DEVELOPMENT CORPORATION OF HARLINGEN, INC.
BOARD OF DIRECTORS’ REGULAR MEETING
September 8, 2016

Notice is hereby given that the above Board of Directors will hold a Regular Meeting on Thursday, September 8, 2016 at 5:30 p.m. at the University Center, 2424 Boxwood Street, Room 136 (Auditorium), Harlingen, Texas.

The Development Corporation of Harlingen, Inc. reserves the right to meet in Executive Session on any agenda item should the need arise, and if applicable, pursuant to authorization by Title 5, Chapter 551 of the Texas Government Code. Development Corporation meetings are available to all persons regardless of disability. If you require special assistance, please contact the HEDC office at (956) 216-5081 or e-mail us at info@harlingenedc.com at least 24 hours in advance of the meeting.

AGENDA ITEMS

Call Meeting to Order

Roll Call

Pledge of Allegiance

Public Comment

1. Consent Agenda.

The following items are of a routine or administrative nature. The Board has been furnished with background material on each item and/or it has been discussed at a previous meeting. All items will be acted upon by one vote, without being discussed separately, unless separate discussion of any item is requested by a Board Member. Items withdrawn from the Consent Agenda for individual consideration will be heard in their normal sequence after the remainder of the Consent Agenda has been acted upon.

a) Consider and take action to approve the minutes of August 5, 2016 special meeting and August 5, 2016 & August 6, 2016 special meeting (workshop)

b) Consider and take action to approve the Financial Reports of July 31, 2016

2. Presentation and discussion on UTRGV on KauffMan FastTrac New Venture.

3. Presentation and discussion on TEEX proposal, manufacturing education.

4. Presentation of annual report by Texas State Technical College detailing the use of the University Articulation and Career Center and discussion and approval of the report.

5. Executive Session pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.072), regarding the purchase, lease or value of real estate, if the deliberation in an open meeting would have a detrimental effect on the position of the Development Corporation of Harlingen Inc. in negotiations with a third person regarding some of the following projects; and/or pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.087) regarding commercial and financial information from business prospects with which the Board is conducting economic development negotiations and/or to discuss or deliberate financial or other incentives to business prospects known as:

1) Project Liberty
2) Project Lodging 2
3) Project Wilson
4) Project Antelope

6. Discussion of strategic plan and setting a date for workshop.

7. Discussion and approval of fiscal year 2016 – 2017 budget and program of work.
8. Consider and discuss staff reports:
   a) Report on industrial development activities over the past few months including, but not limited to:
      1) Industrial recruitment
      2) Industrial retention activities
      3) Update on HMA and HIFI activities
      4) Update on PACE
   b) Consider CEO’s report on recent and upcoming economic development activities:
      1) Regional partnerships update
      2) Logistics Development Forum update
      3) ICSC Texas
      4) IAMC Fall Forum
      5) TEDC Annual Conference
      6) TWC Talent Development Strategy Roundtable
      7) Legislative Trips


The Board may meet in closed executive session on any of the above agenda items if the discussion of any of the above agenda items concerns one of the following:

1. Contemplated or pending litigation, or matters where legal advice is requested of the Attorney on a matter in which the duty of the attorney to the Board under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with the Act. Section 551.071 of the Texas Open Meetings Act.

2. The purchase, exchange, lease, or value of real property, if the deliberation in an open meeting would have a detrimental effect on the position of the Harlingen Economic Development Corporation, Inc. in negotiations with a third person. Section 551.072 of the Texas Open Meetings Act.

3. A contract for a prospective gift or donation to the Development Corporation of Harlingen, Inc., if the deliberation in an open meeting would have a detrimental effect on the position of the Development Corporation of Harlingen, Inc. in negotiations with a third person. Section 551.073 of the Texas Open Meetings Act.

4. Personnel matters involving the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee or to hear a complaint against an officer or employee. Section 551.074 of the Texas Open Meetings Act.

5. The deployment, or specific occasions for implementation of security personnel or devices. Section 551.076 of the Texas Open Meetings Act.


I, the undersigned authority, do hereby certify that the above Notice of Meeting of the Board of Directors of the above named Corporation is a true and correct copy of said notice posted on the bulletin board at City Hall of said City of Harlingen, Texas in a place convenient and readily accessible to the general public at all times and on the Corporation’s Internet Website and said Notice was posted on Friday, September 2, 2016 at or before 5:00 p.m. and remained so posted for at least 72 hours preceding the time of said meeting.

Raudel Garza, Manager and Chief Executive Officer
Development Corporation of Harlingen, Inc.
Special Meeting
August 5, 2016

On this 5th day of August, 2016 at 9:30 a.m. the Development Corporation of Harlingen, Inc., Board of Directors convened at the University Center, 2424 Boxwood Street, Room 128, Harlingen, Texas. The following board members were present.

Present
Lupita Gutierrez-Garza
Dr. Gilbert Leal
Robert B. Dunkin
Michael Lamon

Absent
Mickey Boland

Staff
Raudel Garza, Manager and CEO
Brendan Hall, EDC Attorney
Lyle Garza, Ramiro Aleman, Jr.,
MaryAnn Villarreal and Tania Duron

Also Present: Mayor Chris Boswell, City Manager Dan Serna, and Assistant Finance Director Sergio Villasana.

Call to Order
President Lupita Gutierrez-Garza called the meeting to order; a quorum was established and the following proceedings were held.

Roll Call
President Gutierrez-Garza announced Dr. Leal, Mr. Lamon and Mr. Dunkin were present. Mr. Boland was absent.

Public Comment
None.

1. Consent Agenda.

The following items are of a routine or administrative nature. The Board has been furnished with background material on each item and/or it has been discussed at a previous meeting. All items will be acted upon by one vote, without being discussed separately, unless separate discussion of any item is requested by a Board Member. Items withdrawn from the Consent Agenda for individual consideration will be heard in their normal sequence after the remainder of the Consent Agenda has been acted upon.

a) Consider and take action to approve the minutes of June 28, 2016 regular meeting
b) Consider and take action to approve the Financial Reports of June 30, 2016
Development Corporation of Harlingen, Inc.
Interim Financial Statements
For Month Ending June 30, 2016

Balance Sheet
Cash & Investments $3,830,714
Receivables $1,285,880
Prepaid Expense $0
Assets (Land, Building & Parking Lot)
Less Depreciation $36,195,483
Total Assets $41,312,077

Liabilities & Payables $1,439,310
BPS Land Payable $1,417,986
Frost Bank Loan $2,225,000
Bonds Payable & Issue Discount $27,745,355
Total Liabilities $32,827,651

Designated Reserve $2,000,000
Unencumbered Fund Balance $2,231,594
Non-Cash Fund Balance $4,252,831
Total Fund Balance $8,484,426

Total Liabilities & Fund Balance $41,312,077

STATEMENT OF REVENUES AND EXPENDITURES

<table>
<thead>
<tr>
<th></th>
<th>Current Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenues</td>
<td>386,209</td>
<td>3,927,095</td>
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<tr>
<td>Expenditures</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operations</td>
<td>61,424</td>
<td>600,033</td>
</tr>
<tr>
<td>Contracts</td>
<td>20,000</td>
<td>186,120</td>
</tr>
<tr>
<td>Projects</td>
<td>82,347</td>
<td>2,857,081</td>
</tr>
<tr>
<td>Total Expenditures</td>
<td>163,772</td>
<td>3,643,233</td>
</tr>
</tbody>
</table>

Revenues Less Expenditures $222,438 $283,861

Motion was made by Dr. Leal and seconded by Mr. Dunkin to approve consent agenda #1. Motion carried unanimously.
2. Discuss and take action to fill vacancy or vacancies of Officers of the Board.

Mr. R. Garza spoke about the vacancies in the Board. He mentioned the Board can elect by tradition or nominate Mr. Lamon and Mr. Boland into the vacancies. President Gutierrez-Garza stated that we should stay consistent and move everyone up one position by tradition.

Motion was made by Mr. Dunkin and seconded by Mr. Lamon to elect the following Board members to the following positions: Ms. Lupita Gutierrez-Garza, President, Dr. Gilbert Leal, Vice President, Mr. Robert B. Dunkin, Secretary, and Michael Lamon, Treasurer. Motion carried unanimously.

3. Discussion, consider and take action on adopting Resolution 16R-02 in support of the Port of Harlingen’s proposed resumption of a maintenance and operations tax at the rate of $0.025 per $100 valuation as authorized by Section 62.160 of the Texas Water Code.

Motion was made by Dr. Leal and seconded by Mr. Lamon to adopt Resolution 16R-02 in support of the Port of Harlingen’s proposed resumption of a maintenance and operations tax. Motion carried unanimously.

4. Adjourn.

There being no further business to discuss, motion was made by Dr. Leal and seconded by Mr. Dunkin to adjourn the meeting at 10:02 a.m.

Development Corporation of Harlingen, Inc.

____________________________
Lupita Gutierrez-Garza, President

ATTEST:

____________________________
Raudel Garza, Manager and CEO
Development Corporation of Harlingen, Inc.
Special Meeting (Workshop)
August 5, 2016 & August 6, 2016

On the 5th of August, 2016 at 10:15 a.m. the Development Corporation of Harlingen, Inc., Board of Directors convened at University Center, 2424 Boxwood Street, Room 128, Harlingen, Texas. The following board members were present. The following board members were present.

Present
Lupita Gutierrez-Garza
Dr. Gilbert Leal
Robert B. Dunkin
Michael Lamon

Absent
Mickey Boland

Staff
Raul Garza, Manager and CEO
Brendan Hall, EDC Attorney
Lyle Garza, Ramiro Aleman, Jr.,
MaryAnn Villarreal and Tania Duron

Also Present: Mayor Chris Boswell, Commissioner Michael Mezmar, Commissioner Richard Uribe, Commissioner Tudor Uhlhorn, City Manager Dan Serna, Assistant City Manager Gabe Gonzalez, Assistant Finance Director Sergio Villasana and Senior Accountant Raul Sanchez.

Call to Order
President Lupita Gutierrez-Garza called the meeting to order; a quorum was established and the following proceedings were held.

Roll Call
President Gutierrez-Garza announced that she, Dr. Leal, Mr. Dunkin, and Mr. Lamon were present. Mr. Mickey Boland was absent.

Public Comment
None.

1. Strategic Planning Workshop: among the matters to be discussed are the following:
   a. Overview of local economy
   b. Workforce development initiatives
   c. UTRGV’s potential growth, along with the School of Medicine and the Center for Innovation & Commercialization
   d. City’s Comprehensive Plan priorities
   e. Transportation projects and initiatives
   f. Marketing
   g. Healthcare industry
h. Legislative matters at State and Federal level

Mr. R. Garza had a series of guest speakers for the panel discussions on each subject for the Strategic Planning Workshop.

2. Consider and take action to recess the meeting to tomorrow at 8:00 a.m.

   At 7:00 p.m., motion was made by Dr. Leal and seconded by Mr. Dunkin to recess the meeting to tomorrow at 8:00 a.m. Motion carried unanimously.

   At 8:00 a.m., motion was made by Mr. Dunkin and seconded by Dr. Leal to continue the meeting on August 6, 2016, at 8:00 a.m. Motion carried unanimously.

   President Gutierrez-Garza announced that she, Dr. Leal, Mr. Dunkin, and Mr. Lamon were present. Mr. Mickey Boland was absent.

   The HEDC staff continued with item #1.f. Marketing.

3. Strategic Planning Work Shop continued: Among the matters to be discussed are the following:

   a. Executive Session pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.072), regarding the purchase, lease or value of real estate, if the deliberation in an open meeting would have a detrimental effect on the position of the Development Corporation of Harlingen Inc. in negotiations with a third person regarding some of the following projects; and/or pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.087) regarding commercial and financial information from business prospects with which the Board is conducting economic development negotiations and/or to discuss or deliberate financial or other incentives to business prospects known as:

   1) Project Harvest
   2) Project Wilson
   3) Project Antelope
   4) Project Cover
   5) Project ER
   6) Project Liberty
   7) Project PRT
   8) Project Snowboard
   9) Project Annie
   10) Project Band-Aid
   11) Project Dixie
   12) Project Orphan
   13) Project Firehouse
   14) Project RTC
   15) Project Tissue
   16) Project STMF16
   17) Project Connect
   18) Project Lodging 1
   19) Project Lodging 2
   20) Project Duplo

   b. Executive Session pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.074), personnel, involving the appointments, employment, evaluations, reassignments, or duties of the positions of Manager/CEO, Office Manager, Manager Industrial Development, Manager Commercial Development, and Administrative Assistant.

   At 8:26 a.m., motion was made by Dr. Leal and seconded by Mr. Dunkin to convene into executive session under Government Code (Section 551.072), (Section 551.087) and (Section
Motion carried unanimously.

President Gutierrez-Garza recused herself when item #3a. 8. Snowboard was about to be discussed because of a potential conflict of interest. She announced that she had filed the appropriate affidavit with MaryAnn Villarreal and left the room. The Board continued with a quorum. When the item was finished President Gutierrez-Garza returned to executive session.

At 10:56 p.m., President Gutierrez-Garza announced the board had completed its executive session under Government Code (Section 551.072), (Section 551.087) and (Section 551.074) declared the meeting open to the public. She further announced that no action had been taken in executive session.

c. **Review of current financials and budget forecasts:**

Mr. R. Garza reviewed the current financials and budget forecasts.

d. **Discussion of incentives and use of these economic development tools.**

Mr. R. Garza discussed the incentives and use of the economic development tools.

e. **Discuss visioning, goal-setting, potential action items, measures and metrics, and overall drafting of the strategic plan.**

Mr. R. Garza and the Board discussed a vision, spoke about goals, potential action items, and drafting of the strategic plan.

4. **Adjourn**

There being no further business to discuss, motion was made by Mr. Lamon and seconded by Mr. Dunkin to adjourn the meeting at 1:06 p.m.

Development Corporation of Harlingen, Inc.

Lupita Gutierrez-Garza, President

ATTEST:

Raudel Garza, Manager and CEO
Development Corporation  
Executive Summary  

I. Agenda Item: Consider and take action to approve Financial Reports for period Ending July 31, 2016.

II. Brief Overview:

Reviewing the Balance Sheet (PAGE 1), an analysis of the fund balance indicates a designated reserve of $2,000,000, an unencumbered Fund Balance of $2,622,468 and a non cash Fund Balance of $4,159,723. Total assets are shown at $41,614,961 Liabilities are reported at $32,832,770. During the month the cash NOW Accounts and the TexPool Account earned 0.010% and .3690% interest respectively. From the Statement of Revenues, Expenditures, and Changes in Fund Balance (PAGE 2), revenues are reported at $4,485,704 and total expenditures (Page 3) at $3,725,405 generating revenues over expenditures in the amount of $740,299.

Development Corp. Sales tax receipts received from Texas State Comptrollers for the month of July was $391,326 an increase of $6,186 or 1.61% (Page 4). In the month of July Brownsville experienced a -3.31% decrease and McAllen a -2.37% decrease from the prior year.

III. Budget

<table>
<thead>
<tr>
<th>Item</th>
<th>Budgeted</th>
<th>Yes</th>
<th>No</th>
<th>X</th>
<th>N/A</th>
</tr>
</thead>
</table>

If yes, fund (s) & Amount. If no, Sources of funding, amount requested & funds remaining.

IV. Finance Director Comments: ______Approved______Disapproved__________None

VI. Staff Recommendation:

Staff recommends approval of financial reports as presented.

NAME: ELVIA TREVINO  
TITLE: Finance Director  
DEPARTMENT: Finance
DEVELOPMENT CORPORATION OF HARLINGEN, INC.

Interim Financial Statements

For Month Ending July 31, 2016
City of Harlingen  
Development Corporation of Harlingen, Inc.  
Balance Sheet  
As of July 31, 2016

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Current Year</th>
<th></th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>July 31, 2016</td>
<td></td>
<td>July 31, 2016</td>
</tr>
<tr>
<td>Cash</td>
<td>$2,617,131</td>
<td></td>
<td>$3,407,130</td>
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<tr>
<td>Reserve Cash</td>
<td>97,736</td>
<td></td>
<td>97,727</td>
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<tr>
<td>Investments- TexPool</td>
<td>1,502,651</td>
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<td>0</td>
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<tr>
<td>Receivables, Accounts - State Comptroller/Other</td>
<td>391,326</td>
<td></td>
<td>385,140</td>
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<tr>
<td>Receivables, Accounts - Other</td>
<td>77,381</td>
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<td>59,363</td>
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<tr>
<td>Receivables - Interfund</td>
<td>0</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>Receivables - Interfund TIFRZ No. 3 (Page 7)</td>
<td>506,416</td>
<td></td>
<td>646,416</td>
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<tr>
<td>Prepaid Expense</td>
<td>1,545</td>
<td></td>
<td>0</td>
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<tr>
<td>Loans Receivable (Page 7)</td>
<td>313,400</td>
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<td>537,976</td>
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<tr>
<td>Land - Project Wilson</td>
<td>559,311</td>
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<td>249,225</td>
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<tr>
<td>Land - Bass Pro Shops</td>
<td>4,187,758</td>
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<td>4,187,758</td>
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<tr>
<td>Buildings &amp; Improvements.-Bass Pro Shops</td>
<td>36,698,765</td>
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<tr>
<td>Less: Depreciation</td>
<td>5,338,460</td>
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<td>31,360,306</td>
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<tr>
<td>TOTAL ASSETS</td>
<td>$41,614,961</td>
<td></td>
<td>$42,048,336</td>
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LIABILITIES AND FUND BALANCE

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Current Year</th>
<th></th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable - 83/77 Developer</td>
<td>$23,291</td>
<td></td>
<td>$0</td>
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<tr>
<td>Accounts Payable - Other</td>
<td>(125)</td>
<td></td>
<td>0</td>
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<tr>
<td>Accrued Interest- BPS Land Conveyed</td>
<td>511,434</td>
<td></td>
<td>1,296,787</td>
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<tr>
<td>- Frost Bank Loan</td>
<td>46,435</td>
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<td>4,833</td>
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<tr>
<td>- Bonds</td>
<td>792,346</td>
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<td>2,670</td>
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<tr>
<td>Due - General Fund - City Services Reimb.</td>
<td>1,350,216</td>
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<td>14,082</td>
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<tr>
<td>- Professional Services</td>
<td>4,833</td>
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<td>0</td>
</tr>
<tr>
<td>- Other</td>
<td>20,131</td>
<td></td>
<td>3,300</td>
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<tr>
<td>Due - In Current Year</td>
<td>0</td>
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<td>0</td>
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<tr>
<td>- Compensated Absences</td>
<td>0</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>- Frost Bank Loan</td>
<td>0</td>
<td></td>
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</tr>
<tr>
<td>- Bonds Payable-BPS</td>
<td>0</td>
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<td>0</td>
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<tr>
<td>Long Term Debt</td>
<td></td>
<td></td>
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<tr>
<td>Bonds Payable - BPS</td>
<td>28,005,000</td>
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<td>29,110,000</td>
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<tr>
<td>Bond- Original Issue Discount</td>
<td>(259,545)</td>
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<td>(278,191)</td>
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<tr>
<td>BPS Land Conveyed</td>
<td>1,417,986</td>
<td></td>
<td>1,417,986</td>
</tr>
<tr>
<td>Frost Bank Loan</td>
<td>2,225,000</td>
<td></td>
<td>2,015,000</td>
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<tr>
<td>Accrued Leave (Sick/Vacation)</td>
<td>35,414</td>
<td></td>
<td>31,332</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>32,832,770</td>
<td></td>
<td>34,215,939</td>
</tr>
</tbody>
</table>

Fund Balance

| Designated Reserve | 2,000,000 | | 2,000,000 |
| Unencumbered Fund Balance | 2,622,468 | | 2,031,833 |
| Non Cash Fund Balance | 4,159,723 | | 3,800,565 |
| Total Fund Balance | 8,782,191 | | 7,832,397 |

TOTAL LIABILITIES AND FUND BALANCE

| | Current Year | | Prior Year |
| | July 31, 2016 | | July 31, 2016 |
| | $41,614,961 | | $42,048,336 |
Kauffman FastTrac is a global provider of education courses that equip aspiring and existing entrepreneurs with the business skills and insights, tools, resources and networks to start and grow successful business. UTRGV ECC has partnered up with Kauffman since 2012.

**Kauffman NEW VENTURE**

*by UTRGV ECC CENTER*

*For aspiring and early stage entrepreneurs*

FastTrac NewVenture is a flexible, 30-hour course with a proven framework to help support aspiring entrepreneurs start businesses and begin their journeys to success. Certified FastTrac Affiliates teach the courses in an interactive, group-oriented environment where participants are encouraged to network with one another to bolster their business ideas.

In a FastTrac NewVenture course, participants:

- Discover how their business concepts match their personal visions
- Align their business concepts with real market opportunities
- Learn how to set realistic financial goals for their businesses
- Determine the unique features and benefits of their products/services
- Find their target markets and competitive advantages
- Define their company brands
- Learn how to manage business functions and develop organizational cultures
- Determine the steps to profitability
- Identify potential sources of business funding
- Find available community resources for ongoing business planning

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**REGIONAL DATA**

**FastTrac New Venture**

Revenue Growth After Taking a FastTrac Course: 2016

- 25% Growth: 0 - 5%
- 41% Growth: 6 - 10%
- 16% Growth: 11 - 15%
- 5% Growth: 16 - 20%
- 9% Growth: 21% or more

**ECC CENTER**

Has held 11 FastTrac New Venture

- Admitted 130 / Graduated 125
- Generated 32 Start-ups
- Created 101 Jobs
- Assisted 65 Existing Business with Kauffman
Mr. Garza,

Attached please find the latest proposal for a regional assessment of our manufacturing education capabilities and needs. The goal of the study is to identify our current educational infrastructure, identify potential centers of excellence among the three junior college institutions, and identify future need to expand our existing programs to grow our offerings into a world class regional education model.

The study will be funded by a $500,000 EDA grant. The draw down of this grant requires a local match of $150,000. I meet with the three junior college presidents about this proposal and all three expressed their support. I will be contacting key municipalities and EDCs to request their support and assist with the local matching dollars.

I will try to reach you tomorrow by phone to discuss this in more detail and answer any questions you may have. Thank you so much for your time. I look forward to visiting with you tomorrow.

Eddie Lucio III
Leaders throughout the Lower Rio Grande Valley are leveraging geographic location and industry innovation to fuel job creation throughout the region. Individually, Cameron, Hidalgo, Starr, and Willacy counties offer unique and valuable economic development assets. Collectively, they comprise a region rich with potential for expansive economic growth through international trade and foreign direct investment. Recognizing the potential for growth through regional collaboration, local leaders have identified the potential for growth in the advanced manufacturing industry. Now, they are seeking to understand the industry's skilled workforce needs and how best to develop and promote jobs-driven skills development capacity in order to attract major industry investment in the region.

**MANUFACTURING WORKFORCE - A COMMON NEED ACROSS TARGET INDUSTRIES**

Manufacturing is a major sector of industrial development throughout the region, including advanced manufacturing and heavy manufacturing. Industries such as Space & Aviation, Automotive, Energy and Heavy Industry require a manufacturing workforce trained in such demand occupations as welder, machinist, industrial mechanic, and computer numeric controlled machine tool operators.

The four counties are home to three community colleges with campuses throughout the region: South Texas College, Texas Southmost College and Texas State Technical College. The colleges offer programs in support of manufacturing operations today but see potential for enhancing their individual programs by identifying individual areas of focus for each campus in order to create a world-class education and training competencies that contribute and distinguish the region in the global market.

**REGIONAL PARTNERSHIP TO ADVANCE MANUFACTURING WORKFORCE DEVELOPMENT**

The proposed project will evaluate the needs for jobs-driven skills in support of advanced manufacturing in the Lower Rio Grande Valley. TEEX will engage existing and prospective industry in the region in order to discern workforce needs. In addition, TEEX will work with the region's community colleges to assess existing programs and identify focus areas for each college, thus creating a complete workforce development eco-system in support of the broad training and
education needs of advanced manufacturing. The goal is to establish a workforce pipeline for existing and prospective manufacturing employers by creating complementary concentrations across colleges and promoting careers and academic programs to the region’s youth workforce population. The result will be a workforce pipeline ready with the skills and certifications sought after by the region’s emerging advanced manufacturing industries.

Industries such as Space & Aviation, Automotive, Energy and Heavy Industry require a manufacturing workforce trained in such demand occupations as welder, machinist, industrial mechanic, and computer numeric controlled machine tool operators.

Poised to invest in the region, international players in the aerospace, automotive and other advanced manufacturing industries are expressing interest in the region. By engaging these prospects and those already located in the region, the proposed job-driven skills development needs assessment and promotion program will empower industry to work with local leaders to ensure that the workforce is ready to support regional expansion.

Phases of the proposed project include:

Phase I – Jobs-Driven Skills Development Gap Analysis
TEEX will provide research and analysis of the region’s current and future skilled workforce needs. The project will identify the strengths of each of the region’s three community colleges and, comparing that with the workforce development needs of target industries, recommend concentrations for each institution that will create focused excellence at each institution while establishing the region as a world class destination for industry site selectors seeking assurance of a skilled manufacturing workforce pipeline. The community colleges will be providing world class training and education in the advanced manufacturing arena to supply a steady pipeline of employees.

Phase II – Outreach and Promotion Program Design and Development
Based on Phase I findings, design and develop a regional outreach and promotion program marketing careers and associated advanced manufacturing education and training programs to counselors, teachers and students in K-12 schools.

Phase III – Implement Outreach and Promotion Pilot Program
Implement outreach and promotion program designed in Phase II in order to garner interest in advanced manufacturing as a career among the future workforce and promote education and training opportunities within the region. The pilot will entail training school counselors one-on-one and assisting them in their role of providing insight to students considering advanced manufacturing as a career. The resulting promotional campaign would include linking students to the appropriate community colleges based on desired discipline of focus.

BUDGET
Together with local leaders, TEEX is pursuing Economic Adjustment Assistance funding through the Economic Development Administration (EDA) to fund the proposed project. An estimated $300,000 total two-year budget is required to cover the three phases of the project. TEEX is seeking approximately $350,000 in federal funds and will require an additional $150,000 in local or state funds to complete the project.
Economic Development Industrial Goals

- Enhance the aesthetics of Industrial Properties
- Encourage New Industrial Development
  - a. Cold storage development
  - b. Aerotropolis/Aerospace
- Create a Masterplan for Industrial Development
- Medical/Research Park
- International Manufacturers (Mexican)
- Grants for Entryways (Hike/Bike)
Economic Development Retail Goals

- Valle Vista Mall
- Quality of Life
- Residential growth before retail projects come in
- Update retail market studies
- Entertainment destination venues
- Subsidizing entertainment venues
- MMA Museum
Economic Development Office/Hospitality Goals

- Biomedical Research Alliance

- Collaborate with STMF on development of additional (Research Labs)

- No Call Centers at this time
Economic Development Housing Goals

- Missing information from HWWS
- High Infrastructure Fees
- Heat Maps/Market Studies
- Who Markets Housing?
Economic Development Workforce Goals

- Regional Training Center
- Protect TSTC

ED Goals:
Workforce Development
Kaufman Regional Training Center
Protect TSTC
Economic Development Transportation Goals

- Aerotropolis
- Port of Harlingen
- Emphasizing 509 relevance
- Connection between Los Indios and Port/Outer Parkway
- Encourage use of Los Indios Bridge
Economic Development Small Business Development Goals

- Kaufman

- Incubator Space
  - (3D Machines) or Culinary Arts

EDGOALS:
Small Business Development

Kaufman
Incubator Space
(3D machines) or Culinary Arts
Economic Development Financing Goals

ED Goals: Financing
EB-5s
Tax Credits
Leveraging Resources
Economic Development Healthcare Goals

- Valley Baptist
- Medical School
- Medical Zone
- Rio Grande State Center

ED Goals:
Healthcare
Valley Baptist
Medical School
Medical Zone
Rio Grande State Center
Economic Development Other Goals

- Collaborative Marketing
- Pamphlets in Hotels
- Social Media
- Cant do Attitude
- AD HOC Committees
- Linking Websites

ED GOALS
OTHER:
Collaborative Marketing
Pamphlets in Hotels
Social Media
Cant do Attitude
AD HOC Committees
Linking Websites
Strengths

- Port
- Airport
- Bridge
- Don’t get involved in free enterprise
Weaknesses

- Harlingen High School
- Small Town Mentality
Opportunities

- Aerospace
- FM 509
- Los Indios Bridge
- Hike & Bike
- Industrial Park
- Cooperative Marketing
Threats

Competing ports of entry – existing and future