Notice is hereby given that the above Board of Directors will hold a Regular Meeting on Tuesday, October 28, 2014 at 5:30 p.m. at City of Harlingen, Town Hall, 2nd Floor, 118 East Tyler Avenue, Harlingen, Texas 78550.

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@harrilengedc.com at least 24 hours in advance of the meeting.

AGENDA ITEMS

Call Meeting to Order

Roll Call

Pledge of Allegiance

Citizen Communication

1. Consider and take action to approve the minutes of September 29, 2014 regular meeting.

2. Consider and take action to approve the Financial Reports of September 2014.

3. Discussion and take action to approve the HEDC Goals for 2014-2015 fiscal year.


5. Consider approval or denial of request from J. Chandra Group, LTD. to amend or modify Agreement with Development Corporation of Harlingen, Inc.

6. Discussion regarding loan status of Best Catering.

7. Executive sessions:

   a) Executive session 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 for business prospects known as:

       1) Project Mountain

   b) Executive session pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.072) regarding 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 property owners and/or for business prospects known as:

       1) Project OB

       2) Project Wilson
c) Executive session pursuant to Chapter 551, Subchapter D., V.T.C.A Government Code (Section 551.074) to deliberate regarding the evaluation of the Manager of Commercial Development, the Manager of Industrial Development, and the Office Manager.

8. Action on executive session items.
   a) Action, if needed, on Project Mountain, as discussed in executive session.
   b) Action, if needed, on Project OB, as discussed in executive session.
   c) Action, if needed, on Project Wilson, as discussed in executive session.

9. Staff reports:
   a) Update on Commercial development activities – Lyle Garza
   b) Update on Industrial development activities – Ramiro Aleman
   c) Executive Director’s report on economic development activities – Raudel Garza

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 said Notice was posted on Friday, October 24, 2014 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.
Regular Meeting
September 29, 2014

On this 29th day of September, 2014 at 5:30 p.m., the Development Corporation of Harlingen, Inc., Board of Directors convened at City Hall, 118 East Tyler, Town Hall, 2nd floor, Harlingen, Texas, 78550. The following board members were present.

Present
Robert B. Dunkin, President
Michael Lamon, Vice President
Lupita Gutierrez-Garza, Treasurer
Rick Ledesma, Secretary
Dr. Gilbert Leal, Board Member

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

Also Senior Accountant Raul Sanchez.

Call to Order
President Dunkin called the meeting to order; a quorum was established and the following proceedings were held.

Roll Call
President Dunkin announced Dr. Leal, Mr. Lamon, Ms. Gutierrez-Garza and Mr. Ledesma were present.

Pledge of Allegiance
President Dunkin lead the Pledge of Allegiance.

Citizen Communication
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:
   1) 09.11.14 – Special Meeting

b) Consider and take action to approve the Financial Reports of:
   1) August 2014
Development Corporation of Harlingen, Inc.
Interim Financial Statements
For Month Ending August 31, 2014

Balance Sheet
Cash $2,864,846
Receivables $1,572,809
Prepaid Expense $0
Assets (Land, Building & Parking Lot) $40,825,738
Total Assets $45,263,393

Liabilities & Payables $1,195,305
BPS Land Payable $4,431,205
Loan $2,990,000
Bonds Payable $30,180,000
Total Liabilities $38,796,511

Designated Reserve $2,000,000
Unencumbered Fund Balance $864,845
Non-Cash Fund Balance $3,602,037
Total Fund Balance $6,466,882

Total Liabilities & Fund Balance $45,263,393

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>
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<td>$4,522,352</td>
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<tr>
<td>Expenditures</td>
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<tr>
<td>Operations</td>
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<td>$729,877</td>
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<tr>
<td>Contracts</td>
<td>$6,000</td>
<td>$218,884</td>
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<td>Projects</td>
<td>$898,563</td>
<td>$4,096,976</td>
</tr>
<tr>
<td>Total Expenditures</td>
<td>$954,562</td>
<td>$5,045,737</td>
</tr>
</tbody>
</table>

Revenues Less Expenditures ($561,388) ($523,384)

Motion was made by Dr. Leal and seconded by Mr. Ledesma to approve Item No. 1. Motion carried unanimously.

2. Staff reports:
   a) Update on Commercial development activities – Lyle Garza
   b) Update on Industrial development activities – Ramiro Aleman
   c) Executive Director’s report on past month’s activities – Raudel Garza
Mr. L. Garza gave the following report:

CONSTRUCTION
There are a number of construction projects around town that are of significant concern to the EDC. Project Ring - Received their Temporary Certificate of Occupancy from the City two weeks ago. They are undergoing some minor repair work, but nevertheless, as reported last month, have begun hiring QA/QC workers on site.

Landscaping at Bass Pro Shop - Heavy rains over the last month delayed the landscaping at the Bass Pro Shop Boat Storage. Features will mirror closely to what the Developers have constructed and planted along Bass Pro Drive.

Hotels and Housing - Spoke to both Residence Inn by Marriott and Candlewood Suites Hotels over the last few weeks. Both hotels are expected to open at either the end of the Fall Season or beginning of winter.

MARKETING and BUSINESS ATTRACTION
There was significant marketing activities over the last few weeks. We have executed advertising contracts with Valley Business Report, Texas Border Business, Rio Grande Guardian, Trade and Industry Magazine, Retail Lease Trac, Business Expansion Journal, CoreNet Global, Shopping Center Business and Site Selection Partnership. We also joined Lead Texas, IEDC, Texas Economic Development Council and the Harlingen Chamber of Commerce.

- This month there are several conferences of interest to the Harlingen EDC including PMA, the International Council of Shopping Centers, IEDC, and TEDC.
- Last month, staff also traveled to Dallas to visit with brokers and developers on the announcement of the Nebraska Furniture Mart. The development is a $1.5 billion, 433 acre mixed-use development called Grandscape in The Colony/Frisco area. It was an opportunity to meet with developers and brokers from all over the country. Over 250 attended the announcement and tour.
- Marketing with Eisenberg and Associates to discuss branding and advertising options for the EDC and the community.
- Terry Watson - Wells Fargo Networking and Sales Program
- Commercial Real Estate Broker Meetings this past week. We met with about 15 brokers and business men and women to discuss real estate
- Statistics - Sales Tax, Hotel Occupancy,
- Meeting with Co-Star
- Gregorio Luke Announcement
- Webinars
- End of the Fiscal Year

BUSINESS RETENTION
Staff met with various retail managers over the last few weeks to discuss Business Retention and Expansion opportunities. We concentrated on retail stores that had remodeled or expanded in Harlingen over the last year.

The goal of these meetings was to follow up after their expansion to see if they had retained employees, continued to have success and were seeing a return on their investment.

Met with different managers and CEOs from the banking industry.
Mr. Aleman gave the following report:

Cameron County Logistics Alliance
Staff continues to meet with representatives from Cameron County to discuss marketing the Free Trade Bridge. The Cameron County Logistics Alliance held its first International Trade Session, “Understanding the US CBP Inspection Process.” Approximately 50 people attended. After speaking to the group about the advantages of Los Indios, three custom brokers expressed an interest in utilizing the Los Indios Bridge for produce crossing.

Site Certification
Phase I ESA and a Geo Tech are completed. Letter from the US Fish & Wildlife indicating no rare, threatened or endangered plants or animals will be affected was received. Jurisdictional Determination letter received by US Army Corps of Engineers verifying no Wetlands Delineation. Work on the Cultural Resource Study, for the Historical Preservation Office, has been delayed due to the recent rains, but is expected to begin Monday, September 29. The survey and Topography are also completed. Contact utilities to update their initial letters. Project is on track to be completed well before the December deadline.

Industrial Attraction Activities
Developed state lead proposal for Project Vector Steel, Manufacturer of Steel Products, 150 jobs and $30M Capital Investment.

Planned meetings with our local partners, City Departments, Utilities, Transportation entities, developed itineraries and toured sites for two different clients.

Industrial Retention Activities
ITD Precision – Staff met with the General Manager about assisting them with extending fiber optics to their facility. The closest fiber is at the intersection of FM 106 & FM 509. Time Warner and VTX are assisting them with the request. The extension of fiber can assist other companies in the Harlingen Industrial Park. They will be contact to see if there is any interest.

Sort Rite – Staff spoke with the manager. They are appreciative of the visit and said business was going great. They manufacture production line equipment for customers world-wide, mainly for the seafood industry.

Valley International Cold Storage – Staff spoke to the president of VICS about the potential of promoting their company along-side efforts to promote the Los Indios Bridge. They are planning on attending the PMA Fresh conference in Anaheim.

Harlingen Manufacturer’s Association
Staff assisted HMA in their monthly meeting. Mike Gonzalez, with United Brownsville, gave a presentation about BiNED, the Bi National Economic Development initiative for the region. Also mentioned the EDA Grant to study the “reverse” supply chain in order to identify those industries that would benefit locating in the area because they supply local manufacturing companies.

Harlingen Industrial Foundation Inc.
Staff assisted with the monthly HIFI meeting held at a company in the Harlingen Industrial Park. Rebeca Castillo with the Harlingen – San Benito MPO made a presentation on Proposition 1, transportation funding. State Senator Robert Nichols, Chairman of the Transportation Committee & Chairman of the Select Committee on Transportation Funding, has proposed a bill that would increase funding for highway maintenance and repair, as well as the construction of new highways HIF also discussed a project in the Industrial Park, Project MG.

Bechtel Job Fair
Approximately 200 people attended the fair. They are looking for
- Carpenters
- Concrete finishers
Mr. R. Garza gave the following update:

Mr. R. Garza spoke about the HEDC's participation in the upcoming trade shows. On October 1st through 3rd the TEDC will hold its annual conference. On October 17th to 19th the Produce Marketing Association, PMA, will hold a summit. Texas International Produce Association, TIPA, along with HEDC will have a 10 x 10 booth at the summit to target the fresh produce industry and promote the Los Indios Bridge. The Port of Brownsville, San Benito EDC and Cameron County will be attending the PMA summit with our booth. On October 19th through Oct 22nd we will be in Dallas/Fort Worth for the International Economic Development Council, IEDC, for the annual conference, a professional development to meet site selectors. On October 14th Harlingen EDC, San Benito EDC and the City of Primera along with Rio South Texas Economic Council with Texas State Technical College will host a Town Hall meeting at the Cultural Arts Building at 5:30 p.m. to learn about the media campaign to help create a better image for the Rio Grande Valley for economic development and quality of life. On October 22 the HEDC along with the Texas State Technical College, University Center, Harlingen Chamber of Commerce and the Mexican Consul in Brownsville, will host a renowned speaker, art critic and historian, Gregorio Luke. Rodolfo Quilantant Arenas, Mexican Consul, has offered him up to us in Harlingen.

Mr. R. Garza gave an update on the Mazatlan delegation tour, which we thanked Ms. Gutierrez Garza and Mr. Dunkin for attending the event. The Mazatlan delegation tour is focused on promoting the trade between Mexico and South Texas region through the Mazatlan super highway. There was a signed agreement between the two sister Cities. Mr. R. Garza mentioned that we were well represented.

Mr. R. Garza updated the board on two industrial prospects the HEDC hosted this week and thanked Mr. R. Aleman for hosting them over the weekend. The HEDC also had some existing clients and potential expansions that week.

The SpaceX groundbreaking at Boca Chica Beach was last week and Mr. R. Garza mentioned that he and Mr. L. Garza were in attendance.

Strategic Behavioral Health is finalizing some issues and we are working with them for a start date.

Mr. R. Garza explained that Qualflon received access to part of the building to open and operate. The HEDC worked with the City Manager and inspectors to open while they hire a hand full of employees for training and wait for the completion of the punch list to obtain the final certificate of occupancy.

The HEDC visited with Eisenburg Associates, a marketing firm out the Fort Worth. We are introducing the LOIS systems a real estate tool for our commercial real estate brokers that hold monthly meetings at the University Center.

An educational lunch was scheduled and hosted by the HEDC on the importance of municipal setting designations and how they can help develop properties.

Valley Baptist Medical Center has been approved for an Enterprise Zone project by the Governor's Office of Economic Development and Tourism. They will be eligible for a sales tax refund for $2,500 per job retained. The improvements and expansion amount is in the area of five million dollars.

Mr. R. Garza ending the report with the update on the approval by City Commission for the HEDC's 2014-2015 fiscal-year budget.
3. Executive session 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:

a) Best Catering  
b) Project MG  
c) Project TL  
d) Project Waterfall  
e) Project Wilson  
f) Project Mountain

At 6:04 p.m., President Dunkin announced the board would convene into executive session under Government Code (Section 551.087) to discuss Item No. 3.

Motion was made by Mr. Lamon and seconded by Mr. Ledesma to convene into executive session under Government Code (Section 551.087) to discuss Item No. 3. Motion carried unanimously.

At 6:55 p.m., President Dunkin announced the board had completed its executive session under Government Code (Section 551.087) and declared the meeting open to the public.

4. Consider and take action to extend existing promissory notes and security agreements or authorize collection actions on Best Catering.

No action was taken.

5. Executive session pursuant to Chapter 551, Subchapter D., V.T.C.A. Government Code (Section 551.074) regarding personnel matters involving the employment terms, evaluation, and/or duties of the Manager and Chief Executive Officer.

At 6:56 p.m., President Dunkin announced the board would convene into executive session under Government Code (Section 551.074) to discuss Item No. 5.

Motion was made by Ms. Gutierrez-Garza and seconded by Mr. Lamon to convene into executive session under Government Code (Section 551.074) to discuss Item No. 5. Motion carried unanimously.

At 7:35 p.m., President Dunkin announced the board had completed its executive session under Government Code (Section 551.074) and declared the meeting open to the public.

6. Consider and take any action regarding the Manager’s and Chief Executive Officer’s employment terms, evaluation, duties and/or compensation and contract of employment.

Motion was made by Mr. Ledesma and seconded by Ms. Gutierrez-Garza to approve a salary increase for its Manager and CEO, Raul Elizondo, effective October 1, 2014 from an annual salary of $143,529.77 to an annual yearly salary of $150,000.00. Motion carried unanimously.


At 7:41 p.m., President Dunkin announced the board would convene into executive session under Government Code (Section 551.071) to discuss Item No. 7.
Motion was made by Dr. Leal and seconded by Mr. Lamon to convene into executive session under Government Code (Section 551.071) to discuss Item No. 7. Motion carried unanimously.

At 7:46 p.m., President Dunkin announced the board had completed its executive session under Government Code (Section 551.071) and declared the meeting open to the public.

8. Consider and take action regarding the Development Corporation of Harlingen, Inc. et al vs. Webb Saw and Tool, Inc., pending litigation

No action was taken.

There being no further business to discuss, motion was made by Ms. Gutierrez Garza and seconded by Mr. Lamon to adjourn the meeting at 7:47 p.m.

Development Corporation of Harlingen, Inc.

Mr. Robert B. Dunkin, President

ATTEST:

Raudel Garza, Manager and CEO
### Balance Sheet

<table>
<thead>
<tr>
<th>Assets</th>
<th>Current Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
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<tr>
<td>Receivables- Sales Tax</td>
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<td>Receivables- Other &amp; TIFRZ No. 3</td>
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<td>Receivables- Loans</td>
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<td>Prepaid Expense</td>
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<td>Assets(Land, Bldg &amp; Parking Lot)</td>
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<td><strong>Total Assets</strong></td>
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### Liabilities and Fund Balance

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<th>Liabilities &amp; Payables</th>
<th>Current Month</th>
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<td>Deferred Revenues- Loans</td>
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<td>Deferred Revenues- TIFRZ No. 3</td>
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<td>BPS Land Payable</td>
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<td>Loan</td>
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<tr>
<td>Bonds Payable</td>
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<td><strong>Total Liabilities</strong></td>
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### FUND BALANCE

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<tr>
<th>Fund Balance</th>
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<tr>
<td>Designated Reserve</td>
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<td>Unencumbered Fund Balance</td>
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<td>Non-Cash Fund Balance</td>
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<td><strong>Total Fund Balance</strong></td>
<td><strong>$6,866,918</strong></td>
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| Total Liabilities & Fund Balance      | **$45,666,568**|              |

### Statement of Revenues and Expenditures

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<thead>
<tr>
<th>Revenues</th>
<th>Current Month</th>
<th>Year to Date</th>
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<tbody>
<tr>
<td>Sales Tax</td>
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<td>BPS Sales Tax-380- City &amp; EDC</td>
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<td>BPS Rental</td>
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<td>Miscellaneous Revenue</td>
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<td>Other</td>
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<tr>
<td>Salaries &amp; Employee Benefits</td>
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<td>City Reimbursement</td>
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<td>Professional Services</td>
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<td>Services &amp; Charges</td>
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<td>Marketing</td>
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<td><strong>Total Operations</strong></td>
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<th>Contracts</th>
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<tbody>
<tr>
<td>Regional EDC-TIPA</td>
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<tr>
<td>I-69 Alliance</td>
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<td>Other</td>
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<tr>
<th>Projects</th>
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</thead>
<tbody>
<tr>
<td>Cardone Industries</td>
<td>$0</td>
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<tr>
<td>Echostar Satellite Corp</td>
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<tr>
<td>United Health Care Services, Inc</td>
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<td>BPS Construction Other</td>
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<td>Loan Debt Service-$4M</td>
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<tr>
<td>Other</td>
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<td><strong>Total Projects</strong></td>
<td><strong>$105,466</strong></td>
<td><strong>$4,202,442</strong></td>
</tr>
</tbody>
</table>

| Total Expenditures                      | **$230,917**  | **$5,276,654**|

| Revenues Less Expenditures              | **$339,252**  | **($184,132)**|
HEDC Goals
2013-2014 fiscal year
HARLINGEN ECONOMIC DEVELOPMENT CORPORATION

MISSION STATEMENT

The mission of the Harlingen Economic Development is to improve the quality of life of the citizens of Harlingen through the creation of wealth, jobs, and investment.

GUIDING PRINCIPLES

1.) The purpose of the Corporation is to create wealth that improves the quality of life for the citizens of Harlingen.
2.) The focus of the Corporation will be the creation of “primary” (sometimes called “basic”) employment opportunities.
   - Primary employers sell their goods or services outside the community, resulting in new money in the local economy. This new money circulates (multiplier effect) within the community, generating additional jobs, tax revenue, and economic activity.
   - Employers in this sector (manufacturing, distribution, administrative offices, research and development) typically pay higher wages.
   - Investment in this sector is typically higher, resulting in greater tax value with fewer burdens on local government services.
   - Potential new firms and existing businesses that consider expansion will be treated equally. Local firms create the most jobs and are the best salespeople for the community.
   - Priority will be given to corporate headquarters operations due to the added value these firms bring to a community by way of good corporate citizenship.

3.) A secondary focus of the Corporation will be the recruitment of new, larger-scale retail developments through improvements in infrastructure.
   - New retailers generate property and sales tax revenue for the City.
   - A broad range of retail opportunities adds to quality of life of the City.

4.) While building a better community is important and requires the effort of a number of organizations, groups and institutions, the focus of the Development Corporation will be “marketing” and “deal making.” Community development activities will be conducted by others.

GOALS AND OBJECTIVES 2013-2014

CAPACITY BUILDING PROJECTS

GOAL: INVEST IN HUMAN CAPITAL THROUGH SPECIFIC WORKFORCE DEVELOPMENT AND TRAINING ACTIVITIES.
   - Continue work to establish a University Articulation and Career Center to address critical workforce development issues.
   - Continue work with Workforce Solutions – Cameron and the Workforce Development Board to identify pools of ready-to-work people and job openings in Harlingen.

JOB CREATING PROJECTS

GOAL: LEAD IN THE EFFORT TO CREATE AT LEAST 500 JOBS.
   - Using the “Guiding Principles” of the HEDC, lead in the recruitment of new business and the expansion of existing business.
• Market the community aggressively through various media and personal visits to create new “primary” jobs through the retention and expansion of existing business and the recruitment of new business.

GOAL: RETAIN EXISTING BUSINESSES AND ENCOURAGE THEIR EXPANSION
PUBLISH A DIRECTORY OF LOCAL MANUFACTURERS AND MAJOR EMPLOYERS ANNUALLY.
• Perform annual review of information on basic employers (industrial, distribution, administrative services, health services, information technology and research and development) and other major employers in Harlingen to insure proper information is available.
• Maintain information on businesses that provide services to local industries.
• Prepare a directory of industrial and major employers for internal use and publish a list of major employers on the web site.

WORK REGULARLY WITH LOCAL EMPLOYERS.
• Call on the corporate headquarters of local branch operations.
• Maintain information on programs and assistance available to local employers.
• Follow up with firms on problems/opportunities identified and act as a key resource for existing industry.
• Develop a list of suppliers or customers of existing industry that might be recruited.
• Manage the activities of the Harlingen Manufacturers Association.

GOAL: RECRUIT NEW BUSINESS AND INDUSTRY TO CREATE JOBS AND GENERATE NEW INCOME
DEVELOP A DIRECT MARKETING PROGRAM TO REACH TARGET FIRMS.
• Maintain a database of at least five hundred (500) firms within target industry categories.
• Maintain a list of one hundred (100) regional and national firms involved in site location for their clients.
• Maintain a list of three hundred (300) regional and national industrial and commercial realtors.
• Continue to use Constant Contact and other media as a direct marketing campaign to target industries, site location consultants and the industrial and commercial real estate community.
• Participate in CoreNet and the International Asset Management Council to access real estate executives of national firms and consultants involved in site selection.

MARKET THE AREA ON THE INTERNET.
• Update the web site to accurately depict the attractiveness of Harlingen to new and expanding business.
• Participate in Site Location Partnership, LoopNet, Site Selection Network and other Internet sites used by site selectors and clients.
• Insure that all information provided over these sites is current, factual and easy to access.

MARKET HARLINGEN TO MAQUILADORAS AND MEXICAN NATIONALS
• Develop contact information for firms currently located near the border in Mexico.
• Initiate direct contact to inform these firms of the advantages of a Harlingen location.
• Develop and/or maintain relationships with economic development officials in Mexico to promote Harlingen as a location.
• Develop and implement a program to market Harlingen to Mexican nationals as a location for their business or residence.
PARTICIPATE IN MARKETING EFFORTS OF ECONOMIC DEVELOPMENT ALLIES.
- Meet regularly with the Governor's Office of Economic Development, utilities and others to review current marketing activities, discuss current business prospects, plan future activities and provide updates on local marketing activities.
- Participate in marketing activities of TexasOne, Team Texas or other similar allies.
- Provide current information on available buildings and sites to allies.

DEVELOP AN ADVERTISING PROGRAM TO GENERATE PROSPECTS.
- Place advertisement in major site selection magazines (such as Area Development; Site Selection Handbook; Business Facilities; Expansion Management; Business Xpansion Journal; Trade & Industry Development, etc.).
- Place advertisements in Reynosa and Matamoros Industrial Maps, Valley Business Report and RGVisions or other similar media to raise regional awareness.
- Research advertising opportunities in target industries and participate as appropriate.

GOAL: SUPPORT DEVELOPMENT OF MEDICAL SCHOOL CAMPUS IN HARLINGEN
- Work with South Texas Medical Foundation on Project South Texas
- Support the efforts of the UT Board of Regents and the UT System to develop Project South Texas (UTB/UTPA consolidation with medical school).
- Develop plan for the continued expansion of medical, educational and other commercial facilities and entities related to the medical industry

GOAL: RECRUIT NEW RETAIL DEVELOPMENT
- Finalize construction of Bass Pro Shops/Cameron Crossing project.
- Gather information on the strength and advantages of the Harlingen area market for retail development.
- Prepare marketing materials that outline the strengths and advantages.
- Develop a local team to help market Harlingen to retailers and developers.
- Participate in International Conference of Shopping Centers trade shows.
- Conduct direct mail and personal follow up activities to potential developers and retailers.

GOAL: PROVIDE ONE-STOP RESOURCE FOR ECONOMIC DEVELOPMENT INFORMATION ON HARLINGEN
CATALOG INFORMATION ON LOCAL ASSISTANCE AND RESOURCES.
- Support efforts to streamline the permitting process to assist clients.
- Catalogue assistance available to business.

DEVELOP FACTUAL INFORMATION TO USE WHEN WORKING WITH CLIENTS.
- Publish and continually update a "fact book" that includes detailed information on population, labor force, transportation, utilities, government, taxes and incentives, education, training, and community facilities and services to serve as the basis for prospect presentations.
- Maintain a web-based database (including photos and maps) and detailed information on available sites and buildings.
- Maintain information in a printed format, on an Internet home page, in specific prospect proposals on the Internet and in Microsoft PowerPoint presentations.
PLAN FOR FUTURE PROPERTY NEEDS.
- Participate in the planning for development of the 434 acre Industrial AirPark as a first class business and industrial park, including site layout, streets and utilities.
  - Participate in AEP's "Certified Sites Program".
- Finalize plan for additional Class A business parks in Harlingen, including identification of sites, feasibility analysis, and implementation plan for development of sites.
- Continually search for new sites and buildings to add to the existing inventory.
- Manage the activities of the Harlingen Industrial Foundation, Inc. (HIFI)
- Provide input regarding zoning issues in order to protect future business/industrial areas.

GOAL: IMPROVE THE IMAGE OF HARLINGEN
- Continue to update and improve the HEDC website.
- Promote to the news media (local, regional and national) local efforts and successes, particularly in the area of economic development.
- Issue four (4) press releases or more.
- Publish an annual progress report.

GOAL: FOSTER REGIONAL RELATIONSHIPS FOR ECONOMIC DEVELOPMENT
- Continue participation in the regional economic development groups as a means to generate more prospect activity for the region.
- Continue working with the RCIC to spur technology-based entrepreneurship on a regional level.
- Continue participation in CODEM to provide information to U.S. firms doing business in Mexico.

GOAL: INCREASE USE OF THE FREE TRADE BRIDGE AS A MEANS OF JOB CREATION.
- Work with other bridge partners to resolve issues that hold back growth.
- Work with the State of Tamaulipas to encourage improvements on the Mexico side of the border.
- Work with others promoting the Matamoros to Mazatlan Highway Corridor for development of truck and trade routes for agricultural products and more.

GOAL: ADVOCATE FOR TRANSPORTATION INFRASTRUCTURE IMPROVEMENTS
- Identify and prioritize transportation routes necessary for industrial and commercial development
- Support efforts to improve FM 509 from the Los Indios Bridge north beyond its terminus to a new route connecting with I-69E/US 77.
- Support efforts to improve the Port of Harlingen's capacity
- Support and participate in efforts by I-69 Coalition
- Support Valley International Airport's efforts to expand US Customs presence at the airport, and to provide additional flights to various destinations.
- Support intermodal transportation hub development and more efficient rail service in Harlingen
AUTHORIZED PERSONNEL

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Manager & CEO  
Raudel Garza  

Administrative Assistant  
vacant  

Office Manager  
Maryann Villarreal  

Recruitment & Retention Manager - Industrial  
Ramiro Aleman  

Recruitment & Retention Manager - Commercial / Marketing Director  
Lyle Garza
HEDC Goals
2014-2015 fiscal year
Legislative agenda

2014-2015
J Chandra Group, LTD.

Request
Notice of Bankruptcy Case Filing

A bankruptcy case concerning the debtor(s) listed below was filed under Chapter 13 of the United States Bankruptcy Code, entered on 10/10/2014 at 12:39 PM and filed on 10/10/2014.

Francisca R De Leon
10511 Bar X Trail
Helotes, TX 78023
SSN / ITIN: xxx-xx-2465
fdba Best Catering

The case was filed by the debtor's attorney: The bankruptcy trustee is:

Ruben E. Vasquez
The Vasquez Law Firm
5411 IH-10 W, Suite 100
San Antonio, TX 78201
(210) 229-2067

Mary K Viegelahn
Chapter 13 Trustee
10500 Heritage Blvd Suite 201
San Antonio, TX 78216
(210) 824-1460

The case was assigned case number 14-52589-cag to Judge Craig A. Gargotta.

In most instances, the filing of the bankruptcy case automatically stays certain collection and other actions against the debtor and the debtor's property. Under certain circumstances, the stay may be limited to 30 days or not exist at all, although the debtor can request the court to extend or impose a stay. If you attempt to collect a debt or take other action in violation of the Bankruptcy Code, you may be penalized. Consult a lawyer to determine your rights in this case.

If you would like to view the bankruptcy petition and other documents filed by the debtor, they are available at our Internet home page http://ecf.txwb.uscourts.gov or at the Clerk's Office, 615 E. HOUSTON STREET, ROOM 597, SAN ANTONIO, TX 78205.

You may be a creditor of the debtor. If so, you will receive an additional notice from the court setting forth important deadlines.

Yvette M. Taylor
Clerk, U.S. Bankruptcy Court
MEMORANDUM

TO: Board of Directors
   Harlingen Economic Development Corporation

FROM: Ramiro Aleman

SUBJECT: Staff Report

DATE: October 22, 2014

Cameron County Logistics Alliance
Staff coordinated and hosted the Cameron County Logistics Alliance second international trade session, “North American Standard Level I Inspection Procedure,” presented by the Texas Department of Public Safety. Approximately 30 people attended. After the presentation, the DPS held a mock inspection with an actual tractor trailer. Approximately 10 people stayed for the inspection and had a lot of questions and were very engaged. Attendees came from as far as Hidalgo and Brownsville to attend.

Site Certification
The Cultural Resource Study report has been completed and sent to the Texas Historic Commission on 10/14. The expected response time is early to mid-November. This is the last report pending. Project is on track to be completed well before the December deadline.

Industrial Attraction Activities
Developed state lead proposal for Project Victory Lap, automotive industry. Developed proposal for Project Chew, a lead from Site Location Partnership.

Industrial Retention Activities
Met with several logistics companies in Harlingen along the I 69 E & I 2 interchange.

Harlingen Manufacturer’s Association
Staff assisted HMA in their monthly meeting. Rebeca Castillo with the Harlingen – San Benito MPO made a presentation on Proposition 1, transportation funding, which is on the ballot in November.

Harlingen Industrial Foundation Inc.
Staff assisted with the monthly HIFI meeting. The board elected 3 new members. HIFI also discussed a project in the Industrial Park, Project MG. They agreed to award the company $5,000 to help with upgrading their facility. Also, they heard a presentation by Mike Gonzalez, Director of United Brownsville, on the BI Ned initiative.

PMA Fresh Summit
Staff attended the PMA Fresh Summit in Anaheim, CA. Also in attendance was Tony Rodriguez from the Port of Brownsville and Salomon Torres from San Benito EDC. PMA is the premier fresh produce show. Over 60 exhibitors with Mexico attended. Made contact with the majority of them. All mentioned the same thing, they didn’t know there was a bridge at Los Indios and the question of security also came up. Staff will continue to follow up with the companies and work with partners to address the issues.
MEMORANDUM

TO : Board of Directors
     Harlingen Economic Development Corporation

FROM : Lyle Garza

SUBJECT : Staff Report

DATE : October 28, 2014

CONSTRUCTION
As with previous months, EDC staff continues to monitor construction of the two hotels
(Candlewood Suites and Residence Inn by Marriott), various commercial development
projects at Harlingen Corners (Kirkland’s at Kohl’s) and Bass Pro Drive (landscaping).
All projects are proceeding with construction and expect opening by the Christmas season.

MARKETING and BUSINESS ATTRACTION
Staff continues to meet with real estate professionals in an effort to better market
Harlingen. There have been a number of meetings in the last thirty (30) days to discuss
projects on Business 83 and New Hampshire, the medical district area, Loop 499 near the
airport, and pad sites near Walmart.

There were a number of functions that the EDC attended this month including a Town Hall
Meeting, a fundraiser for the Literacy Center, the Chamber of Commerce Annual Banquet,
the Gregorio Luke Cultural event, and a meeting with Daniel Agranov, Deputy General
Consul of Israel to the Southwest United States.

In addition, we traveled to economic development conferences in Houston and Ft. Worth
and were able to bring back valuable information to our office.

The programs from both TEDC and IEDC were very similar. They each promoted the
value of economic development organizations continuing to formulate regional
partnerships in order to maximize the impact of collaborative effort and lessening the load
of tax dollars being spent on incentives. Some of the topics included “Building a Better
Workforce: Transforming the Public School System Through Business Engagement”, an
Interactive Workshop on asking Commercial Real Estate Directors of major companies on
the processes and strategies they employ on making location decisions, and “Perspectives
on the Present and Future of Economic Development”.

Other major topics of discussion were “Closing the Skills Gap” and “Aligning Education
and the Economy-Meeting Texas’ Skills Needs”.

Next month, we will be traveling back to Dallas to attend the ICSC. We will be manning a
booth and have invited local brokers and developers to join us in promoting Harlingen to
other brokers, developers and commercial businesses looking to expand into South Texas.