Development Corporation of Mercedes, Inc.
Regular Called Meeting
Wednesday, June 17, 2026 11:30AM

Board Members Present:
Marcos Garcia – President
Joe Flores- Vice- President
Lou Huerta – Secretary
Peggy Marie Chavez- Treasurer
Roel Villanueva – Member

Board Member Absent:
Fred Gonzalez- Member
Tony Garza- Member

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

City Staff Present:
Alberto Perez- City Manager

Others Present:
Rudy Salinas-SAS CPA

1. Call Meeting to order
Marcos Garcia called the meeting to order at 11:32AM

2. Discussion and Action: April 30, 2026 Minutes, May 27, 2026 Minutes & May 28, 2026 Minutes
Roel Villanueva moved to approve the April 30, 2026 minutes, May 27, 2026 minutes and May 28, 2026 minutes as presented. Seconded by Lou Huerta. All voted aye.

Joe Flores, Board Vice-President entered Open Session at 11:33AM

Mario Salinas, Marketing Specialist entered Open Session at 11:33AM

3. Discussion and Action: May 2026 Financials
Roel Villanueva moved to approve the May 2026 Financials as presented. Seconded by Lou Huerta. All voted aye.

Alberto Perez, City Manager exited Open Session at 11:35AM

4. Discussion and Action: Texas Class Quarterly Report
Roel Villanueva moved to approve the Texas Class Quarterly Report. Seconded by Joe Flores. All voted aye.

Alberto Perez, City Manager entered Open Session at 11:37AM

5. Discussion and Action: Series 2007 Bond Payoff
Joe Flores moved to approve the Series 2007 Bond Payoff at total cost of $528,872.50. Seconded by Lou Huerta. All voted aye.

6. Discussion: FY26-27 Draft Budget
No Action

7. Discussion and Action: FY26-27 Marketing Budget
Joe Flores moved to approve the FY26-27 Marketing Budget. Seconded by Lou Huerta. All voted aye.

8. Discussion and Action: 17.33 Acre Pricing
Joe Flores moved to market the 17.33 acres on LoopNet at appraised price of $3,080,000.00. Seconded by Lou Huerta. All voted aye.

9. Discussion and Action: Texas National Bank Interest Buy Down Program-Framework
Roel Villanueva moved to approve the Texas National Bank Interest Buy Down Program-Framework. Seconded by Joe Flores. All voted aye.

10. Discussion and Action: Sheer Skin Spa Signage Removal Cost
Joe Flores moved to approve Sheer Skin Spa Signage Removal at a maximum cost of $450.00 subject to a waiver of liability. Seconded by Lou Huerta. All voted aye.

11. Discussion and Acton: KRGV Take 5 Program
Roel Villanueva moved to approve the expenditure of $1,575.00 for the Mercedes marketing Campaign with KRGV Take 5 and reassess costs next month. Seconded by Peggy Marie Chavez. All voted aye.

12. Discussion and Action: Tabled Items- Election of Officers
No Action

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.

The Board went into Executive Session at 12:13PM

Mario Salinas, Marketing Specialist exited Executive Session at 12:13PM

Mario Salinas, Marketing Specialist entered Executive Session at 12:15PM

Zefra Mascorro, Administrative Coordinator exited Executive Session at 1:00PM

Mario Salinas, Marketing Specialist exited Executive Session at 1:00PM

Peggy Marie Chavez, Board Treasurer exited Executive Session at 1:19PM

Peggy Marie Chavez, Board Treasurer entered Executive Session at 1:24PM

Zefra Mascorro, Administrative Coordinator entered Executive Session at 1:38PM

Mario Salinas, Marketing Specialist entered Executive Session at 1:38PM

The Board went into Open Session at 1:38PM

14. Discussion and Action: Appoint substitute trustee on deed of trust, Raquel Lopez and Gilbert Gomez
No Action

15. Discussion and Action: Item #13

No Action

16. Adjournment: 1:39PM

Marcos Garcia, President

Joe Flores, Jr., Vice-President

Lou Huerta, Secretary

Peggy Marie Chavez, Treasurer

Fred Gonzalez, Member

Roel Villanueva, Member

Tony Garza, Member