Notice is hereby given that the above Board of Directors will hold a Regular Meeting on Tuesday, October 20, 2015 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@harlingenedc.com at least 24 hours in advance of the meeting.

AGENDA ITEMS

Call Meeting to Order

Roll Call

Pledge of Allegiance

Citizen Communication

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 Items withdrawn from the Consent Agenda for individual consideration will be heard in their normal sequence after the remainder of the Consent Agenda has been acted upon.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 September 22, 2015 regular meeting.
   b) Consider and take action to approve the Financial Reports of September 30, 2015.

2. Presentation and discussion on Annova LNG’s future plans to develop a LNG plant at the Port of Brownsville.

3. Consider and take action to approve expending $5,000 for participation in Nielsen study on Mexican consumers.

4. 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) Project Rental
   b) Project Lantern
   c) Project Ivory
   d) Project Orphan

5. Consider, discuss and take action on Executive Session items as follows:

   a) Consider approval of Development Agreement between the Development Corporation of Harlingen, Inc. and Project Rental.
   b) Consider recommending designation of Texas Enterprise Zone Project for Project Lantern to City Commission.
   c) Consider recommending designation of Texas Enterprise Zone Project for Project Ivory to City Commission.
6. Staff reports:

a) Discuss and deliberate the update on Commercial development activities:
   1) BizNow Conference – San Antonio
   2) Commercial Broker’s Meeting / Marketing pamphlets
   3) Commercial construction
   4) Business Retention and Expansion
      a. Residential Development
      b. Retail / Office update

b) Discuss and deliberate the update on Industrial development activities:
   1) Harlingen Aerotropolis
   2) HMA
   3) State Leads

c) Discuss and deliberate the Executive Director’s report on economic development activities:
   1) Pack Expo
   2) TEDC Conference
   3) BiNED and visit from Allan Bersin, Assistant Secretary of Homeland Security
   4) Site Selectors Guild
   5) Project Orphan

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 16, 2015 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 22, 2015

On this 22th day of September 2015 at 5:30 p.m. the Development Corporation of Harlingen, Inc. Board of Directors convened at the City of Harlingen Town hall, 118 E. Tyler Avenue, 2nd floor, Harlingen, Texas 78550. The following are the minutes of the meeting.

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

Absent
Rick Ledesma

Staff
Raul Garza, Manager and CEO
Brendan Hall, HEDC Attorney
Ramiro Aleman, Lyle Garza, and MaryAnn Villarreal

Also present was Mayor Boswell, Assistant Finance Director Sergio Villasana and Senior Finance Accountant Raul Sanchez.

Call to Order
Mr. Michael Lamon called the meeting to order; a quorum was established and the following proceedings were held.

Roll Call
Mr. Lamon announced Dr. Gilbert Leal and Mr. Robert B. Dunkin were present. Ms. Lupita Gutierrez-Garza arrived at 5:32 p.m. and joined the meeting.

Pledge of Allegiance
Mr. Lamon led 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 August 25, 2015 regular meeting.
b) Consider and take action to approve the Financial Reports of August 31, 2015.
Motion was made by Mr. Dunkin and seconded by Dr. Leal to approve Consent Agenda. Motion carried unanimously.

The August 2015 financials were presented and approved as follows:

Development Corporation of Harlingen, Inc.  
Interim Financial Statements  
For Month Ending August 31, 2015

**Balance Sheet**
Cash $2,967,843  
Receivables $1,559,233  
Prepaid Expense $0  
Assets(Land, Building & Parking Lot)  
Less Depreciation $37,845,666  
Total Assets $42,392,741  

Liabilities & Payables $1,176,656  
BPS Land Payable $4,431,205  
Loan $2,615,000  
Bonds Payable $29,110,000  
Total Liabilities $37,332,660  

Designated Reserve $2,000,000  
Uncumbered Fund Balance $987,843  
Non-Cash Fund Balance $2,072,039  
Total Fund Balance $5,059,882  

Total Liabilities & Fund Balance $42,392,741  

**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>$395,949</td>
<td>$4,600,415</td>
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<tr>
<td>Expenditures</td>
<td></td>
<td></td>
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<tr>
<td>Operations</td>
<td>$65,155</td>
<td>$711,112</td>
</tr>
<tr>
<td>Contracts</td>
<td>$30,000</td>
<td>$238,660</td>
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<td>Projects</td>
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<td>$3,862,864</td>
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<tr>
<td>Total Expenditures</td>
<td>$954,863</td>
<td>$4,812,636</td>
</tr>
<tr>
<td>Revenues Less Expenditures</td>
<td>($558,914)</td>
<td>($212,221)</td>
</tr>
</tbody>
</table>

2. Executive session pursuant to Chapter 551, Subchapter D, V.T.C.A. Government Code (Section 551.071), contemplated litigation or matters where legal advice is requested of the Attorney on a matter in which the duty of the attorney of the Board under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with the Act:

a) DollarSave Energy, L.P. Agreement
At 5:33 p.m., President Lamon announced the board would convene into executive session under Government Code (Section 551.071) to discuss Item No 2.

Motion was made by Dr. Leal and seconded by Mr. Dunkin to convene into executive session under Government Code (Section 551.071). Motion carried unanimously.

At 5:55 p.m., President Lamon announced the board had completed its executive session under Government Code (Section 551.071) declared the meeting open to the public.

3. **Consider, discuss and take action if needed on:**
   
a) **DollarSave Energy, L.P. Agreement**
   
Motion was made by Dr. Leal and seconded by Mr. Dunkin to authorize CEO and legal counsel to proceed with negotiations as discussed in executive session. Motion carried unanimously.

4. **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:**
   
b) **Project Rental**
   
c) **Project Dive**

At 5:56 p.m., President Lamon announced the board would convene into executive session under Government Code (Section 551.072) and Government Code (Section 551.087) to discuss Item No 4.

Motion was made by Mr. Dunkin and seconded by Dr. Leal to convene into executive session under Government Code (Section 551.072) and Government Code (Section 551.087). Motion carried unanimously.

At 6:22 p.m., President Lamon announced the board had completed its executive session under Government Code (Section 551.072) and Government Code (Section 551.087) declared the meeting open to the public.

5. **Consider, discuss and take action if needed on:**
   
b) **Project Rental**
   
c) **Project Dive**

Motion was made by Dr. Leal and seconded by Mr. Dunkin to authorize CEO and legal counsel to proceed with negotiations as discussed in executive session for Project Rental. Motion carried unanimously.

No action was taken on Project Dive.
6. Staff reports:

a) Discuss and deliberate the update on Commercial development activities:
   1) Strategic Behavioral Health
   2) Qualfon Data Services Group, LLC.
   3) Vision 2015

Mr. Lyle Garza gave an update on the commercial development activities.

b) Discuss and deliberate the update on Industrial development activities:
   1) Harlingen Aerotropolis
   2) Marketing trip – Mexico’s Aerospace Summit
   3) Harlingen Manufacturer’s Association
   4) Harlingen Industrial Foundation, Inc.

Mr. Ramiro Aleman gave an update on the industrial development activities.

c) Discuss and deliberate on the Executive Director’s report on economic development activities:
   1) Bi National Economic Development Zone, BiNED
   2) Rio South Texas Economic Council, RSTEC
   3) Great American Trucking Show, GATS Marketing trip
   4) Project Orphan – update on speculative building design

Mr. Raudel Garza gave an update on the additional cities joining BiNED and the ByLaws that are being finalized. Mr. Garza mentioned an upcoming Forum for BiNED.

Mr. Garza mentioned that Alma Colleli from RSTEC is stepping down at the end of September and the review of candidates for the position continues.

Mr. Garza spoke about his recent trip to GATS and the meeting of Site Selectors and Developers. He mentioned some potential suspects.

Mr. Garza gave an update and PowerPoint presentation on several site plans for Project Orphan.

There being no further business to discuss, motion was made by Ms. Gutierrez-Garza and seconded by Dr. Leal to adjourn the meeting at 6:49 p.m.

Development Corporation of Harlingen, Inc.

______________________________
Mr. Michael Lamon, President

ATTEST:

______________________________
Raudel Garza, Manager and CEO