

NOTICE OF REGULAR MEETING
MISSION ECONOMIC DEVELOPMENT CORPORATION
JUNE 18, 2025 4:00 PM
CENTER FOR EDUCATION AND ECONOMIC DEVELOPMENT

PRESENT:

Richard Hernandez, President
Deborah L. Cordova, Vice President
Estella Saenz Secretary
Julian Alvarez, Treasurer
Carl Davis
Councilwoman Marissa Gerlach served in the Mayor
position

ABSENT:

Jose G. Vargas

ALSO PRESENT:

Greg Kerr, JGKL LLP
Mark Hanna, Hanna Solutions

STAFF PRESENT:

Belen Guerrero, COO
Judy Vega, Executive Assistant
Joe Salazar, Financial Officer
Stephanie Mendiola, Director of Business
Development
Mike Perez, City Manager
Naxiely Lopez-Puente, Director of Programs &
Strategic Partnerships
Brianna Casares, Marketing Manager
Manuel Rodriguez, Receptionist/Marketing Asst.

1. Call to Order and Establish Quorum

After establishing a quorum of the President Richard Hernandez called the meeting to order at 4:04 PM.

2. Invocation: Vice President Deborah L. Cordova

3. Pledge of Allegiance: Treasurer Julian Alvarez

4. Citizens' Participation: None

5. Approval of Minutes: Regular Meeting of May 21, 2025.

There being no corrections or additions, Carl Davis moved for approval of the meeting minutes of May 21, 2025. Motion was seconded by Treasurer Julian Alvarez and approved 6-0.

6. Deliberation and possible action for acceptance of Unadjusted Financial Statement for May 2025.

Financial Officer Joe Salazar presented and recommended approval of the Unadjusted Financial Statement for May 2025.

President Richard Hernandez asked Mr. Salazar about a loan proceed of \$1,475,000. Mr. Salazar explained that this revenue was received in May and is related to financing for the Shary Golf Course lighting project.

In addition, Mr. Salazar mentioned that the MEDC's sales tax collection for the month of June 2025 increased by 6.25% compared to last years' in June.

There being no corrections or additions, Secretary Estella Saenz moved for approval. Motion was seconded by Vice President Deborah Cordova and approved 6-0.

7. Deliberation and possible action regarding City of Mission Invoice No. 17 in the amount of \$266,963.81.

Financial Officer Joe Salazar presented this item by saying that this invoice is related to the final payment for Posilico Civil Inc., Shary Village Industrial Park Project. Payment will be made from Killam Development funds held in escrow by MEDC. The City of Mission has expensed the costs associated with this work, and this invoice serves as a request for reimbursement.

Vice President Deborah L. Cordova moved for approval of City of Mission Invoice No. 17 in the amount of \$266,963.81. Motion was seconded by Secretary Estella Saenz and approved 6-0.

At **4:18 PM**, President Richard Hernandez called for a motion to enter into closed session.

Carl Davis moved to go into closed session. Motion was seconded by Vice President Deborah L. Cordova and approved 6-0.

**8. Closed Session Pursuant to V.T.C.A. Gov. Code Sec. 551.001
Deliberation and possible action regarding economic development negotiations or prospects (as permitted under Tex. Gov't Code Sec. 551.087), including, but not limited to the following:
Report from CEO as to potential prospect(s):**

- A. Project Crust**
- B. Project Javelina**
- C. Project Tiger**

Deliberation and possible action regarding real property (as permitted under Tex. Gov't Code Sec. 551.072), including, but not limited to the following:

- A. M.E.D.C. Land**
- B. Perkins Lots Update**

Consultation with Attorney and possible action (as permitted under Texas Government Code Section 551.071).

The Mission Economic Development Corporation Board of Directors will reconvene in open session to take any actions necessary.

At **5:00 PM**, President Richard Hernandez announced that the Mission Economic Development Board of Directors were convening in open session.

No action was taken on any of the items discussed in closed session.

9. CEO Report on Economic Development.

In the absence of CEO Tecló J. Garcia, Chief Operating Officer Belen Guerrero shared that MEDC collaborated with the RGV Partnership on the recent Commercial Investment Tour. It was an event that showcased the commercial development that is occurring within the City of Mission. A panel featuring various Mission developers participated and shared their ongoing projects.

In addition, a future Social Fest event was announced. This idea originated from past social media summit conferences hosted by MEDC. MEDC has partnered with Brand Geniuz in the coordination of this event. It is planned to be the biggest social media conference within south Texas to date. Its mission

is to bring the big city social media conference experience from places like Dallas and Houston to the Rio Grande Valley.

On June 13, 2025, Ruby Red Ventures – The Competition took place at CEED. This event was in collaboration with UTRGV, where participants took advantage of the Kauffman FastTrac program. A total of 12 entrepreneurs competed for the top three prizes. The winners were: 1st Place - Consuelo Behavioral Health Services; 2nd Place - Pet Lovers Pet Salon; and 3rd Place was Patisserie by M.

10. President Comments

President Richard Hernandez relinquished his duties to Vice President Deborah L. Cordova to present comments. Vice President Deborah L. Cordova expressed her gratitude to the MEDC board and staff for their work on the various projects aimed at improving the City of Mission and its small business community.

11. Adjournment

Carl Davis moved to adjourn the meeting. Motion was seconded by Secretary Estella Saenz and approved 6-0. The meeting was adjourned at 5:19 PM.

Richard Hernandez, President

ATTEST

Estella Saenz, Secretary