

**DEVELOPMENT CORPORATION OF HARLINGEN, INC.  
BOARD OF DIRECTORS' REGULAR MEETING  
FEBRUARY 28, 2019**

Notice is hereby given that the above Board of Directors will hold a Regular Meeting on Thursday, February 28, 2019 at 12:00 p.m. (noon), at the University Center, 2424 Boxwood Street, Suite 126, Harlingen, Texas.

The Development Corporation of Harlingen, Inc., hereinafter "HEDC", 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. HEDC 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

Recognition of Guest(s)

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 Items withdrawn from the Consent Agenda for individual consideration will be heard in their normal sequence after the remainder of the Consent Agenda has been acted upon.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 possible action to approve the following board minutes:

Regular meeting – January 29, 2019

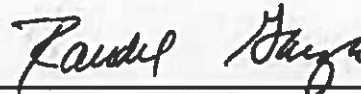
b) Consider and possible action to approve the following financial reports:

January 31, 2019

- 2. Consider and possible action to approve an agreement between the City of Harlingen and The Development Corporation of Harlingen, Inc. for Funding The State Legislative Consulting Services Agreement with Terral Smith and William Yarnell.**
- 3. 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 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. and/or 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 relating to the following projects:**

- a. UACC/TSTC
  - b. Project Happy Days
  - c. Project Melt
  - d. Project Development
  - e. Project Mountain 2
  - f. Project Firefly
  - g. Project Masa
4. Consider and possible action, if any, on executive session items, if necessary.
  5. Presentation and discussion regarding Public Improvement Districts (PID).
  6. Consider authorizing CEO to release a request for qualifications (RFQ) for services related to establishment of a PID.
  7. Staff reports
    - a) Commercial development and recruitment activity
    - b) Industrial development and recruitment activity
    - c) CEO's report

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 Monday, February 25, 2019, at or before 12:00 p.m. (noon) and remained so posted for at least 72 hours preceding the time of said meeting.



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Raudel Garza, Manager and Chief Executive Officer

Development Corporation of Harlingen, Inc.  
Regular Meeting  
January 30, 2019

On the 29th of December 2019 at 5:30 p.m. the Development Corporation of Harlingen, Inc., Board of Directors convened at City Hall, Town Hall, 118 East Tyler Street, 2<sup>nd</sup> floor, Harlingen, Texas. The following board members were present. The following board members were present.

Present

Michael Lamon  
Mickey Boland  
Eric Ziehe  
Dr. Gilbert Leal  
Dr. Linda Burke

Staff

Raudel Garza, German Rico, MaryAnn Villarreal and Brendan Hall

Also Present: Mayor Chris Boswell, City Manager Dan Serna, Assistant City Manager Gabriel Gonzales and Craig Garansuay.

Call to Order

President Michael Lamon called the meeting to order; a quorum was established, and the following proceedings were held.

Roll Call

President Lamon announced that he, Mr. Mickey Boland, Mr. Eric Ziehe, Dr. Gilbert Leal and our newest board member, Dr. Linda Burke, were present. Lamon welcomed Dr. Burke to the Board and her first meeting.

1. Consider and possible action to elect the HEDC Secretary to fill the vacant office.

Raudel Garza asked the Board to take action to fill the position left vacant by the recent resignation of Eliseo Gonzales. Motion was made by Dr. Leal and seconded by Mr. Boland to elect Mr. Ziehe to the HEDC Secretary position. Motion carried unanimously.

2. Consider and possible action to approve the board minutes for December 11, 2018.

Motion was made by Mr. Boland and seconded by Dr. Leal to approve the board minutes for December 11, 2018. Motion carried unanimously.

3. Consider and possible action to approve the financial reports for November 30, 2018 and December 31, 2018.

Motion was made by Dr. Leal and seconded by Mr. Boland to approve the financial reports for November 30, 2018 and December 31, 2018. 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 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. and/or 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 relating to the following projects:
  - a. Project Target 2.1
  - b. Project FM
  - c. Project Melt
  - d. Project Mountain 2
  - e. Texas State Technical College/University Articulation and Career Center
  - f. Project Development
  - g. Project Grand Entrance
  - h. Project Eden
  - i. Project River
  - j. Project Scavenger

At 5:34 p.m., motion was made by Mr. Boland and seconded by Dr. Leal to convene into executive session. Motion carried unanimously.

At 7:15 pm., Mr. Ziehe announced he would be stepping out for the Project River discussions due to a possible conflict of interest.

At 7:25 p.m., President Lamson announced the board had completed its executive session and declared the meeting open to the public.

5. Consider and possible action, if any, on executive session items, if necessary.
  - a. Project Target 2.1
  - b. Project FM
  - c. Project Melt
  - d. Project Mountain 2
  - e. Texas State Technical College/University Articulation and Career Center
  - f. Project Development
  - g. Project Grand Entrance
  - h. Project Eden
  - i. Project River
  - j. Project Scavenger

Action was taken on items 5.a., 5.b., 5.d., 5.f.

Motion was made by Mr. Boland and seconded by Mr. Ziehe authorize staff and legal counsel to enter into, prepare a development and performance agreement for Project Target 2.1 to allow for a grant payment in the amount of approximately \$90,000 per year for 5 years or 50 % of the 1 % local sales tax generated by the project as discussed in executive session. Motion carried unanimously.

Motion was made by Mr. Boland and seconded by Dr. Leal to authorize staff and legal counsel to enter into and prepare a Development and Performance Agreement for Project FM to allow for a grant payment of approximately \$1,000 per year for 5 years or the equivalent of ¼ of the local 1% sales tax generated by Project FM as discussed in executive session. Motion carried unanimously.

Motion was made by Mr. Boland and seconded by Dr. Leal to authorize the CEO or the President to execute a new Performance Agreement, a Termination Agreement, and an interlocal agreement with the City and United Launch Alliance, along with an Extended Marketing Services Agreement with Valley International Airport, providing for potential job creation and job retention, as discussed in executive session. Motion carried unanimously.

Mr. Boland made a motion to authorize CEO to engage broker to assist in negotiations for land acquisition for Project Development as discussed in executive session. Dr. Leal seconded the motion. Motion passed unanimously.

6. Staff reports

- a) Commercial development and recruitment activity
- b) Industrial development and recruitment activity
- c) CEO's report

Mr. Garza updated the Board on the commercial recruitment program rollout, the ICSC show in Ft. Worth, United Healthcare Groups lease renewal, Qualfon's current lease status, UTRGV's latest health clinic openings, the use of Proteus platform for marketing, and Neon Cloud Production's status on the most recent marketing video.

Mr. Rico gave a brief report on the industrial development and recruitment activity. He spoke about meeting with Mr. Lerma at Rio Valley Switching Company. They talked about the railroad tracks that lead to the HEDC's 65 acres property off Roosevelt Road.

Mr. Rico mentioned a TXDOT freight workshop he attended. He is working on an RFI, Tiger II, due at the end of the month. Mr. Garza and Mr. Rico toured Emerson and the plans to expand their facility and bring in a new line. He met with the Port of Harlingen and Valley International Airport to discuss economic development opportunities. Mr. Rico

attended a Red News Real Estate forum and is attending the TEDC Basic EDC course next week.

He met with Luis Elizondo, U.S. liaison to the Mayor of Matamoros, on projects, maquiladoras and how we can work to bring the communities together. He is working on another RFI, Project Film, due at the beginning of the month.

There is a meeting he is setting up with the Secretary of Economic Development for the state of Tamaulipas to bring them to Harlingen and discuss the bridge and bringing more traffic. The next meeting, he will work to bring the Governor of Tamaulipas to Harlingen.

Mr. Garza shared information on RGV Day at the Capitol. He also reviewed information on CBEST's Economic Forecast Luncheon, and briefly discussed opportunity zones.

Motion was made by Dr. Leal and second by Mr. Ziehe to adjourn the meeting at 7:45 p.m.

Development Corporation of Harlingen, Inc.

\_\_\_\_\_  
Michael Lamon, President

ATTEST:

\_\_\_\_\_  
Raudel Garza, Manager and CEO

Agenda Date: February 28, 2019

**Development Corporation  
Executive Summary**

**I. Agenda Item:** Consider and take action to approve Financial Reports for period Ending January 31, 2019.

**II. Brief Overview:**

An analysis of the January 2019 fund balance indicates a designated reserve of \$2,711,650 for debt service, an unrestricted Fund Balance of \$4,121,233, and a non-spendable amount of \$589,731. Total assets equal \$7,961,236. Liabilities equal \$538,622. During the month of January 2019, the cash NOW Accounts and the TexPool Account earned 2.03% and 2.3892 % interest respectively. From the Statement of Revenues, Expenditures, and Changes in Fund Balance (PAGE 2), current revenues equal \$618,737 and total current expenditures (Page 3) equal \$297,927 - generating revenues over expenditures in the amount of \$320,810.

For the month of January 2019, General Capital Assets, net of depreciation, totaled \$32,861,873 and Long-term Liabilities totaled \$29,617,420, resulting in net assets of \$3,244,453.

Development Corp. Sales tax receipts received from Texas State Comptrollers for the month of January 2019 was \$561,386, an increase of \$58,879 or 11.71 % (Page 4) from the prior year. In the month of January, Brownsville experienced a 0.74% increase and McAllen a 12.07% increase from the prior year.

**III. Budget**

Item Budgeted \_\_\_\_\_ Yes \_\_\_\_\_ No  X  N/A. 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  
DEPARTMENT: Finance  
TITLE: Finance Director



**Harlingen Economic Development Corporation**

**Interim Financial Statements**

**As of January 31, 2019**



**Harlingen Economic Development Corporation**  
**BALANCE SHEET - Unaudited**  
**As of January 31, 2019**

**ASSETS**

Cash	\$	3,182,541
Investments (Texpool)		3,091,288
Accounts Receivable/Miscellaneous		623,564
Miscellaneous/Notes		474,113
Prepaid Expenses		2,111
Investments (Land)		
FY 15 Projects		555,686
FY 18 Projects		31,933
<b>TOTAL ASSETS</b>	<b>\$</b>	<b><u>7,961,236</u></b>

**LIABILITIES**

Other Payable	\$	5,000
83/77 Developer Payable		30,673
Due to City of Harlingen		6,142
Deferred Revenue		
TIFRZ No. 3		366,416
Miscellaneous		130,390
<b>TOTAL LIABILITES</b>	<b>\$</b>	<b><u>538,622</u></b>

**FUND BALANCE**

Unrestricted Fund Balance		4,121,233
Reserve for Debt Service		2,711,650
Nonspendable		589,731
<b>TOTAL FUND BALANCE</b>		<b><u>7,422,614</u></b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>\$</b>	<b><u>7,961,236</u></b>

**Harlingen Economic Development Corporation**  
**STATEMENT OF REVENUES, EXPENDITURES - Unaudited**  
**AND CHANGES IN FUND BALANCE**  
**As of January 31, 2019**

	<u>Current Month</u>	<u>Current Year to Date</u>	<u>Encumbrances</u>	<u>FY 18-19 Annual Budget</u>	<u>Unrealized Balance</u>	<u>33% of Budget</u>
<b>Revenues</b>						
Taxes	\$ 565,084	\$ 1,712,792	\$ -	\$ 5,018,141	\$ 3,305,349	34%
Charges for Services	25,051	142,212	-	391,969	249,757	36%
Intergovernmental	7,700	26,590	-	75,000	48,410	35%
Interest	11,660	40,207	-	54,300	14,093	74%
Miscellaneous	369	29,919	-	420,858	390,939	7%
Other Financing Sources	8,872	50,083	-	316,577	266,494	16%
<b>Total Revenues</b>	<b>\$ 618,737</b>	<b>\$ 2,001,803</b>	<b>\$ -</b>	<b>\$ 6,276,845</b>	<b>\$ 4,275,042</b>	<b>32%</b>
<b>Expenditures</b>						
<b>8501 ADMINISTRATION</b>						
Personnel Services	\$ 25,808	\$ 102,369	\$ -	\$ 508,590	404,221	20%
Personnel Benefits	6,911	24,835	-	131,437	106,602	19%
Supplies- General	-	-	-	10,000	10,000	0%
Services & Charges- General	8,149	21,909	2,222	96,300	72,169	25%
Services & Charges- Maintenance	1,645	3,018	-	3,900	882	77%
Services & Charges- Miscellaneous	-	1,224	-	61,500	60,276	2%
Administration- Billboards	-	-	-	45,000	45,000	0%
Administration- Operations	32,378	87,092	303	520,700	433,305	17%
<b>8502 MARKETING</b>						
Services & Charges- Miscellaneous	2,116	11,666	10,400	58,000	35,934	38%
Marketing	18,384	44,762	10,710	210,600	155,128	26%
<b>8505 BUSINESS INCENTIVE OTHER</b>						
Direct Business Incentive	175,885	207,335	-	693,500	486,165	30%
<b>8515 DEVELOPMENT CORP - OTHER</b>						
Services & Charges- Miscellaneous	3,748	6,153	-	341,566	335,413	2%
Other	14,184	14,460	-	321,267	306,807	5%
<b>DEBT SERVICES</b>						
Other Financing Uses	8,719	26,428	-	3,276,485	3,250,057	1%
<b>Total Expenditures</b>	<b>\$ 297,927</b>	<b>\$ 551,251</b>	<b>\$ 23,635</b>	<b>\$ 6,276,845</b>	<b>\$ 5,701,959</b>	<b>9%</b>
<b>Excess Revenues over Expenditures</b>	<b>\$ 320,810</b>	<b>\$ 1,450,552</b>		<b>\$ -</b>	<b>\$ (1,450,552)</b>	
<b>Fund Balance, Beginning of year</b>		<b>5,972,062</b>		<b>5,972,062</b>		
<b>Fund Balance, Year to Date</b>		<b>\$ 7,422,614</b>		<b>\$ 5,972,062</b>		

**Harlingen Economic Development Corporation  
General Capital Assets & General Long-Term Liabilities  
Interim Financial Statements**

**As of January 31, 2019**

**Harlingen Economic Development Corporation  
General Capital Assets & General Long-Term Liabilities - Unaudited  
As of January 31, 2019**

**GENERAL CAPITAL ASSETS**

Land	\$ 4,294,807
Building	31,902,903
Improvements Other Than Buildings	4,795,863
Accumulated Depreciation	<u>(8,131,699)</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 32,861,873</u></b>

**LONG-TERM LIABILITIES**

Accrued Expenses/ Interest Payable	\$ 697,175
Compensated Absences	42,120
Notes Payable/ Frost Bank Loan	1,390,000
Notes Payable/ 77/83 Property BPS Land	2,050,679
2010 A Tax Exempt Bonds	14,960,000
2010 B Taxable Bonds	10,700,000
2010 A Tax Exempt- Bond Discount	(53,872)
2010 B Taxable - Bond Discount	<u>(168,681)</u>
<b>TOTAL LIABILITIES</b>	<b><u>\$ 29,617,420</u></b>

**NET ASSET**

Invested in General Capital Assets	<b><u>\$ 3,244,453</u></b>
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Development Corp. (3/8 % Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$407,022	\$410,091	(3,070)	-0.74%
November	379,186	365,762	13,424	3.67%
December	353,556	360,387	(6,831)	-1.89%
January	561,386	502,507	58,879	11.71%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$1,701,160</b>	<b>\$1,638,747</b>	<b>\$62,402</b>	<b>3.80%</b>

City of Harlingen (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$2,170,781	\$2,187,153	(16,371)	-0.74%
November	2,022,327	1,950,731	71,597	3.67%
December	1,885,631	1,922,065	(36,434)	-1.89%
January	2,994,059	2,680,037	314,021	11.71%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$9,072,799</b>	<b>\$8,739,986</b>	<b>\$332,813</b>	<b>3.80%</b>

City of Brownsville (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$3,357,354	\$3,061,164	296,191	9.67%
November	3,322,888	2,765,731	557,157	20.14%
December	3,151,659	3,051,585	100,075	3.27%
January	4,070,154	4,040,219	29,935	0.74%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$13,902,056</b>	<b>\$12,918,699</b>	<b>\$983,357</b>	<b>7.61%</b>

City of McAllen (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$5,990,676	\$5,070,916	919,760	18.13%
November	5,472,359	4,390,341	1,082,018	24.54%
December	5,504,182	5,010,847	493,336	9.84%
January	7,733,535	6,900,280	833,255	12.07%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$24,700,752</b>	<b>\$21,372,384</b>	<b>\$3,328,368</b>	<b>15.57%</b>

City of Weslaco (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$1,231,205	\$1,069,109	162,096	15.16%
November	1,051,260	886,379	164,881	18.60%
December	950,401	966,664	(16,264)	-1.68%
January	1,344,776	1,247,149	97,627	7.82%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$4,577,641</b>	<b>\$4,169,301</b>	<b>\$408,340</b>	<b>9.79%</b>

City of Edinburg (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$2,154,846	\$1,963,990	190,856	9.71%
November	2,007,037	1,624,491	382,547	23.54%
December	1,773,568	1,652,449	121,119	7.32%
January	2,482,750	2,139,029	343,720	16.06%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$8,418,201</b>	<b>\$7,379,960</b>	<b>\$1,038,241</b>	<b>14.06%</b>

City of Mission (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$1,491,192	\$1,307,604	183,588	14.04%
November	1,375,842	1,111,736	264,106	23.75%
December	1,210,534	1,196,274	14,260	1.19%
January	1,708,977	1,491,313	217,664	14.59%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$5,786,545</b>	<b>\$5,106,926</b>	<b>\$679,618</b>	<b>13.30%</b>

City of La Feria (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$152,851	\$134,084	18,768	13.99%
November	98,314	92,406	5,908	6.39%
December	102,323	99,767	2,556	2.56%
January	148,021	143,605	4,416	3.07%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$501,509</b>	<b>\$469,861</b>	<b>\$31,648</b>	<b>6.73%</b>

City of San Benito (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$396,904	\$382,394	14,510	3.79%
November	365,412	348,514	16,898	4.84%
December	358,907	346,551	12,356	3.56%
January	454,809	427,527	27,282	6.38%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$1,576,032</b>	<b>\$1,504,986</b>	<b>\$71,045</b>	<b>4.72%</b>

City of Mercedes (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$478,527	\$449,283	29,244	6.50%
November	584,061	389,815	194,246	49.83%
December	626,686	587,586	39,100	6.65%
January	816,035	810,711	5,324	0.65%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$2,505,308</b>	<b>\$2,237,395</b>	<b>\$267,914</b>	<b>11.97%</b>

City of Pharr (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$1,771,783	\$1,537,813	233,970	15.21%
November	1,633,688	1,363,639	270,049	19.80%
December	1,541,429	1,502,050	39,379	2.62%
January	2,460,662	1,712,515	748,147	43.68%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$7,407,562</b>	<b>\$6,116,017</b>	<b>\$1,291,544</b>	<b>21.11%</b>

City of South Padre Island (2% Sales Tax)				
Date	Fiscal Year	Fiscal Year	Increase	%
Received	2018-19	2017-2018	(Decrease)	(Decrease)
October	\$267,254	\$251,213	16,041	6.38%
November	180,060	182,611	(2,551)	-1.39%
December	159,287	151,463	7,824	5.16%
January	245,571	178,991	66,580	37.19%
February				
March				
April				
May				
June				
July				
August				
September				
	<b>\$852,173</b>	<b>\$764,279</b>	<b>\$87,894</b>	<b>11.50%</b>

CHECK NO	VENDOR NAME	CHECK DATE	CHECK AMOUNT	DATE CLEARED	BANK CODE	STATUS	ORIGINAL AMOUNT
8838	11238 GERMAN RICO	01/04/2019	45.32	01/31/2019	05	RECONCILED	
8839	CITY OF HARLINGER	01/18/2019	19,566.66	01/31/2019	05	RECONCILED	
8840	CLEAR CHANNEL AIRPORTS	01/18/2019	1,155.00	01/31/2019	05	RECONCILED	
8841	9231 COSTAR REALTY INFORMATION INC	01/18/2019	407.90	01/31/2019	05	RECONCILED	
8842	99378 EXTERIOR DESIGNS	01/18/2019	1,020.00	01/31/2019	05	RECONCILED	
8843	8827 RAUDEL GARZA	01/18/2019	1,075.13	01/31/2019	05	RECONCILED	
8844	9197 GIGABIT COMMUNICATIONS LLC	01/19/2019	3,160.00	01/31/2019	05	RECONCILED	
8845	1790 BRENDAR HALL	01/18/2019	2,125.00	01/31/2019	05	RECONCILED	
8846	7762 HUNTING LAWN AND LANDSCAPING	01/18/2019	335.00	01/31/2019	05	OUTSTANDING	
8847	7529 INTERNATIONAL ECONOMIC DEV COU	01/18/2019	90,000.00	01/31/2019	05	RECONCILED	
8848	0891 LTD PRECISION	01/18/2019	1,500.00	01/31/2019	05	RECONCILED	
8850	1727 THE BANK OF NEW YORK MELLON	01/18/2019	1,500.00	01/31/2019	05	RECONCILED	
8851	7503 APC STUDIOS INC	01/18/2019	500.00	01/31/2019	05	RECONCILED	
8852	3755 OFFICE DEPOT	01/18/2019	45.83	01/31/2019	05	RECONCILED	
8853	3493 PITMAN & DAVIS LLC	01/18/2019	831.41	01/31/2019	05	OUTSTANDING	
8854	11241 PROTEUS/VI PA SOLUTIONS LLC	01/18/2019	99.00	01/31/2019	05	RECONCILED	
8855	7979 RGV SIGN PUBLICATIONS LLC	01/18/2019	2,350.00	01/31/2019	05	RECONCILED	
8856	11238 GERMAN RICO	01/18/2019	328.51	01/31/2019	05	RECONCILED	
8857	1100 ROBINSON DUFFY & BARNARD LLP	01/18/2019	1,800.00	01/31/2019	05	RECONCILED	
8858	1212 ROBINSON DUFFY & BARNARD LLP	01/18/2019	919.50	01/31/2019	05	RECONCILED	
8859	10933 T-MOBILE USA INC	01/18/2019	109.60	01/31/2019	05	OUTSTANDING	
8860	4629 TEXAS ECONOMIC DEVELOPMENT CCU	01/18/2019	4,200.00	01/31/2019	05	OUTSTANDING	
8861	1719 TEXAS STATE TECHNICAL COLLEGE	01/18/2019	14,184.00	01/31/2019	05	OUTSTANDING	
8862	8384 TONY YZAGUIRRE JR TAX ASSESSO	01/18/2019	3,747.54	01/31/2019	05	RECONCILED	
8863	1124 UTRGV PYMTS/COLLECT OFC SSB T	01/18/2019	500.00	01/31/2019	05	RECONCILED	
8864	2306 VALLEY INTERNATIONAL AIRPORT	01/18/2019	35,885.00	01/31/2019	05	RECONCILED	
8865	7398 VILLARREAL MARYANN	01/18/2019	39.01	01/31/2019	05	RECONCILED	
8866	10900 XEROX FINANCIAL SERVICES LLC	01/18/2019	444.46	01/31/2019	05	RECONCILED	

BANK 05 TSB - DEV CORP

NO OF CHECKS 79  
 OUTSTANDING CHECKS 25 710 01  
 RECONCILED CHECKS 225 828 92  
 CHECKS OUTSTANDING 255 538 93  
 VOID CHECKS 00

**Development Corporation of Harlingen, Inc.  
 Supplementary Schedules-Total Current Commitments & Contingencies  
 January 31, 2019**

<b>COMMITMENTS:</b>	<u>Purpose</u>	<u>Total Commitment</u>	<u>Funded</u>	<u>Unfunded</u>	<u>Estimated Timing of Unfunded Commitment</u>
	Qualfon Data Services Group, LLC	\$ 700,000	\$ 200,000	\$ 500,000	Fiscal Year 17-19
	Strategic Behavioral Health, LLC	\$ 544,000	\$ 100,000	\$ 444,000	Fiscal Year 17-19
	Space Exploration Technologies Corp.	\$ 450,000	-	\$ 450,000	Fiscal Year 16-17
	United Launch Alliance, LLC	\$ 2,500,000	\$ 300,000	\$ 2,200,000	Fiscal Year 16-20
	El Clavo Sales Company, Inc	To Be Determined	-	-	Fiscal Year 16-21
	Fox Valley Molding, Inc.	<u>\$ 75,000</u>	<u>\$ 21,083</u>	<u>\$ 53,917</u>	Fiscal Year 16-18
	<b>Total Commitments</b>	<u><u>\$ 4,269,000</u></u>	<u><u>\$ 621,083</u></u>	<u><u>\$ 3,647,917</u></u>	



**Note Receivable Schedule**

<u>Borrower</u>	<u>Date Made</u>	<u>Date Due</u>	<u>Loan Amount</u>	<u>Amount Paid</u>	<u>Current Balance</u>
Qualfon Data Service Group, LLC	04/04/15	04/14/16	\$200,000	\$147,000	\$53,000
Fox Valley Molding	01/06/17	01/30/18	\$21,083	\$ -	\$21,083
Industrial Tool & Die Co.	04/19/10	04/19/20	\$21,254	\$ 18,194	\$3,060
Pan American Hydrogen	04/21/17	04/21/23	\$33,359	\$ 2,803	\$30,556
<b>Total</b>			<b><u>\$275,696</u></b>	<b><u>\$167,998</u></b>	<b><u>\$107,697</u></b>

**Receivables - TIFRZ No. 3**

	<u>Date Made</u>	<u>Date Due</u>	<u>Loan Amount</u>	<u>Amount Paid</u>	<u>Current Balance</u>
TIFRZ No. 3 Harlingen Ventures No. 2	08/30/07	N/A	\$886,416	\$520,000	\$366,416
<b>Total</b>			<b><u>\$886,416</u></b>		<b><u>\$366,416</u></b>

**AGREEMENT BETWEEN THE CITY OF HARLINGEN  
AND THE DEVELOPMENT CORPORATION OF HARLINGEN, INC.  
FOR FUNDING THE STATE LEGISLATIVE CONSULTING SERVICES  
AGREEMENT WITH TERRAL SMITH AND WILLIAM YARNELL**

This Funding Agreement between the City of Harlingen and the Development Corporation of Harlingen, Inc. for funding the Legislative Consulting Services Agreement ("Consulting Agreement") is made and entered into as of the date set forth below by and between the City of Harlingen, Texas ("City") and the Development Corporation of Harlingen, Inc. ("Development Corporation") on the following terms and conditions:

**1. UNDERLYING AGREEMENT**

The City has entered into a State Consulting Agreement with Terral Smith and William Yarnell for the period commencing on October 1, 2018 and terminating on September 30, 2020, a copy of which is attached as Exhibit "1," subject to the Development Corporation funding the services to be provided to the City and the Development Corporation under the Consulting Agreement.

**2. PAYMENT**

The Consulting Agreement provides that the City shall pay the Consultant monthly payments of Ten Thousand Dollars (\$10,000.00), plus reimbursable expenses incurred in travel to and from Harlingen and other locations outside of Austin, Texas at the specific request of the City, as set out in the Consulting Agreement, on the first day of each month throughout the twenty-four (24) month term of Exhibit "1." The Development Corporation shall pay the City within ten (10) working days the amount owed on each monthly invoice sent to the Development Corporation for the services provided under the Consulting Agreement, the City shall provide the following documents to the Development Corporation:

- A. a copy of the monthly invoice, or invoices, from the Consultant to the City, and
- B. a copy of the check(s) paid from the City's account to the Consultant for

services rendered under the Consulting Agreement.

3. TERMINATION

The Consulting Agreement provides for its termination without cause upon thirty (30) days' written notice by either party and for proration of the monthly payment in the event of such termination. Upon termination by either party and payment of any undisputed invoice(s) or expense(s) by the City and, subsequently, the Development Corporation, the Development Corporation's obligations hereunder shall cease and this Funding Agreement shall automatically be terminated.

4. TERM

This Funding Agreement shall commence on October 1, 2018 and terminate on September 30, 2020, unless otherwise terminated as provided herein.

Dated the \_\_\_\_\_ day of \_\_\_\_\_, 2019.

DEVELOPMENT CORPORATION OF HARLINGEN, INC.

BY: \_\_\_\_\_  
Michael Lamon, President

DATE: \_\_\_\_\_

CITY OF HARLINGEN, TEXAS

BY: \_\_\_\_\_

DATE: \_\_\_\_\_

ATTEST:

\_\_\_\_\_  
City Secretary

DATE: \_\_\_\_\_

January 2019

Jan 1, 2019 - Jan 31, 2019

All Users  
100.00% Sessions

Visits



Pageviews



Pages / Visit

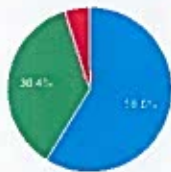


Avg. Visit Duration



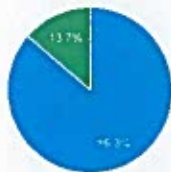
Device

desktop mobile tablet



Visits by Visitor Type

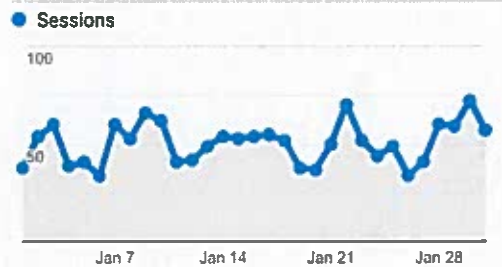
New Visitor Returning Visitor



Top Pages Viewed

Page Title	Pageviews
Harlingen, Texas - The Harlingen Economic Development Corporation	599
Harlingen, Texas Property Taxes - Cameron County Appraisal District	170
City of Harlingen, TX Demographics - Population - Median Income	164
Property Search - Harlingen, TX: The Harlingen Economic Development Corporation	154
Staff - Harlingen, TX: The Harlingen Economic Development Corporation	95
Major Employers in Harlingen, TX - Health Care - Agriculture - Economy	68
Harlingen EDC - Board of Directors - Economic Development - South Texas - RGV	58
The Free Trade International Bridge - Harlingen, TX: The Harlingen Economic Development Corporation	58

Daily Visits



Bounce Rate



Visits by City

City	Sessions
Harlingen	207
Coffeyville	178
Houston	122
Austin	81
San Antonio	75
(not set)	55
Dallas	41
Brownsville	33

Visits from around the World



Traffic Source

Source / Medium	Sessions
google / organic	926
(direct) / (none)	349
myharlingen.us / referral	105
bing / organic	62
yahoo / organic	37
codelysis.com / referral	11
facebook.com / referral	7
s3.amazonaws.com / referral	4

January 2019 (comparison to previous year)

Jan 1, 2019 - Jan 31, 2019  
 Compare to: Jan 1, 2018 - Jan 31, 2018

All Users  
 +0.00% Sessions

Visits

Jan 1, 2019 - Jan 31, 2019

**1,570**  
 % of Total: 100.00% (1,570)



Jan 1, 2018 - Jan 31, 2018

**984**  
 % of Total: 100.00% (984)



Pageviews

Jan 1, 2019 - Jan 31, 2019

**2,669**  
 % of Total: 100.00% (2,669)



Jan 1, 2018 - Jan 31, 2018

**2,006**  
 % of Total: 100.00% (2,006)



Pages / Visit

Jan 1, 2019 - Jan 31, 2019

**1.70**  
 Avg for View: 1.70 (0.00%)



Jan 1, 2018 - Jan 31, 2018

**2.04**  
 Avg for View: 2.04 (0.00%)



Avg. Visit Duration

Jan 1, 2019 - Jan 31, 2019

**00:01:02**  
 Avg for View: 00:01:02 (0.00%)



Jan 1, 2018 - Jan 31, 2018

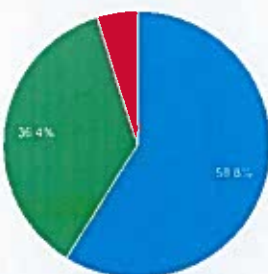
**00:02:04**  
 Avg for View: 00:02:04 (0.00%)



Device

desktop mobile tablet

Jan 1, 2019 - Jan 31, 2019



Jan 1, 2018 - Jan 31, 2018



Top Pages Viewed

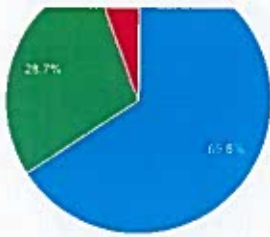
Page Title	Pageviews
Harlingen, Texas - The Harlingen Economic Development Corporation	
Jan 1, 2019 - Jan 31, 2019	599
Jan 1, 2018 - Jan 31, 2018	438
<b>% Change</b>	<b>36.76%</b>
Harlingen, Texas Property Taxes - Cameron County Appraisal District	
Jan 1, 2019 - Jan 31, 2019	170
Jan 1, 2018 - Jan 31, 2018	167
<b>% Change</b>	<b>1.80%</b>
City of Harlingen, TX Demographics - Population - Median Income	
Jan 1, 2019 - Jan 31, 2019	164
Jan 1, 2018 - Jan 31, 2018	118
<b>% Change</b>	<b>38.98%</b>
Property Search - Harlingen, TX: The Harlingen Economic Development Corporation	
Jan 1, 2019 - Jan 31, 2019	154
Jan 1, 2018 - Jan 31, 2018	96
<b>% Change</b>	<b>60.42%</b>
Staff - Harlingen, TX: The Harlingen Economic Development Corporation	
Jan 1, 2019 - Jan 31, 2019	95
Jan 1, 2018 - Jan 31, 2018	103
<b>% Change</b>	<b>-7.77%</b>
Major Employers in Harlingen, TX - Health Care - Agriculture - Economy	
Jan 1, 2019 - Jan 31, 2019	68
Jan 1, 2018 - Jan 31, 2018	66
<b>% Change</b>	<b>3.03%</b>
Harlingen EDC - Board of Directors - Economic Development - South Texas - RGV	
Jan 1, 2019 - Jan 31, 2019	58
Jan 1, 2018 - Jan 31, 2018	31
<b>% Change</b>	<b>87.10%</b>
The Free Trade International Bridge - Harlingen, TX: The Harlingen Economic Development Corporation	
Jan 1, 2019 - Jan 31, 2019	58
Jan 1, 2018 - Jan 31, 2018	10
<b>% Change</b>	<b>480.00%</b>

Visits by City

City	Sessions
Harlingen	
Jan 1, 2019 - Jan 31, 2019	207
Jan 1, 2018 - Jan 31, 2018	190
<b>% Change</b>	<b>8.95%</b>
Coffeyville	
Jan 1, 2019 - Jan 31, 2019	178
Jan 1, 2018 - Jan 31, 2018	3
<b>% Change</b>	<b>5,833.33%</b>
Houston	
Jan 1, 2019 - Jan 31, 2019	122
Jan 1, 2018 - Jan 31, 2018	63
<b>% Change</b>	<b>93.65%</b>
Austin	
Jan 1, 2019 - Jan 31, 2019	81
Jan 1, 2018 - Jan 31, 2018	51
<b>% Change</b>	<b>58.82%</b>
San Antonio	
Jan 1, 2019 - Jan 31, 2019	75
Jan 1, 2018 - Jan 31, 2018	76
<b>% Change</b>	<b>-1.32%</b>
(not set)	
Jan 1, 2019 - Jan 31, 2019	55
Jan 1, 2018 - Jan 31, 2018	30
<b>% Change</b>	<b>83.33%</b>
Dallas	
Jan 1, 2019 - Jan 31, 2019	41
Jan 1, 2018 - Jan 31, 2018	35
<b>% Change</b>	<b>17.14%</b>
Brownsville	
Jan 1, 2019 - Jan 31, 2019	33
Jan 1, 2018 - Jan 31, 2018	26
<b>% Change</b>	<b>26.92%</b>

Visits from around the World

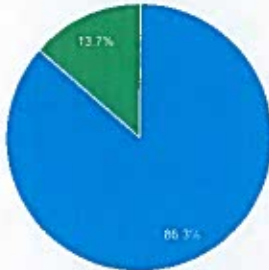
Jan 1, 2019 - Jan 31, 2019



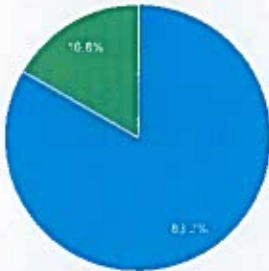
### Visits by Visitor Type

■ New Visitor ■ Returning Visitor

Jan 1, 2019 - Jan 31, 2019



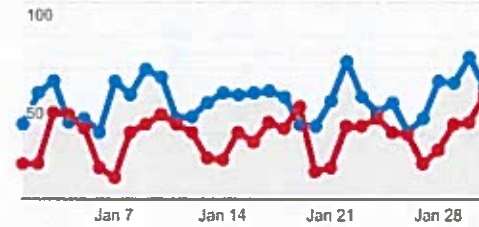
Jan 1, 2018 - Jan 31, 2018



### Daily Visits

Jan 1, 2019 - Jan 31, 2019: ● Sessions

Jan 1, 2018 - Jan 31, 2018: ● Sessions



### Bounce Rate

Jan 1, 2019 - Jan 31, 2019

**74.65%**

Avg for View: 74.65% (0.00%)

Jan 1, 2018 - Jan 31, 2018

**63.52%**

Avg for View: 63.52% (0.00%)



Jan 1, 2018 - Jan 31, 2018

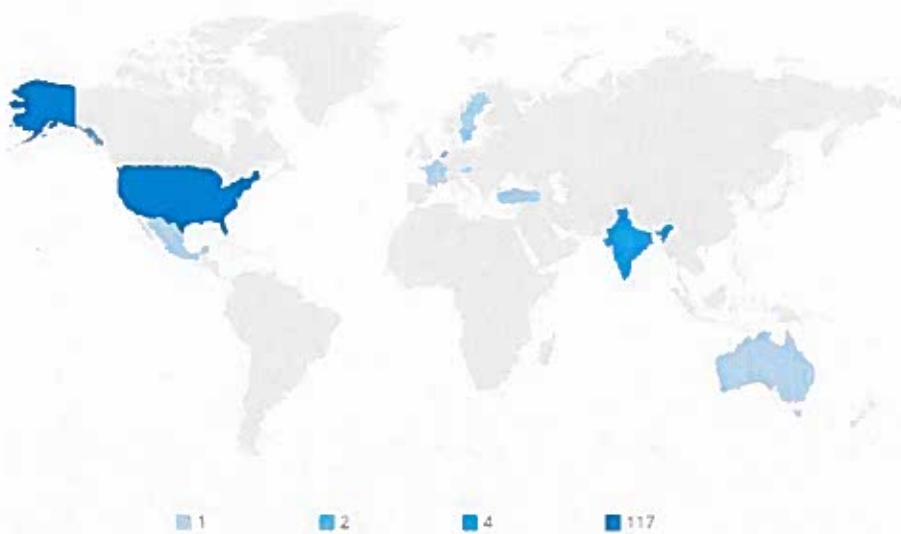


### Traffic Source

Source / Medium	Sessions
google / organic	
Jan 1, 2019 - Jan 31, 2019	926
Jan 1, 2018 - Jan 31, 2018	607
<b>% Change</b>	<b>52.55%</b>
(direct) / (none)	
Jan 1, 2019 - Jan 31, 2019	349
Jan 1, 2018 - Jan 31, 2018	154
<b>% Change</b>	<b>126.62%</b>
myharlingen.us / referral	
Jan 1, 2019 - Jan 31, 2019	105
Jan 1, 2018 - Jan 31, 2018	104
<b>% Change</b>	<b>0.96%</b>
bing / organic	
Jan 1, 2019 - Jan 31, 2019	62
Jan 1, 2018 - Jan 31, 2018	63
<b>% Change</b>	<b>-1.59%</b>
yahoo / organic	
Jan 1, 2019 - Jan 31, 2019	37
Jan 1, 2018 - Jan 31, 2018	16
<b>% Change</b>	<b>131.25%</b>
codelysis.com / referral	
Jan 1, 2019 - Jan 31, 2019	11
Jan 1, 2018 - Jan 31, 2018	0
<b>% Change</b>	<b>100.00%</b>
facebook.com / referral	
Jan 1, 2019 - Jan 31, 2019	7
Jan 1, 2018 - Jan 31, 2018	1
<b>% Change</b>	<b>600.00%</b>
s3.amazonaws.com / referral	
Jan 1, 2019 - Jan 31, 2019	4
Jan 1, 2018 - Jan 31, 2018	0
<b>% Change</b>	<b>100.00%</b>

### Visiting Companies - Headquarter Locations

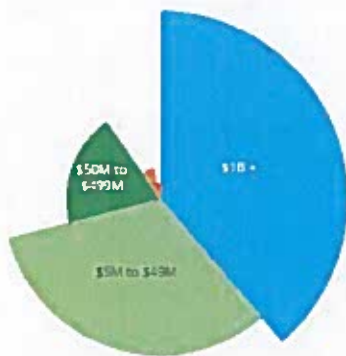
Last 30 Days



### Visiting Companies by Revenue Bracket

Last 30 Days

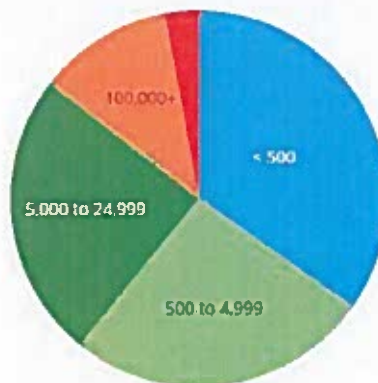
Total 31



### Visiting Companies by Number of Employees

Last 30 Days

Total 69



Display/Video Campaigns

Campaign 22017496 - 2018 Brand

Total Impressions Served

2M

Total Clicks

2K

Total CTR %

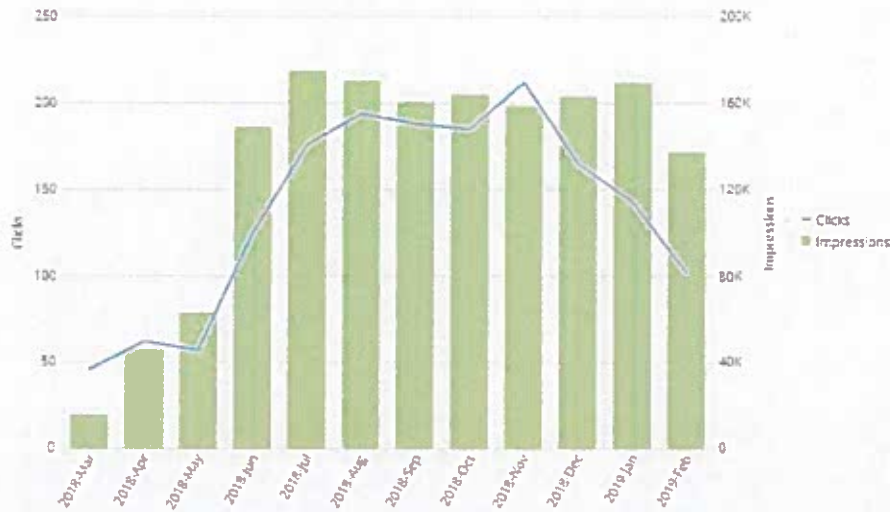
0.11%

Campaign Engagement

Impressions and Clicks



Last 12 Months by Month



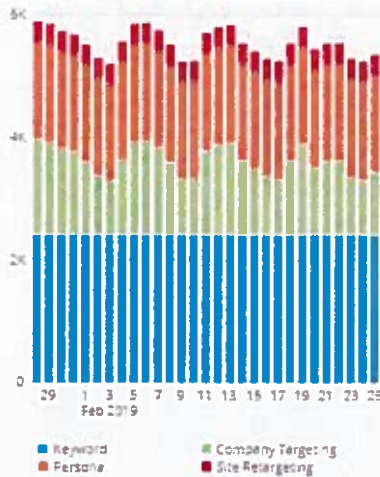
Impressions by Ad Group

Impressions by Tactic



Last 30 Days by Day

161K Impressions Served

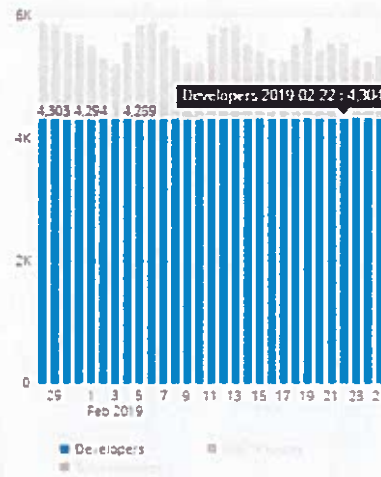


Impressions by Audience



Last 30 Days by Day

161K Impressions Served





## Ad Groups with Impressions Served



Ad Group	First Impression Date	Last Impression Date	Impressions
Developers_Keyword	2019-01-28	2019-02-25	69,638
Site Selectors_Company Targeting	2019-01-28	2019-02-25	22,243
Entertainment_Company Targeting	2019-01-28	2019-02-25	13,765
Developers_Persona	2019-01-28	2019-02-25	46,511
Developers_Site Retargeting	2019-01-28	2019-02-25	8,568

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