

**NOTICE OF SPECIAL MEETING  
MISSION ECONOMIC DEVELOPMENT CORPORATION  
DECEMBER 10, 2025 4:00 PM  
CENTER FOR EDUCATION AND ECONOMIC DEVELOPMENT**

**PRESENT:**

Richard Hernandez, President  
Deborah Cordova, Vice President  
Estella Saenz, Secretary  
Jose G. Vargas  
Carl Davis  
Mayor Norie Gonzalez Garza

**ABSENT:**

Julian Alvarez, Treasurer

**ALSO PRESENT:**

Gene Vaughan, JGKL LLP  
Mark Hanna, Hanna Solutions  
Juan Diego Academy Choir

**STAFF PRESENT:**

Tecló J. Garcia, Chief Executive Officer  
Belen Guerrero-Aguirre, Chief Operating Officer  
Joe Salazar, Financial Officer  
Judy Vega, Executive Assistant  
Andy Garcia, Co-City Manager  
Stephanie Mendiola, Business Development Director  
Candace Rodriguez, Communications & Public Relations Manager  
Brianna Casares, Programs Director  
Manuel Rodriguez, CEED Receptionist & Marketing Asst.

**1. Call to Order and Establish Quorum**

After establishing a quorum of the Mission Economic Development Corporation Board of Directors, President Richard Hernandez called the meeting to order at 4:03 PM.

**2. Invocation:** Communications & Public Relations Manager Candace Rodriguez welcomed members of the Juan Diego Academy Choir, who performed “God Bless America” and “I Trust In God”.

**3. Pledge of Allegiance:** Secretary Estella Saenz.

**4. Citizen’s Participation:** None.

**5. Approval of Minutes:**

- A. Regular Meeting of October 15, 2025
- B. Special Meeting of October 30, 2025

There being no corrections or additions, Mayor Norie Gonzalez Garza moved for approval of the regular meeting minutes of October 15, 2025. Motion was seconded by Carl Davis and approved 6-0.

There being no corrections or additions, Jose G. Vargas moved for approval of the special meeting minutes of October 30, 2025. Motion was seconded by Carl Davis and approved 6-0.

**6. Deliberation and possible action regarding the selection of a banking institution for Mission Economic Development Corporation's banking services.**

Chief Executive Officer Tecló J. Garcia reported that on October 15, 2026, the Board of Directors authorized him to seek banking proposals for MEDC's banking services. Currently, the City of Mission handles funding requests, but MEDC intends to manage its own disbursements and needs a banking institution. Seven local banks submitted proposals, including Frost Bank, PNC Bank, Freedom Bank, Plains Capital Bank, Texas Regional Bank, Texas National Bank, and Lone Star National Bank. A Selection Committee, which included Mr. Garcia, Board President Richard Hernandez, Financial Officer Joe Salazar, Board member Carl Davis, and Mayor Norie Gonzales Garza evaluated these proposals on December 1, 2025. Mr. Garcia mentioned that the banking services contract is for three years and the Selection Committee meticulously evaluated each proposal, considering factors such as banking fees, interest rates, and customer service based on prior experiences with various banks. Following a thorough assessment, the Selection Committee recommends Lone Star National Bank as the optimal choice for MEDC. CEO Tecló J. Garcia expressed gratitude to all banks that submitted proposals. In addition, Jose G. Vargas acknowledged PNC Bank for their generous grant contributions to MEDC in support of our programs. Mr. Vargas emphasized the importance of maintaining strong relationships with local banks, highlighting not only with PNC but also with Texas National Bank for their partnership with the City of Mission.

Mayor Norie Gonzalez Garza moved to select Lone Star National Bank for MEDC's banking services. Motion was seconded by Carl Davis and approved 5-0. Vice President Deborah L. Cordova abstained from voting.

**7. Deliberation and possible action to authorize CEO to execute a professional services agreement with Auto Charge It for electric vehicle chargers at CEED.**

Mr. Garcia welcomed Chief Operating Officer Belen Guerrero, who announced that MEDC plans to install electric car charging stations for multiple car brands at the CEED property. After reviewing quotes, Ms. Guerrero said that Auto ChargeIt was the best option for the operation, offering complete installation and post-sale service, for \$45,000.

This initiative will not only provide the best CEED co-working experience, but will also enhance the CEED premises. The initiative will also generate revenue for the facility, making these the only universal electric vehicle chargers in Mission. Four stations will be installed between El Pato and the Jitterz Coffee Shop.

Jose G. Vargas moved to authorize CEO to execute a professional services agreement with Auto ChargeIt for electric vehicle chargers at CEED in the amount of \$45,000. Motion was seconded by Carl Davis and approved 6-0.

**8. Deliberation and possible action for acceptance of MEDC Financial Statements & Independent Auditor's Report for Fiscal Year ended September 30, 2024.**

Chief Executive Officer Tecló J. Garcia introduced and welcomed Ricky Longoria and Josh Longwell with BML LLP/CPA Firm, to present the audit report.

Mr. Longwell confirmed that the 2024 audit issued an unmodified opinion. However, he noted that a prior adjustment was necessary for the Shary Business Park project, which although intended for completion in 2023, the project continued into 2024. Consequently, it was incorrectly recorded as a development asset rather than an expended asset. According to GASB 34, costs should remain categorized as “construction in progress” until the asset is completed and conveyed to its owner. Since the project was not completed until fiscal year 2025, it should have been removed from the financial statements then. Capital grants dropped from \$2,298,596 in 2023 to \$927,454 in 2024 due to the EDA grant being fully utilized. Meanwhile, sales tax revenue increased from \$6,504,552 in 2023 to \$6,994,694 in 2024, and the Mission EDC repaid \$7,526,397 in debt obligation within the 2024 fiscal year. In conclusion, the auditors provided a clean audit report with no major concerns.

Vice President Deborah L. Cordova moved to accept MEDC’s Financial Statements & Independent Auditor’s Report for Fiscal Year ended September 30, 2024. Motion was seconded by Secretary Estella Saenz and approved 6-0.

**9. Discussion and possible action for acceptance of Unadjusted Financial Statements for October & November 2025.**

Mayor Norie Gonzalez Garza left the meeting at 5:03 PM.

Financial Officer Joe Salazar presented the Unadjusted Financial Statements for October & November 2025.

There being no corrections or additions, Carl Davis moved for approval of the unadjusted financial statement for October 2025. Motion was seconded by Jose G. Vargas and approved 5-0.

There being no corrections or additions, Vice President Deborah L. Cordova moved for approval of the unadjusted financial statement for November 2025. Motion was seconded by Secretary Estella Saenz and approved 5-0.

**10. Deliberation and possible action to authorize CEO to execute a professional service renewal agreement with Hanna Solutions – Commercial Real Estate.**

Chief Operating Officer Belen Guerrero introduced this item by stating that MEDC staff were pleased with the services that Realtor Mark Hanna of Hanna Solutions provided for MEDC. Mr. Hanna’s professionalism and expertise in the field have made property transactions run smoothly and positively. Ms. Guerrero is recommending that the MEDC Board approve a second year of professional real estate services for MEDC with Hanna Solutions – Commercial Real Estate. The professional services agreement being presented mirrors the one from the prior year.

Carl Davis moved to authorize CEO to execute a professional services renewal agreement with Hanna Solutions – Commercial Real Estate. Motion was seconded by Vice President Deborah L. Cordova and approved 5-0.

At **5:15 PM** President Richard Hernandez announced that the MEDC Board would be convening in closed session.

**11. 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 Superior
- B. Project Market

**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. Project Javelina
- B. 1 Perkins Avenue, Mission, Texas (Mission Original Townsite Lot 5, Block 131)
- C. 801 Perkins Avenue, Mission Texas (Mission Original Townsite Lot 4, Block 131)

**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 **5:43 PM** President Richard Hernandez announced that the MEDC Board was reconvening in open session. Motions are as follows:

Regarding Projects:

- A. Project Superior - Vice President Deborah L. Cordova moved to authorize staff to negotiate a Letter of Intent for a potential incentive as discussed in closed session. Motion was seconded by Secretary Estella Saenz and approved 5-0.
- B. Project Market - Carl Davis moved to authorize staff to negotiate a Letter of Intent for a potential incentive as discussed in closed session. Motion was seconded by Jose G. Vargas and approved 5-0.

Regarding Real Property:

- A. Project Javelina - Jose G. Vargas moved to authorize the CEO to negotiate and execute a real estate contract for the sale of lot 6A as discussed in closed session. Motion was seconded by Secretary Estella Saenz and approved 5-0.
- B. 1 Perkins Avenue, Mission, Texas (Mission Original Townsite Lot 5, Block 131) – No action.
- C. 801 Perkins Avenue, Mission Texas (Mission Original Townsite Lot 4, Block 131) - Carl Davis moved to authorize legal counsel for MEDC to accept the owner's counteroffer for the purchase of this property. Motion was seconded by Jose G. Vargas and approved 5-0.

**12. Deliberation and possible action to approve a relocation services agreement with Sendero Acquisitions, LP.**

Chief Executive Officer Teclo J. Garcia welcomed MEDC legal counsel Gene Vaughan to explain this item. Mr. Vaughan said that this agreement is related to residential property relocation services that must be provided to residents located at the Perkins properties.

After reviewing the agreement provided by Sendero Acquisitions, it is determined that they are the best company for relocation services. Mr. Vaughan recommends approval subject of final legal review.

Subject to final legal review, Carl Davis moved for approval on a relocation services agreement with Sendero Acquisitions LP. Motion was seconded by Jose G. Vargas and approved 5-0.

**13. CEO Report on Economic Development Activity.**

Chief Executive Officer Teclo J. Garcia briefly shared his experience from the annual I-69 Alliance meeting held on December 5, 2025 in Houston. The Alliance includes elected and appointed representatives from various counties within Texas.

Chief Operating Officer Belen Guerrero elaborated on MEDC's 2025 annual report. In addition to briefly reviewing each section, Ms. Guerrero said that a QR code on each page may be scanned for more information on its corresponding section. The report is available both by hard copy and digitally on Mission EDC's website.

**14. President Comments.**

None.

**15. Adjournment.**

Secretary Estella Saenz moved to adjourn the meeting. Motion was seconded by Carl Davis and approved 5-0. The meeting was adjourned at 6:01 PM.

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Richard Hernandez, President

ATTEST:

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Estella Saenz, Secretary