551.071. Consultation with Attorney; 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 in open session at 9:15 pm.

MOTION TO ENTER OPEN SESSION WAS MADE BY COUNCIL MEMBER DAVID SALAZAR AND SECONDED BY TREASURER RICHARD GONZALES. MOTION CARRIED UNANIMOUSLY.

MOTION TO PROCEED AS DISCUSSED IN EXECUTIVE SESSION FOR ITEMS “6B1. FLIP, 6B4. WEST CAMPUS, 6B5. PROJECT CHOO CHOO, 6B6. OFFICE SPACE, 6B8.PARKING GARAGE AND 6C1.INTERNATION RECUITMENT BUSINESS DEVELOPMENT PROPOSAL” WAS MADE BY COUNCIL MEMBER DAVID SALAZAR AND SECONDED BY DIRECTOR SANDRA ALANIZ. MOTION CARRIED UNANIMOUSLY.

For the record President, Aaron Rivera recused himself from voting on item 6A.

MOTION TO PROCEED AS DISCUSSED IN EXECUTIVE SESSION TO APPOINT R&E LEGAL AS THE EEDC ATTORNEY WAS MADE BY TREASURER RICHARD GONZALES AND SECONDED BY COUNCIL MEMBER DAVID SALAZAR. MOTION CARRIED UNANIMOUSLY.

8. STAFF REPORT

- | | |
|---------------------------|------------------------------|
| A. Commercial Development | Report |
| Report | C. Marketing Report |
| B. Industrial Development | D. Executive Director Report |

STAFF REPORTS WERE PROVIDED ON THE BOARD PACKET.

9. ADJOURNMENT

There being no further business to consider, the meeting adjourned at 9:15 p.m.

MOTION TO ADJOURN MEETING WAS MADE BY COUNCIL MEMBER DAVID SALAZAR AND SECONDED BY SECRETARY MARC MORAN. MOTION CARRIED UNANIMOUSLY.

Minutes Transcribed by:

Samantha Martinez, Business Operations Coordinator, Edinburg Economic Development Corporation

The board of directors approved the meeting minutes on _____, 2025.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION:

Marc Moran, EEDC Board Secretary



Edinburg Economic Development Corporation

Meeting Date: 3/25/25

Consider approval of Professional Services Agreement for Strategic Media.

1. Agenda Item:

Consider approval of Professional Services Agreement for Strategic Media.

2. Description/Scope:

Jeffrey Salcedo with Strategic Media has proposed a comprehensive marketing campaign in Mexico to promote Edinburg. The campaign includes a multi-platform advertising strategy featuring a variety of media placements, as well as a travel plan that includes a summit and conferences in various destinations in Mexico. The travel plan also covers meal allowances, accommodations, airfare etc. The total cost of the campaign is \$85,000.00.

3. Estimated Timeline:

March 2025 - February 2026

4. Budget:

Cost: \$85,000.00

Marketing Acct. Balance: \$324,096.50

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

Staff recommends approval of the Professional Services Agreement with Strategic Media at \$85,000.00.

7. Justification:

This marketing campaign will enhance Edinburg's visibility in Mexico, a key market for business expansion and investment opportunities. Through targeted

advertising and in-person engagements at summits and conferences, the campaign aims to attract foreign direct investment and strengthen business relationships. Approving this agreement supports EEDC's efforts to promote economic growth and position Edinburg as a prime destination for international business.

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:

Attachment A: FY25 Strategic Media & EEDC Agreement

Attachment B:

Attachment C:



Conectando Edinburg y México

Promover las oportunidades para
detonar nuevas inversiones
mexicanas

By Jeffrey Salcedo
January 2025



Executive Brief: Unlocking Cross-Border Potential Edinburg Invitation to Mexican Investors

We stand as a dynamic gateway at the intersection of economic opportunity, cultural richness, and educational excellence. Edinburg is uniquely positioned to attract Mexican investors seeking to expand their business venture or invest in promising real estate.

Our initiative, is a comprehensive strategy designed to connect Edinburg with Mexican business leaders, investors and families. By fostering deep-rooted partnerships and showcasing the city's compelling advantages.

Through targeted outreach at major expos, conventions, economic chambers, city administrations, and corporations, we will highlight Edinburg business-friendly environment, robust real estate market, and exceptional educational institutions. Our approach leverages cultural values of family, unity, and shared success, making Edinburg not just an investment destination but a place where futures are built and communities thrive.

We will create lasting connections and mutual growth between Edinburg and Mexico, where opportunities are boundless and success is a shared endeavor.



**"Let's connect
Edinburg with
Mexican business
leaders, investors
and families"**

Our strategy is focused on highlight the city's economic opportunities, real estate potential, and privileged location.

Here's a detailed plan:

1. Research and Preparation
2. Targeted Outreach
3. Direct Business Approach – Corporate and Door-Knocking
4. City Administrations and Corporations
5. Marketing and Promotion
6. Follow-Up and Support
7. Monitoring and Evaluation



Here's a detailed plan:

01 Research and Preparation

- **City Strengths:** Identify and articulate the unique selling points of our city such as economic stability, strategic location. gather metrics, land and properties inventory for the promotional campaign.
- Design and Launch spanish campaign specifically prepared for mexican audience.

02 Targeted Outreach

- **Expos and Conventions:** Identify and participate in major expos and conventions in Mexico.
- **Economic Chambers and Business Associations:** Join and network with economic chambers business associations such as CANACOS, COPARMEX, CANACAR to mention a few, throughout specific cities.
- Organize seminars and networking events to present the benefits of investing in our city.



Here's a detailed plan:

03 Direct Business Approach – Corporate Door-Knocking

- **One-on-One Corporate Visits:** Personally visit top corporations, retailers, and industry leaders in Mexico to present tailored investment opportunities.
- **Customized Presentations:** Provide data-driven insights and case studies to demonstrate Edinburg's advantages for business expansion.

04 City Administrations and Corporations

- **Meeting with City Administrations:** Schedule meetings with city administrations in major Mexican cities such as Queretaro, San Pedro GG, Monterrey, Veracruz, Uruapan, Merida, to discuss mutual benefits and potential collaborations.



Here's a detailed plan:

05 Marketing and Promotion

Digital Marketing:

- Develop a comprehensive digital marketing strategy that includes SEO, social media campaigns, and targeted online advertising.
- Create a dedicated website and social media profiles in Spanish to provide information and updates about the city's investment opportunities.

Media Outreach:

- Collaborate with Mexican media outlets to publish articles, interviews, and press releases about the Edinburg attractiveness.
- Leverage influencers and bloggers to reach a wider audience.

Promotional Materials:

- Develop high-quality brochures, videos, and presentations in Spanish that highlight the economic, real estate, and educational opportunities in the city.
- Create case studies and testimonials from successful Mexican investors and students in the city.



Here's a detailed plan:

06 Follow-Up and Support

- **Investor Assistance:** Provide personalized assistance and follow-up with interested investors, offering detailed information and support

07 Monitoring and Evaluation

- **Performance Metrics:** Establish clear metrics to evaluate the success of the promotional campaign, such as the number of inquiries, investments made, real estate purchases, and student enrollments.
- **Feedback Loop:** Gather feedback from investors and students to continuously improve the promotional strategy and address any concerns or challenges.

DESIGN



the flavor
grows with you

Events and Networking
Investment Summits: Organize investment summits and conferences in major Mexican cities to bring together potential investors and city representatives.

Networking Events:
Host or participate in networking events and dinners for high-net-worth individuals, business leaders, and decision-makers.



www.edinburgedc.com



**MISIÓN COMERCIAL
EDINBURG, TEXAS**

Inversiones Inmobiliarias **Oportunidades Comerciales**



- Inventario Disponible
- "Doing Business" Amigable
- Incentivos
- Oportunidades de Migración Legal

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**CONVERSACIÓN DE
NEGOCIOS**

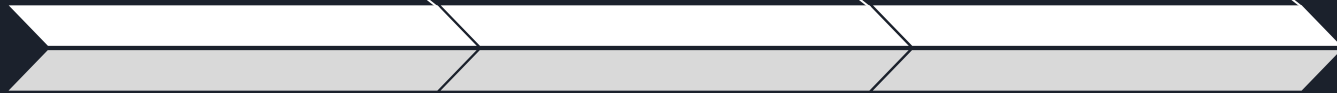
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TIMELINE

CAMPAIGN ANALYSIS AND
CORPORATE IDENTITY DESIGN

WEBSITE DESIGN
CONTENT CREATION
ADVERTISING AND
MARKETING MATERIAL

LAUNCH



2 Weeks

4 Weeks

1 Week

THE PROCESS

PROMO CAMPAIGN
EDC2025

PROMOTION

ONLINE

- WEBINARS
- WEBSITE
- SOCIAL MEDIA
- INFLUENCERS
- PODCASTS

TRADITIONAL

- TV
- NEWS

EVENTS

- EXPOS
- CONVENTIONS
- TRADE
- NETWORKING

CONTACT
NETWORKING

- FIRST CONTACT (AWARENESS)
- REUNIONS
- FOLLOW UP
- CLOSING
- RETENTION



LEADS NOW, RESULTS FAST!



30

BUSINESS
ASSOCIATIONS



26

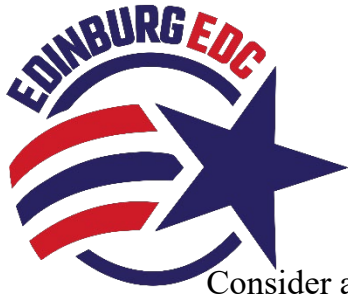
TRADE SHOWS &
CONVENTIONS



63

STM/JEFFREY
PERSONAL
CONNECTIONS





Edinburg Economic Development Corporation

Meeting Date: March 25, 2025

Consider approval of amendments to the Organizational Chart and Budget Fiscal Year 25.

1. Agenda Item:

Consider approval of amendments to the Organizational Chart and Budget Fiscal Year 25.

2. Description/Scope:

The proposed amendment includes changes to the Organizational Chart by adding:

- One Project Manager
- One Assistant Executive Director
- One Administrative Specialist

3. Estimated Timeline:

The changes will take effect upon board approval and will be incorporated into the current fiscal year budget.

4. Budget:

Based on the adopted FY 24-25 Budget, an amendment is not needed at time. Approval of the compensation plan is required by Human Resources.

5. Procurement/Selection Process:

Applications have closed for project manager and Administrative specialist. Application will close for the Assistant Executive Director position on March 28, 2025. Once applications close interview will begin.

6. Staff's Recommendation:

Staff Recommends approval of amendment to the organizational chart;including the compensation plan.

7. Justification:

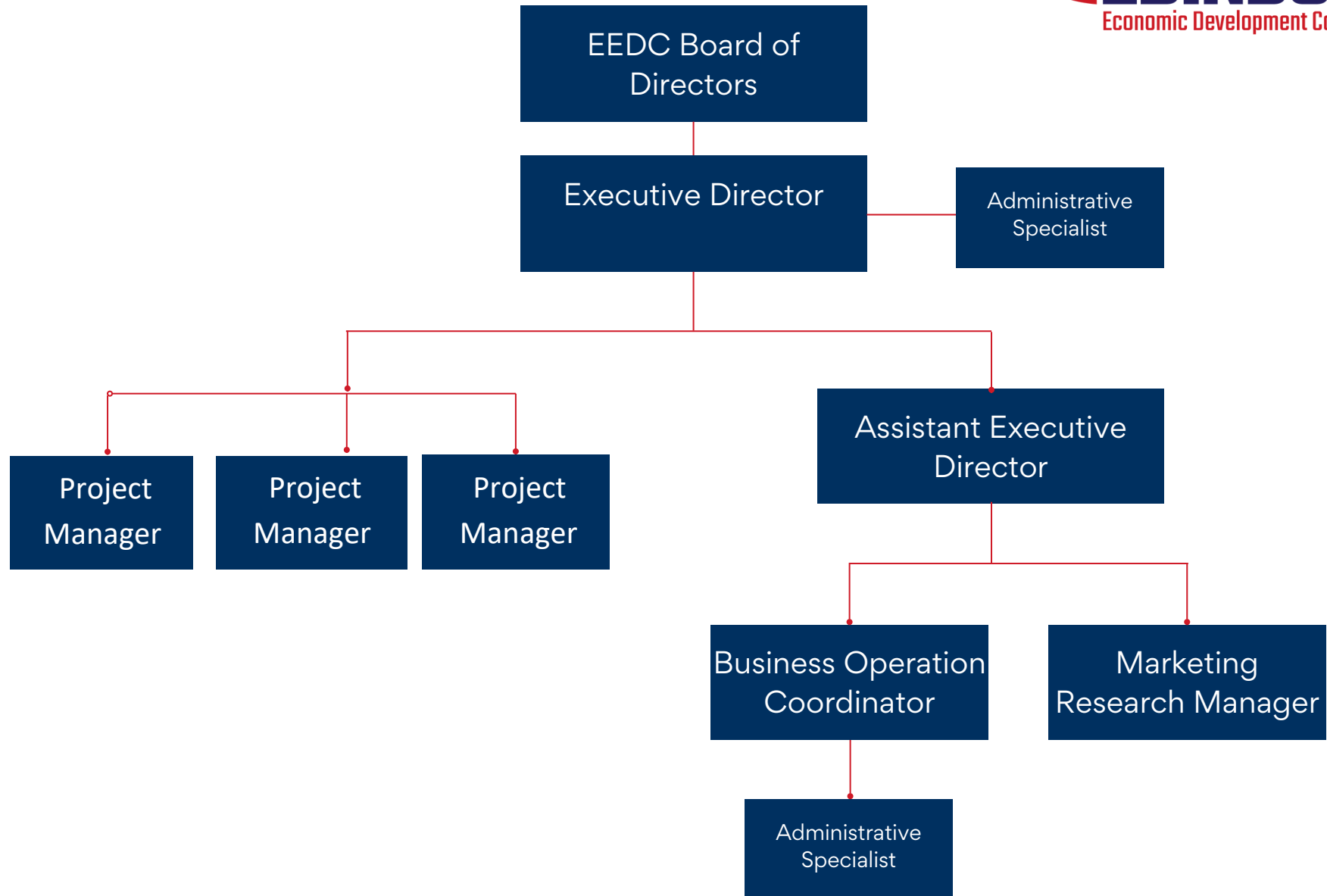
This amendment ensures that the organizational structure aligns with the growing operational needs of the Edinburg EDC. The additional staff will support the corporation's strategic initiatives and improve efficiency.

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:

Attachment A: FY25 Organizational
Chart Attachment B: Compensation Plan
Attachment C: FY25 Budget

Organizational Chart



Economic Development Corporation Comp Plan FY 2025

Job Title	Minimum	Midpoint	Maximum
Executive Director	Determined by the EEDC Board of Directors		
Assistant Executive Director	\$80,000.00	\$107,500.00	\$135,000.00
Business Operations Coordinator	\$38,192.40	\$49,650.12	\$61,107.84
Project Manager(s)	\$47,740.50	\$62,062.65	\$76,384.80
Marketing and Research Manager	\$47,740.50	\$62,062.65	\$76,384.80
Administrative Specialist(s)	\$28,644.30	\$37,237.59	\$45,830.88

Edinburg Economic Development Corporation
FY 24-25 Budget

FY 2025 EEDC
Approved Budget

Revenues

1/2 Cent Sales Tax Revenue	\$	9,866,485
Interest on Investments	\$	60,000
Rental Income	\$	-
Sale of EEDC Property	\$	1,200,000
Miscellaneous Revenue	\$	-
Transfer from Reserves	\$	5,904,386
Transfer in TexStar Bond Projects Activity, Net	\$	3,895,000
Total Revenues	\$	20,925,871

Administrative Services

Personnel Expenses

Salaries	\$	674,073
Longevity	\$	3,600
Overtime	\$	1,200
Taxes	\$	48,533
Retirement	\$	79,200
Group Insurance	\$	57,296
Disability Insurance	\$	1,440
Workers Compensation	\$	1,200
Vehicle Allowance	\$	24,000
Total Personnel Expenses	\$	890,543

Contractual Services

Admin Services	\$	500,000
Professional Services	\$	216,000
Audit & CPA Services	\$	66,000
Finance Services (Bond Fees)	\$	6,000
Rents & Contractuals (Storage/Copier Lease)	\$	16,800
Office Space Lease	\$	69,600
Total Contractual Services	\$	874,400

Supplies & Equipment

Office Supplies	\$	12,000
Communication Services (Mobile Phone & Landline)	\$	12,000
Office Maintenance & Contractual - IT	\$	9,000
Other Expense/Materials	\$	6,000
Wearing Apparel	\$	3,600
Printing	\$	3,600
Continuing Education	\$	18,000
Office Equipment & Furniture	\$	45,000
Membership Dues/Subscriptions	\$	60,000
Travel, Training, Meetings	\$	78,000
Conferences	\$	120,000
Board Expenses	\$	6,000

Edinburg Economic Development Corporation

FY 24-25 Budget	
Total Supplies & Equipment	\$ 373,200
Total Administrative Services	\$ 2,138,143

Edinburg Economic Development Corporation
FY 24-25 Budget

EDC Programs, Properties & Projects		FY 2025 EEDC Proposed Budget
Programs		
	Small Business Program/Workforce Training/Job Training Programs	\$ 700,000
	Marketing	\$ 540,000
	Sponsorship /Donations	\$ 144,000
	Research, Studies, other Contracts	\$ 300,000
	Total Programs	\$ 1,684,000
Properties		
	Property Taxes	\$ 40,000
	Purchase of Property	\$ 8,297,752
	Utilities	\$ 12,000
	Property Maintenance- Improvements, Maintenance & Repairs	\$ 828,000
	General Property Insurance	\$ 75,000
	Total Properties	\$ 9,252,752
Projects		
	Economic Development Incentives	\$ 1,200,000
	First Hartford (The Shoppes at RGV) 2019	\$ -
	Domain Development Corp (Hyde & Brentwood Plaza)	\$ -
	MGEN Capital (Jersey Mike's & Dunkin Donuts)	\$ -
	Contribution to City Project	\$ -
	Owassa Road Sewer Line Extensions	\$ -
	Turf Fields for Parks	\$ -
	Water Storage Tank	\$ -
	Kapal Supplier LLC	\$ 80,000
	Total Projects	\$ 1,280,000
Bond Projects		
	Workforce/Resource Center	\$ 1,827,000
	ACE Center	\$ -
	Municipal Water Park (Renovation & Cove)	\$ -
	Parking Garage	\$ 2,068,000
	Total Bond Projects	\$ 3,895,000
Total EDC Programs, Properties & Projects		\$ 16,111,752
Debt Service		
	Bond Principal Payment	\$ 1,665,000
	Bond Interest	\$ 1,010,977
	Arena Bond Shortage	\$ -
	Total Debt Service	\$ 2,675,977
Total Disbursements		\$ 20,925,871
Total Receipts Over Disbursements		\$ 0



Edinburg Economic Development Corporation

Meeting Date: March 25, 2025

Discuss and consider Amendments to the Bylaws.

1. Agenda Item:

Discuss and consider Amendments to the Bylaws.

2. Description/Scope:

The board will engage in a discussion regarding possible amendments to the EEDC Bylaws. The purpose of the discussion is to determine whether any amendments should be considered, subject to the discretion of the Board of Directors.

3. Estimated Timeline:

Future amendments, if any, will be considered at a later date.

4. Budget:

N/A

5. Procurement/Selection Process:

N/A

6. Staff's Recommendation:

N/A

7. Justification:

The discussion provides an opportunity to review the bylaws and identify any potential areas for amendment, ensuring alignment with the organization's needs and governance best practices

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:



Edinburg Economic Development Corporation

Meeting Date: March 25, 2025

Consider Approval of Presentation of EEDC Audit Report for
Fiscal Year 2023-2024.

1. Agenda Item:

Consider Approval of Presentation of EEDC Audit Report for Fiscal Year 2023-2024.

2. Description/Scope:

Cascos & Associates, PC conducted the audit and reviewed the EEDC's Annual Financial Report for the year ended September 30, 2024. Cascos & Associates, PC staff will be available for any questions.

3. Estimated Timeline:

Audit is completed once a year.

4. Budget:

The audit was budgeted in FY2024 for \$30,000.

5. Procurement/Selection Process:

The Edinburg EDC has a representation letter with Cascos & Associates, PC, for Auditing Services for year ending September 30, 2024.

6. Staff's Recommendation:

Staff recommends acceptance.

7. Justification:

/s/ Raudel Garza, EEDC
Executive Director

ATTACHMENTS:

Attachment A: Edinburg EDC Draft Audit Report – September 30, 2024

ANNUAL FINANCIAL REPORT

2023-2024



EDINBURG ECONOMIC DEVELOPMENT CORPORATION

ANNUAL FINANCIAL REPORT

FOR THE YEAR ENDED SEPTEMBER 30, 2024

DRAFT

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
ANNUAL FINANCIAL REPORT
FOR THE YEAR ENDED SEPTEMBER 30, 2024

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Cascos & Associates, PC

Certified Public Accountants
Audit/Accounting/Tax/Consulting

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of the
Edinburg Economic Development Corporation
Edinburg, Texas

Report on the Audit of the Financial Statements

Opinions

We have audited the accompanying financial statements of the governmental activities and each major fund of the Edinburg Economic Development Corporation (the "EEDC"), a component unit of the City of Edinburg, Texas as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the EEDC's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and each major fund of the EEDC, as of September 30, 2024, and the respective changes in financial position for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the EEDC and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Emphasis of Matter

As discussed in Note III to the financial statements, the EEDC has notes receivable totaling \$13,640,003 due from Santana Textiles, LLC. Santana Textiles, LLC has ceased operations and has not complied with the loan repayment terms as outlined in the note agreements. Accordingly, Santana Textiles, LLC is in default with the terms of the note agreements. Management has evaluated the facts and circumstances associated with these notes, including the EEDC's status as a second lien holder and the market values of property and equipment. Management expects to substantially recover the balances due from Santana Textiles, LLC. Any changes in management's estimates associated with these notes may have a material effect on the EEDC's financial statements. Our opinion is not modified with this matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the EEDC's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the EEDC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and budgetary comparison information, and pension and other post-employment benefits be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March 25, 2025, on our consideration of the EEDC's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the EEDC's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering EEDC's internal control over financial reporting and compliance.

Cascos & Associates, PC
Brownsville, Texas
March 25, 2025

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal Year Ending September 30, 2024

In this section of the Annual Financial Report, we, the managers of Edinburg Economic Development Corporation (EEDC), discuss and analyze the EEDC's financial performance for the fiscal year ended September 30, 2024. We encourage readers to consider the information presented here in conjunction with the independent auditors' report on page 1, and the EEDC's Basic Financial Statements and related disclosures, which begin on page 11.

FINANCIAL HIGHLIGHTS

General Fund

- At fiscal year-end, total fund balance for the General Fund was \$40,870,958.
- General Fund revenues were \$10,957,274 and General Fund expenses were \$8,228,858.

Government-Wide

- EEDC's governmental activities reported program expenses of \$17,820,086. General revenues totaled to \$11,182,396, resulting in a decrease in net position of \$6,637,690.
- At year end, EEDC's governmental activities reported combined total net position of \$16,962,748.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The government-wide financial statements include the Statement of Net Position and the Statement of Activities on pages 11 and 12. These statements provide information about the activities of the EEDC as a whole and present a longer-term view of EEDC's property and debt obligations and other financial matters. They reflect the flow of total economic resources in a manner like the financial reports of a business enterprise.

Fund financial statements, starting on page 13, report the EEDC's operations in more detail than the government-wide statements by providing information about the EEDC's most significant funds. For governmental funds, these statements tell how services were financed in the short-term, as well as, what resources remain for future spending. They reflect the flow of current financial resources and the appropriations budget.

The notes to the financial statements starting on page 17 provide narrative explanations or additional data needed for full disclosure in the government-wide statements and fund financial statements.

OVERVIEW OF THE FINANCIAL STATEMENTS

This discussion and analysis are intended to serve as an introduction to EEDC's basic financial statements. EEDC's basic financial statements comprise three components: 1) government-wide financial statements, 2) fund financial statements, and 3) notes to the financial statements. This report also contains other supplementary information in addition to the basic financial statements themselves.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal Year Ending September 30, 2024

Government-Wide Financial Statements

The analysis of the EEDC's overall financial condition and operations begins on page 11. Its primary purpose is to show whether the EEDC is better off or worse off as a result of the year's activities. The Statement of Net Position includes all the EEDC's assets, liabilities and outflow of resources at the end of the year while the Statement of Activities includes all the revenues and expenses generated by EEDC's operations during the year. These apply the accrual basis of accounting which is the basis used by private sector companies.

All the current year's revenues and expenses are recognized regardless of when cash is received or paid. The EEDC's revenues are divided into those provided by outside parties who share the costs of some programs. All the EEDC's assets are reported whether they serve the current year or future years. Liabilities are considered regardless of whether they must be paid in the current or future years.

These two statements report the EEDC's net position and changes in them. The EEDC's net position (the difference between assets and deferred outflows of resources and liabilities and deferred inflows of resources) provide one measure of the EEDC's financial health or financial position. Over time, increases or decreases in the EEDC's net position are one indicator of whether its financial health is improving or deteriorating. To fully assess the overall health of the EEDC, however, you should consider non-financial factors as well, such as changes in the EEDC's sales taxes due to the economy and the condition of the EEDC's facilities.

In the Statement of Net Position and the Statement of Activities, we reflect the EEDC in only one kind of activity:

- Governmental activities: All of the EEDC's basic services are reported here. Sales taxes designated for economic development finance most of EEDC's activities.

Fund Financial Statements

The fund financial statements begin on page 13 and provide detailed information about the EEDC as a whole. The EEDC has one fund type - Governmental Funds.

- Governmental funds: All of the EEDC's basic services are reported in governmental funds. These funds use modified accrual accounting (a method that measures the receipt and disbursement of cash and all other financial assets that can be readily converted to cash) and report balances that are available for future spending. The governmental fund statements provide a detailed short-term view of the EEDC's general operations and the basic services it provides.

We describe the differences between governmental activities (reported in the Statement of Net Position and the Statement of Activities) and governmental funds in reconciliation schedules following each of the fund financial statements.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal Year Ending September 30, 2024

GOVERNMENT-WIDE FINANCIAL ANALYSIS

Statement of Net Position (Government-Wide)

Net position may serve over time as a useful indicator of a government's financial position. At year end, EEDC's assets and deferred outflow of resources exceeded liabilities and deferred inflow of resources by \$16,962,748. Unrestricted net position – the part of net position that can be used to finance day-to-day operations without constraints established by debt covenants, enabling legislation or other legal requirements was \$2,744,162. In prior years, EEDC acquired debt that was committed for projects and assets contributed to other entities, please refer to Note XVII - Commitments for additional information. The release of funds related to the contributed projects and assets, increased the restricted net position. In the year ending September 30, 2024, unrestricted net assets increased by \$11,326,920 and restricted net assets decreased by \$15,719,381. Additionally, EEDC sold land that decreased capital assets by \$739,133.

The following table summarizes the EEDC's net Position as of September 30, 2024.

Table I

	Governmental Activities 2024	Governmental Activities 2023
Assets		
Current and other assets	\$ 46,917,265	\$ 48,311,156
Capital assets	6,721,770	7,462,480
Total assets	<u>53,639,035</u>	<u>55,773,636</u>
Deferred outflow of resources	1,388,512	1,583,142
Total Assets and Deferred Outflow of Resources	<u>\$ 55,027,547</u>	<u>\$ 57,356,778</u>
Liabilities		
Current liabilities	\$ 6,173,519	\$ 202,119
Long-term liabilities	31,868,750	33,531,881
Total liabilities	<u>38,042,269</u>	<u>33,734,000</u>
Deferred inflow of resources	22,530	22,340
Total Liabilities and Deferred Inflow of Resources	<u>38,064,799</u>	<u>33,756,340</u>
Net Position		
Net in invested in capital assets	5,197,442	7,442,671
Restricted	2,319,212	18,038,593
Unrestricted	<u>9,446,094</u>	<u>(1,880,826)</u>
Total Net Position	<u>16,962,748</u>	<u>23,600,438</u>
Total Liabilities and Net Position	<u>\$ 55,027,547</u>	<u>\$ 57,356,778</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal Year Ending September 30, 2024

Statement of Activities (Government-Wide)

The EEDC 's total revenues were \$11,182,396. Sales tax contributed \$9,482,866 or 84.8% of total revenues, which contributed for most of the revenues increase. Economic Development and Assistance expenses increased by \$13,621,752 or 450.7% as the EEDC was able to complete projects previously committed. Developers' and other grantees' experienced delays on the completion on their projects, for it had delayed the related reimbursements to them.

The following table summarizes the change in the EEDC's net assets from its activities for the fiscal year ended September 30, 2024.

Table 2

	Governmental Activities 2024	Governmental Activities 2023
Revenues		
Program Revenues:		
Charges for Services	\$ -	\$ 17,138
General Revenues:		
Sales Taxes	9,482,866	9,184,192
Miscellaneous Revenue	1,026,170	250
Investment Earnings	673,360	745,262
Gain on Sale of Property	-	790,934
Total Revenue	<u>\$ 11,182,396</u>	<u>\$ 10,737,776</u>
Expenses		
Economic Development and Assistance	\$ 16,644,434	\$ 3,022,682
Debt Bond Interest and Other Charges	1,175,652	1,217,403
Total Expenses	<u>17,820,086</u>	<u>4,240,085</u>
Change in Net Position	(6,637,690)	6,497,691
(Loss) on Sale of Asset	-	-
Increase in Net Assets after transfers and special items	(6,637,690)	6,497,691
Net Position Beginning	23,600,438	17,340,104
Prior Period Adjustment	-	(237,357)
Net Position Ending	<u>\$ 16,962,748</u>	<u>\$ 23,600,438</u>

As reflected in the Statement of Activities, total expenses for governmental activities were \$17,820,086. General revenues of \$11,182,396 which did not exceed the total net expenses for governmental activities of \$17,820,086 by \$6,637,690. As projects are undertaken, expenses are increasing, and as projected in the prior year, a large decrease in net position in the current year due to the magnitude of the projects was expected.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal Year Ending September 30, 2024

GENERAL FUND FINANCIAL ANALYSIS

The General Fund is the chief operating fund of the EEDC. At the end of the current fiscal year, the total fund balance of the General Fund was \$40,870,958.

General Fund Budgetary Highlights

The EEDC amended the General Fund Budget during the year. Those budget amendments fall into two categories. The first involved amendments moving funds from categories that did not need all the resources to categories with resource needs. The second involved adjusting the budget to better reflect the needs and resources available as changes in personnel affected the use of the budget.

- The major revenue variance of \$573,360 was relate to a conservative budged amount of \$100,000. Investment Earnings was budgeted conservatively.
- The budget also reflects a non-budgeted amount of \$786,515. The amount is related to a Note Receivable – Santana Textiles, disclosed in Note III. Aggregate Receivables, currently in litigation and the same amount is presented as Bad Debt. Overall, no net effect.
- Overall expenditures increased as projected as the delays in land acquisitions and programs were able to be completed as projected in the prior years.

CAPITAL ASSET AND DEBT ADMINISTRATION

Capital Assets

At the end of the 2023-2024 year, the EEDC had \$6,721,770 invested in a broad range of capital assets, including land, buildings, furniture and equipment. No capital assets are impaired.

More detailed information about the EEDC's Capital Assets is presented in the notes to the financial statements.

Debt

At year-end, the EEDC had \$31,530,000 in bonds outstanding versus \$33,155,000 last year. The decrease is attributed to principal payments made during the year. No new debt was issued.

More detailed information about the EEDC's long-term liabilities is presented in the notes to the financial statements.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
MANAGEMENT'S DISCUSSION AND ANALYSIS
Fiscal Year Ending September 30, 2024

ECONOMIC FACTORS AND NEXT YEAR'S BUDGETS AND RATES

Fiscal year 2025 is projected to be a year of continued growth. Both public and private development in building and infrastructure activity will serve to broaden the City's tax base and provide continuing employment opportunities for the residents. In 2024, the EEDC experienced a 3% increase in sales tax revenue from 2023. Cash reserves are in place in accordance with the investment policy in secured investments. Additionally, according to the Texas Labor Market Review, the unemployment rate for the McAllen-Edinburg-Mission MSA as of November 30, 2024 was 4.9%, which represents an increase compared to a 4.4% from prior year. The state average rate is reported at 3.5% and the national average rate is at 3.5%.

The EEDC Board of Directors has approved the General Fund Budget for fiscal year 2024 that includes funding for continued growth and development opportunities. Revenues in the General Fund are estimated at \$12,015,676, with an additional transfer from our Bond Funds of \$1,800,000. Budgeted expenditures are estimated at \$13,815,676. Cash is expected to decrease by the close of fiscal year 2024 as construction progresses. Priority has been placed on the development of the airport, infrastructure projects, workforce programs, and the revitalization of the Downtown District, including the construction of the Parking Garage and the completion of the Edinburg Arts, Culture, and Events Center (A.C.E.).

CONTACTING THE EEDC'S FINANCIAL MANAGEMENT

This financial report is designed to provide our citizens, taxpayers, customers, investors, and creditors with a general overview of the EEDC's finances and to show the EEDC's accountability for the money it receives. If you have questions about this report or need additional financial information, contact the EEDC's administration office at:

Edinburg Economic Development Corporation
3111 W. Freddy Gonzalez Dr.
Edinburg, Texas 78539

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2024

	<u>Primary Government</u> <u>Governmental</u> <u>Activities</u>
ASSETS	
Cash and Cash Equivalents	\$ 14,660,961
Cash and Cash Equivalents - Restricted	10,099,517
Due from Primary Government	1,532,561
Notes Receivable, Net	20,624,226
Capital Assets:	
Land	6,041,510
Buildings, Net	641,009
Right-to-Use Lease & SBITA, Net	39,251
Total Assets	<u>53,639,035</u>
DEFERRED OUTFLOWS OF RESOURCES	
Deferred Charge for Refunding	1,315,319
Deferred Outflow Related to Pensions	67,296
Deferred Outflow Related to OPEB	1,837
Deferred Outflow Related to OPEB - MED	4,060
Total Deferred Outflows of Resources	<u>1,388,512</u>
LIABILITIES	
Accounts Payable	5,994,395
Accrued Interest Payable	127,212
Due to Primary Government	10,878
Accrued Expenditures	41,034
Noncurrent Liabilities:	
Due Within One Year	1,695,018
Due in More Than One Year:	
Bonds, Notes, Loans, Leases, etc.	29,874,629
Net Pension Liability	223,118
Net OPEB Liability	9,855
Net OPEB - MED Liability	66,130
Total Liabilities	<u>38,042,269</u>
DEFERRED INFLOWS OF RESOURCES	
Deferred Inflow Related to Pensions	6,661
Deferred Inflow Related to OPEB	4,002
Deferred Inflow Related to OPEB - MED	11,867
Total Deferred Inflows of Resources	<u>22,530</u>
NET POSITION	
Net Investment in Capital Assets	6,701,932
Restricted for:	
Restricted for Capital Acquisition	5,197,442
Restricted for Debt Service	1,539,212
Restricted for Other Purposes	780,000
Unrestricted	2,744,162
Total Net Position	<u>\$ 16,962,748</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED SEPTEMBER 30, 2024

		Program Revenues		Net (Expense) Revenue and Changes in Net Position		
		Charges for Services	Operating Grants and Contributions	Primary Gov.		
	Expenses			Governmental Activities		
Primary government:						
GOVERNMENTAL ACTIVITIES:						
Economic Development and Assistance	\$ 16,644,434	\$ -	\$ -	\$ (16,644,434)		
Interest on Debt	1,169,983	-	-	(1,169,983)		
Other Debt Charges	5,669	-	-	(5,669)		
Total Governmental Activities	<u>17,820,086</u>	<u>-</u>	<u>-</u>	<u>(17,820,086)</u>		
 Total Primary Government	 <u>\$ 17,820,086</u>	 <u>\$ -</u>	 <u>\$ -</u>	 <u>(17,820,086)</u>		
 General Revenues:						
				9,482,866		
				1,026,170		
				673,360		
				-		
			Total General Revenues	<u>11,182,396</u>		
			Change in Net Position	(6,637,690)		
		Net Position - Beginning		<u>23,600,438</u>		
		Net Position - Ending		<u>\$ 16,962,748</u>		

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
BALANCE SHEET
GOVERNMENTAL FUNDS
SEPTEMBER 30, 2024

	General Fund
ASSETS	
Cash and Cash Equivalents	\$ 14,660,961
Cash and Cash Equivalents - Restricted	10,099,517
Due from Primary Government	1,532,561
Notes Receivable, Net	20,624,226
Total Assets	<u>\$ 46,917,265</u>
LIABILITIES	
Accounts Payable	\$ 5,994,395
Due to Primary Government	10,878
Accrued Expenditures	41,034
Total Liabilities	<u>6,046,307</u>
FUND BALANCES	
Nonspendable	13,367,203
Restricted for:	
Restricted for Capital Acquisition	5,197,442
Restricted for Debt Service	1,539,212
Restricted for Other Purposes	780,000
Unassigned	19,987,101
Total Fund Balances	<u>40,870,958</u>
Total Liabilities and Fund Balances	<u>\$ 46,917,265</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
RECONCILIATION OF THE GOVERNMENTAL FUNDS BALANCE SHEET TO THE
STATEMENT OF NET POSITION
SEPTEMBER 30, 2024

Total Fund Balances - Governmental Funds	\$ 40,870,958
Capital assets used in governmental activities are not financial resources and therefore are not reported in governmental funds. At the beginning of the year, the cost of these assets was \$7,606,538 and accumulated depreciation was \$825,895. In addition, long-term liabilities, including bonds payable, are not due and payable in the current period, and, therefore are not reported as liabilities in the funds. The net effect of including the beginning balances for capital assets (net of depreciation) and long-term debt in the governmental activities is to decrease net position.	(24,271,242)
Current year capital outlays and long-term debt principal payments are expenditures in the fund financial statements, but they should be shown as increases in capital assets and reductions in long-term debt in the government-wide financial statements. The net effect of including the 2024 capital outlays and debt principal payments is to increase net position.	921,803
Current year GASB 68 changes for the TMRS Pension plan this fiscal year required that the EDC report their net pension liability in the Government-Wide Statement of Net Position. The items reported as a result of this implementation included a net pension liability of \$223,118, a Deferred Resource Inflow of \$6,661, and a Deferred Resource Outflow of \$67,296. The net effect of these was to decrease the ending net position by \$162,483.	(162,483)
Current year GASB 75 changes for the OPEB Pension plan this fiscal year required that the EDC report their net OPEB liability in the Government-Wide Statement of Net Position. The items reported as a result of this implementation included a net pension liability of \$75,985, a Deferred Resource Inflow of \$15,869, and a Deferred Resource Outflow of \$5,897. The net effect of these was to decrease the ending net position by \$85,957.	(85,957)
The 2024 depreciation expense increases accumulated depreciation. The net effect of the current year's depreciation is to decrease net position.	(57,351)
Various other reclassifications and eliminations are necessary to convert from the modified accrual basis of accounting to accrual basis of accounting. These include recognizing unavailable revenue from property taxes as revenue, reclassifying the proceeds of bond sales as an increase in bonds payable, and recognizing the liabilities associated with maturing long-term debt and interest. The net effect of these reclassifications and recognitions is to decrease net position.	(252,980)
Net Position of Governmental Activities	<u>\$ 16,962,748</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES
GOVERNMENTAL FUNDS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

	General Fund
REVENUES	
General Sales Taxes	\$ 9,482,866
Investment Earnings	673,360
Note Receivable Interest Revenue	786,515
Other Revenue	14,533
Total Revenues	10,957,274
EXPENDITURES	
Conservation and Development	
Economic Development and Assistance	4,726,000
Bad Debt Expense	786,515
Debt Service:	
Principal on Debt	1,660,860
Interest on Debt	1,049,814
Other Debt Charges	5,669
Total Expenditures	8,228,858
Excess (Deficiency) of Revenues Over (Under) Expenditures	2,728,416
OTHER FINANCING SOURCES (USES)	
Capital Contributions	(11,850,000)
Sale of Real and Personal Property	1,750,770
Right-to-Use Lease and SBITA Proceeds	15,117
Other	(15,193)
Total Other Financing Sources (Uses)	(10,099,306)
Net Change in Fund Balance	(7,370,890)
Fund Balance - October 1 (Beginning)	48,241,848
Fund Balance - September 30 (Ending)	\$ 40,870,958

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
 RECONCILIATION OF THE GOVERNMENTAL FUNDS STATEMENT OF REVENUES,
 EXPENDITURES, AND CHANGES IN FUND BALANCES TO THE STATEMENT OF ACTIVITIES
 FOR THE YEAR ENDED SEPTEMBER 30, 2024

Total Net Change in Fund Balances - Governmental Funds	\$ (7,370,890)
Current year capital outlays and long-term debt principal payments are expenditures in the fund financial statements, but they should be shown as increases in capital assets and reductions in long-term debt in the government-wide financial statements. The net effect of removing the 2024 capital outlays, the disposal of capital assets with net value of (\$739,133) and debt principal payments of \$1,660,860 is to increase net position.	921,803
Depreciation is not recognized as an expense in governmental funds since it does not require the use of current financial resources. The net effect of the current year's depreciation is to decrease net position	(57,351)
Changes in the net pension liability for retirement are not recognized in the funds, but are in the Statement of Activities.	(5,362)
Changes in the net OPEB obligation are not recognized in the funds, but are in the Statement of Activities.	(5,721)
Amortization of deferred bond charges and accrued interest payable are not recognized as expenses in governmental funds since they do not require the use of current financial resources. The net effect of the current year's amortization expense of \$125,768 and accrued interest of \$5,599 is to decrease the change in net position.	(120,169)
Change in Net Position of Governmental Activities	<u>\$ (6,637,690)</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

I. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Edinburg Economic Development Corporation (the “EEDC”), a component unit of the City of Edinburg, was incorporated on April 23, 1990, under the Constitution of the State of Texas. The EEDC was organized on behalf of the City of Edinburg for the purpose of promoting the development of commercial, industrial, and manufacturing enterprises as well as improving the quality of life within its city limits and encouraging new employment opportunities.

The EEDC is a 501(c)(4) not for profit corporation by the Internal Revenue Service, and thus, its income is generally exempt from federal income taxation.

The EEDC prepares its basic financial statements in conformity with generally accepted accounting principles (GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for established governmental accounting and financial reporting principles.

The accounting policies of the EEDC as reflected in the accompanying financial statements conform to GAAP for local governmental units as prescribed by the GASB.

A. REPORTING ENTITY

Governmental Accounting Standards Board (GASB) Statement No. 61, "The Financial Reporting Entity," provides guidance for determining which governmental organizations should be included within a reporting entity. GASB statement No. 61 sets forth financial accountability as the basic criterion for inclusion of a government unit in a governmental reporting entity. Financial accountability is defined as appointment of a voting majority of the component units board and either the ability to impose its will by the primary government or the possibility that the component unit will provide a financial benefit to or impose a financial burden on the primary government. Due to the primary government's ability to impose its will on the EEDC, the EEDC is a component unit of the City of Edinburg.

B. GOVERNMENT-WIDE AND FUND FINANCIAL STATEMENTS

The Statement of Net Position and the Statement of Activities are government-wide financial statements. They report information on all of the EEDC's non-fiduciary activities with most of the interfund activities removed. *Governmental activities* include programs supported primarily by taxes and other intergovernmental revenues.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

I. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

B. GOVERNMENT-WIDE AND FUND FINANCIAL STATEMENTS

The Statement of Activities demonstrates how other people or entities that participate in programs the EEDC operates have shared in the payment of the direct costs. The "charges for services" column includes payments made by parties that purchase, use or directly benefit from goods or services provided by a given function or segment of the EEDC. The "grants and contributions" column includes amounts paid by organizations outside the EEDC to help meet the operational or capital requirements of given function. If a revenue is not a program revenue, it is a general revenue used to support all of the EEDC's functions. Taxes are always general revenues.

Interfund activity results from loans, services provided, reimbursements or transfers between funds. Loans are reported as interfund receivables and payables as appropriate and are subject to elimination upon consolidation. Services provided are treated as revenues and expenditures or expenses. Reimbursements occur when one fund incurs a cost, charges the appropriate benefiting fund and reduces its related cost as a reimbursement. All other interfund transactions are treated as transfers. Transfers in and transfers out are netted and presented as a single "transfers" line on the government-wide statement of activities. Similarly, interfund receivables and payables are netted and presented as a single "internal balances" line of the government-wide statement of net position.

C. MEASUREMENT FOCUS, BASIS OF ACCOUNTING, AND FINANCIAL STATEMENT PRESENTATION

The government-wide financial statements use the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of the related cash flows. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

Governmental fund financial statements use the current financial resources measurement focus and the modified accrual basis of accounting. With this measurement focus, only current assets, current liabilities, and fund balances are included on the balance sheet. The Statement of Revenues, Expenditures and Changes in Fund Balances present net increases and decreases in current assets (i.e. revenues and other financing sources and the expenditures and other financing uses).

The modified accrual basis of accounting recognizes revenues in the accounting period in which they become both measurable and available, and it recognizes expenditures in the accounting period in which the fund liability is incurred, if measurable, except for unmatured interest and principal on long-term debt, which is recognized when due. The expenditures related to certain claims and judgments are recognized when the obligations are expected to be liquidated with expendable available financial resources. The EEDC considers all revenues available if they are collected within 60 days after year-end.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

I. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. MEASUREMENT FOCUS, BASIS OF ACCOUNTING, AND FINANCIAL STATEMENT PRESENTATION

Revenues from local sources consist primarily of sales taxes. Sales tax revenues are recognized under the "susceptible to accrual" concept, that is, when they are both measurable and available. The EEDC considers them "available" if they will be collected within 60 days of the end of the fiscal year. Miscellaneous revenues are recorded as revenue when received in cash because they are generally not measurable until received. Investment earnings are recorded as earned, since they are both measurable and available.

D. FUND ACCOUNTING

The EEDC reports the following major governmental funds:

The General Fund - The primary operating fund is the only major fund in the current fiscal year. It accounts for all of the financial resources of the general government, except those required to be accounted for in another fund.

E. BUDGETARY INFORMATION

Annual budgets are adopted on a basis consistent with generally accepted accounting principles for the general fund. The capital projects are appropriated on a project-length basis. The appropriated budget is prepared by fund, function, and department. Transfers of appropriations between require the approval of the Board of Directors.

F. OTHER ACCOUNTING POLICIES

1. In the government-wide financial statements long-term debt and other long-term obligations are reported as liabilities in the applicable fund type statement of net position. Bond premiums and discounts are deferred and amortized over the life of the bonds using the straight line method. Bonds payable are reported net of the applicable bond premium or discount. Bond issuance costs are reported as expenses in the period incurred.

In the fund financial statements, governmental fund types recognize bond premiums and discounts, as well as, bond issuance costs, during the current period. The face amount of debt issued is reported as other financing sources. Premiums received on debt issuances are reported as other financing sources while discounts on debt issuances are reported as other financing uses. Issuance costs, whether or not withheld from the actual debt proceeds received, are reported as debt service expenditures.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

I. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. OTHER ACCOUNTING POLICIES

2. Cash and cash equivalents are considered to be cash on hand, demand deposits, and short-term investments with original maturities of three months or less from the date of acquisition.
3. Receivables consist of uncollected notes receivable at year end. Additional details can be found on Note III.
4. Capital assets, which include land, buildings, furniture and equipment, are reported in the governmental activities column in the government-wide financial statements. Capital assets are defined by the EEDC as assets with an initial, individual cost of more than \$5,000 and an estimated useful life in excess of two years. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair market value at the date of donation.

The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized. Major outlays for capital assets and improvements are capitalized as projects are constructed.

Buildings, furniture, and equipment of the EEDC are depreciated using the straight-line method over the following estimated useful lives. The estimated lives range from 5 to 20 years for equipment, 10 to 40 years for improvements, and 40 years for buildings.

5. Deferred Outflows/Inflows of Resources are sometimes an addition to assets and liabilities. They are reported in a separate section for deferred outflows and inflows of resources in the statement of net position. Deferred outflow of resources represents a consumption of net position that applies to a future period(s) and will not be recognized as an outflow of resources (expense/expenditure) until then. Deferred inflows of resources represent an acquisition of net position that applies to a future period(s) and so will not be recognized as an inflow of resources (revenue) until that time. The EEDC records deferred outflows of resources related to deferred charges on refunding.
6. *Restricted Assets:* Proceeds of revenue bonds issued, as well as, certain resources set aside for their repayment, are classified as restricted assets on the Balance Sheet because their use is limited by applicable bond covenants.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

I. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. OTHER ACCOUNTING POLICIES

7. When the EEDC incurs an expense for which it may use either restricted or unrestricted assets, it uses the restricted assets first whenever they will have to be returned if they are not used.
8. In the fund financial statements, governmental funds report fund balance based on the following classifications: non-spendable, restricted, committed, assigned or unassigned. Restricted fund balances are amounts legally restricted by outside parties for use by a specific purpose. Commitments of fund balance require approval of the Board of Directors through formal action. The Board of Directors delegates the responsibility to assign fund balance to the Director or his/her designee, when appropriate. Unassigned fund balance is the residual classification for the general fund after the amounts for the restricted, committed, and assigned classifications have been identified. Funds will be utilized in the following order: restricted, committed, assigned, and unassigned.

G. CURRENT ACCOUNTING STANDARDS

In June 2017, GASB issued Statement No. 87, Leases, which improves the accounting and financial reporting for leases by governments. This Statement increases the usefulness of governments' financial statements by requiring recognition of certain lease assets and liabilities for leases that previously were classified as operating leases and recognized as inflows of resources or outflows of resources based on payment provision of the contract. It establishes a single model for lease accounting based on the foundational principle that leases are financings of the right to use an underlying asset.

During the 2023 fiscal year, the EEDC implemented GASB 96 for reporting Subscription-Based-Information Technology Arrangements (SBITAs). GASB 96 requires recognition of certain right-to-use subscription assets and liabilities for SBITAs in the financial statements.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

II. DEPOSITS AND INVESTMENTS

The EEDC Depository Agreement requires its designated financial institution to secure by collateral valued at fair value, less the amount of the Federal Deposit Insurance Corporation insurance. At September 30, 2024, the EEDC's deposits were entirely covered by federal deposit insurance or were secured by collateral held by the pledging financial institution's agent in the EEDC's name, pursuant to the Depository Agreement. The bank balance consisted of the following at September 30, 2024:

Bank	Bank Balance	GL Balance
Texas National Bank-Operating	\$ 15,884,190	\$ 14,660,961
Texas National Bank-Debt Service	7,667	7,667
Texas National Bank-Arena	780,000	780,000
TexStar 2019 DS	846,887	846,887
TexStar 2021AB	2,768,731	2,768,731
TexStar 2021B DS	180,983	180,983
TexStar 2021A DS	503,675	503,675
TexStar 2019	4,981,574	4,981,574
Edwards Abstract & Title	30,000	30,000
Total Bank Deposits	\$ 25,983,706	\$ 24,760,478

The Public Funds Investment Act (Government Code, Chapter 2256) contains specific provisions in the areas of investment practices, management reports, and establishment of appropriate policies. Among other things, it requires the EEDC to adopt, implement, and publicize an investment policy. That policy must address the following areas: (1) safety of principal and liquidity (2) portfolio diversification (3) allowable investments (4) acceptable risk levels (5) expected rates of return (6) maximum allowable stated maturity of portfolio investments (7) maximum average dollar-weighted maturity allowed based on the stated maturity date for the portfolio (8) investment staff quality and capabilities (9) and bid solicitation preferences for certificates of deposit. Statutes authorize the City to invest in (1) obligations of the U.S. Treasury, certain U.S. agencies, and the State of Texas (2) certificates of deposit (3) certain municipal securities (4) money market savings accounts (5) repurchase agreements (6) bankers acceptance (7) Mutual Funds (8) Investment Pools guaranteed investment contract (10) and common trust funds.

At September 30, 2024 the EEDC had 100% of its investments in interest paying accounts and TexSTAR, a conservatively managed fund operated in full compliance with the PFIA, rated AAAM by Standard & Poors. TexSTAR is an investment pool created by Local Governments for Local Governments.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

II. DEPOSITS AND INVESTMENTS (Continued)

As of September 30, 2024, all of the EEDC's external investment pools meet the criteria described in GASB Statement No. 79 and measure all of their investments at amortized cost; therefore, the EEDC has also measured their investments in these external investment pools at amortized cost for financial reporting purposes. In addition, the pools do not have any limitations or restrictions on withdrawals such as notice periods or maximum transaction amounts. The pools do not impose any liquidity or redemption gates.

Credit Risk: To limit the risk that an issuer or other counterparty to an investment will not fulfill its obligations the EEDC limits investments to Certificates of Deposits, Public Funds Investment Pools and Guaranteed Investment Contracts, collateralized by the U.S. Government Securities. As of September 30, 2024, the EEDC's investments were secured by the U.S. Government Securities, pursuant to the Depository Agreement.

Custodial Credit Risk for Investments: State law requires governmental entities to contract with financial institutions in which funds will be deposited to secure those deposits with insurance or pledged securities with a fair value equaling or exceeding the amount on deposit at the end of each business day. The pledged securities must be in the name of the governmental entity and held by the entity or its agent. Since the EEDC complies with this law, it has no custodial credit risk for deposits.

Concentration of Credit Risk: To limit the risk of loss attributed to the magnitude of a government's investment in a single issuer, the **investment portfolio** shall be diversified in terms of investment instruments maturity scheduling, and financial institutions. As of September 30, 2024, the EEDC had investments only in a public funds investment pool.

Interest Rate Risk: Interest rate risk is defined as the risk that changes in interest rates will adversely affect the amortized value of an investment. For operating funds, such as the general fund, maturities shall not exceed one year. As of September 30, 2024, the EEDC had investments only in a public funds investment pool.

Foreign Currency Risk for Investments: Foreign currency risk is the risk that changes in exchanges rates will adversely affect the fair value of an investment. At year-end, the EEDC was not exposed to foreign currency risk.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

III. AGGREGATE RECEIVABLES

The aggregate receivables at September 30, 2024, were:

Notes Receivable - Santana Textiles	\$ 13,640,003
Allowance for Uncollectible Notes	(272,800)
Total Notes Receivable, net	\$ 13,367,203
Notes Receivable - City of Edinburg	\$ 7,257,022
Total Receivable, net	\$ 7,257,022
Accounts Receivable - Accrued Interest and Late Fees (Santana Textiles)	\$ 4,363,964
Accounts Receivable - Nu-Co Tool	127,633
Allowance for Uncollectible	(4,491,597)
Total Receivable, net	\$ -

The notes receivable (Santana Textiles) account is comprised of two (2) notes from Santana Textiles, LLC. The first note originated on April 16, 2010, in the amount of \$5,000,000. The second note originated on August 30, 2011, in the amount of \$10,000,000. The current agreement with Santana Textiles expired on October 21, 2022. The EEDC renegotiated an extension which was approved by the Board of Directors on November 15, 2024 and by City Council on December 5, 2024. However, to this date, Santana Textiles has failed to execute the agreements and also to pay the amount due to bring the notes current. Other options to collect are being explored and pursued.

The \$5,000,000 note receivable from Santana Textiles, LLC requires payments of \$26,778 monthly, including principal and interest (4.25%) beginning November 21, 2017, and ending upon maturity on October 21, 2022.

The \$10,000,000 note receivable from Santana Textiles, LLC requires payments of \$59,971 monthly, including principal and interest (4.25%) beginning November 21, 2017, and ending upon maturity on October 21, 2022.

Santana Textiles has ceased operations and is in default of loan payments and interest and is currently under an agreement to cover delinquent property taxes with Hidalgo County. EEDC is secondary lien holder on the notes. Management of EEDC feels that a satisfactory agreement will be placed and is negotiating an extension to agree on a date to satisfy the pending receivable either by contracting with other companies to take over the project or through asset liquidation.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

III. AGGREGATE RECEIVABLES (Continued)

The combined balance of the notes receivable is \$13,640,003. An allowance for uncollectible has been setup at 2% of the note receivable balance. An additional allowance for uncollectible has been set up for the accrued interest and late fees. The total notes allowance for uncollectible balance is \$272,800 which brings the notes receivable, net balance to \$13,367,203. A Cross-Collateralization and Cross-Default and Security Agreement was executed on August 30, 2011 and recorded in the Office of the County Clerk of Hidalgo County, Texas as Document No. 2237059 for both Notes.

The Edinburg Economic Development Corporation (EEDC) has a loan agreement with the City of Edinburg to support an economic development incentive for the purchase of the H-E-B Park. As of September 30, 2024, the outstanding balance is \$7,257,022.

IV. ACCOUNTS PAYABLE

The accounts payable at September 30, 2024, were:

Communications & Other	\$ 32,385
Contributions for New Construction of: Astro-Turf Baseball Fields (Municipal Park)	2,000,000
Contributions for New Construction of: Sewer Line Expansion (E. Owassa Rd.)	1,750,000
Contributions for New Construction of: Water Storage Tank (US Bus 281)	2,100,000
FLIP PROGRAM	34,726
MARKETING/PROMO ITEMS	2,560
Research and Studies	38,330
Sponsorship	1,500
TML Insurance	5,599
Travel	29,295
Total Accounts Payable	\$ 5,994,395

V. SINKING FUNDS

As of September 30, 2024, the sinking funds consisted of the following:

Account	Reserve Required	Balance at 09/30/24	Overfunded/ (Underfunded)
TexStar Series 19 Bond Reserve	\$ 761,150	\$ 846,887	\$ 85,737
TexStar Series 2021A Bond Reserve	456,194	503,675	47,481
TexStar Series 2021B Bond Reserve	162,988	180,983	17,995
	\$ 1,380,332	\$ 1,531,545	\$ 151,213

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

VI. REVENUE FROM LOCAL AND INTERMEDIATE SOURCES

During the current year, revenues from local and intermediate sources consisted of the following:

	General Fund
General Sales Taxes	\$ 9,482,866
Investment Earnings	673,360
Note Receivable Interest Revenue	786,515
Other Revenue	14,533
Total	\$ 10,957,274

VII. CAPITAL ASSETS

A summary of changes in capital assets follows:

	Primary Government				
<i>For the Years Ended September 30,</i>	2023	Additions	Retirements	Adjustments	2024
Capital assets not being depreciated:					
Land	\$ 6,780,643	\$ -	\$ (739,133)	\$ -	\$ 6,041,510
Total capital assets not being depreciated	6,780,643	-	(739,133)	-	6,041,510
Capital assets being depreciated:					
Buildings	789,020	-	-	-	789,020
Furniture and equipment	724	-	-	-	724
Right-to-use lease	29,651	15,193	-	40,581	85,425
SBITA	6,500	-	-	-	6,500
Total capital assets being depreciated	825,895	15,193	-	40,581	881,669
Less: accumulated depreciation for:					
Buildings	(128,286)	(19,725)	-	-	(148,011)
Furniture and equipment	(724)	-	-	-	(724)
Right-to-use lease	(9,884)	(36,290)	-	-	(46,174)
SBITA	(5,164)	(1,336)	-	-	(6,500)
Total accumulated depreciation	(144,058)	(57,351)	-	-	(201,409)
Total capital assets, being depreciated, net	681,837	(42,158)	-	40,581	680,260
Governmental activities capital assets, net	\$ 7,462,480	\$ (42,158)	\$ (739,133)	\$ 40,581	\$ 6,721,770

Costs associated with the ongoing construction projects were not capitalized as the assets will be owed and operation by the City of Edinburg or other entities. See note XIV for additional information. For the fiscal year ended September 30, 2024 depreciation expense was \$57,351.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

VIII. LONG-TERM DEBT

Long-term debt consists of the following at September 30, 2024:

\$10,840,000 Bond Issue Series 2019; payable in semi-annual installments plus interest maturing August 15, 2044.	\$ 9,590,000
\$7,730,000 2021A Sales Tax Revenue Bonds; payable in semi-annual installments plus interest of 2.500%-3.375%, maturing in August 15, 2046; collateralized by sales and use tax receipts.	7,050,000
\$2,250,000 2021B Sales Tax Revenue Bonds; payable in semi-annual installments plus interest of 4.750%-5.250%, maturing in August 15, 2046; collateralized by sales and use tax receipts.	2,090,000
\$13,610,000 2021 Sales Tax Revenue Refunding Bonds; payable in semi-annual installments plus interest of .355%-2.340%, maturing in February 15, 2035; collateralized by sales and use tax receipts.	<u>12,800,000</u>
	<u>\$ 31,530,000</u>

EEDC has issued sales tax revenue bonds to finance various construction projects to enhance economic development in the Edinburg area. These bonds are to be repaid with sales tax revenue.

Annual debt service requirements to maturity for the EEDC's general long-term debt are as follows:

Fiscal Year	Principal	Interest
2025	\$ 1,665,000	\$ 1,010,977
2026	1,695,000	977,766
2027	1,735,000	941,187
2028	1,775,000	900,010
2029	1,815,000	856,043
2030-2034	9,865,000	3,510,424
2035-2039	5,990,000	2,178,641
2040-2044	5,830,000	1,031,263
2045-2049	1,160,000	67,406
	<u>\$ 31,530,000</u>	<u>\$ 11,473,717</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

VIII. LONG-TERM DEBT (Continued)

On 06/01/2024, Edinburg Economic Development Corporation, TX entered into a 12 month lease as Lessee for the use of JH/JC, LLC & EEDC 3111 W. Freddy Gonzalez. An initial lease liability was recorded in the amount of \$29,651. As of 09/30/2024, the value of the lease liability is \$27,112. Edinburg Economic Development Corporation, TX is required to make monthly fixed payments of \$2,500. The lease has an interest rate of 2.56%. The Buildings estimated useful life was 0 months as of the contract commencement. The value of the right to use asset as of 09/30/2024 of \$27,062 with accumulated amortization of \$43,169 is included on Note VII. Edinburg Economic Development Corporation, TX has 1 extension option for 12 months.

On 10/05/2023, Edinburg Economic Development Corporation, TX entered into a 60 month lease as Lessee for the use of Konica Minolta Bizhub C450i 45PPM Color Copier. An initial lease liability was recorded in the amount of \$15,117. As of 09/30/2024, the value of the lease liability is \$12,535, and the value of the short-term lease liability is \$2,906. Edinburg Economic Development Corporation, TX is required to make monthly fixed payments of \$275. The lease has an interest rate of 3.5110%. The Equipment estimated useful life was 0 months as of the contract commencement. The value of the right to use asset as of 09/30/2024 of \$15,193 with accumulated amortization of \$3,005 is included with Equipment on the Lease Class activities table found below.

A summary of Right-to-Use Lease Arrangements for the year ended September 30, 2024 is as follows:

	Interest Rate	Original Lease Liability	September 30, 2023	Additions	Reductions	Adjustments	September 30, 2024	Current Portion
Right-to-Use Lease - Office Space	2.56%	\$ 29,651	\$ 19,809	\$ -	\$ (33,278)	\$ 40,581	\$ 27,112	\$ 27,112
Right-to-Use Lease - Konica Copiers	3.51%	15,117	-	15,117	(2,582)	-	12,535	2,906
Total Right-to-Use Lease		\$ 44,768	\$ 19,809	\$ 15,117	\$ (35,860)	\$ 40,581	\$ 39,647	\$ 30,018

Debt service requirements for right-to-use lease is as follows:

Fiscal Year	Principal	Interest
2025	\$ 30,018	\$ 642
2026	3,010	290
2027	3,117	183
2028	3,228	71
2029	274	1
	\$ 39,647	\$ 1,187

As of September 30, 2024, the EEDC did not have any SBITA's.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

VIII. LONG-TERM DEBT (Continued)

Summary of changes in Long-Term Debt for the year ended September 30, 2024:

	September 30, 2023	Additions	Reductions	Adjustments	September 30, 2024	Current Portion
Bonds payable						
Series 2013A	\$ 265,000	\$ -	\$ (265,000)	\$ -	\$ -	\$ -
Series 2013B	525,000	-	(525,000)	-	-	-
Series 2019	9,885,000	-	(295,000)	-	9,590,000	310,000
Series 2021A	7,275,000	-	(225,000)	-	7,050,000	230,000
Series 2021B	2,145,000	-	(55,000)	-	2,090,000	55,000
Series 2021 Refunding	13,060,000	-	(260,000)	-	12,800,000	1,070,000
Total Bonds Payable	33,155,000	-	(1,625,000)	-	31,530,000	1,665,000
Right-to-Use Lease	19,809	15,117	(35,860)	40,581	39,647	30,018
Net Pension Liability	287,625	-	(64,507)	-	223,118	-
Net OPEB Liability	69,447	6,538	-	-	75,985	-
Total Long-Term Debt	\$ 33,531,881	\$ 21,655	\$ (1,725,367)	\$ 40,581	\$ 31,868,750	\$ 1,695,018

IX. DEFERRED OUTFLOWS AND INFLOWS OF RESOURCES

Governmental funds report deferred inflows in connection with receivables for revenues that are not considered to be available to liquidate liabilities of the current period. Governmental funds also defer revenue recognition in connection with resources that have been received, but not yet earned.

At the government-wide financial statements, deferred outflows include deferred charges on refunding of the bonds.

As of September 30, 2024, the various components of deferred outflows and inflows of resources are as follows:

Deferred Outflow Related to TMRS Pension	\$ 67,296
Deferred Outflow Related to OPEB	5,897
Total Deferred Outflows	<u>\$ 73,193</u>
Deferred Inflow Related to TMRS Pension	\$ 6,661
Deferred Inflow Related to OPEB	15,869
Total Deferred Inflows	<u>\$ 22,530</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

X. EMPLOYEE RETIREMENT BENEFIT PLAN

Texas Municipal Retirement System

Plan Description

The EEDC participates as one of the 934 plans in the nontraditional, joint contributory, hybrid defined benefit pension plan administered by the Texas Municipal Retirement System (TMRS), thru the City of Edinburg (City).

TMRS is an agency created by the State of Texas and administered in accordance with the TMRS Act, Subtitle G, Title 8, Texas Government Code (the TMRS Act) as an agent multiple-employer retirement system for municipal employees in the State of Texas. The TMRS Act places the general administration and management of the System with a six-member Board of Trustees. Although the Governor, with the advice and consent of the Senate, appoints the Board, TMRS is not fiscally dependent on the State of Texas. TMRS's defined benefit pension plan is a tax-qualified plan under Sections 401(a) of the Internal Revenue Code. TMRS issues a publicly available comprehensive annual financial report that can be obtained at www.tmr.org.

All eligible employees of the EEOC are required to participate in TMRS, as are employees of the City.

All terms, conditions and benefits of EEOC employees are identical to the City's employees and covered under the City's plan with TMRS.

Benefits Provided

TMRS provides retirement, disability, and death benefits. Benefit provisions are adopted by the governing body of the City, within the options available in the state statutes governing TMRS and apply to EEOC employees.

At retirement, the benefit is calculated as if the sum of the employee's contributions, with interest, and the City-financed monetary credits with interest were used to purchase an annuity. Members may choose to receive their retirement benefit in one of seven payment options. Members may also choose to receive a portion of their benefit as a Partial Lump Sum Distribution in an amount equal to 12, 24 or 36 monthly payments which cannot exceed 75% of the member's deposits and interest.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

X. EMPLOYEE RETIREMENT BENEFIT PLAN (Continued)

Employees Covered by Benefit Terms

At the December 31, 2023, valuation and measurement date, the following city employees which include EEDC employees were covered by the benefit terms:

Inactive employees or beneficiaries currently receiving benefit	352
Inactive employees entitled to but not yet receiving benefits	701
Active employees	<u>1,058</u>
Total	<u><u>2,111</u></u>

Contributions

Member contribution rates in TMRS are either 5%, 6% or 7% of the Member's total compensation, and the city matching percentages are either 100%, 150% or 200%, both as adopted by the governing body of the city. Under the state law governing TMRS, the contribution rate for each city is determined annually by the actuary, using the Entry Age Normal (EAN) actuarial cost method. The city's contribution rate is based on the liabilities created from the benefit plan options selected by the city and any changes in benefits or actual experience over time.

Employees for the City were required to contribute 7% of their annual gross earnings during the fiscal year. The contribution rates for the City were 14.53% and 14.86% in the calendar years 2023 and 2024, respectively. The City's contribution to TMRS for the year ended September 30, 2024 were \$8,335,170 and were equal to the required contributions.

Net Pension Liability

The EEDC's Net Pension Liability (NPL) is included in the City's Net Pension Liability (NPL) and was measured as of December 31, 2023 and the Total Pension Liability (TPL) used to calculate the Net Pension Liability was determined by an actuarial valuation as of that date. There is no specific information as it relates to the EEDC's portion.

Actuarial Assumptions

The Total Pension Liability in the December 31, 2023 actuarial valuation was determined using the following actuarial assumptions:

Inflation	2.50% per year
Overall payroll growth	2.75% per year, adjusted down for population declines, if any
Investment rate of return	6.75%, net of pension plan investment expense, including inflation

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

X. EMPLOYEE RETIREMENT BENEFIT PLAN (Continued)

Salary increases are based on a service-related table. Mortality rates for active members are based on the PUB(10) mortality tables with 110% of the Public Safety table used for males and 100% of the General Employee table used for females. Mortality rates for healthy retirees and beneficiaries are based on the Gender-distinct 2019 Municipal Retirees of Texas mortality tables. Male rates are multiplied by 103% and female rates are multiplied by 105%. The rates for actives, healthy retirees and beneficiaries are projected on a fully generational basis by the most recent Scale MP-2021 to account for future mortality improvements. For disabled annuitants, the same mortality tables for healthy retirees are used with a 4-year set-forward for males and a 3-year set-forward for females. In addition, a 3.5% and 3.0% minimum mortality rate is applied, for males and females respectively, to reflect the impairment for younger members who become disabled. The rates are projected on a fully generational basis by the most recent Scale MP2021 to account for future mortality improvements subject to the 3% floor.

The actuarial assumptions were developed primarily from the actuarial investigation of the experience of TMRS over the four-year period from December 31, 2018 to December 31, 2022. The assumptions were adopted in 2023 and first used in the December 31, 2023, actuarial valuation. The post-retirement mortality assumption for Annuity Purchase Rates (APRs) is based on the Mortality Experience Investigation Study covering 2009 through 2011 and dated December 31, 2013. Plan assets are managed on a total return basis with an emphasis on both capital appreciation as well as the production of income to satisfy the short-term and long-term funding needs of TMRS.

The long-term expected rate of return on pension plan investments was determined by best estimate ranges of expected returns for each major asset class. The long-term expected rate of return is determined by weighting the expected return for each major asset class by the respective target asset allocation percentage. The target allocation and best estimates of the expected return for each major asset class in fiscal year 20x2 are summarized in the following table:

Asset Class (Arithmetic)	Target Allocation	Long-Term Expected Net Real Rate of Return
Global Equity	35.0%	6.70%
Core Fixed Income	6.0%	4.70%
Non-Core Fixed Income	20.0%	8.00%
Real estate	12.0%	7.70%
Other Public and Private Markets	12.0%	8.00%
Hedge Funds	5.0%	6.40%
Private equity	10.0%	11.60%
Total	100.0%	

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

X. EMPLOYEE RETIREMENT BENEFIT PLAN (Continued)

Discount Rate

The discount rate used to measure the Total Pension Liability was 6.75%. The projection of cash flows used to determine the discount rate assumed that Member and employer contributions will be made at the rates specified in statute. Based on that assumption, the pension plan's Fiduciary Net Position was projected to be available to make all projected future benefit payments of current active and inactive Members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the Total Pension Liability.

	Liability (a)	Net Position (b)	Liability (a) - (b)
Net Pension Liability - December 31, 2022	\$ 206,900,197	\$ 158,533,159	\$ 48,367,038
Changes for the year:			
Service Cost	8,482,180	-	8,482,180
Interest (on the Total Pension Liability)	13,986,166	-	13,986,166
Change in benefit terms	-	-	-
Difference between expected and actual experience	754,754	-	754,754
Changes of assumptions	(1,080,357)	-	(1,080,357)
Contributions - employer	-	7,780,692	(7,780,692)
Contributions - employee	-	3,748,438	(3,748,438)
Net investment income	-	18,387,560	(18,387,560)
Benefit payments, including refunds of employee contributions	(7,877,664)	(7,877,664)	-
Administrative expense	-	(116,728)	116,728
Other changes	-	(816)	816
Net Changes	14,265,079	21,921,482	(7,656,403)
Net Pension Liability - December 31, 2023	\$ 221,165,276	\$ 180,454,641	\$ 40,710,635

The amount presented above includes pension liabilities for the City's discretely presented component units. At September 30, 2024, the City's Governmental Activities portion of the net pension obligation was \$30,359,744, and the Business type activities was \$9,444,488, the Boys & Girls Club portion was \$683,285, and the EEDC's portion was \$223,118. The total net pension liability for the Primary Government was \$40,710,635.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

X. EMPLOYEE RETIREMENT BENEFIT PLAN (Continued)

Sensitivity of the Net Pension Liability to Changes in the Discounted Rate

The following presents the Net Pension Liability of the City, calculated using the discount rate of 6.75%, as well as, what the City's Net Pension Liability would be if it were calculated using a discount rate that is 1-percentage point lower (5.75%) or 1-percentage point higher (7.75%) than the current rate:

	1 % Decrease 5.75%	Current Single Discount Rate Assumption 6.75%	1 % Increase 7.75%
Governmental Activities	\$ 56,566,980	\$ 30,359,744	\$ 9,182,549
Business Type Activities	17,597,189	9,444,488	2,856,561
Boys & Girls Club	1,273,112	683,285	206,665
Edinburg EDC	415,719	223,118	67,484
Total net pension liability	<u>\$ 75,853,000</u>	<u>\$ 40,710,635</u>	<u>\$ 12,313,259</u>

Pension Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

For the year ended September 30, 2024, the City, component units, and the Boys and Girls Club recognized a combined pension expense of \$8,972,231. At September 30, 2024, the City reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience	\$ 4,300,804	\$ -
Changes in actuarial assumptions	14,518	843,955
Difference between projected and actual investment earnings	4,044,262	-
Contributions subsequent to measurement period	6,137,055	-
Total	<u>\$ 14,496,639</u>	<u>\$ 843,955</u>

Of the total deferred outflows relating to the pension plan, \$10,704,374 is reported in Governmental Activities and \$3,474,965 is reported in Business-Type Activities. The Boys and Girls Club's portion is \$250,004, and the remaining \$67,296 pertains to the EEDC.

Of the total deferred inflows relating to the pension plan, \$647,199 is reported in Governmental Activities, and \$177,051 is reported in Business-Type Activities. The Boys and Girls Club's portion is \$13,044, and the remaining \$6,661 pertains to the EEDC.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

X. EMPLOYEE RETIREMENT BENEFIT PLAN (Continued)

\$6,137,055 reported as deferred outflows of resources related to pensions resulting from contributions subsequent to the measurement date will be recognized as a reduction of the Net Pension Liability for the year ending September 30, 2025. Other amounts reported as deferred outflows and the inflows of resources related to pensions will be recognized in pension expense as follows:

Year Ending September 30,	Net Deferred Outflows (Inflows) of Resources
2025	\$ 2,739,003
2026	2,644,630
2027	3,709,923
2028	(1,577,927)
2029	-
Thereafter	-
Total	<u>\$ 7,515,629</u>

XI. OTHER POST EMPLOYMENT BENEFITS

Plan Description

The EEDC, thru the City also participates in the defined benefit group-term life insurance plan operated by the Texas Municipal Retirement System (TMRS) known as the Supplemental Death Benefits Fund (SDBF). The SDBF is considered to be a single-employer plan. The City elected, by ordinance, to provide group-term life insurance coverage to both current and retired employees. The City may terminate coverage under and discontinue participation in the SDBF by adopting an ordinance before November 1 of any year to be effective the following January 1.

Benefits

The death benefit for active employees provides a lump-sum payment approximately equal to the employee's annual salary (calculated based on the employee's actual earnings for the 12-month period preceding the month of death). The death benefit for retirees is considered an other postemployment benefit ("OPEB") and is a fixed amount of \$7,500. As the SDBF covers both active and retiree participants with no segregation of assets, the SDBF is considered to be an unfunded OPEB plan (i.e. no assets are accumulated).

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XI. OTHER POST EMPLOYMENT BENEFITS (Continued)

Contributions

The EEDC, thru the City contributes to the SDBF at a contractually required rate as determined by an annual actuarial valuation. The rate is equal to the cost of providing one-year term life insurance. The funding policy for the SDBF program is to assure that adequate resources are available to meet all death benefit payments for the upcoming year; the intent is not to pre-fund retiree term life insurance during employees' entire careers.

Inactive employees or beneficiaries currently receiving benefit	270
Inactive employees entitled to but not yet receiving benefits	39
Active employees	<u>1,058</u>
Total	<u><u>1,367</u></u>

Accounting Policy

GASB 75 requires employers to recognize the total OPEB liability and the OPEB expense on their financial statements. The OPEB expense recognized each fiscal year is equal to the change in the total OPEB liability from the beginning of the year to the end of the year, adjusted for deferred recognition of certain changes in the liability. An irrevocable trust has not been established that meets the criteria in paragraph 4 of GASB Statements No.75. Therefore, the Plan is not accounted for as a trust fund. The plan does not issue a separate financial report.

Funding Policy

The benefits levels and contribution rate are approved annually by the city management and the City Council as part of the budget process. By the City not contributing anything toward this plan in advance, the City employs a pay-as-you-go method through ensuring the annual retiree contribution are equal to the benefits that are paid on behalf of the retirees. OPEB expenses for the SDBF program as actuarially determined for the city was \$108,836 and \$2,672,235 for Health Insurance program.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XI. OTHER POST EMPLOYMENT BENEFITS (Continued)

Actuarial Methods and Assumptions

Significant methods and assumptions used in the December 31, 2023, actuarial valuation for the SDBF program are as follows:

SDBF Program

Inflation	2.50%
Salary increases	3.60% to 11.50%, including inflation
Discount rate*	3.77%
Retirees' share of benefit-related costs	\$0
Administrative expenses	All administrative expenses are paid through the Pension Trust and accounted for under reporting requirements under GASB Statement No. 68.
Mortality rates- service retirees	2019 Municipal Retirees of Texas Mortality Tables. Male rates are multiplied by 103% and female rates are multiplied by 105%. The rates are projected on a fully generational basis by the most recent Scale MP-2021 (with immediate convergence).
Mortality rates- disabled retirees	2019 Municipal Retirees of Texas Mortality Tables with a 4 year set forward for males and a 3 year set forward for females. In addition, a 3.5% and 3% minimum mortality rate will be applied to reflect the impairment for younger members who become disabled for males and females, respectively. The rates are projected on a fully generational basis by the most recent Scale MP-2021 (with immediate convergence) to account for future mortality improvements subject to the floor.

*The discount rate was based on the Fidelity Index's "20-year Municipal GO AA Index" rate as of December 31, 2023.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
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XI. OTHER POST EMPLOYMENT BENEFITS (Continued)

Health Insurance Program

Inflation	2.60% per year
Salary Increases	Decreases gradually from 11.85% to 3.60%
Discount Rate:	
Prior Measurement Date	4.87% per year
Measurement Date	4.06% per year
Mortality Table	Pub-2010 General and Public Safety Employees / Retirees Headcount-Weighted Mortality Tables projected fully generationally using scale MP-2021
Health Care Cost Trends	6.75% for 2024 to 2025, decreasing gradually to an ultimate rate of 4.04% by 2075

These assumptions are estimates of future experience with respect to rates of mortality, disability, turnover, retirement, rate or rates of investment income and compensation increases. Actuarial assumptions are generally based on past experience, often modified for projected changes in conditions. Economic assumptions (compensation increases, payroll growth, inflation and investment return) consist of an underlying real rate of return plus an assumption for a long-term average rate of inflation. The actuarial valuation report determines, as of the actuarial valuations date, the service cost, total OPEB liability, and related actuarial present value of projected benefits.

Total OPEB Liability

The total OPEB Liability for the SDBF and Health Insurance Program respectively of \$1,757,899 and \$29,722,812 was determined by an actuarial valuation as of December 31, 2023.

The total OPEB liability and related information are as follows for the city at December 31, 2023:

SDBF Program

Total OPEB Liability - beginning of the year	\$ 1,598,701
Changes for the Year	
Service Cost	69,614
Interest on Total OPEB Liability	65,181
Differences Between Expected and Actual Experience	(18,907)
Changes in Assumptions of Other Inputs	91,504
Benefit Payments **	<u>(48,194)</u>
Net Changes	<u>159,198</u>
Total OPEB Liability - End of Year	<u>\$ 1,757,899</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XI. OTHER POST EMPLOYMENT BENEFITS (Continued)

	Health Insurance Program		
	Total Pension Liability (a)	Plan Fiduciary Net Position (b)	Net Pension Liability Liability (a) - (b)
Net Pension Liability - December 31, 2022	\$ 25,179,938	\$ -	\$ 25,179,938
Changes for the year:			
Service Cost	1,396,246	-	1,396,246
Interest (on the Total Pension Liability)	1,268,358	-	1,268,358
Difference between expected and actual experience	373,925	-	373,925
Changes of assumptions	2,580,877	-	2,580,877
Contributions - employer	-	1,076,532	(1,076,532)
Benefit payments, including refunds of employee contributions	(1,076,532)	(1,076,532)	-
Net Changes	4,542,874	-	4,542,874
Net Pension Liability - December 31, 2023	\$ 29,722,812	\$ -	\$ 29,722,812

OPEB Expense and Deferred Outflows of Resources Related to OPEBs

For the year ended September 30, 2024, the city recognized OPEB expenses of \$108,836 for the SDBF Program and \$2,672,235 for the Health Insurance program.

SDBF Program

OPEB Expense:	
Service cost	\$ 69,614
Interest on total OPEB liability	65,181
Recognition of deferred outflows/inflows of resources:	
Differences between expected and actual experience	(13,156)
Changes in assumptions or other inputs ¹	(12,803)
Total OPEB expense	<u>\$ 108,836</u>

1. Generally, this will only be the annual change in the municipal bond index rate.

The city shall include contributions made subsequent to the measurement date through the City's fiscal year end as deferred outflows resources.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XI. OTHER POST EMPLOYMENT BENEFITS (Continued)

Other amounts reported as deferred outflow related to OPEB will be recognized in OPEB expense as follows:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Difference between expected and actual experience - OPEB Health	\$ 815,940	\$ 1,448,355
Difference between expected and actual experience - OPEB Death	28,781	70,306
Changes in assumptions and other inputs - OPEB Health	3,981,002	4,052,908
Changes in assumptions and other inputs - OPEB Death	356,951	665,618
Contributions subsequent to measurement period - OPEB Death	107,378	-
Total	<u>\$ 5,290,052</u>	<u>\$ 6,237,187</u>

Sensitivity of the Total OPEB Liability to changes in the Discount Rate

The following presents the total OPEB liability of the City, calculated using the discount rate of 3.77%, as well as what the City's total OPEB liability would have been if it were calculated using a discount rate that is 1 percentage point lower (2.77%) or 1 percentage point higher (4.77%) than the current rate.

SDBF Program

1% Decrease 2.77%	Current Discount Rate 3.77%	1% Increase 4.77%
\$2,131,565	\$1,757,899	\$1,470,666

Health Insurance Program

The following presents the total OPEB liability of the City, calculated using the discount rate of 4.06%, as well as what the City's total OPEB liability would have been if it were calculated using a discount rate that is 1 percentage point lower (3.06%) or 1 percentage point higher (5.06%) than the current rate. In addition, the OPEB liability of the City is calculated using the current healthcare cost trend, as well as what the City's total OPEB Liability would have been if it were calculated using a healthcare cost trend as 1 percentage point lower and 1 percentage point higher.

Healthcare Cost Trend	Discount Rate		
	1% Increase (5.06%)	Current (4.06%)	1% Decrease (4.06%)
1% Decrease		\$ 26,135,532	
Current	\$ 26,980,230	\$ 29,722,812	\$ 32,758,367
1% Increase		\$ 34,021,546	

The City's contributions to the TMRS SDBF for the year ended 2024 was \$145,198 which equaled the required contributions.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XI. OTHER POST EMPLOYMENT BENEFITS (Continued)

Schedule of Contributions (retiree-only portion of the rate, for OPEB)

Plan/Calendar Year	Total SDB Contribution (Rate)	Retiree Portion of SDB Contribution (Rate)
2020	0.15%	0.03%
2021	0.17%	0.09%
2022	0.17%	0.09%
2023	0.25%	0.09%
2024	0.26%	0.09%

XII. RISK MANAGEMENT

The EEDC maintains insurance for all business and government functions of which it may be liable for claims, through the City of Edinburg, Texas. The more significant of these include general liability insurance, property insurance covering the EEDC's industrial park buildings and structures, and the Director and Board of Directors. City personnel who served as administrators for the EEDC were covered by a fully insured health insurance plan provided by the City of Edinburg. There have been no significant reductions in insurance coverage.

XIII. TAX INCREMENT REINVESTMENT ZONE

In 1997, the City Council approved Ordinance No. 1915 which created a tax increment reinvestment zone pursuant to Chapter 311 of the Texas Code. This was originally designated as Reinvestment Zone Number One, City of Edinburg, Texas (1997 Zone). However, no public or private improvements were made to the 1997 Zone and expected development never materialized. Therefore, on November 18, 2008, an ordinance was passed terminating the 1997 zone. However, the new zone established in 2007 (TIRZ #1 described below) was inadvertently named Reinvestment Zone Number One, City of Edinburg, Texas. Since the 1997 Zone was terminated, there was no need to change the name of the 2007 tax increment zone. There is no Tax Increment Zone Number Two. Reinvestment Zone Number One, City of Edinburg, Texas (TIRZ #1) is a reinvestment zone created by the City of Edinburg, pursuant to the Tax Increment Financing Act, Chapter 311, Texas Tax Code. Creation of the tax increment zone along with an economic development agreement between the City of Edinburg, Hidalgo County, the Edinburg Economic Development Corporation, the City of Edinburg Local Government Finance Corporation, and the developer, allowed for property tax increment funding to support development activities relating to the development of a retail shopping center containing approximately 800,000 square feet in multiple buildings. On March 16, 2015, the development agreement with First Harford Realty Corporation dated February 20, 2007 and subsequently amended on August 16 and November 15, 2011 was cancelled. All work under the agreement had been performed by the developer and the City desired to use TIRZ #1 to help finance the repayment of debt issued for the construction Reinvestment Zone Number Four, City of Edinburg, Texas of a new municipal facility in (TIRZ #4).

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
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XIII. TAX INCREMENT REINVESTMENT ZONE (Continued)

TIRZ #4 is a reinvestment zone created by the City of Edinburg, pursuant to the Tax Increment Financing Act, Chapter 311, Texas Tax Code. The zone was created on November 19, 2013. Creation of the tax increment zone allows for property tax increment funding to TIRZ #4 to support financing of costs associated with the construction of public improvements related to several possible development and redevelopment projects, including the construction of a municipal facility.

On March 1, 2015, an agreement was entered into between the City, the Local Government Finance Corporation (LGFC), TIRZ # 1, TIRZ #4, and the EEDC. Under the terms of the agreement, the LGFC will aid in the financing, constructing, furnishing, and owning of an indoor multipurpose event center. The LGFC will be the landlord and lease the municipal facility to Vipers Arena, LLC as further described in the Lease and Development Agreement. In connection with this agreement, the LGFC issued bonds to finance the construction.

Under the terms of the agreement, the developer was responsible for half of the construction costs of the municipal facility and any cost overruns. The zone will terminate on December 31, 2045, unless otherwise terminated earlier as a result of payment in full of all project costs or tax increment bonds, if issued. The zone is managed by the City of Edinburg Local Government Finance Corporation, which is presented as a blended component unit of the City.

Under the developer agreement, the City was required to provide a Chapter 380 Grant Reimbursement equal to the difference between \$8,000,000 and the public infrastructure reimbursement. This was being paid from the City's dedicated 1% sales tax revenues within TIRZ #1 and TIRZ #4. The remaining amount due to the developer under the agreement was \$1,575,266. In addition, the EEDC owed a remaining balance of \$1,975,684, for a total amount of \$3,547,950. Under the agreement to terminate the economic development agreement, both the City and the EEDC agreed to pay off these balances. In return, the developer would release both the City and the EEDC from future obligations under the agreement. The amount needed to pay off this balance was provided by a contribution from the Vipers Arena, LLC. Tax increment revenues received by the City of Edinburg are deposited into a separate bank account designated for the tax increment reinvestment zone and transferred to the City of Edinburg Local Government Finance Corporation for the purpose of discharging obligations arising out of Public Infrastructure Bonds issued for which tax increment revenues have been pledged. Other than the City of Edinburg and Hidalgo County, no other taxing jurisdictions are participating. At the expiration of the term of the tax increment zone, any remaining tax increment revenues will be distributed into the general fund of the City in proportion to its contributions to the zone for the tax year most recently ended. TIRZ #1 and TIRZ#4 are managed by the City of Edinburg Local Government Finance Corporation, which is presented as a blended component unit of the City.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XIV. RELATED PARTY TRANSACTIONS

The City of Edinburg provides administrative services to EEDC. Administrative fees for the year ended September 30, 2024 totaled \$500,000. Additionally, the EEDC committed proceeds from its 2019, 2021A and 2021B bonds for projects that will be contributed to the City as incentives. As of the year ended September 30, 2024, EEDC had paid \$8,007,496 related to the projects, which were completed before year end.

The EEDC has a receivable for sales tax revenue sharing from the City of Edinburg. The receivable balance as of September 30, 2024 was \$1,532,561 and a payable to the City of \$10,878.

EEDC entered into a contract for technical assistance with the University of Texas – Rio Grande Valley Office of Center Operations and Community Services. An officer of the University is a member of the Board of Directors of EEDC. Consulting fees for the year ended September 30, 2024 totaled \$15,000.

XV. EXPENDITURES EXCEEDING APPRIATIONS

For fiscal year ended September 30, 2024 expenditures exceeded budget in the General Fund in the following:

Function	Amount
Economic Development Assistance	\$ 853,066
Bad Debt Expense	786,515
Debt Service	38,370
Total	\$ 1,677,951

XVI. LITIGATION

Although EEDC is a party in two pending lawsuits, EEDC's administration believes the outcome of these proceedings, if not favorable to the EEDC, will not materially affect the EEDC's financial position and therefore no allowance have been made.

XVII. COMMITMENTS

Commitments as of September 30, 2024 consists of:

	Beneficiary	Committed	Expended to Date	Remaining Commitment
Incentives				
Workforce Resource Center	EEDC	\$ 1,854,828	\$ -	\$ 1,854,828
El Tule Recreation Center	City of Edinburg	4,974,310	4,974,310	-
Municipal Water Park	City of Edinburg	1,000,000	1,000,000	-
ACE Center	City of Edinburg	7,000,000	7,000,000	-
Parking Garage	City of Edinburg	2,000,000	-	2,000,000
Total Commitments		\$ 16,829,138	\$ 12,974,310	\$ 3,854,828

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
NOTES TO FINANCIAL STATEMENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2024

XVIII. SUBSEQUENT EVENTS

The EEDC considered all events through March 25, 2025, the financial statement issuance date.

Over the last few months, and in the fiscal year ending September 30, 2024, the EEDC has entered into agreements with the City of Edinburg for some projects that will have a significant impact on EEDC's cash position by end of the fiscal year. The funds for the projects of interest are from the EEDC's operating funds.

Additionally, the EEDC is in negotiations with several potential buyers of land at North Industrial Park that would generate approximately \$3,600,000 in revenues and EEDC is considering purchasing other land to develop an additional industrial park.

Several of the projects that had been budgeted in past fiscal years, but not funded due to slower than expected development of the projects are now on a fast track as they are under construction on close to completion. These projects will require that EEDC pay approximately \$575,000 in grant funds to the developers in FY 23-24.

Administrative costs and marketing expenditures are expected to ramp up towards the end of the fiscal year ending September 30, 2024 as more personnel are hired, more activities undertaken, and completion of the new office space finish out is also expected.

End of Notes.

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
BUDGET AND ACTUAL - GENERAL FUND
FOR THE YEAR ENDED SEPTEMBER 30, 2024

	Budgeted Amounts		Actual Amounts (GAAP BASIS)	Variance With Final Budget Positive or (Negative)
	Original	Final		
REVENUES				
General Sales Taxes	\$ 9,725,676	\$ 9,500,000	\$ 9,482,866	\$ (17,134)
Investment Earnings	100,000	100,000	673,360	573,360
Loan Interest Revenue	-	-	786,515	786,515
Other Revenue	-	12,500	14,533	2,033
Total Revenues	<u>9,825,676</u>	<u>9,612,500</u>	<u>10,957,274</u>	<u>1,344,774</u>
EXPENDITURES				
Conservation and Development:				
Economic Development and Assistance	3,496,530	3,872,539	4,726,000	(853,461)
Bad Debt Expense	-	-	786,515	(786,515)
Debt Service:				
Principal on Debt	1,640,000	1,640,000	1,660,860	(20,860)
Interest on Debt	1,037,974	1,037,974	1,049,814	(11,840)
Other Debt Charges	-	-	5,669	(5,669)
Capital Outlay:				
Capital Outlay	7,641,172	7,519,834	-	7,519,834
Total Expenditures	<u>13,815,676</u>	<u>14,070,347</u>	<u>8,228,858</u>	<u>5,841,489</u>
Excess (Deficiency) of Revenues Over (Under) Expenditures	<u>(3,990,000)</u>	<u>(4,457,847)</u>	<u>2,728,416</u>	<u>7,186,263</u>
OTHER FINANCING SOURCES (USES)				
Capital Contributions	-	(21,107,022)	(11,850,000)	9,257,022
Sale of Real and Personal Property	2,190,000	1,787,850	1,750,770	(37,080)
Right-to-Use Lease and SBITA Proceeds	-	-	15,117	15,117
Other	-	-	(15,193)	(15,193)
Total Other Financing Sources (Uses)	<u>2,190,000</u>	<u>(19,319,172)</u>	<u>(10,099,306)</u>	<u>9,219,866</u>
Net Change in Fund Balance	(1,800,000)	(23,777,019)	(7,370,890)	16,406,129
Fund Balance - October 1 (Beginning)	<u>48,241,848</u>	<u>48,241,848</u>	<u>48,241,848</u>	<u>-</u>
Fund Balance - September 30 (Ending)	<u>\$ 46,441,848</u>	<u>\$ 24,464,829</u>	<u>\$ 40,870,958</u>	<u>\$ 16,406,129</u>

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF CHANGES IN NET PENSION LIABILITY AND RELATED RATIOS
AS REPORTED BY THE CITY OF EDINBURG, WHICH INCLUDES THE EEDC
TEXAS MUNICIPAL RETIREMENT SYSTEM
FOR THE YEAR ENDED SEPTEMBER 30, 2024

	FY 2024 Plan Year 2023	FY 2023 Plan Year 2022	FY 2022 Plan Year 2021	FY 2021 Plan Year 2020
A. Total Pension Liability				
Service Cost	\$ 8,482,180	\$ 7,924,131	\$ 7,055,662	\$ 6,569,509
Interest (on the Total Pension Liability)	13,986,166	12,787,769	11,698,505	10,828,811
Difference Between Expected and Actual Experience	754,754	3,988,085	3,130,005	960,974
Change of Assumptions	(1,080,357)	-	-	-
Benefit Payments, Including Refunds of Employee Contributions	(7,877,664)	(6,572,314)	(5,789,996)	(5,646,042)
Net Change in Total Pension Liability	14,265,079	18,127,671	16,094,176	12,713,252
Total Pension Liability - Beginning	206,900,197	188,772,526	172,678,350	159,965,098
Total Pension Liability - Ending	<u>\$ 221,165,276</u>	<u>\$ 206,900,197</u>	<u>\$ 188,772,526</u>	<u>\$ 172,678,350</u>
B. Plan Fiduciary Net Position				
Contributions - Employer	\$ 7,780,694	\$ 7,256,687	\$ 6,466,214	\$ 6,003,536
Contributions - Employee	3,748,438	3,512,914	3,125,926	2,934,688
Net Investment Income	18,387,560	(12,170,826)	18,793,124	9,938,942
Benefit Payments, Including Refunds of Employee Contributions	(7,877,664)	(6,572,314)	(5,789,996)	(5,646,042)
Administrative Expense	(116,728)	(105,164)	(86,846)	(64,251)
Other	(816)	125,492	595	(2,507)
Net Change in Plan Fiduciary Net Position	21,921,484	(7,953,211)	22,509,017	13,164,366
Plan Fiduciary Net Position-Beginning	158,533,158	166,486,369	143,977,352	130,812,986
Plan Fiduciary Net Position-Ending	<u>\$ 180,454,642</u>	<u>\$ 158,533,158</u>	<u>\$ 166,486,369</u>	<u>\$ 143,977,352</u>
C. Net Pension Liability	<u>\$ 40,710,634</u>	<u>\$ 48,367,039</u>	<u>\$ 22,286,157</u>	<u>\$ 28,700,998</u>
D. Plan Fiduciary Net Position as a Percentage of the Total Pension Liability	81.59%	76.62%	88.19%	83.38%
E. Covered Payroll	\$ 53,549,119	\$ 50,184,488	\$ 44,656,087	\$ 41,924,117
F. Net Pension Liability as a Percentage of Covered Payroll	76.02%	96.38%	49.91%	68.46%

Note: The information in this schedule has been determined at the measurement date (December 31) of the City's net pension liability and is intended to show information for 10 years.

FY 2020 Plan Year 2019	FY 2019 Plan Year 2018	FY 2018 Plan Year 2017	FY 2017 Plan Year 2016	FY 2016 Plan Year 2015	FY 2015 Plan Year 2014
\$ 6,001,648	\$ 5,451,177	\$ 5,271,339	\$ 4,897,533	\$ 4,465,697	\$ 3,905,080
10,025,754	9,496,321	8,778,659	8,221,195	7,952,761	7,415,662
588,622	(1,994,144)	1,028,193	(1,032,455)	(237,828)	(554,280)
674,533	-	-	-	(377,240)	-
(5,708,662)	(5,061,598)	(4,010,576)	(4,018,322)	(3,651,078)	(3,096,759)
11,581,895	7,891,756	11,067,615	8,067,951	8,152,312	7,669,703
148,383,203	140,491,447	129,423,832	121,355,881	113,203,569	105,533,866
<u>\$ 159,965,098</u>	<u>\$ 148,383,203</u>	<u>\$ 140,491,447</u>	<u>\$ 129,423,832</u>	<u>\$ 121,355,881</u>	<u>\$ 113,203,569</u>
\$ 5,499,792	\$ 5,075,953	\$ 5,094,161	\$ 4,621,389	\$ 4,444,421	\$ 3,999,261
2,681,017	2,477,808	2,401,271	2,222,723	2,127,970	1,968,692
17,217,376	(3,362,715)	13,244,540	5,874,570	123,828	4,388,353
(5,708,662)	(5,061,598)	(4,010,576)	(4,018,322)	(3,651,078)	(3,096,759)
(97,159)	(64,934)	(68,598)	(66,307)	(75,414)	(45,809)
(2,919)	(3,393)	(3,476)	(3,572)	(3,725)	(3,766)
19,589,445	(938,879)	16,657,322	8,630,481	2,966,002	7,209,972
111,223,541	112,162,420	95,505,098	86,874,617	83,908,615	76,698,643
<u>\$ 130,812,986</u>	<u>\$ 111,223,541</u>	<u>\$ 112,162,420</u>	<u>\$ 95,505,098</u>	<u>\$ 86,874,617</u>	<u>\$ 83,908,615</u>
<u>\$ 29,152,112</u>	<u>\$ 37,159,662</u>	<u>\$ 28,329,027</u>	<u>\$ 33,918,734</u>	<u>\$ 34,481,264</u>	<u>\$ 29,294,954</u>
81.78%	74.96%	79.84%	73.79%	71.59%	74.12%
\$ 38,300,244	\$ 35,397,255	\$ 34,296,282	\$ 31,740,329	\$ 30,399,572	\$ 28,124,170
76.11%	104.98%	82.60%	106.86%	113.43%	104.16%

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF CONTRIBUTIONS
AS REPORTED BY THE CITY OF EDINBURG, WHICH INCLUDES THE EEDC
TEXAS MUNICIPAL RETIREMENT SYSTEM
FOR FISCAL YEAR 2024

	2024	2023	2022	2021
Actuarially Determined Contribution	\$ 8,335,170	\$ 7,551,647	\$ 6,466,214	\$ 6,003,536
Contributions in Relation to the Actuarially Determined contribution	8,335,170	7,551,647	6,466,214	6,003,536
Contribution Deficiency (Excess)	\$ -	\$ -	\$ -	\$ -
Covered Payroll	\$ 56,427,275	\$ 52,038,413	\$ 44,656,087	\$ 41,924,117
Contributions as a Percentage of Covered Payroll	14.77%	14.51%	14.48%	14.32%

Note: GASB Codification, Vol. 2, P20.146 requires that the data in this schedule be presented as of the governmental entity's respective fiscal years as opposed to the time periods covered by the measurement dates ending December 31 for the respective fiscal years.

Notes to Schedule of Contributions

Valuation Date:	Actuarially determined contribution rates are calculated as of December 31, and become effective in January 13 months later.
<u>Methods and Assumptions Used to Determine Contribution Rates:</u>	
Actuarial Cost Method	Entry Age Normal
Amortization Method	Level Percentage of Payroll, Closed
Remaining Amortization Period	22 Years (longest amortization ladder)
Asset Valuation Method	10 Year smoother maket; 12% soft corridor
Inflation	2.50%
Salary Increases	3.60% to 11.85% including inflation
Investment Rate of Return	6.75%
Retirement Age	Experience-based table of rates that vary by age. Last updated for the 2023 valuation pursuant to an experience study of the period ending 2022.
Mortality	Post-retirement: 2019 Municipal Retirees of Texas Mortality Tables. Male rates are multiplied by 103% and female rates are multiplied by 105%. The rates are projected on a fully generational basis by the most recent Scale MP-2021 (with immediate convergence). Pre-retirement: PUB(10) mortality tables, with the 110% of the Public Safety table used for males and the 100% of the General Employee table used for females. The rates are projected on a fully generational basis by the most recent Scale MP-2021 (with immediate convergence).
Other Information:	There were no benefit changes during the year.

2020	2019	2018	2017	2016	2015
\$ 5,499,792	\$ 5,075,953	\$ 5,094,161	\$ 4,621,389	\$ 4,586,475	\$ 4,351,814
5,499,792	5,075,953	5,094,161	4,621,389	4,586,475	4,351,814
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 40,178,654	\$ 35,397,255	\$ 34,296,282	\$ 31,740,329	\$ 30,399,572	\$ 28,124,170
13.69%	14.34%	14.85%	14.56%	15.09%	15.47%

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EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF CHANGES IN THE TOTAL OPEB LIABILITY AND RELATED RATIOS
AS REPORTED BY THE CITY OF EDINBURG, WHICH INCLUDES THE EEDC
POST RETIREMENT SUPPLEMENTAL DEATH BENEFITS
TEXAS MUNICIPAL RETIREMENT SYSTEM
FOR THE YEAR ENDED SEPTEMBER 30, 2024

	FY 2024 Plan Year 2023	FY 2023 Plan Year 2022	FY 2022 Plan Year 2021	FY 2021 Plan Year 2020
Total OPEB Liability				
Service Cost	\$ 69,614	\$ 125,461	\$ 107,175	\$ 96,425
Interest on the Total OPEB Liability	65,181	44,021	44,760	49,704
Changes of Benefit Terms	-	-	-	-
Difference Between Expected and Actual Experience	(18,907)	33,577	(43,731)	(26,207)
Change of Assumptions	91,504	(911,515)	79,821	331,664
Benefit Payments, Including Refunds of Employee Contributions*	(48,194)	(45,166)	(40,190)	(12,577)
Net Change in Total OPEB Liability	159,198	(753,622)	147,835	439,009
Total OPEB Liability - Beginning	1,598,701	2,352,323	2,204,488	1,765,479
Total OPEB Liability - Ending	<u>\$ 1,757,899</u>	<u>\$ 1,598,701</u>	<u>\$ 2,352,323</u>	<u>\$ 2,204,488</u>
Covered Payroll	\$ 53,549,119	\$ 50,184,488	\$ 44,656,087	\$ 41,924,117
Total OPEB Liability as a Percentage of Covered Payroll	3.28%	3.19%	5.27%	5.26%

*The Supplemental Death Benefit Fund is considered to be an unfunded OPEB plan under GASB 75. Because of this benefit payments are treated as being equal to the employer's yearly contributions for retirees.

Note: GASB Codification, Vol. 2, P52.139 states that the information on this schedule should be determined as of the measurement date of the plan.

As required by GASB 75, this schedule will be built prospectively as the information becomes available until 10 years of information is presented.

FY 2020 Plan Year 2019	FY 2019 Plan Year 2018	FY 2018 Plan Year 2017
\$ 57,450	\$ 63,715	\$ 51,444
53,368	47,160	45,625
-	-	-
(64,335)	29,186	-
314,963	(112,151)	125,031
(11,490)	(10,619)	(10,289)
349,956	17,291	211,811
1,415,523	1,398,232	1,186,421
<u>\$ 1,765,479</u>	<u>\$ 1,415,523</u>	<u>\$ 1,398,232</u>
\$ 38,300,244	\$ 35,397,255	\$ 34,296,282
4.61%	4.00%	4.08%

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF CHANGES IN THE TOTAL OPEB LIABILITY AND RELATED RATIOS
AS REPORTED BY THE CITY OF EDINBURG, WHICH INCLUDES THE EEDC
POST-RETIREMENT MEDICAL PLAN
TEXAS MUNICIPAL RETIREMENT SYSTEM
FOR THE YEAR ENDED SEPTEMBER 30, 2024

	FY 2024 Plan Year 2023	FY 2023 Plan Year 2022	FY 2022 Plan Year 2021	FY 2021 Plan Year 2020
Total OPEB Liability				
Service Cost	\$ 1,396,246	\$ 1,368,317	\$ 2,086,690	\$ 2,023,214
Interest on the Total OPEB Liability	1,268,358	1,174,953	672,095	659,614
Changes of Benefit Terms	-	-	-	-
Difference Between Expected and Actual Experience	373,925	93,316	(1,786,737)	(663,288)
Change of Assumptions	2,580,877	(247,170)	(5,979,817)	173,777
Benefit Payments	(1,076,532)	(935,717)	(874,443)	(812,433)
Net Change in Total OPEB Liability	4,542,874	1,453,699	(5,882,212)	1,380,884
Total OPEB Liability - Beginning	25,179,938	23,726,239	29,608,451	28,227,567
Total OPEB Liability - Ending	<u>\$ 29,722,812</u>	<u>\$ 25,179,938</u>	<u>\$ 23,726,239</u>	<u>\$ 29,608,451</u>
Plan Fiduciary Net Position				
Contributions - Employer	\$ 1,076,532	\$ 935,717	\$ 874,443	\$ 812,433
Contributions - Employee	-	-	-	-
Net Investment Income	-	-	-	-
Benefit Payments	(1,076,532)	(935,717)	(874,443)	(812,433)
Administrative Expense	-	-	-	-
Other	-	-	-	-
Net Change in Plan Fiduciary Net Position	-	-	-	-
Plan Fiduciary Net Position - Beginning	-	-	-	-
Plan Fiduciary Net Position - Ending	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Net OPEB Liability - Ending	\$ 29,722,812	\$ 25,179,938	\$ 23,726,239	\$ 29,608,451
Plan Fiduciary Net Position as a Percentage of the Total OPEB Liability	0.00%	0.00%	0.00%	0.00%
Covered Payroll	\$ 50,685,621	\$ 46,069,139	\$ 43,107,343	\$ 38,052,277
Total OPEB Liability as a Percentage of Covered Payroll	58.64%	54.66%	55.04%	77.81%

Note: GASB Codification, Vol. 2, P52.139 states that the information on this schedule should be determined as of the measurement date of the plan.

As required by GASB 75, this schedule will be built prospectively as the information becomes available until 10 years of information is presented.

FY 2020 Plan Year 2019	FY 2019 Plan Year 2018	FY 2018 Plan Year 2017
\$ 1,500,352	\$ 1,069,819	\$ 1,149,843
654,448	826,562	715,606
-	-	-
1,079,257	56,192	-
2,243,038	3,178,838	(1,041,173)
(700,345)	(762,157)	(607,647)
4,776,750	4,369,254	216,629
23,450,817	19,081,563	18,864,934
<u>\$ 28,227,567</u>	<u>\$ 23,450,817</u>	<u>\$ 19,081,563</u>
\$ 700,345	\$ 762,157	\$ 607,647
-	-	-
-	-	-
(700,345)	(762,157)	(607,647)
-	-	-
-	-	-
-	-	-
<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
\$ 28,227,567	\$ 23,450,817	\$ 19,081,563
0.00%	0.00%	0.00%
\$ 35,377,683	\$ 29,675,741	\$ 29,675,741
79.79%	79.02%	64.30%



Cascos & Associates, PC

Certified Public Accountants
Audit/Accounting/Tax/Consulting

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors of the
Edinburg Economic Development Corporation
Edinburg, Texas

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the governmental activities and each major fund Edinburg Economic Development Corporation (the "EEDC"), as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the EEDC's basic financial statements, and have issued our report thereon dated March 25, 2025.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the EEDC's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the EEDC's internal control. Accordingly, we do not express an opinion on the effectiveness of EEDC's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements, on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or, significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the EEDC's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Cascos & Associates, PC
Brownsville, Texas
March 25, 2025

EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF AUDIT FINDINGS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2024

None.

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EDINBURG ECONOMIC DEVELOPMENT CORPORATION
SCHEDULE OF PRIOR AUDIT FINDINGS
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2024

Finding 2023-001

Public Funds Investment Act (Significant Deficiency)

Criteria and Condition:

Under Public Funds Investment Act (Government Code Chapter 2256) provides public entities in Texas with specific parameters related to the administration of investments. These parameters include a requirement for the entity's governing body to review and approve the entity's investment policy and investment strategies not less than annually, sets forth training requirements for the entity's investment officers, and requires the investment officers to prepare and submit to the governing body an investment report not less than quarterly. We noted EEDC did not have an investment policy in place for the fiscal year ended September 30, 2023. No evidence could be provided to support that investment officers had undergone the required training nor that the required investment reports were provided to the governing body on a quarterly basis.

Current Year Status:

Item was corrected.

Finding 2023-002

Disaster Recovery Plan (Significant Deficiency)

Criteria and Condition:

A disaster recovery plan is critical as it provides a framework for establishing efficient and effective restoration of systems and mitigates the risk of data loss in the event of system disruption or disaster. The EEDC's IT systems are overseen by the City. The City and EEDC do not have a formal disaster recovery plan in place.

Current Year Status:

Item was corrected.

Finding 2023-003

Fiscal Year-End Closing Process (Significant Deficiency)

Criteria and Condition:

The fiscal year-end closing process should be completed within a reasonable time after the end of the fiscal year, ideally no later than 2 months after the end of the entity's fiscal year-end. An auditable trial balance was not provided to us to begin our audit until February 9, 2024, or approximately 4 months after the EEDC's fiscal year end.

Current Year Status:

Item was corrected.



Project Manager Report – February/March 2025

Commercial Development

Commercial Permit Values:

New Commercial Permit Value

February 2025: **\$11,500.00**

- Veggies Fruit Blend & More: 901 S. Raul Longoria, Ste 12 – \$4,500
- Play Avenue: 901 S. Raul Longoria, Ste 9 & 10 – \$7,000

Commercial Additions/Repairs Permit Value

February 2025: **\$37,359,533.00**

Multifamily New/Addition/Remodel Permit Value

February 2025: **\$6,299,200.00**

<u>PERMIT VALUATIONS (\$)</u>	February 2025	February 2024	2025 YTD	2024 YTD
New Homes	\$10,610,065	\$12,673,806	\$22,563,628	\$26,948,606
Residential Alterations	\$ 753,319	\$ 753,759	\$1,431,166	\$1,883,046
Multi-Family	\$ 6,299,200	\$ 2,092,800	\$13,777,300	\$10,226,925
Commercial: New	\$ 11,500	\$ 821,000	\$1,252,010	\$4,841,000
Commercial Alterations	\$ 37,385,753	\$ 2,501,595	\$39,535,941	\$3,071,025
TOTAL	\$ 55,059,837	\$ 18,842,960	\$78,560,045	\$46,970,602

**City of Edinburg Building Permit Report Values*

Current Subdivisions:

- Subdivisions Under Construction: 37
Number of Lots: 1,747
 - Subdivisions Under Construction Review: 46
Number of Lots: 1,331
 - Subdivisions Under Preliminary Review: 71
Number of Lots: 1,932
- Total Subdivisions: 165
 - Total Rooftops: 9,963
 - Total Lots: 5,825

**City of Edinburg Engineering Department, [Subdivision Metrics](#) (March 2025).*

Façade and Lot Improvement Program (FLIP)

- Staff launched the FLIP application on March 17, 2025, and the application period will remain open until April 18, 2025.
- We continue to actively promote the program through social media, newsletters, interviews, and direct outreach, including block walking along East University to engage business owners and encourage participation. Additional efforts include collaborating with Edinburg Chamber of Commerce to maximize awareness and applications.

First Round – FLIP

- There are three active projects in the first round of FLIP, all of which are ongoing.
 - **La Cabaña Pollos Asados** – Permit was recently approved, with an estimated project completion within two weeks.
 - **Beverly's Hardware & Vasquez Bridal** – The applicant is finalizing the permitting process. Both businesses, located on East University, are in the final stages of their projects.
- Photo opportunities continue to be scheduled for completed projects.

Liftfund Edinburg

The Edinburg EDC has allocated \$100,000 to this program for Fiscal Year 2024-2025. As of March 24, 2025, the following outcomes have been achieved:

- **Loan Activity:** Three loans have been approved and disbursed, totaling a loan amount of \$131,312.
- **Job Creation:** Nine full-time jobs and 10 part-time jobs will be created.
- **Job Retention:** 31 full-time jobs and five part-time jobs have been retained.

Workforce Development

ECISD Career & Technical Education Advisory Committee Meeting

- **Date:** March 6, 2025
Time: 5:30 – 7:00 PM

I attended the ECISD Career & Technical Education (CTE) Advisory Committee meeting to collaborate with leadership, discuss the future of CTE programs, and explore opportunities for strengthening partnerships. Key Outcomes include:

- **Expansion of CTE Facilities:** ECISD is renovating Barrientes Middle School to accommodate additional CTE courses, increasing classroom capacity by up to 900 students.
- **New CTE Programs for 2025-2026:**
 - Cybersecurity Capstone
 - HVAC
 - Emergency Medical Response
 - Veterinary Sciences
 - Principles of Manufacturing
 - Applied Nutrition & Dietetics
- **Planned Additions for 2026 and Beyond:**
 - Barbering
 - Esthetics
 - Electrical
 - Diesel Mechanics

Additionally, discussions are underway about hosting a career fair with specifically for CTE students, providing them with direct access to industry professionals, potential employers, and hands-on career exploration opportunities.

Bank on Int Program Update: In partnership with UTRGV, the Economic Development 2040 Committee, and Edinburg EDC, this program bridges academic learning with real-world banking experience to build a skilled workforce for the Rio Grande Valley's banking sector.

- An MOU is under review, and once finalized, we will host an MOU signing event with participating banks. This event will serve as a key milestone and provide photo opportunities—more details to come.
- The program is set to launch during UTRGV's Summer III semester (June 9 – August 22), with the signing event taking place beforehand.
- We have already begun accepting applications through UTRGV's Handshake portal and currently have over 28 applicants, with continued outreach to attract more candidates.

Moving Forward College Signing Ceremony: This is an active initiative in partnership with Workforce Solutions to celebrate students with disabilities across the Rio Grande Valley. This inclusive event recognizes their academic achievements and supports their transition to higher education.

- This is the second annual event, scheduled for Thursday, May 1, 2025.
- Planning is actively underway, and we have already met with Workforce Solutions to continue organizing the event.
- More details will be shared soon as logistics are finalized.

Law Enforcement Job Fair: We are partnering with Workforce Solutions to host the 2nd Annual Law Enforcement Job Fair on May 7, 2025, from 9:00 a.m. to 12:00 p.m. at the Edinburg Activity Center. Planning and coordination are already underway.

This event marks the second year it will be hosted in Edinburg. Last year's job fair successfully brought together 43 employers and attracted over 300 job seekers, demonstrating strong regional interest and engagement in law enforcement careers. Save the date flyer attached.



FLIP



GRANT

Receive a grant of up to **\$10K** to enhance your Edinburg business exterior.

OPENS

Monday, March 17, 2025,
at 8:00 AM

CLOSES

Friday, April 18, 2025,
at 5:00 PM

The Edinburg Economic Development Corporation offers grants up to **\$10,000** for small businesses to improve their property exteriors.

Eligibility

Previous FLIP awardees cannot apply.

Businesses must:

- Be within Edinburg City Limits
- Have fewer than 20 employees
- Be operational and locally-owned
- Be current on local property taxes
- Have no outstanding code violations or liens
- Obtain landlord authorization if needed
- Be current on rent, lease, or mortgage payments

Eligible Expenses

Projects enhancing business exteriors, including:

- Outdoor patios
- Façade revitalization
- Architectural detail restoration
- Permanent landscaping
- New doors, windows, or awnings
- Parking lot resurfacing
- Signage repair or replacement
- Roof repairs

Restrictions

- One application per person/business and address
- Home-based businesses and nonprofits are ineligible

Ineligible Expenses

- Improvements to secondary buildings
- Equipment, mechanical, or HVAC systems
- New building construction
- Routine maintenance
- Security systems

Pre-Application Documentation

- Proof of good standing for property payments
- Property ownership documentation or owner consent
- Two pre-improvement site photos
- Two work quotes (one from an Edinburg business)
- W-9 Form



For more information, contact the Edinburg
Economic Development Corporation at:

956-388-8914

FLIP

(APOYO ECONÓMICO)

Recibe ayuda económica de hasta **\$10K** para mejorar el exterior de tu negocio en Edinburg.

APERTURA

Lunes 17 de marzo de 2025,
a las 8:00 AM

CIERRE

Viernes 18 de abril de 2025,
a las 5:00 PM

La Corporación de Desarrollo Económico de Edinburg ofrece apoyo económico de hasta **\$10,000** para que los pequeños negocios mejoren el exterior de sus propiedades.

Elegibilidad

No pueden aplicar quienes hayan recibido fondos del programa FLIP anteriormente.

Los negocios deben cumplir con los siguientes requisitos:

- Estar dentro de los límites de la ciudad de Edinburg
- Tener menos de 20 empleados
- Estar en funcionamiento y ser de propiedad local
- Estar al día con los impuestos locales sobre la propiedad
- No tener violaciones de códigos ni multas pendientes
- Obtener autorización del propietario si es necesario
- Estar al corriente con los pagos de renta, arrendamiento o hipoteca

Gastos Elegibles

Proyectos que mejoren la apariencia exterior del negocio, incluyendo:

- Construcción de patios
- Revitalización de fachadas
- Restauración de detalles arquitectónicos
- Paisajismo fijo
- Instalación de nuevas puertas, ventanas o marquesinas
- Repavimentación de estacionamientos
- Reparación o reemplazo de letreros
- Reparaciones de techo

Restricciones

- Solo se permite una aplicación por persona, negocio y dirección.
- Negocios en el hogar y organizaciones sin fines de lucro no son elegibles.

Gastos No Elegibles

- Mejoras a edificios secundarios
- Equipos, sistemas mecánicos o HVAC
- Construcción de edificios nuevos
- Mantenimiento rutinario
- Sistemas de seguridad

Documentación Previa a la Aplicación

- Comprobante de pagos al corriente de la propiedad
- Documentación de propiedad o consentimiento del dueño
- Dos fotos del sitio antes de la mejora
- Dos cotizaciones del trabajo (una de un negocio en Edinburg)
- Formulario W-9



Para más información, contacta a la Corporación de Desarrollo Económico de Edinburg al

956-388-8914

LAW ENFORCEMENT

Job Fair



SAVE THE DATE



Wednesday,
May 7, 2025



9AM - 12PM



Edinburg Activity Center
123 Mark S. Peña Drive
Edinburg, Tx 78539

Employers, please contact Fernando Trejo for participation details at: 956-638-5745.

EQUAL OPPORTUNITY IS THE LAW

Lower Rio Grande Valley Workforce Development DBA Workforce Solutions is an equal opportunity employer/program and auxiliary aids and services are available upon request to individuals with disabilities. TTY/TDD via RELAY Texas service at 711 or (TDD) 1-800-735-2989/1-800-735-2988 (voice).

Este documento contiene información importante sobre los requisitos, los derechos, las determinaciones y las responsabilidades del acceso a los servicios del sistema de la fuerza laboral. Hay disponibles servicios de idioma, incluida la interpretación y la traducción de documentos, sin ningún costo y a solicitud.



A proud partner of the American Job Center network



MEMORANDUM

To: Raudel Garza, Executive Director, Edinburg EDC
From: Carlos Garza, Project Manager, Edinburg EDC
Date: March 18, 2025
Subject: Industrial Status Report

Projects

The Edinburg EDC Industrial Park active projects.

- RGV CDL (1) – Ribbon Cutting
- RGV CDL (2) – Building Permit
- Nicho Produce – Design (Compliance Due Date Soon)
- BPS Systems – Predevelopment Meeting (Compliance Due Date Soon)
- Kapal Cabinets, Granite & Quartz – 1st Year Submitted Agreement (Compliance Completed)
- CIL Logistics – Design
- Bagley Produce – Closed on Property

Other Projects

The Edinburg EDC is working other projects including:

- Airport Industrial Master Plan:
 - Status: Completed
- LRGVDC Transit Center 1st Floor:
 - Status: March 19th Pre Bid Meeting

Workforce

- 2 companies are currently in the process of workforce training through STC.
- A proposal is in the works to present for their training needs.

Deals

- 39 companies are in various stages of growth, expansion, retention, or attraction in Edinburg, TX

Industries Include:

- Food Manufacturing
- Custom Product Manufacturing
- Fresh Fruit and Vegetable Logistics
- Other technical and trade schools
- Metal Manufacturing
- General Warehousing and Storage
- Building Material and Supplies Dealers
- General Freight Trucking, Local and Long Distance
- All Other Miscellaneous General Purpose Machinery Manufacturing
- Fresh Fruit Wholesale Battery Storage
- Fruit and Vegetable Research Lab
- Software and Technology
- Data Storage

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

www.edinburgedc.com



- Plastics Manufacturer
- PVC Manufacturer
- Airport Hangar Construction
- General Logistics
- Advance Manufacturing

Property Search

- 14 companies are actively searching for properties, including land and buildings, outside of current deals.

General Inquiries

- 7 companies are seeking guidance to facilitate their growth in Edinburg, TX.

Business Retention & Expansion

- 27 companies are on our visit list to assess their growth needs and ensure retention in Edinburg, TX.
- Received email from a BRE business to assist with traffic control

Industries include:

- Manufacturing
- Produce
- Healthcare
- Accommodation and Food Service

RFI From State of Texas

- 3 Requests for Information were submitted to the State of Texas in the industries of Biotech, Chemical Manufacturing, Computer Programming
- 11 RFI's were sent by the state for the month of March

Properties

- Replat of Lot 10 (Lots 1, 2, and 3) – 17.73 Acre Properties Along Republic Drive
- North Industrial Park, Lot 4 – 25 Acres Along Democracy Drive
- 221 N 6th Street
- 610 W Cano Street
- Cano Avenue – East Side of the 610 W Cano Street

Expos, Conferences, and Meeting Attended:

- Site Selectors Guild 2025 – March 13 & 14
 - Met with over 40 Site Selectors
- Presentation to Colimax – Colima, MX – March 24
 - The Edinburg Economic Development Corporation (EEDC) will deliver a 15-minute presentation at the Mexican Consulate in McAllen, TX, on industrial and real estate data relevant to Coppermax, a Colima-based company seeking logistics and storage solutions. Posted on LinkedIn by Francisco Pena.

Edinburg Economic Development Corporation



1.8k

Facebook Page Visits



50k

Facebook Page Reach



138

New Page Likes



14,035

Page Followers

@Edinburgtxedc



2

Profile Visits



839

Impressions



65

Total Followers



3

New Followers

@edinburgedc



101

Accounts Engaged



5,141

Accounts Reached



1,905

Total Followers



35

New Followers

Edinburg Economic Development Corporation (EEDC)



43

Page Views



7,845

Post Impressions



1,470

Total Followers



65

New Followers

Edinburg Economic Development Corporation

raudel@edinburgedc.com

edinburgedc.com

956-388-8914



Edinburg EDC Engagements

Events:

- Financial Management Internship Luncheon
- TSTC-Red Square Dental MOU Signing Ceremony
- LiftFund & SBA Informational Sessions “Funding Opportunities”
- Bank on Int Luncheon
- Courtyard by Marriott Groundbreaking Ceremony
- Municipal Park Turf Fields Ribbon Cutting
- Introduction and Economic Development Meeting Breakfast
- Edinburg State of the City Address

Other Engagements:

- LRGVDC 2025 State of the COG
- Boys & Girls Club of RGV “A Night of Southern Charm”
- ECISD Career & Technical Education Facility Tour
- EDC, UTRGV, Sultanes de Monterrey Tour
- Texas A&M Higher Education Center Tour
- 2025 CoStar Impact Awards Meeting
- Building the Valley: Uniting for RGV Regional Growth Luncheon
- 21st Annual State of Real Estate Forum

Marketing Campaigns:

- **International Billboard Border Campaigns:**
 - Two "Explore Edinburg" billboard border campaigns launched to attract visitors and businesses in Mexico.
 - Autopista Monterrey-Reynosa
 - Anzaldua's International Bridge
- **EDC Newsletter**
 - January 2025
 - February 2025
 - March 2025
- **Media Coverage:**
 - Rio Grande Guardian
 - Interview with Raudel Garza
 - Ref: ICSC Red River, Dallas TX
 - Ref: South Texas International Airport Master Plan
 - Channel 5 KRGV
 - Interview with Raudel Garza
 - Ref: RFP Food Truck Park
 - KURGV Radio Interview
 - Interview with Raudel Garza
 - Ref: FLIP 2.0



- **Sponsorships:**
 - The Edinburg Chamber of Commerce “Fiesta Edinburg”
 - RGV Partnership “ICSC Red River Reception”
 - RGV Partnership “RGV Days at the Capitol”
 - The Challenge-RGV 2025 by the City of Edinburg, UTHealth Houston School of Public Health in Brownsville, and the City of Brownsville.
 - Region One ESC-Dropout Prevention Recovery Program
 - RGV Women’s Chamber of Commerce “Golf Tournament”
 - Suzannah Smiles “SB250” 2025
- **FLIP Photo Ops:**
 - The Carpet House
 - Sun Palace
 - Rivera Educational Consultants
 - 7 Day Outfitters
 - N. McColl Automotive
 - Fabulicious Nutrition
 - Society 204
- **Other Photo Ops:**
 - Fiesta Edinburg Check Presentation

Past Conferences:

- ICSC Red River 2025
 - Dallas, Tx
 - Jan 29-31, 2025
 - Attended by: Marc Moran, Sandra Alaniz, Raudel Garza, Carlos Garza, Leticia Pantoja
- RGV Partnership “Days at the Capitol: One Region, One Voice”
 - Austin, TX
 - February 18-20, 2025
 - Attended by: Richard Gonzales, Raudel Garza, Carlos Garza
- Site Selectors Guild Annual Conference
 - Orlando, FL
 - March 12-14, 2025
 - Attending: Carlos Garza

Upcoming Conferences/Professional Development:

- Team Texas: MRO Americas
 - Atlanta, Ga
 - April 8-10, 2025
 - Attending: Carlos Garza

- TEDC: Basic Economic Development Course
 - Bee Cave, TX
 - June 3-6, 2025



Upcoming Events:

- Launch FLIP 2.0 (March 2025)
- “Moving Forward College Signing Day” for students with disabilities (May 2025)
- Economic Development Week: May 11-17, 2025
- Law Enforcement Job Fair (May 2025)
- Financial Management Internship Program (Summer 2025)
- TEDC Sales Tax Workshop (September 2025)
- Small Business Expo (TBD)

2025

April

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
			TLW Summit & Expo 2025: Mexico City			
6	7	8	9	10	11	12
		Team Texas: MRO Americas, Atlanta GA				
13	14	15	16	17	18 Good Friday	19
	CETD Program: College Station, TX					
20	21	22	23	24	25	26
HAPPY EASTER		Regular Board Meeting				
27	28	29	30			

*National Small Business Day, May 10th

*Economic Development Week, May 11-17th

2025

May

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 "Moving Forward" College Signing Day	2	3
4	5	6	7 Law Enforcement Job Fair	8	9	10
11 Happy Mother's Day	12	13	14	15	16	17
	Team Texas: SELECT USA, Washington DC		21	22	Expo Proveedores de Transporte y Logística 2025 Monterrey, Mx	
18	19	20	ICSC Conference: Las Vegas, NV		23	24
25	26 MEMORIAL DAY	27 Regular Board Meeting	28	29	30	31

Professional Development

Conferences

EDC Events

2025

June

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
TEDC: Basic Economic Development Course, Bee Cave TX						
8	9	10	11	12	13	14
Team Texas: Road Show, Chicago IL						
15	16	17	18	19	20	21
FATHER'S DAY		89TH Legislative Session Round Rock, TX		TEDC Mid-Year Conference, Rockwall TX		
22	23	24	25	26	27	28
Regular Board Meeting						
29	30					

2025

July

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3		5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22 Regular Board Meeting	23	24	25	26
27	28	29	30	31		

TBD Team Texas: Texas Consultant Summit

2025

August

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26 Regular Board Meeting	27	28	29	30
31						

Professional Development

Conferences

2025

September

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1 LABOR DAY	2	3	4	5	6
7	8	9	10	11	12	13
		Team Texas: FABTECH, Chicago IL				
14	15	16	17	18	19	20
	IEDC Annual Conference: Detroit					
21	22	23 Regular Board Meeting	24 YTexas Summit Houston, TX	25	26 TEDC Sales Tax Workshop, Edinburg, TX	27
28	29	30				