

4. Discussion and Action: FY25-26 Budget

DEVELOPMENT CORPORATION OF MERCEDES
DRAFT BUDGET FY25-26

SOURCES OF CASH	FY 24-25 BUDGET	FY 25-26 DRAFT BUDGET
TAXES		
25-40040 SALES TAX	\$ 2,211,052.24	\$ 2,327,417.60
TOTAL TAXES	<u>\$ 2,211,052.24</u>	<u>\$ 2,327,417.60</u>
MISCELLANEOUS		
25-44020 INTEREST- TXCLASS	\$ 5,000.00	2,000.00
25-44026 INTEREST-L&G CONCRETE		
25-44027 INTEREST-MD INT'L (ORBIT)		
25-44041 LOAN PRINCIPAL PAYMENTS		
25-44097 CARRY OVER FUNDS	\$ 1,017,498.47	100,000.00
TXCLASS	\$ 143,660.98	227,076.00
INTEREST- ELIAS GONZALEZ		
REAL ESTATE SALES		
OTHER INCOME- CITY REIMBURSEMENTS		
OTHER INCOME- CITY PMT MKTG	\$ 24,000.00	\$ -
OTHER INCOME- CITY PMT VTX	\$ 125,000.00	93,749.00
TOTAL MISCELLANEOUS	<u>\$ 1,315,159.45</u>	<u>422,825.00</u>
TOTAL REVENUE	\$ 3,526,211.69	2,750,242.60

DEVELOPMENT CORPORATION OF MERCED
DRAFT BUDGET FY 25-26

USES OF CASH		FY 24-25 BUDGET	FY 25-26 BUDGET
PERSONNEL COSTS			
25-510-1010	SALARIES	\$ 220,500.00	\$ 226,800.00
25-510-1015	AUTOMOBILE ALLOWANCE		*RB
25-510-1100	TMRS CONTRIBUTION	\$ 38,100.60	\$ 38,600.00
25-510-1120	SOCIAL SECURITY	\$ 12,980.40	\$ 13,520.00
25-510-1140	UNEMPLOYMENT COMP	\$ 2,200.00	\$ 2,200.00
25-510-1160	HEALTH/LIFE INSURANCE	\$ 21,460.00	\$ 21,460.00
	VISION		\$432
	DENTAL		\$184.32
25-510-1180	WORKER'S COMP	\$ 430.00	\$ 430.00
25-510-xxxx	CELL PHONE ALLOWANCE	\$ 600.00	\$ 600.00
TOTAL PERSONEL COSTS		\$ 296,271.00	\$ 303,610.00
OTHER SERVICES & CHARGES			
25-510-2020	Audit	\$ 8,000.00	\$ 8,000.00
25-510-2012	Automobile Mileage	\$ 2,000.00	\$ 2,000.00
25-510-2014	Billboards		
25-510-2134	Bld Lease	\$ 24,000.00	\$ 24,000.00
25-510-2340	Chamber	\$ 53,500.00	\$ 53,500.00
	Texas Street Festival		\$15,000
	Dues		\$5,000
	Annual Banquet		\$2,000
	Little Nashville		\$30,000
	Mixers		\$1500

25-510-2011	Contract Labor- Writer	\$	6,000.00	\$	6,000.00
25-510-XXXX	Civic Serve	\$	12,000.00		
25-510-2102	Crime Insurance	\$	700.00	\$	700.00
25-510-2036	Downtown Development	\$	70,000.00	\$	70,000.00
25-510-2165	Electricity	\$	4,700.00	\$	4,700.00
25-510-2142	Janitorial	\$	13,200.00	\$	13,200.00
25-510-2125	Legal	\$	45,000.00	\$	45,000.00
25-510-2021	Loan Fees- EDC	\$	825.00	\$	825.00
25-510-xxxx	Leadership Empowerment Group	\$	12,000.00	\$	12,000.00
25-510-xxxx	Real Estate Closing Costs				
25-510-2010	Marketing & Promotion	\$	45,150.00	\$	48,750.00
	GeoTours		\$3750		
	Social Media		\$5000		
	Loopnet		\$2000		
	GeoFence		\$5000		
	Merchant Campaign		\$6000		
	Murals		\$15,000		
	Influencers		\$10,000		
	Simple Text		\$600		
	Marketing Collateral		\$1,400		
25-510-2095	Meetings	\$	2,600.00	\$	2,600.00
25-510-2130	Membership/Subs	\$	2,000.00	\$	2,000.00
25-510-2133	Miscellaneous	\$	1,500.00	\$	1,500.00
25-510-2080	Office Equipment- Lease	\$	4,500.00	\$	4,500.00
25-510-xxxx	Outlet Mall Oct 2018-Oct 2028	\$	550,000.00	\$	170,000.00
25-510-2320	Professional Fees- Accounting	\$	21,000.00	\$	21,000.00
25-510-xxxx	Project Orchard Grove Apartments	\$	50,000.00	\$	-
25-510-xxxx	Project RGV Livestock Show Park	\$	25,000.00	\$	25,000.00
25-510-2362	Project Rios of Mercedes	\$	51,400.00	\$	51,400.00
25-510-2365	Project VIDA	\$	15,000.00	\$	15,000.00
25-510-xxxx	Project Travel Center			\$	100,000.00
25-510-2335	Projects	\$	1,249,138.05	\$	1,199,931.10

25-510-2144	Receptionist	\$12,000		\$	14,000.00	\$	33,000.00	Inclusive of an additional person + RB
	Health	\$2,000						
25-510-2355	Series 2007- Interest			\$	34,807.50	\$	34,807.50	Pay Off Bond Early in August 2026
25-510-2356	Series 2007- Principle			\$	279,807.50	\$	225,000.00	
25-510-2310	Sponsorships			\$	27,850.00	\$	27,850.00	
	Aurora House March	\$1,100						
	Aurora House Gala	\$2,000						
	Smokin' on the Rio	\$12,500						
	RGV Livestock Show	\$7,000						
	Newpapers in Schools	\$250						
	Birding Classic	\$0						
	RGVLS Fall Fest	\$2,000						
	RGVLS Gala	\$3,000						
25-510-2025	Telephones			\$	5,400.00	\$	5,400.00	
25-510-2150	Travel & Training			\$	48,540.00	\$	52,540.00	
	ICSC Texas	\$15,000						
	ICSC Las Vegas	\$19,000						
	Retail Live!	\$8,540						
	Other							
25-510-xxxx	VTX Note			\$	250,000.08	\$	93,749.00	
25-510-2160	Water Bill			\$	1,700.00	\$	1,700.00	
25-510-2131	Website			\$	7,980.00	\$	7,980.00	
TOTAL OTHER SERVICES & CHARGES				\$	2,927,298.13	\$	2,375,632.60	
MAINTENANCE								
25-510-2520	OFFICE EQUIPMENT			\$	10,000.00	\$	10,000.00	
25-510-2540	MAINTENANCE			\$	57,200.00	\$	57,200.00	
TOTAL MAINTENANCE				\$	67,200.00	\$	67,200.00	
25-510-3050	OFFICE SUPPLIES			\$	2,200.00	\$	2,200.00	
	Adobe Creative Cloud	\$419.88						
TOTAL SUPPLIES				\$	2,200.00	\$	2,200.00	

CAPITAL OUTLAY

25-510-4005 FURNITURE & FIXTURES

\$ 1,600.00 \$ 1,600.00

TOTAL CAPITAL OUTLAY

\$ 1,600.00 \$ 1,600.00

TOTAL 10-DEVELOPMENT CORP. OF MERC

TOTAL EXPENDITURES

\$ 3,294,569.13 \$ 2,750,242.60

FY25-26 Mercedes Marketing Plan

2.0	Marketing					24-25	25-26
ID	Project	Organization	Creative	Location	Time	Cost	Cost
2.1	Publications						
2.1.1	Valley Business Report	City	Tourism	Regional	Annual	\$ 4,800	\$ 5,925
						\$ 4,800	\$ 5,100
2.2	Tradeshows						
2.2.1	ICSC Texas	EDC	Mix Use Development	San Antonio	November	\$ 15,000	\$ 15,000
2.2.2	ICSC Recon	EDC	Mix Use Development	Las Vegas	May	\$ 15,000	\$ 19,000
2.2.3	Retail Live!	EDC	Mix Use Development	Austin		\$ 8,540	\$ 8,540
						\$ 38,540	\$ 42,540
2.3	Online						
2.3.1	mercedeseadc.com	EDC	Organization	Mercedes	Annual	\$ 7,980	\$ 7,980
2.3.2	mercedeschamber.com	Chamber	Organization	Mercedes	Annual	\$ 4,000	\$ 4,000
2.3.3	cityofmercedes.com	City	Organization	Mercedes	Annual	\$ -	\$ -
2.3.4	facebook.com	Chamber/EDC	Social	Mercedes	Annual	\$ -	\$ -
2.3.5	Loopnet/CoStar	EDC	Mix Use Development	Mercedes	Annual	\$ 2,000	\$ 2,000
						\$ 13,980	\$ 13,980
2.4	Collateral						
2.4.1	Market Profile	EDC	Mix Use Development	Mercedes	Annual	\$ -	\$ -
						\$ -	\$ -
2.5	Billboards						
2.5.1	Benchmark	EDC	Tourism	Mercedes	Annual	\$ -	\$ -
2.5.2	Shared Billboard Chamber/DCM	Chamber/EDC	Tourism	Mercedes	Annual	\$ -	\$ -
2.5.3	Chamber	Chamber	Tourism	Mercedes	Annual	\$ -	\$ -
2.5.4	Lone Star Logos	City	Tourism	Mercedes	Annual	\$ 12,825	\$ 12,825
						\$ 12,825	\$ 12,825
2.6	Sponsorships						
2.6.1	Valley Morning Star	EDC	Tourism	Mercedes	October	\$ 250	\$ 250
2.6.2	Smokin on the Rio	EDC	Tourism	Mercedes	February	\$ 12,500	\$ 12,500
	Smokin on the Rio	City	Tourism	Mercedes	February	\$ 12,500	\$ 12,500
2.6.3	RGV Livestock Show	EDC	Tourism	Mercedes	March	\$ 7,000	\$ 7,000
	RGV Livestock Show	City	Tourism	Mercedes	March	\$ -	\$ -
2.6.4	RGV Livestock Show GALA	EDC		Mercedes	December	\$ 3,000	\$ 3,000
2.6.5	RGV Livestock Show Fall Fest	EDC	Tourism	Mercedes	October	\$ 2,000	\$ 2,000
2.6.6	RGV Livestock Show Music Fest	EDC	Tourism	Mercedes	July	\$ -	\$ -
2.6.7	Auora House	EDC	Tourism	Mercedes	December	\$ 2,000	\$ 2,000
2.6.8	Auora House	EDC	Tourism	Mercedes	April	\$ 1,100	\$ 1,100
						\$ 40,350	\$ 40,350
2.7	Memberships						
2.7.1	Chamber	EDC	Tourism/Mixed Use Devel	Mercedes		\$ 5,000	\$ 5,000
2.7.2	Chamber	City	Tourism/Mixed Use Devel	Mercedes		\$ 6,000	\$ 6,000
						\$ 11,000	\$ 11,000
2.8	Television/Radio						
2.8.1	Merchant Campaign	City	Tourism/Investment	Regional	Annually	\$ 2,400	\$ -
	Merchant Campaign	EDC	Tourism/Investment	Regional	Annually	\$ 2,400	\$ 6,000
2.8.2	Spectrum	City	Tourism/Investment	International	Annually	\$ 24,000	\$ 24,000
2.8.3	Advertising in Mexico	City	Tourism/Investment	International	Annually	\$ 13,000	\$ 13,000
						\$ 41,800	\$ 43,000
2.9	Chamber						
2.9.1	Texas Street Festival	City	Tourism	International		\$ 60,000	\$ 60,000
	Texas Street Festival	EDC	Tourism	International		\$ 15,000	\$ 15,000
2.9.2	Little Nashville	EDC	Tourism	Regional		\$ 30,000	\$ 30,000
2.9.3	Marketing Collateral	City	Tourism	International		\$ 5,000	\$ 5,000
2.9.4	Annual Banquet	City		Regional		\$ 2,000	\$ 2,000
	Annual Banquet	EDC				\$ 2,000	\$ 2,000
2.9.5	Christmas Parade	City	Tourism	Regional		\$ 4,000	\$ 4,000
2.9.6	Winter Texas Reception	City	Tourism	National		\$ 3,000	\$ 3,000
2.9.7	Mercedes Leadership	City	Tourism	International		\$ 1,000	\$ 1,000

2.9.8	Movies in the Park	City	Tourism	Mercedes		\$ 4,000	\$ 4,000
2.9.9	Mixers	EDC	Development	Regional		\$ 1,500	\$ 1,500
						\$ 127,500	\$ 127,500
3.0	Direct Marketing						
3.1.1	GeoTours	EDC	Tourism	International	Annually	\$ 3,750	\$ 3,750
3.1.2	GeoFencing	EDC	Tourism	International		\$ 5,000	\$ 5,000
3.1.3	Direct Text	EDC	Tourism/Investment	Regional		\$ -	\$ 600
						\$ 8,750	\$ 9,350
4.0	Social Media						
4.1.1	Writer	EDC	Tourism/Investment	Regional	Annually	\$ 6,000	\$ 6,000
4.1.2	Business Commercials	EDC	Tourism/Investment	International	Annually	\$ -	\$ -
4.1.3	Social Media Advertising	EDC	Tourism/Investment	International	Annually	\$ 5,000	\$ 5,000
4.1.4	Social Media Advertising	City	Tourism/Investment	International	Annually	\$ 5,000	\$ 5,000
4.1.5	Influencers	EDC	Tourism/Investment	International	Annually	\$ 10,000	\$ 10,000
						\$ 26,000	\$ 26,000
5.0	Other						
5.1.1	Murals	EDC	Tourism	International		\$ 15,000	\$ 15,000
						\$ 15,000	\$ 15,000
				TOTAL		\$ 340,545	\$ 346,645
				CITY		\$ 159,525	\$ 158,250
				DCM		\$ 181,020	\$ 189,220

Salaries

FY25-26

<u>Employee</u>	<u>Position</u>	<u>Base Pay</u>	<u>Cost of Living</u>	<u>Education</u>	<u>Longivity</u>	<u>Adj Base Pay</u>
100% Melissa Ramirez	Executive Director	25-510-1010 \$ 107,000.00		\$3,000.00	\$1,400.00	\$ 111,400.00
100% Zefra Mascorro	Administrative Assistant	25-510-1010 \$ 42,800.00		\$2,000.00	\$200.00	\$ 45,000.00
100% Mario Salinas	Marketing Coordinator	25-510-1010 \$ 64,200.00			\$200.00	\$ 64,400.00
Dept. Total		\$ 214,000.00			\$	220,800.00

5.Discussion and Action: Signage Grant Bid

Memo

To: DCM Board of Directors
From: Zefra Mascorro, Administrative Coordinator
CC: File
Date: 7/10//2025
Re: FY25-26 Commercial Signage RFP

As we enter FY25-26 the commercial signage RFP needs to be renewed.

Recommendation: Discussion- Authorize staff to advertise the RFP for 30 days and review responses with Board at the next available meeting.

REQUEST FOR PROPOSALS

**Notice to Bidders
DEVELOPMENT CORPORATION OF MERCEDES
MERCEDES, TEXAS
Commercial Signage**

PUBLIC NOTICE

Notice is hereby given that the Development Corporation of Mercedes is soliciting bids for commercial signage for downtown merchants located on Texas Street in Mercedes, TX.

Specifications, and instructions to Bidders may be obtained via MercedesEDC.com beginning **Thursday, July 17, 2025**. A bid package set will also be available for viewing at Development Corporation of Mercedes at 320 S. Ohio, Mercedes, TX.

Sealed bids will be received by the **Development Corporation of Mercedes**, via **email** until **10AM on Monday, August 18, 2025**, and then opened, read, and taken under advisement. Bids will be for the furnishing of all necessary materials, machinery, equipment, labor, superintendence, and all other services and appurtenances required for the construction of commercial signage and shall include acknowledgement of any addenda submitted, and all other documents included in said bid call. No bids may be withdrawn after the scheduled opening time. Any bids received after scheduled bid opening time will be returned unopened. Said bid shall be marked:

"DCM Commercial Signage"

Should this solicitation fail to contain sufficient information in order for interested firms to obtain a clear understanding of the services required by the DCM, or should it appear that the instructions outlined in the solicitation are not clear or are contradictory, any interested firm may in writing request clarification no later than 1 p.m. on **Friday, August 15, 2025** via email (zmascorro@mercedesedc.com). Written requests from interested firms and written responses by the Development Corporation of Mercedes will be provided to all Applicants.

Development Corporation of Mercedes Issue for BID

Signage improvements must be compatible with the character and architecture of the individual commercial buildings as well as meet City standards with regards to latest construction and design trends. Buildings with significant architectural qualities are strongly encouraged to restore and maintain these features. Improvements for buildings not having such architectural features should still be carefully considered and be seen as an opportunity to substantially enhance the appearance of the buildings and their streetscapes.

1. Eligible Signage Improvements:

- a. Visually appealing and appropriate City-approved signage, including monument signage, pole signage, electronic message boards and other signage as specified in the City's codes;
- b. Lighting which is visually appealing and appropriately illuminates signage, storefront window displays, and recessed areas of a building
- c. Must include appropriate mounting and electrical as required by the City

2. Signage Area

- a. Downtown area as identified by the Development Corporation of Mercedes Board of Directors
- b. The eligible area may expand by formal notice

3. Contractor must include examples of work as well as time frame to complete. A 6ft x 3ft example must be submitted.

6. Discussion and Action: 3rd Street Electricity Bid

Memo

To: DCM Board of Directors
From: Zefra Mascorro, Administrative Coordinator
CC: File
Date: 7/10/2025
Re: FY25-26 3rd Street Electricity RFP

To be able to host larger events and increase the functionality in the Mercedes downtown area RPFs for 3rd Street Electricity Bids are suggested.

Recommendation: Discussion- Authorize staff to advertise the RFP for 30 days and review responses with Board at the next available meeting.

REQUEST FOR PROPOSALS

Notice to Bidders
DEVELOPMENT CORPORATION OF MERCEDES
MERCEDES, TEXAS
3rd Street Electricity

PUBLIC NOTICE

Notice is hereby given that the Development Corporation of Mercedes is soliciting bids for electricity located on Third Steet between Texas Street and Ohio Street.

Specifications, and instructions to Bidders may be obtained via MercedesEDC.com beginning **Thursday, July 17, 2025**. A bid package set will also be available for viewing at Development Corporation of Mercedes at 320 S. Ohio, Mercedes, TX.

Sealed bids will be received by the **Development Corporation of Mercedes**, via **email** until **10AM on Monday, August 18, 2025**, and then opened, read, and taken under advisement. Bids will be for the furnishing of all necessary materials, machinery, equipment, labor, superintendence, and all other services and appurtenances required for the installation of electricity and shall include acknowledgement of any addenda submitted, and all other documents included in said bid call. No bids may be withdrawn after the scheduled opening time. Any bids received after scheduled bid opening time will be returned unopened. Said bid shall be marked:

"3rd Steet Electricity"

Should this solicitation fail to contain sufficient information in order for interested firms to obtain a clear understanding of the services required by the DCM, or should it appear that the instructions outlined in the solicitation are not clear or are contradictory, any interested firm may in writing request clarification no later than 1 p.m. on **Friday, August 15, 2025** via email (zmascorro@mercedesedc.com). Written requests from interested firms and written responses by the Development Corporation of Mercedes will be provided to all Applicants.

Development Corporation of Mercedes Issue for BID

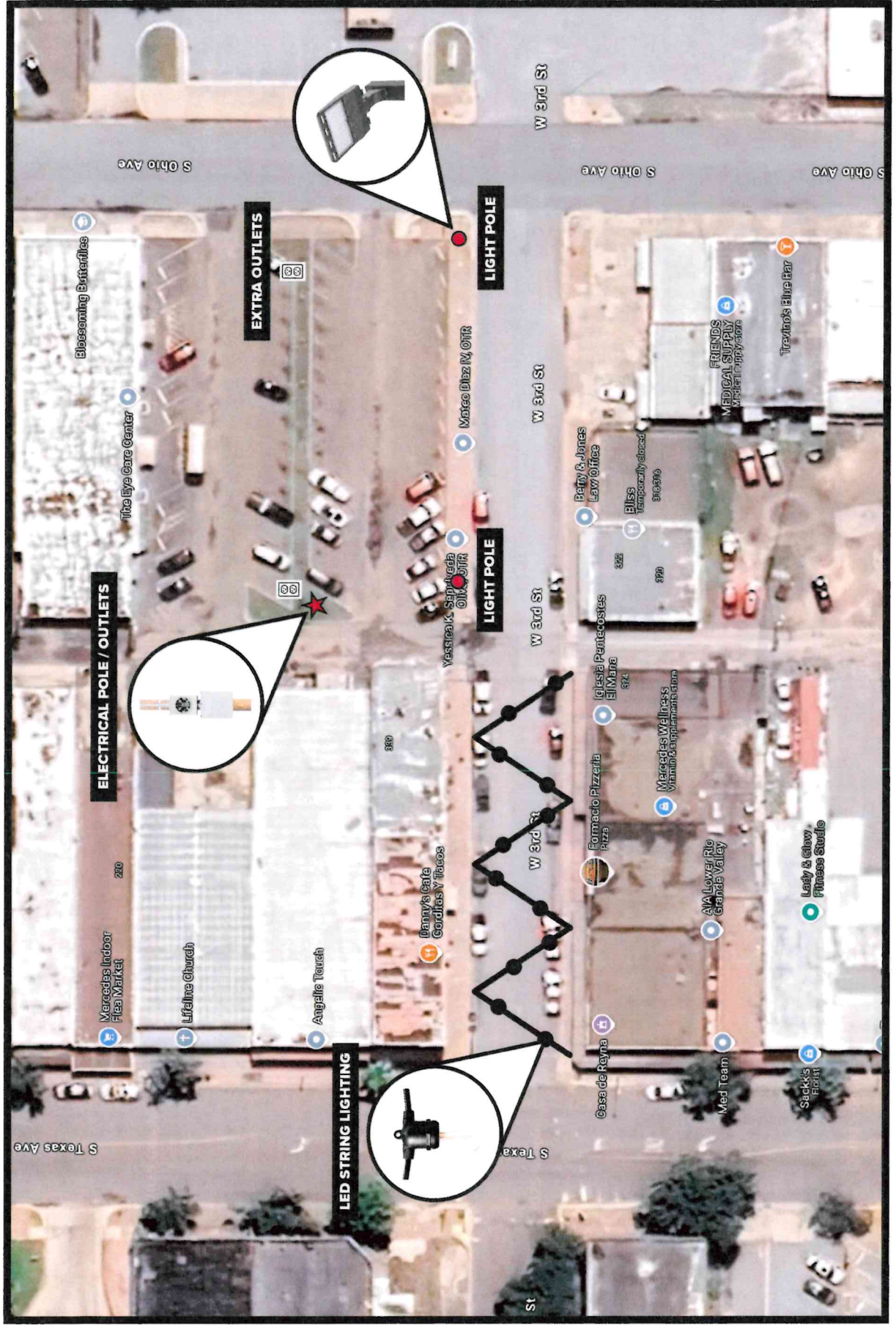
Electrical work must be consistent with City standards with regards to latest construction and design trends. Electrical renovations should be carefully considered and be seen as an opportunity to substantially enhance the functionality of Third Street to host events.

Electrical Renovations include:

1. Installation of 200amp electrical overhead with a new meter inclusive of loop services at the parking lot and electrical outlets
2. Installation of power outlets on the opposite side of the parking lot
3. Installation of one street pole 20 feet tall
4. Installation of 6 commercial grade LED outdoor string lights

See the attached map for more information. All trenching must be paved appropriately.

3RD STREET ELECTRICAL/LIGHTING PROJECT



7. Discussion and Action: Audio Video Solutions Bid

Memo

To: DCM Board of Directors
From: Zefra Mascorro, Administrative Coordinator
CC: File
Date: 7/10//2025
Re: FY25-26 Audio Video Solutions RFP

Due to a need to enhance the Audio Video Solutions and functionality of the Board room, Audio Video Solution RFPs are recommended for FY25-26.

Recommendation: Discussion- Authorize staff to advertise the RFP for 30 days and review responses with Board at the next available meeting.

REQUEST FOR PROPOSALS

Notice to Bidders

DEVELOPMENT CORPORATION OF MERCEDES

MERCEDES, TEXAS

Requests for Proposals to Provide and Install Complete Audio Video Solutions

PUBLIC NOTICE

Notice is hereby given that the Development Corporation of Mercedes is soliciting bids for audio video solutions.

Specifications, and instructions to Bidders may be obtained via MercedesEDC.com beginning **Thursday, July 17, 2025**. A bid package set will also be available for viewing at Development Corporation of Mercedes at 320 S. Ohio, Mercedes, TX.

Sealed bids will be received by the **Development Corporation of Mercedes**, via **email** until **10AM** on **Monday, August 18, 2025**, and then opened, read, and taken under advisement. Bids will be for the furnishing of all necessary materials, machinery, equipment, labor, superintendence, and all other services and appurtenances required for the installation of audio video solutions and shall include acknowledgement of any addenda submitted, and all other documents included in said bid call. No bids may be withdrawn after the scheduled opening time. Any bids received after scheduled bid opening time will be returned unopened. Said bid shall be marked:

"DCM Audio Video Solutions"

Should this solicitation fail to contain sufficient information in order for interested firms to obtain a clear understanding of the services required by the DCM, or should it appear that the instructions outlined in the solicitation are not clear or are contradictory, any interested firm may in writing request clarification no later than 1 p.m. on **Friday, August 15, 2025** via email (zmascorro@mercedesedc.com). Written requests from interested firms and written responses by the Development Corporation of Mercedes will be provided to all Applicants.

Development Corporation of Mercedes Issue for BID

Audio video solutions must be consistent with City standards with regards to latest construction and design trends. Electrical renovations should be carefully considered and be seen as an opportunity to substantially enhance the functionality of DCM Board room.

Audio Video Solutions include:

AV Hardware:

98" and 55" Display with HDMO+USB+ USB-C HDBase T Wall plate
Multiple input switcher and video distribution transmitter and receiver
Wireless device connectivity
Blue-Ray Player
Cable connectivity
Digital Signage media player

AVHardware

Voice tracking processor for PTZ camera includes 2 cameras
Audio conferencing soundbar system with microphone
Cable connectivity

MISC

Equipment Rack for shelving in storage room

Responses must include delivery, installation and care plan.



AISYS Consulting, LLC

1301 E. Hackberry Avenue
McAllen, Texas 78501

Estimate

Phone 956.686.0101

Fax 956.686.0106

joelh@aisysconsulting.com
www.aisysconsulting.com

Date 7/10/2025

Name / Address
City of Mercedes Attn: Melissa Ramirez 320 South Ohio, Mercedes, Texas 78570

Purchasing COOP -TIPS # 230105

Contact	Project Name	Estimate #	Valid Thru	Terms
jcamos@cityofmercedes.com	Conference Room & Lobby	14797	8/9/2025	Net 30
Item	Description	Qty	Unit Cost	Total
AV Hardware	(2) 98" display and 55" display - Newline 98" commercial grade display with mounting equipment - Push button easy to use wall mounted controller to turn monitor on/off, select various inputs and volume control - HDMI + USB + USB-C HDBaseT wall plate - Multiple input switcher and video distribution transmitter and receiver - Wireless device connectivity for guest - Blue-Ray player - Cable connectivity - Digital Signage media player and 1 year software - 55" Newline commercial grade display for lobby	1	13,578.00	13,578.00
AV Hardware	- Voice Tracking processor for PTZ camera includes (2) cameras - Audio Conferencing Soundbar System with microphone array - Cable connectivity	1	7,855.00	7,855.00
Misc	- Equipment rack to equipment into shelving in storage room - 1U power supply - (6) Equipment rack shelves - Wall plate grommets for cable security and installation	1	775.00	775.00
Integration Ser...	Integration Services include: Installation of above equipment and testing	1	2,250.00	2,250.00
Freight In	Actual freight cost may vary from this estimate and will be based upon multiple criteria to be confirmed at time the order is placed. OPTIONAL	1	900.00	900.00
Gold Service	Two Year Partnership of Success Audio Visual Service Care Plan	1	1,300.00	1,300.00
*** **Please Note the valid thru date on the estimate.				

Thank you for the opportunity to earn your business. Should you require additional information, do not hesitate to contact me at 956.686.0101.

Total \$26,658.00

Sincerely,
Joel Hernandez, CTS

AISYS Consulting, LLC is a Certified Audio
Visual Provider through InfoComm International. InfoComm
is the standard in the trade association for the audiovisual
and information communication industries.

Client Signature _____

Date ____/____/____

This document contains confidential information that is property of AISYS Consulting, LLC. Do not copy, redistribute, use for template, to provide a design, use any portion of this document to obtain or provide competitive quotations. Redistribution of any portion of this document or utilize as design for competitive quotations is subject to a minimum \$500 design fee. In addition, AISYS Consulting, LLC reserves the right to charge a minimum \$150.00 for on-site consultation fee.



AISYS Consulting, LLC

1301 E. Hackberry Avenue
McAllen, Texas 78501

Estimate

Phone 956.686.0101

Fax 956.686.0106

joelh@aisysconsulting.com
www.aisysconsulting.com

Date 7/10/2025

Name / Address
City of Mercedes Attn: Melissa Ramirez 320 South Ohio, Mercedes, Texas 78570

Purchasing COOP -TIPS # 230105

Contact	Project Name	Estimate #	Valid Thru	Terms
jcamos@cityofmercedes.com	Conference Room & Lobby	14796	8/9/2025	Net 30
Item	Description	Qty	Unit Cost	Total
AV Hardware	98" display and 55" display <ul style="list-style-type: none">- Newline 98" commercial grade display with mounting equipment- Push button easy to use wall mounted controller to turn monitor on/off, select various inputs and volume control- HDMI + USB + USB-C HDBaseT wall plate- Multiple input switcher and video distribution transmitter and receiver- Wireless device connectivity for guest- Blue-Ray player- Cable connectivity- Digital Signage media player and 1 year software- 55" Newline commercial grade display for lobby	1	9,440.00	9,440.00
AV Hardware	<ul style="list-style-type: none">- Voice Tracking processor for PTZ camera includes (2) cameras- Audio Conferencing Soundbar System with microphone array- Cable connectivity	1	7,855.00	7,855.00
Misc	<ul style="list-style-type: none">- Equipment rack to equipment into shelving in storage room- 1U power supply- (6) Equipment rack shelves- Wall plate grommets for cable security and installation	1	775.00	775.00
Integration Ser...	Integration Services include: Installation of above equipment and testing	1	2,250.00	2,250.00
Freight In	Actual freight cost may vary from this estimate and will be based upon multiple criteria to be confirmed at time the order is placed. OPTIONAL	1	778.00	778.00
Gold Service	Two Year Partnership of Success Audio Visual Service Care Plan	1	1,300.00	1,300.00
*** **Please Note the valid thru date on the estimate.				

Thank you for the opportunity to earn your business. Should you require additional information, do not hesitate to contact me at 956.686.0101.

Total \$22,398.00

Sincerely,
Joel Hernandez, CTS

AISYS Consulting, LLC is a Certified Audio
Visual Provider through InfoComm International. InfoComm
is the standard in the trade association for the audiovisual
and information communication industries.

Client Signature _____

Date ____/____/____

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8. Discussion and Action: Texas Street Fest Influencer

Memo

To: DCM Board of Directors
From: Mario A. Salinas, Marketing Specialist
CC: File
Date: 7/9/2025
Re: Texas Street Festival Influencer

The Texas Street Festival is once again seeking support in promoting the event through social media. Details regarding the cost to hire an influencer are provided below.

- **RGV Taste (Ivanna Anirak) - \$2000 (1 Event / 4 Videos**
- **Event videos posted/promoted to various social media channels**
- **Event: Texas Street Festival (4 Videos)**
- **Pre-Event / Food Recap / Things To Do / Full Event Recap**
- <https://www.tiktok.com/@rgvtaste?lang=en> – 75K Followers
- <https://www.instagram.com/rgvtaste/?hl=en> – 30K Followers
- <https://www.facebook.com/RGVTaste/> - 3.6K Followers

Recommendation: Approve

9. Discussion and Action: Tabled Items-ReSimplify

10. Executive Session: Section 551.087: Economic development negotiations with Project M30, Project M. Rivera, Project HBM, Project PE, Project Petro, Project More, Project ZIWA, Project Gomez, Project American Legion, Project J. San Miguel, Project Renata Ledesma, Project Stay, Project Kamel, Project ASHTI, Project Arts, Project QSR, Project 150, Project M2, Project Cruz, Project Bert Ogden, Project RGVLS, Project G. Schwarz, Project Coffee, Project Carwash, Project Rios and Project UT, and Section 551.071: pending legal issues, delinquent loans and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.

11. Discussion and Action: item #10

12. Adjournment