Development Corporation of Mercedes, Inc.
Regular Called Meeting
Wednesday, August 19, 2026 11:30AM

Board Members Present:
Marcos Garcia – President
Joe Flores- Vice- President
Lou Huerta – Secretary
Fred Gonzalez- Member
Roel Villanueva – Member
Tony Garza- Member

Board Member Absent:
Peggy Marie Chavez- Treasurer

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

Others Present:
Marc Salinas-SAS CPA

1. Call Meeting to order
Marcos Garcia called the meeting to order at 11:36AM

2. Discussion and Action: July 15, 2026 Minutes
Joe Flores moved to approve the July 15, 2026 minutes as presented. Seconded by Lou Huerta. All voted aye.

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

4. Discussion and Action: DCM Investment Policy
Joe Flores moved to approve the DCM Investment Policy. Seconded by Roel Villanueva. All voted aye.

5. Discussion and Action: DCM Goals and Vision
Fred Gonzalez moved to approve the DCM Goals and Vision document with revisions as discussed. Seconded by Joe Flores. All voted aye.

6. Discussion and Action: FY26-27 IRP Budget
Fred Gonzalez moved to approve the IRP USDA Budget as presented. Seconded by Tony Garza. All voted aye.

7. Discussion and Action: DCM Lease
Roel Villanueva moved to approve the DCM Lease with the Mercedes Area Chamber of Commerce. Seconded by Lou Huerta. Fred Gonzalez abstained from voting, Marcos Garcia, Joe Flores, and Tony Garza voted aye. Motion Passes.

8. Discussion and Action: FY25-26 Budget Amendment #2
Roel Villanueva moved to approve FY24-25 Budget Amendment #2. Seconded by Fred Gonzalez. All voted aye.

9. Discussion and Action: FY26-27 Commercial Signage RFP
Roel Villanueva moved to approve the Commercial Signage RFP as presented. Seconded by Lou Huerta. All voted aye.

Jonas Gonzalez, Assistant City Manager exited Open Session at 12:01PM

Jonas Gonzalez, Assistant City Manager entered Open Session at 12:03PM

10. Discussion and Action: Retail Live! South Central 2026
Joe Flores moved to approve Peggy Chavez and Roel Villanueva attending Retail Live! South Central 2026 in Austin on September 2, 2026. Seconded by Lou Huerta. All voted aye.

11. Discussion and Action: FY25-26 Texas Street Festival Influencer Contract
Tony Garza moved to approve hiring Ivanna Mendoza as the FY25-26 Texas Street Festival Influencer for a total cost of $2,200. Seconded by Joe Flores. Fred Gonzalez abstained from voting. Marcos Garcia, Lou Huerta, and Roel Villanueva voted aye. Motion Passes.

12. Discussion and Action: Texas Class Transfer
Tony Garza moved to approve the Texas Class Transfer of $800,000.00 from the general fund to

the TXCLASS investment account. Seconded by Roel Villanueva. All voted aye.

13. Discussion and Action: Murals
No Action.

14. Discussion and Action: FY26-27 RGVLS Gala Sponsorship
Roel Villanueva moved to approve the FY26-27 RGVLS Gala Sponsorship of 1 table and a side bar for a total cost of $3,000. Seconded by Joe Flores. All voted aye.

15. Discussion and Action: Mercedes Knights of Columbus Sponsorship
Fred Gonzalez moved to approve the Mercedes Knights of Columbus 3 Man Team & Hole Sponsorship for a total cost of $500.00. Seconded by Lou Huerta. All voted aye.

16. Discussion and Action: Tabled Items- Election of Officers, Crexi Platform
No Action

17. Executive Session: Section 551.087: Economic development negotiations with Project OG, Project Supply, Project J. Sun, Project C. Hinojosa, Project Blue, Project J. Martinez, Project A. Gonzalez, Project R. Lozano, Project N. Dosser, Project R30, Project J. San Miguel, Project A. Rosas, Project Travel Center, Project Anchor, Project American Legion, 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, 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 12:22PM

The Board went into Open Session at 1:20PM

18. Discussion and Action: Item #17
Joe Flores moved to approve the modification of up to a 12-month extension for the De La Garza loan. Seconded by Tony Garza. All voted aye.

Fred Gonzalez moved to approve an incentive of $250,000.000 for Project Supply to be paid at receipt of Certificate of Occupancy. Seconded by Roel Villanueva. All voted aye.

19. Adjournment: 1:21PM

Marcos Garcia, President

Joe Flores, Jr., Vice-President

Lou Huerta, Secretary

Peggy Marie Chavez, Treasurer

Fred Gonzalez, Member

Roel Villanueva, Member

Tony Garza, Member