

Minutes of a **REGULAR** called meeting of the Board of Directors of the Greater Brownsville Incentives Corporation (GBIC), held on **Thursday July 16, 2020 at 5:30 pm** at The Young House 500 E. Saint Charles St Brownsville, Texas and Zoom Video Teleconferencing.

**Board Members in Attendance at the GBIC Office:**

Esteban Guerra (*Vice Chair*)  
Dennis Sanchez (*Board Member*)  
Nico Schaefer (*Board Member*)

**Board Members in Attendance via Zoom:**

Graham Sevier-Schultz (*Chairman of the Board*)  
Sandra Duran (*Treasurer*)  
Pedro Cardenas (*Board Member*)  
Jason Wolfe (*Secretary*)

**Board Members Absent – Excused: None**

**GBIC Staff in Attendance at the GBIC Office:**

Mario Lozoya, *Executive Director*  
Ramiro Aleman, *Director of Business Recruitment & Development*  
Karla De La Riva, *Associate Director of Industry Retention*  
Elsa M. Galvan, *Executive Assistant*

**Others in Attendance via Zoom:**

Michael Pruneda, *GBIC Attorney*  
Lupe Granado, *COB Finance Director*  
Helen Ramirez, *Deputy City Manager*  
Josh Mejia, *BCIC Executive Director*  
Ramiro Gonzalez, *COB Director of Government and Community Affairs*  
Bryant walker, *COB Assistant City Manager/Aviation Administrator*  
Jacob Garza

**1. Roll Call- Excuse Members**

With a quorum present, Graham Sevier-Schultz, called the meeting to order at 5:30 pm to consider the following matters, as posted at the Brownsville City Hall.

Graham Sevier-Schultz asked if there was anyone that would be joining us in executive session that is not a board member or staff?

Elsa Galvan and Mario Lozoya replied no.

Graham Sevier-Schultz commented that he noticed a few people that have joined the meeting and are waiting for the non-executive session items. Does anyone on the board object if we address those non-agenda items first and then move to executive session later so we don't have anyone waiting for us?

Dennis Sanchez, Esteban Guerra, and Nico Schafer all answered no.

Mario Lozoya commented to Mr. Pruneda to correct him if he is wrong but there has to be a motion to go to regular session.

Jason Wolfe asked if anyone that is waiting will waiting for any kind of result coming out from executive session?

Graham Sevier-Schultz answered that it doesn't seem like it from the response that he received.

*Dennis Sanchez motioned to proceed to skip executive session.*

*Nico Schaefer second the motion.*

*Motion carried.*

Graham Sevier-Schultz commented that we will skip to consent to agenda items, public comment, and all those other items, then the financial and other items after.

**EXECUTIVE SESSION**

*Graham Sevier-Schultz Motioned to adjourn to Executive Session at 7:00 pm.*

*Pedro Cardenas Seconded the Motion.*

*Motion Carried.*

Esteban Guerra left the meeting at 7:03pm

**2. CLOSED SESSION:** In accordance with Chapter 551 of the Texas Government Code, the Board of Directors hereby gives notice that it may meet in a closed, non- public session to discuss the items listed on the public portion of the meeting agenda in accordance with the following below:

**A.** Pursuant to Section 551.087, the Board of Directors may convene in a closed, non-public meeting to discuss any matters regarding **economic development issues**. The Board of Directors and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

- **Project Dragon** - *(Executive Director & Staff)*
- **Project Heavy** - *(Executive Director & Staff)*
- **Project Stone** - *(Executive Director & Staff)*

**B.** Pursuant to Section 551.072, the Board of Directors may convene in a closed, non-public meeting to discuss any matters related to **real property and deliberate the purchase, exchange, lease, or value of real property as such would be detrimental to negotiations between the Board of Directors and a third party in an**

**open meeting.** The Board of Directors and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

- **Project Dragon** - (Executive Director & Staff)
- **Project Heavy** - (Executive Director & Staff)
- **Project Stone** - (Executive Director & Staff)

### **RECONVENE**

*Pedro Cardenas motion to end executive session at 7:47pm.*

*Jason Wolfe Second the motion.*

*Motion Carried.*

*Graham Sevier-Schultz "The time is 7:48 pm do we have a motion to reconvene?"*

*Michael Pruneda "Yes, we do."*

### **3. Reconvene for possible action on any item(s) as discussed in Executive Session and those that are listed on the public portion of the agenda.**

- **Project Dragon** - (Executive Director & Staff)
- **Project Heavy** - (Executive Director & Staff)
- **Project Stone** - (Executive Director & Staff)
- **Project Dragon** - (Executive Director & Staff)

*Dennis Sanchez motioned to table to discussion.*

*Nico Schaefer second the motion.*

*Pedro Cardenas also second the motion.*

*Agenda Item Tabled.*

- **Project Heavy** (Executive Director & Staff)

*Pedro Cardenas motion to accept the offer and follow proceed with the contract form that have been used before for other projects.*

*Nico Schaefer second the motion.*

*Dennis Sanchez abstained his motion.*

*Sandra Duran abstained her motion.*

*Motion Carried.*

- **Project Stone** (Executive Director & Staff)

*Dennis Sanchez motion to allow the executive director to present two options to Project Stone for consideration and ratify the assignment of the two contracts for the acquisition of the Wheeler and Nunez tracts. Also, the ratification of assignment and contracts of Wheeler and Nunez respectively now between GBIC and those entities.*

*Pedro Cardenas second the motion.*

*Motion Carried.*

### **4. Public Comment Period – No Public Comment.**

*Graham Sevier-Schultz asked if we had anyone register for public comment.*

*Elsa Galvan responded to the chairman that there wasn't anyone registered for public comment.*

### **5. Consent Agenda Items:** All consent Agenda Items listed are considered to be routine by the Greater Brownsville Incentives Corporation and will be approved by one motion. There will be no separate discussion of

these items unless a GBIC Board member so requests, in which event the time will be removed from the Consent Agenda and considered in its normal sequence on the Agenda.

**Consideration and action, if any on the following items:**

**A.) Approval of the Minutes of Special Workshop and Minutes of Regular Board Meetings:**

Regular – June 18, 2020

**B.) Approval and acknowledgement of invoices and miscellaneous claims.**

*Graham Sevier-Schultz entertained a motion to approve and acknowledge consent agenda items.*

*Esteban Guerra motioned to acknowledge consent agenda items.*

*Pedro Cardenas Seconded the Motion.*

*Motion Carried.*

**6. Financials & Staff Reports**

**A. Discussion and Acknowledgement of GBIC Financials and investment reports. (Lupe Granado, COB)**

Lupe Granado presented to the board the financial oversight of the dashboard. His presentation consisted of the sales tax, balance sheet, financial activities. He commented on the summary of the balance sheet which is 15.3 million dollars. Mr. Granado commented on the fund balance analysis 11.2 million dollars which is designated. The sales tax collections to date increase of about 1%. Mr. Granado also stated that they noticed a sales tax increase of 5% during the month of May which is reflected in the month of July. The accounts payable is about \$579,000. He stated that this month they show a positive increase of 5.6% above the same time last year. Mr. Granado stated that they anticipated to have a decrease but once the quarantine opened up, they noticed that retail and a few other key items increased. The total capital assets of 11.8 million dollars.

Dennis Sanchez asked about the commitments that GBIC has made to the airport where are they reflected?

Lupe Granado answered that they are reflected on the balance sheet which has series 2017 1.7 million and 2018 for 2.8 million dollars which both will go until year 2023.

*Graham Sevier-Schultz commented that we need to start working on the budget for the upcoming year and that he would like to entertain a Motion to acknowledge the financial presentation.*

*Dennis Sanchez motioned to acknowledge the financials.*

*Esteban Guerra seconded the motion.*

*Motion Carried.*

**B. Discussion, consideration and acknowledgement of GBIC Executive Director & Staff reports regarding recent activities and progress related to current ongoing projects. – (Executive Director & Staff)**

Mario Lozoya presented to the board about the projects and activities the GBIC staff have worked on. Mr. Lozoya commented on a real estate partner that introduced to GBIC by Goree Architects which we showed the lead around Brownsville and presented what GBIC has to offer. He commented that Mr. Aleman response to state leads. Mr. Lozoya commented on the progress of communications of the radio interviews, city commission meetings, and with Tequila Group to get the marketing started. Mr. Lozoya mentioned about the weekly, monthly meetings that GBIC attends related economic development and COVID-19 efforts. He also commented on project Aztec which visiting here from Mexico City. He stated that GBIC staff continues to attend webinars which recently they attended the USMA which was informative in the area of rules of origin, region value content, and labor value content which will be relevant to what was presented to the board about the virtual inventory maquila concept. Mr. Lozoya updated the

board about the COVID response team and presented the dashboard which they have kept up on the hours working on this project. He continued to comment that this dashboard is related to the people that were hired to help support the chamber which GBIC approved to help with monies to fund this effort. GBIC has asked for city finance to pay out the committed dollars to the chamber. He stated that the chart indicated that above \$50,000 have received monies which 70 different groups received money and below \$50,000 over 98 different groups received monies. In the last meeting we were asked if any of our industry partners were interested in PPE. He commented that Ms. De La Riva has help support this effort by calling to ask what supplies they have needed. He mentioned that no industry partners have contacted us in turn Ms. De La Riva has contacted the partners via email, calls to get information about their needs. Mr. Lozoya commented that only 54 companies have replied which some of those companies stated they do not need the PPE supplies. He stated that the next step is to review the applications which only 25 companies are interested. He reminded the board that they agree to spend \$20, 000 dollars to start with which if we were to give monies to all the interest companies the grant would amount to \$800.00. He commented that we have not communicated that but giving an example of the breakdown. Mr. Lozoya mentioned that GBIC will communicate who applies and for what specific supplies they are requesting.

Sandra Duran asked what does \$800.00 dollars get them of PPE?

Graham Sevier-Schultz answered that it doesn't get them much but that the \$20,000 was what was budgeted which you motioned that amount. It was to put structure to see what we could do and go from there to extend it or not and Mr. Guerra has some pricing knowledge and maybe he can answer your questions.

Sandra Duran answered that she also asked for a budget of what actually needed. What I see here is that they took 20,000 and divided by 25 which equals to 800. What I am asking is what is the budget and what is required for these thousand plus employees?

Mario Lozoya commented that no one has asked that they need any and there is no requirement. He continued to mention that when GBIC reached out to them they would welcome the supplies and there is a difference there in communication. He stated that GBIC has asked if the companies would like PPE and some of the companies have said yes. He continued to say that GBIC would need to look at every application and we wouldn't know what the 800.00 dollars would provide the companies since we need to ask what supplies they are requesting.

*Graham Sevier-Schultz entertained a motion to acknowledge the staff reports.*

*Sandra Duran motioned to acknowledge the GBIC staff reports.*

*Esteban Guerra seconded the motion.*

*Motion Carried.*

## **7. Other Items:**

### **A. Discussion on consideration of future funding for workforce and incentive opportunities for commercial space-oriented attractions and events. - (Graham Sevier- Schultz, Chairman of the board)**

Graham Sevier-Schultz addressed the board about the topic which interested him. He mentioned that it is part of the strategic plan to address the space initiative and amplify why Space X is here. The chairman continued to state that the claw back money can be used towards the same direction.

Ramiro Gonzalez presented to the board about the efforts that started last year when Helen and Noel came on board. He commented that they are trying to grow this emerging industry in Brownsville. Mr. Gonzalez continued to address the importance of space activity and research opportunities. He stated that the Johnston space center has done for Houston and the surrounding areas which an anchorage to many institutions which continue to grow over time. Mr. Gonzalez mentioned that the site of Brownsville was selected by Mr. Musk for his new commercial launch site and to support local residence. He mentioned that education has been the forte and how do you take that to when you provide the connections. The vision is to create a multicultural new space and hope that GBIC can be part of

this effort. Mr. Gonzalez commented on the Space X companies that are part of the vendors of Space X. He finished by saying that GBIC and the city can work together to move this sector along. Mr. Gonzalez mentioned that this activity ties into the strategic plan which leverages brings companies into the space which is written in the plan.

Dennis Sanchez asked in order to try to promote this what is your thoughts GBIC contacting Space X to see what kinds of support industries they would like to see move to the valley to provide support to Space X?

Ramiro Gonzalez answered that he believes that it is an excellent thing to do but he doesn't know how responsive they will be, but it should be done. He continued to say that it should not stop the support of other efforts in regard to entrepreneurship and innovation in Brownsville.

Graham Sevier-Schultz commented that he is reluctant, and we should use this opportunity to get our economic benefit for the next several decades. He stated that we can help Space X get some of their vendors is great, but we can see some of their competition or people who share the same trajectory in space.

Ramiro Gonzalez stated that there are so many other companies that are space related and it would be good for us to broaden the horizon and try to attract some of those companies.

Graham Sevier- Schultz continued to say that we should hire an expert who can deal with some of these companies who will make an impact on Brownsville.

Esteban Guerra asked Ramiro Gonzalez if he could tell us about the working relationship right now between New Space, Expanding Frontiers and Space X. Is it a working relationship or is there no communication right now?

Ramiro Gonzalez commented that new space is the vision and there isn't an organization which is just a term to describe the marketing of this project. He continued to say that expanding frontiers is an incubator program for the NASA technologies which BCIC has funded them. He said that he doesn't believe that there is any communication between Expanding Frontiers and Space X and there doesn't need to be any since it is completely different and separate industry sector. He stated that if Space X needs some sensors or need to figure out how to land on the moon then they can use one these people that is incubating in that Expanding Frontiers. Mr. Gonzalez stated it is separate and not tied to anything to Space X.

Helen Ramirez Deputy City Manager addressed the board stating that New Space is commercial sector verse any other business sector there is. She continued saying that one of the things that NASA developed is tech transfer which is the twelve types of technology that NASA has created for the moon and space activity and how to transfer that to the oil and gas sector. She stated that Start Up Texas by BCIC some of the companies that they are looking at such as permittivity has nothing to do with Space X. She continued by saying it is an oil and gas infiltration systems which will clean up the environment on a smaller scale. She mentioned that all the abandoned gas stations we have on the corners, many of them leak. Ms. Ramirez continued to say that some of the startup may be used in NASA technology or utilized space technology, but they are transformed into other business sectors. She continued to say that it is something to consider when we talk about Expanding Frontiers and it has nothing to do with space-of course somethings do. Ms. Ramirez continued to say that there are other types of startups that are being funded that are other sectors that are non-space related.

Graham Sevier-Schultz commented that to clarify what Ms. Ramirez is saying is that NASA makes their pats available for a certain timeline where it be for 10 years or companies to develop and then commercialize. It is will be years for it to be available but initially it was a NASA type discovery and development which Expanding Frontiers is mostly doing, and they are not alone and there are other organizations around the country that are doing that. He continued to say that there are other organizations around the country which is a good focus of energy coming to Brownsville which would be an attraction of the customers of Space X. The chairman commented about the property that is out in the airport which is on the airport improvement project. He continued to say that when GBIC funded the airport it was never put into a contract, so we didn't get control or a stake of some of their

properties. He stated it would be good to put a cohesive plan that would be a representation of GBIC to market those properties as available for space activity, this type of budget, and the representative. He stated that this is not an action item but to get everyone talking about those thoughts of these points.

Jason Wolfe commented that if we have enough connectivity with Space X that maybe GBIC can suggest a round table of what companies would benefit them greatly by being here in Brownsville whether is software platforms, engineering support companies. He continued to say that going after more space activity or a competition to Space X since Space X is a home run so why don't we bolster that relationship by identify what they would like to have in our area and try to build on that.

Graham Sevier-Schultz commented that Space X doesn't need us at this point, but we appreciate them more than they appreciate us (Brownsville/GBIC) so I would rely on them to communicate or participate. He continued to say that he agrees but he wouldn't expect them to participate. He stated that the next great move for us would be to try to hire someone to navigate this market segment better than anyone else in Brownsville can right now.

Ramiro Gonzalez commented that he agrees with Jason Wolfe and it is an excellent idea and have more discussion on the ideas. He continued to say that there are a lot of incubators, accelerators throughout the country and there are very few cities in the country that have the launching facility. Mr. Gonzalez continues to comment that need to plan and leverage what is it to being one of those few and how to maximize the benefit.

Helen Ramirez commented that the COB purchasing director provided Space X with local vendors which they have used. She continued to say that new space or commercial space is popular in New York city which has a space alliance where it incubates startups. She commented about creating a larger alliance made up of not only Space X but also smaller businesses in technology and space. She stated that if Brownsville can compete and foster in development in new space startups.

Graham Sevier-Schultz commented that it is some great points and asked if GBIC can develop this further and bring it back to the board as an action item unless anyone, specifically objects.

Sandra Duran commented that Mr. Lozoya had presented to Dennis Sanchez, herself, and Graham Sevier-Schultz a strategic development and one of the key elements in his presentation were long term key performance indicators where he is trying to support the effort to align our efforts to KPIs. She continued to say that three things caught her attention which consisted of number 1 increase the capita per income, number 2 increase 5% to the industrial land use and number 3 was to create and improve education/workforce collaboration. She continued to say that it is important to understand how relevant it is for us to not only be dependent on Space X at Boca Chica. She continued saying that GBIC has support the airport plenty and do this in collaboration with the part of the land that can be utilized for the same effort. She continued to say that an integrated effort when meeting and those efforts are in support of those KPIs the city has informed us. She stated that she would like to see some of the land by the airport be utilized by GBIC in a concert of effort with this initiative that Ramiro presented to GBIC. Ms. Duran stated that it can certainly be implemented into the plans.

Graham Sevier-Schultz commented that he agrees, and it can be part of the discussion if an agreement is reached and are all great points.

Sandra Duran commented as long as we can answer those three questions of how does this funding increase the number of high paying jobs, what entities we can bring in that will invest a significant capital investment that impact the property taxes/sales taxes, and how many of these dollars can we allocate to the collaboration of workforce and education.

*Graham Sevier-Schultz entertained a motion to acknowledge and close this agenda item.*

*Dennis Sanchez motioned to acknowledge the agenda item with no action.*

*Esteban Guerra seconded the motion.*

*Motion Carried.*

**B. Discussion related to childcare needs and any effects on the local workforce. (Graham Sevier- Schultz, Chairman of the board)**

Graham Sevier-Schultz commented that this was an idea that I've talked to with Mr. Lozoya, a few board members, and Pat Hobbs at Cameron Works. He continued to say that this is not an action item only discussion. Graham Sevier-Schultz commented that it is a discussion item and wanted to see if anyone had observations or thoughts about how the availability of childcare is limiting people from entering the workforce or furthering their education ultimately allow them to enter the workforce. He continued to say that just from general observation, staying informed he has seen articles not based in Brownsville but larger more industrial cities where the cost in childcare is the cause of a lot of people leaving the workforce. He stated that he thinks that we have a similar but slightly different problem from entering the workforce. Graham Sevier-Schultz continued by saying we can look at that and facilitate more available childcare for lower income people, we can address that and make it an attraction tool for companies that are trying to locate here.

Sandra Duran commented that there is an organization IC Squared that the city is familiar with them. She stated that she has had conversations with their director and they are looking at quality of life improvements opportunities to help Brownsville improve the chances for people to move in looking at the whole thing holistically, end this is certainly one of them, childcare is one of them, but it is more complex than we are seeing it. She stated that she would like for GBIC to consider having a conversation with IC Squared and the city to see where they are at in that relationship and how we can support of the initiatives of home to Texas.

Graham Sevier-Schultz commented about the program for high school students that are freshman and sophomores to go back and work in their hometowns to see their home cities in a brand-new perspective. He stated that he believes there are 5 interns from Brownsville that are part of that program. He continued to say that as an organization we should bring together some of these other organizations to participate either it be IC Squared, Cameron Works, and BISD.

Jason Wolfe commented that the only thing that he can add which pertains to my operations over in Matamoros, one of the main drivers of absenteeism is the lack of daycare right now during the current pandemic situation and government guidelines. The lack of daycare will drive the parents not to be able to go to work so whether we want to participate in assisting the daycare facilities, if schools are reopened, and many of these are teachers/staff have younger kids that will only cause a further issue if they have nowhere to leave their toddlers and so forth that are not in school yet. He continued to say that the initiative to understand which we have plenty of daycares in Brownsville that we can certainly query to the point of what will be necessary to be able to angle that.

Graham Sevier-Schultz asked Mr. Lozoya about his time at Toyota supporting the option of daycare.

Mario Lozoya commented that Toyota did venture into that and quickly found that the local workforce solutions Alamo funded it and then Toyota backed off. He continued to say that it is the same case here, where Workforce solutions Cameron funds and I am trying to figure out how it can be a type a related activity and this far I don't think it is.

Graham Sevier-Schultz commented that he doesn't think we could be paying for it. He stated that he doesn't think we should or if we could this is too large of a scale for us to play. He commented that if GBIC could help to facilitate to bring in Cameron Works and some of our state level representatives and senators to see if we could get a state funded program would either amplify the effects of Cameron Works or take a separate route and bolster the public school system where they could offer 0-3 years old daycare. He commented that his concern with Cameron Works is that there are barriers of entry associated where you have to be below a certain income level or only Spanish speaking, there might be a waitlist, or locations might not be readily available.



Sandra Duran commented about companies that are setting up shop for example manufacturing companies where their children get dropped off which the company has set up an area or space for childcare while the employee is still working. She continued by saying that maybe GBIC can target the employers that are providing these services.

Dennis Sanchez commented that Graham has touch on a good idea. He continued to say that use the efforts to determine programs or entities that are available out there that could join and align with the employers in order to provide some sort of daycare facilities. He continued to say that we may not have the authority to fund it, but we have the authority to facilitate to present as a package to employers. Mr. Sanchez continued to say that the problems involved in the implementation of a program like this and trying to fund something like that would be an endless basket of outflow because mostly everyone needs daycare. He continued by saying that we would need to distinguish who is allowable and how is not and one of the things that could help would get the programs that are out there to bring to Brownsville and they can help to facilitate the implementation of that.

Graham Sevier-Schultz commented that he would like to gather more information to bring it back to the board and as a group identify anything we can do in this field. He continued to say that he wanted to introduce it as a discussion to get everyone thinking about it in between meetings.

*Graham Sevier-Schultz entertained a motion to acknowledge the agenda item.*

*Dennis Sanchez motioned to acknowledge the agenda item.*

*Pedro Cardenas seconded the motion.*

*Motion Carried.*

**8. Discussion and action, if any, on funding authorization for the Brownsville Chamber of Commerce in support of the Brownsville Community Improvement Corporation's Start-Up Texas COVID-19 Business Assistance Program. - (Graham Sevier- Schultz, Chairman of the board)**

Josh Mejia, BCIC Executive Director addressed the board about the update of the program and the impact it has had on the community. Mr. Mejia updated the board with the number of hours that were put into the project in which both the Brownsville Chamber of Commerce (BCOC), Brownsville Community improvement Corporation (BCIC), and UTRGV is doing. He continued to say that there are over 800 hundred businesses in total that have registered on the registry system and there have been over 5,000 thousand calls made. He continued to say that there are pending applications for BCIC's grant monies which are a total of 220 and 201 applications have been approved. Mr. Mejia stated that they have also been doing follow ups with the pending applications as well as the pending applications with the SBA which totals to 1,054 follow ups since last Friday. He continued to present about the applications that were made in terms of the options that are available and the contingency amounts of \$75,000 thousand that were approved by GBIC which have been allocated for any other additional applications that have been processed through the program. Mr. Mejia stated that as of June 2020 BCIC has approved over 17 applications for option A and they were able to quantify and gain about 318 employees at risk from several businesses which is equates to about \$130,000 in BCIC grant monies. He continued to say that option B for award a total of 6 applications for a total of 129 employees that were at risk of being furlough or being unemployed for a total of almost \$5,000 dollars. Mr. Mejia continued by saying the request is to fund the chamber of commerce since the previously awarded funds will run out at the end of the month. Mr. Mejia continued to say that \$75,000 was programmed on behalf of the chamber till the end of July and that is why they requested that we consider for another \$75 thousand that should extend them for at least 60 days that is why they are requesting this extension. He stated that the chamber has the increased capacity to continue making those phone calls, emails, and follow ups. Mr. Mejia continued to say that the extension and that BCIC is considering in rescinding the \$75,000 thousand that were award to BCIC to give back to GBIC and have GBIC to use those funds to extend for another 60 days and how crucial their work has been for this effort. He continued by saying that he is providing this to be put on the table, and he can entertain any questions regarding this program.

Mario Lozoya commented to Mr. Mejia that \$75,000 was allotted and only half has been issued. He continued to say that the next half of the monies has been requested from the finance department. Mr. Lozoya continued to say that the \$75,000 has not been expended yet.

Dennis Sanchez commented that initially it was \$150,000 dollars approved or budgeted for the whole effort.

Josh Mejia answered that it was initially \$150,000 thousand that was approved, and it was split \$75,000 thousand was sent to BCIC to provide more grants monies to the community and the other \$75,000 thousand was to hire more folks at the chamber so they could provide call center type of work.

Dennis Sanchez asked if the \$75,000 BCIC doesn't need then they would be willing to say let the chamber take that money.

Josh Mejia answered that they are presented it as an option in case GBIC decided to not expend an additional \$75,000 thousand towards this. He continued to say that it is not necessary saying that they do not need it, we will use it if we need some more applications to be awarded and I am reflecting the thought that if GBIC doesn't want to expense another \$75,000 thousand to consider the \$75,000 thousand that BCIC hasn't used to extend their labor for another 60 days.

Graham Sevier-Schultz commented if there are any specific cases that might overlap what we try to identify at GBIC as being essential I would be happy to hear on a case by case basis or as one presentation an option to fund more.

Mario Lozoya commented that there is a misunderstanding with the topic. Mr. Lozoya continued to say that GBIC is about to give them another check of \$35,000 thousand or so and will fund them for another 90 days not just 60 days. Mr. Lozoya commented that the original \$75,000 thousand allotted for the chamber they only received half and doing the math with the hourly rate times 5 employees it covers three months so in July that was 3 months and we have 3 months to go that they have used.

Josh Mejia asked if Mr. Lozoya incorporated the additional fees that they included on the agreement the amount is far less.

Mario Lozoya answered yes, we did.

Josh Mejia stated that he is reflecting what Esmey Villarreal, the CEO of the chamber has informed him about and with that same information is the reason why he was requesting the additional funding.

Graham Sevier-Schultz commented that he can see how helpful those employees can be and the confusion around the idea around PPE associated restrictions and requirements I think their efforts are justified.

Nico Shaefer commented that he was confused as to if the chamber was going to have money for the next 90 days if we do not proceed.

Josh Mejia stated that he understands where the confusion is coming from, but he is expressing what was informed to him on behalf of the chamber. He continued to say that they programmed \$75,000 dollars budget for the month of May, June, and July and it is an urgency on behalf of the chamber to extend them for another 3 months that is the minimum request.

Graham Sevier-Schultz commented that they budgeted for 3 months even if we paid them half and they budgeted for the whole amount. He continued to say that the instruction to invoice GBIC by the end of usage so that we can have it paid out which could put them in a difficult position.

Jason Wolfe commented that he understands that half of the money has been utilized coming up on the 30<sup>th</sup> of July. He asked if it is something that we can address at a later time to extend it or is it something that we will extend anyway. Mr. Wolfe asked if the work was being done expecting GBIC to extend the reimbursement?

Josh Mejia stated that the chamber is expending first then GBIC is reimbursing those amounts and their budget will run out by the end of this month. He continued to say that whatever what was approved will only reimburse them with the second half.

Graham Sevier-Schultz stated that it wasn't the expectation, but it is relevant work.

Josh Mejia answered no and there was no expectation, but we see that there is still a lot of work to be done. He continued to say that BCIC would be comfortable to providing that money the funds that were approved on behalf of GBIC.

Jason Wolfe commented that the need has expanded beyond, and the if initial monies are being allocated properly the expanding effort is to assist which is a reasonable request.

*Jason Wolfe motioned to move forward with the extended funding of \$75,000.*

*Pedro Sanchez seconded the motion.*

*Motion Carried.*

Josh Mejia asked for clarification on the funding to rescind the funding from BCIC to the chamber or is it an additional \$75 thousand?

Graham Sevier-Schultz commented that it was motioned that the previous allotted \$75,000 would be redirected to the chamber.

Josh Mejia stated that he would provide a letter to GBIC so that we can utilize those funding.

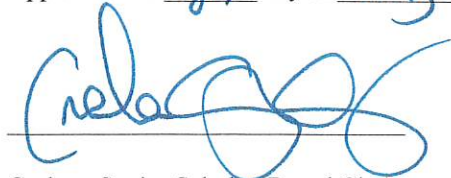
## 9. ADJOURNMENT

*Graham Sevier- Schultz "I entertain a motion to adjourn this meeting at 7:45pm."*

*Pedro Cardenas motioned to adjourn the meeting at 7:45 pm. The motion was seconded by Nico Schaefer. Motion Carried.*

\* \* \*

Approved this 25<sup>th</sup> day of Aug, 2020.



Graham Sevier-Schultz, Board Chair

Respectfully Submitted By: Elsa M. Galvan, Executive Assistant