

**Development Corporation of Mercedes, Inc.**  
**REGULAR CALLED MEETING**  
**June 17, 2026 at 11:30AM**  
**320 S. Ohio**

**Development Corporation of Mercedes, Inc.**

**Agenda**

**June 17, 2026 at 11:30AM**

**320 S Ohio**

NOTICE, is hereby given that the Development Corporation of Mercedes, Inc. will be holding a **Regular Called Meeting** on **Wednesday, June 17, 2026 at 11:30AM** at the **Development Corporation of Mercedes** at **320 South Ohio** for the purpose of considering and taking formal action regarding the following items:

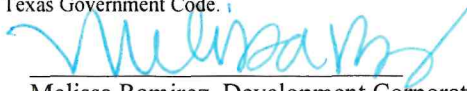
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1. Call meeting to order
2. Discussion and Action: April 30, 2026, May 27, 2026 & May 28, 2026 Minutes
3. Discussion and Action: May 2026 Financials
4. Discussion and Action: Texas Class Quarterly Report
5. Discussion and Action: Series 2007 Bond Payoff
6. Discussion: FY26-27 Draft Budget
7. Discussion and Action: FY26-27 Marketing Budget
8. Discussion and Action: 17.33 Acre Pricing
9. Discussion and Action: Texas National Bank Interest Buy Down Program-Framework
10. Discussion and Action: Sheer Skin Spa Signage Removal Cost
11. Discussion and Action: KRGV Take 5 Program
12. Discussion and Action: Tabled Items- Election of Officers
13. Executive Session: Section 551.087: Economic development negotiations with Project A. Gonzalez, Project R. Lozano, Project N. Dosser, Project R30, Project Blue, Project J. San Miguel, Project A. Rosas, Project OG, Project Travel Center, Project Anchor, Project American Legion, Project Hinojosa, Project Trevino, Project Sanchez, Project Bert Ogden, Project Kamel, Project M30, Project Food, Project M. Rivera, Project PE, Project Petro, Project More, Project ZIWA, Project Gomez, Project Stay, Project ASHTI, Project Arts, Project QSR, Project 150, Project M2, Project Cruz, Project RGVLS, Project G. Schwarz, Project Coffee, Project Carwash, Project Rios and Project UT, Section 551.074: Personnel Issues and Section 551.071: pending legal issues, delinquent loans: MD International, Roy G. Gomez and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.
14. Discussion and Action: Appoint substitute trustee on deed of trust, Raquel Lopez and Gilbert Gomez
15. Discussion and Action: Item #13
16. Adjournment

The Board of Directors reserves the right to go into Executive Session at any time during the meeting to consult with its attorney in accordance with Section 551.071; deliberate the purchase or sale of real property in accordance with Section 551.072; deliberate personnel matters in accordance with Section 551.074; and/or deliberate economic development negotiations in accordance with Section 551.087. This notice is given in accordance with Vernon's Texas Code Annotated, Texas Government Code, Section 551.001 et. seq.

I hereby certify this Notice of a Meeting of the Development Corporation of Mercedes was posted in accordance with the Open Meetings Act on the outside bulletin board at City Hall of the City of Mercedes, located at 400 S Ohio, visible and accessible to the general public during and after working hours. This notice was posted on the 11<sup>th</sup> day of June 2026 at 10:00AM and will remain so posted continuously for at least 3 business days preceding the scheduled time of this meeting in accordance with Chapter 551 of the Texas Government Code.

ATTEST:



Melissa Ramirez, Development Corporation of Mercedes

# **1. Call meeting to order**

**2. Discussion and Action: April 30, 2026 Minutes, May 27, 2026 Minutes & May 28, 2026 Minutes**

**Development Corporation of Mercedes, Inc.  
& City of Mercedes  
Special Called Joint Meeting  
Thursday, April 30, 2026 6:00PM**

**Board Members Present:**

Marcos Garcia – President  
Joe Flores- Vice- President  
Lou Huerta – Secretary  
Peggy Marie Chavez- Treasurer  
Fred Gonzalez- Member  
Roel Villanueva – Member

**Board Member Absent:**

Tony Garza- Member

**EDC Staff Present:**

Melissa Ramirez – Executive Director  
Zefra Mascorro – Administrative Coordinator  
Mark Sossi - DCM Attorney

**EDC Staff Absent:**

Mario Salinas – Marketing Specialist

**City Staff Present:**

Jonas Gonzalez- Assistant City Manager

**City Staff Absent:**

Alberto Perez-City Manager

**City Members Present:**

Oscar D. Montoya Sr.- Mayor  
Dr. Ruben J. Saldana- Mayor Pro-Tem  
Joe Martinez- Commissioner  
Armando Garcia- Commissioner  
Joselynn Castillo- City Secretary

**City Members Absent:**

Martie Garcia-Vela- City Attorney

Jacob Howell-Commissioner

**1. Call Meeting to order**

Oscar D. Montoya Sr., City of Mercedes Mayor called the meeting to order at 6:01PM

Marcos Garcia, DCM Board President called the meeting to order at 6:02PM

**2. Establish Quorum**

3 members of the City Commission and 5 members of the Development Corporation of Mercedes were present, which constitutes a quorum.

**3. Invocation**

Roel Villanueva, DCM Board Member said the invocation.

**4. Pledge of Allegiance**

Joe Flores, DCM Board Vice-President led in the pledge of allegiance.

**5. Discussion and Action: Open Forum**

- No one signed up for open forum

*Jonas Gonzalez, Assistant City Manager entered Open Session at 6:04PM*

*Joselynn Castillo, City of Mercedes Secretary exited Open Session at 6:04PM*

Oscar D. Montoya Sr., City of Mercedes Mayor called the meeting into Executive Session at 6:04PM

Armando Garcia, City of Mercedes Commissioner moved to call the meeting into Executive Session. Seconded by Dr. Ruben Saldana, City of Mercedes Mayor Pro-Tem. All voted aye.

Marcos Garcia, DCM Board President called the meeting into Executive Session at 6:05PM

**6. Executive Session: Section 551.087: Economic development negotiations with Project A. Rosas, Project Blue, Project A. Gonzalez, Project J. San Miguel, Project UT, Project Anchor, Project OG, Project Travel Center, Project America Legion, Project Hinojosa, Project Trevino, Project Sanchez, Project Bert Ogden, Project Kamel, Project M30, Project Food, Project M. Rivera, Project PE, Project Petro, Project More, Project ZIWA, Project Gomez, Project Stay, Project ASHTI, Project Arts, Project QSR, Project 150, Project M2, Project Cruz, Project RGVLS, Project G. Schwarz, Project Coffee, Project Carwash, and Project Rios and Section 551.072: Acquisition and Sale of Real Estate-**

**BIXBY S735.5'-W862.43' IRR TR -S OF HWY 83 LOT 5 & AN IRR TR E202.58'-S665.51' LOT 6 17.338 AC GR 17.118 AC NET and Section 551.071: pending legal issues, and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.**

*Joe Martinez, City of Mercedes Commissioner entered Executive Session at 6:29PM*

**7. Discussion and Action: item 6**

No Action

**11. Adjournment: 7:17PM**

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Marcos Garcia, President

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Joe Flores, Jr., Vice-President

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Lou Huerta, Secretary

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Peggy Marie Chavez, Treasurer

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Fred Gonzalez, Member

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Roel Villanueva, Member

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Tony Garza, Member

**Development Corporation of Mercedes, Inc.**  
**Special Called Meeting**  
**Wednesday, May 27, 2026 11:30AM**

**Board Members Present:**

Lou Huerta – Secretary  
Peggy Marie Chavez- Treasurer  
Fred Gonzalez- Member  
Roel Villanueva – Member  
Tony Garza- Member

**Board Member Absent:**

Marcos Garcia – President  
Joe Flores- Vice- President

**EDC Staff Present:**

Melissa Ramirez – Executive Director  
Zefra Mascorro – Administrative Coordinator  
Mario Salinas – Marketing Specialist  
Mark Sossi - DCM Attorney

**City Staff Present:**

Jonas Gonzalez- Assistant City Manager  
Armando Villela- Parks & Recs Director

**Others Present:**

Rudy Salinas-SAS CPA  
Daniela Zuniga-Angels of Love  
Gregory Thornburn- Project OG- Virtually

**1. Call Meeting to order**

Lou Huerta called the meeting to order at 11:32AM

**2. Discussion and Action: April 15, 2026 Minutes**

Roel Villanueva moved to approve the April 15, 2026 minutes as presented. Seconded by Peggy Marie Chavez. All voted aye.

**3. Discussion and Action: April 2026 Financials**

Tony Garza moved to approve the April 2026 Financials as presented. Seconded by Peggy Marie Chavez. All voted aye.

**4. Discussion and Action: Angels of Love Sponsorship**

Fred Gonzalez moved to approve a \$500.00 sponsorship for the Angels of Love Summer Youth Program 2026. Seconded by Roel Villanueva. All voted aye.

*Mario Salinas, Marketing Specialist exited Open Session at 11:50AM*

*Mario Salinas, Marketing Specialist entered Open Session at 11:53PM*

**5. Discussion and Action: Texas National Bank Interest Buy Down Program**

Tony Garza moved to approve allocating \$45,000 for the summer Texas National Bank Interest Buy Down Program. Seconded by Fred Gonzalez. All voted aye.

**6. Discussion and Action: Marketing-Boots**

Fred Gonzalez moved to approve Marketing-Boots on a case-by-case basis. Seconded by Tony Garza. All voted aye.

**7. Discussion and Action: Mural**

Roel Villanueva moved to approve the 1<sup>st</sup> rendering of the Mural with a light pink background inclusive of a red heart concha. Seconded by Fred Gonzalez. All voted aye.

**8. Discussion and Action: 4<sup>th</sup> of July Event Sponsorship**

Tony moved to cost share the 4<sup>th</sup> of July Event Sponsorship for up to \$16,000.00. Seconded by Fred Gonzalez. Lou Huerta, Peggy Marie Chavez, Fred Gonzalez, Tony Garza voted aye. Roel Villanueva abstained from voting. Motion Passes.

**9. Discussion and Action: Tabled Items- Election of Officers**

No Action

*Fred Gonzalez, Board member exited Open Session at 12:10PM*

*Fred Gonzalez, Board member entered Open Session at 12:12PM*

**10. Executive Session: Section 551.087: Economic development negotiations with Project A. Gonzalez, Project R. Lozano, Project N. Dossier, Project R30, Project Blue, Project J. San Miguel, Project A. Rosas, Project OG, Project Travel Center, Project Anchor, Project**

**American Legion, Project Hinojosa, Project Trevino, Project Sanchez, Project Bert Ogden, Project Kamel, Project M30, Project Food, Project M. Rivera, Project PE, Project Petro, Project More, Project ZIWA, Project Gomez, Project Stay, Project ASHTI, Project Arts, Project QSR, Project 150, Project M2, Project Cruz, Project RGVLS, Project G. Schwarz, Project Coffee, Project Carwash, Project Rios and Project UT, Section 551.072: Acquisition and Sale of Real Estate- BIXBY S735.5'-W862.43' IRR TR -S OF HWY 83 LOT 5 & AN IRR TR E202.58'-S665.51' LOT 6 17.338 AC GR 17.118 AC NET and MERCEDES LIGH INDUSTRIAL PARK PH 1 LOT 8 BLK 1 and Section 551.071: pending legal issues, delinquent loans: MD International and on any regular agenda item requiring confidential, attorney-client advice necessitated by the deliberation or discussion of said item as needed.**

*The Board went into Executive Session at 12:13PM*

*The Board went into Open Session at 1:21PM*

**9. Discussion and Action: item 8**

Tony Garza moved to deny Project R. Lozano. Seconded by Roel Villanueva. All voted aye.

Tony Garza moved to proceed with Project OG and approve an incentive of up to \$500,000.00 at C.O. Seconded by Fred Gonzalez. All voted aye.

Tony Garza moved to proceed with real estate appraisal of BIXBY S735.5'-W862.43' IRR TR-S OF HWY 83 LOT 5 & An IRR TR E202.58'-S665.51' LOT 6 17.338 AC GR 17.118 A NET at a total cost of up to \$2,200.00. Seconded by Fred Gonzalez. All voted aye.

**10. Adjournment: 1:22PM**

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Marcos Garcia, President

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Joe Flores, Jr., Vice-President

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Lou Huerta, Secretary

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Peggy Marie Chavez, Treasurer

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Fred Gonzalez, Member

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Roel Villanueva, Member

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Tony Garza, Member

**Development Corporation of Mercedes, Inc.  
& City of Mercedes  
Special Called Joint Meeting  
Thursday, May 28, 2026 6:00PM**

**Board Members Present:**

Marcos Garcia – President  
Lou Huerta – Secretary  
Peggy Marie Chavez- Treasurer  
Roel Villanueva – Member

**Board Member Absent:**

Joe Flores- Vice- President  
Tony Garza- Member  
Fred Gonzalez- Member

**EDC Staff Present:**

Melissa Ramirez – Executive Director  
Zefra Mascorro – Administrative Coordinator  
Mark Sossi - DCM Attorney

**EDC Staff Absent:**

Mario Salinas – Marketing Specialist

**City Staff Present:**

Jonas Gonzalez- Assistant City Manager

**City Staff Absent:**

Alberto Perez- City Manager

**City Members Present:**

Oscar D. Montoya Sr.- Mayor  
Dr. Ruben J. Saldana- Mayor Pro-Tem  
Joe Martinez- Commissioner  
Armando Garcia- Commissioner  
Rolando Garcia- Commissioner  
Joselynn Castillo- City Secretary

**City Members Absent:**

Martie Garcia-Vela- City Attorney

**1. Call Meeting to order**

Oscar D. Montoya Sr., City of Mercedes Mayor called the meeting to order at 6:19PM

Marcos Garcia, DCM Board President called the meeting to order at 6:19PM

**2. Establish Quorum**

4 members of the City Commission and 4 members of the Development Corporation of Mercedes were present, which constitutes a quorum.

**3. Invocation**

Roel Villanueva, Board Member said the invocation.

**4. Pledge of Allegiance**

Lou Huerta, Secretary led in the pledge of allegiance.

**5. Discussion and Action: Open Forum**

- No one signed up for open forum

6. Discussion and Action: FY26-27 Marketing Budget

No Action

Oscar D. Montoya Sr., City of Mercedes Mayor called the meeting into Executive Session at 6:38PM

Armando Garcia, City of Mercedes Commissioner moved to call the meeting into Executive Session. Seconded by Dr. Ruben Saldana, City of Mercedes Mayor Pro-Tem. All voted aye.

*Joselynn Castillo, City of Mercedes Secretary exited Open Session at 6:39PM*

Marcos Garcia, DCM Board President called the meeting into Executive Session at 6:39PM

**7. Executive Session: Section 551.087: Economic development negotiations with Project A. Gonzalez, Project R. Lozano, Project N. Dosser, Project R30, Project Blue, Project J. San Miguel, Project A. Rosas, Project OG, Project Travel Center, Project Anchor, Project America Legion, Project Hinojosa, Project Trevino, Project Sanchez, Project Bert Ogden, Project Kamel, Project M30, Project Food, Project M. Rivera, Project PE, Project Petro, Project More, Project ZIWA, Project Gomez, Project Stay, Project ASHTI, Project Arts, Project QSR, Project 150, Project M2, Project Cruz, Project RGVLS, Project G. Schwarz,**

**Project Coffee, Project Carwash, Project Rios and Project UT, Section 551.072:  
Acquisition and Sale of Real Estate- BIXBY S735.5'-W862.43' IRR TR -S OF HWY 83  
LOT 5 & AN IRR TR E202.58'-S665.51' LOT 6 17.338 AC GR 17.118 AC NET and  
MERCEDES LIGHT INDUSTRIAL PARK PH 1 Lot 8 BLK 1 and Section 551.071:  
pending legal issues, and on any regular agenda item requiring confidential, attorney-client  
advice necessitated by the deliberation or discussion of said item as needed.**

*Joe Martinez, City of Mercedes Commissioner entered Executive Session at 7:24PM*

**8. Discussion and Action: item 7**

No Action

**9. Adjournment: 7:24PM**

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Marcos Garcia, President

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Joe Flores, Jr., Vice-President

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Lou Huerta, Secretary

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Peggy Marie Chavez, Treasurer

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Fred Gonzalez, Member

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Roel Villanueva, Member

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Tony Garza, Member