

Minutes of a **REGULAR** called meeting of the Board of Directors of the Greater Brownsville Incentives Corporation (GBIC), held on **Thursday, November 19, 2020 at 4:00 pm** at The Young House 500 E. Saint Charles St Brownsville, Texas and Zoom Video Teleconferencing.

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

Graham Sevier-Schultz (*Chairman of the Board*)  
Esteban Guerra (*Vice Chairman*)  
Sandra Duran (*Treasurer*) Arrived in office at 4:18pm  
Dennis Sanchez (*Board Member*)

**Board Members in Attendance via Zoom:**

Pedro Cardenas (*Board Member*)  
Nico Schaefer (*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 at the GBIC Office:**

Steve Muschenheim

**Others in Attendance via Zoom:**

Michael Pruneda, <i>GBIC Attorney</i>	Lupe Granado, <i>COB Finance Director</i>
Salvador Villalpando, <i>COB Finance Accountant</i>	Stefano Poisl, <i>Goree Architects</i>
Ana Chavez, <i>Tequila Group</i>	Catherine Derbala, <i>Tequila Group</i>
Blanca Reyes, <i>Tequila Group</i>	Ramiro Gonzalez, <i>COB</i>
Rene Gonzalez, <i>Lit Communities, LLC</i>	Commissioner Nurith Galonsky-Pizana
Jacqueline Munguia	Violet Raynaldo
Yadira Torres	Trudi Harris
Yeci Serrata	Alejandro Farias
Linda Macias	Aida Coronado
Johana Lozano	Avi Gonzalez
Gaby Masso	Mitchell Griffin

**1. Roll Call- Excuse Members**

With a quorum present, Graham Sevier-Schultz, called the meeting to order at 4:04pm to consider the following matters, as posted at the Brownsville City Hall.

**2. Public Comment Period – No Public Comment.**

3. **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 item 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: October 21, 2020
  - Special: N/A

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

*Esteban Guerra Motioned to Approve A&B. Graham Sevier-Schultz Seconded the Motion. Motion Carries.*

4. **FINANCIALS & STAFF REPORTS**

- A. Discussion and Acknowledgement of GBIC Financials and Quarterly Investment Report. – *(Lupe Granado, COB Finance Director)*

Salvador Villalpando presented to the board the financial overview as of October 31, 2020. He commented on the total assets being 13.7million, liabilities are 11,000 thousand, assets are at 13.7 million. Mr. Villalpando provided a breakdown of the net assets is 14.1 million in investments, 819,000 thousand in the accounts receivable and 8.8 million in cash. The total revenues were 527,000 compared to 107,000 in expenses. The fund balances are 7.9 million, in undesignated fund balances, 5.8 million designated, 13.7 million in fund balances. The sales tax collections currently are at \$502,000. \$105,000 in operating expenses \$2,500 miscellaneous COVID-19 expenditures. Mr. Villalpando commented that the sales taxes are up by \$102,000 since the fiscal year started.

*Dennis Sanchez Motion to Acknowledge the financial report. Pedro Cardenas Seconded the Motion. Motion Carries.*

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

Ramiro Aleman presented to the board OmniTrax and their partnership with the port. He commented that GBEDC was able to partner with them to create a new relationship and have identified good marketing opportunities. Ean Johnson from OmniTrax presented to the board the sites on the map, examples of marketing material to look at the sites for evaluation to see where they fit and identify which tier, they will belong too. Mario Lozoya commented that it would make sense to partner with GBIC since they already have 75+ site selector outreach and market properties within the market that they serve. They serve rail outside the port that goes into Brownsville. They can announce that they have incentivizing agency like GBIC. Graham Sevier-Schultz commented that it is an underutilized stretch of rail so hopefully life can be brought back into it and increase those number of site available. He asked if it can be put on the website and linked to OmniTrax. Sandra Duran asked OmniTrax how long have they been collaborating with the Port of Brownsville and what projects have you brought to Brownsville, railroad marketing effort? Ean Johnson commented that they are in conversations with the port to launch this some of the port land. Sandra Duran asked what have you brought to the Port of Brownsville as economic development projects and since when have you been collaborating with the Port? Ean Johnson asked that since 2014. Sandra Duran asked what projects have you landed? Ean Johnson replied that the information he does not have, but he can provide it to them a list of the projects. Dennis Sanchez asked

how do you interact with Union Pacific and how does it work? You have derestriction over the port, train traffic within the port, but are you able to go outside the port derestriction that you outlined on your map? Ean Johnson we have a lease from Union Pacific on that particular piece of track, and other Union Pacific tracks that are not this particular lease we do not have authority on this particular piece of tract. Dennis Sanchez asked if it mutually exclusive or is it both OmniTrax and Union Pacific on this outside are on the map. Ean Johnson commented that Union Pacific can run on that track but in terms of serving customers it would be Omnitrax. Dennis Sanchez ask if the rates are compatible or if there was competition? Ean Johnson commented that it is a complimentary package that they offer with Union Pacific. Graham Sevier-Schultz commented that he recognizes that there are a lot of existing sites that have rail access that do not use the rail and can talk with them to expand to use the rail. He asked if they are smaller scale truck delivery type businesses. Ean Johnson commented that the goal is to try to get the 3 up to a lot more participation. He commented that it takes time and more education and launch with some of the interactions we already have. Mario Lozoya clarified that when Mr. Johnson is talking about site selectors and marketing, he is referring to the sites that are empty so if there are potential customers from outside the country looking for property and buildings on rail then OmniTrax would then refer Brownsville and GBIC will help you with incentives. We have partnered to bring foreign director investments or other investments to try to bring them to those sites that are not being utilized. Nico Shaefer asked that he understand that they are trying to develop the geo track from outside the port that has rail access, but do you feel there is any conflict of interest verse these other potential sites. Ean Johnson replied that from perspective more is better. He commented that there is different options with a rail serve user looks for when they are making their site selection. The more product you have that hits all of those the more interested they will be. He continued to say that all options are good options. Mario Lozoya presented the Select USA Event and stated that GBIC has had a lot of responses. One of those responses is from the Mexico team. He commented that we are getting plenty attention from the Mexico City area and the Texas Mexico office has partnered with Adriana Cruz and GBIC to create a similar event. This event will be a recruiting event under Ramiro. Ramiro Aleman addressed the board that based on the success of the Select USA virtual tour they have requested to partner with office of the governor Mexico City office to do a similar event for the country of Mexico. He commented when the event will take place and the target is companies in Mexico in the energy, space, aeronautical, and advance manufacturing. He commented that GBIC wanted to announce to the board that we will start to promote this event. Mr. Aleman presented the agenda and the save the date flyer to the board. Mr. Aleman continued his presentation regarding partnering with CK Technologies and the Port of Brownsville for this event. Mario Lozoya commented that we not only have this event in the pipeline, but we are working with China, Japan, South Korea which we are working with interpreters to translate. Ramiro Aleman commented that GBIC will create an electronic packet which have fact sheets, target industries, incentives overview, industrial park and the information in Spanish as well. Ana Chavez from Tequila Group presented to the board that they are working with GBEDC team as well as the State of Texas Mexico office. Ms. Chavez commented on the other project they are working is the geo fencing which is a location-based service which sends a targeted message through text message, email, advertisement when a mobile device enters a geographic boundary. She commented that what they are doing for this event is to target areas where there is maquilas, businesses so that they are aware of the event that we are doing. Our job to be a more appealing option to those companies that want to move their companies to the states. Mario Lozoya added that the geo fencing an area to target certain areas that have preventent customers. He continued to say that every time you enter that fence the device will show the event.

*Dennis Sanchez Motioned to acknowledge the report. Esteban Guerra Seconded the Motion. Motion Carries.*

## **5. OTHER ITEMS**

- A. Discussion and possible action on service agreement between the City of Brownsville and GBIC. [Tabled on 10-21-20] – *(Executive Director & Staff)*

Mario Lozoya presented to the board the information regarding the service agreement. Mr. Lozoya commented that he asked for the city to comment regarding the item but there was no response. Graham Sevier-Schultz asked if we are waiting to clarify the amount that is back paid to the city now that we agreed on a monthly price? Lupe Granado mentioned the November 2011 loan from GBIC to the City which throughout the years the funds have been applied. Mr. Granado stated that he did not see this item listed on the revised MOU. Mr. Granado stated that there is about 290 thousand dollars or so. Graham Sevier-Schultz mentioned that now that the amount has been agreed on per month now those invoices can be paid, deducted from the outstanding total of the loan. Mario Lozoya addressed Mr. Granado stating that the same processes would continue to charge the invoice to the balance. Lupe Granado commented about the fiscal year 2021 and the contract does not apply to fiscal year 2020. He commented that there have not been any adjustments since they needed clarification. Mr. Granado stated that the new administration fee is implemented as of this fiscal year or should the amount be adjusted to reflect fiscal year 2020. Graham Sevier-Schultz answered that yes it could be a one-time agreement/deduction from the amount owed if that is easiest. Lupe Granado that is a good clarification so that we can move forward. Mario Lozoya commented that agreement is that it gets clarified to include 2020 and the process remains that the dollars are taken from the current budget. Mr. Lozoya stated he would send the letter to the city regarding the clarification.

*Esteban Guerra moved to approve the conditions that were discussed. Pedro Cardenas Seconded the Motion. Motion Carries.*

- B. Discussion and possible action on RFP related to a TIRZ Consultant [Tabled on 10-21-20] – *(Executive Director & Staff)*

Mario Lozoya addressed the board stating the agenda states the item was tabled but once the minutes were completed this item was not tabled. Mr. Lozoya continued to say that Mr. Pedro Cardenas had preciously motioned for this item, so this is actually a no action item.

*Graham Sevier-Schultz commented NO Action on this agenda item.*

- C. Discussion and possible action to redirect Marketing and Target Strategies to attract specific employers [Tabled on 10-21-20] – *(Executive Director & Staff)*

Mario Lozoya addressed the board about this item being tabled at the last meeting. He commented that regarding marketing activities GVIC has been working on the Select USA events and the State of Texas has been looking into doing another event with Mexico City. He continued to say that GBIC has following events with China, Japan, etc. Mr. Lozoya stated that from the beginning the Select USA event targeted Advanced Manufacturing, Aerospace, Aeronautical, Energy and IT. Sandra Duran asked if the marketing material will be marketed to those specific industries. Mr. Lozoya commented about the marketing packet to essentially be marketed to each area.

*Sandra Duran motioned to allow the staff to continue to work on their events. Dennis Sanchez Seconded the Motion. Graham Sevier-Schultz commented that the counsel is asking to move to untable this item.*

*Sandra Duran Untabled the agenda item. Dennis Sanchez Seconded the motion. Motion Carries.*

*Sandra Duran Motioned to proceed with the plans you have in targeting those specific industries and the dates you have for the events. Dennis Sanchez Second the Motion. Motion Carries.*

*Before moving forward to the Item 5D. The chairman Graham Sevier-Schultz asked counsel if we would need to Untabled the initial tabled items. Counsel Michael Pruneda suggested that yes, a motion to Untable be made prior to entertaining any items that have been tabled.*

*Pedro Cardenas Motioned to Untable 5A. Dennis Sanchez Second the Motion. Motion Carries. Esteban Guerra Move to the initial motion to consideration as discussed. Sandra Duran Seconded the motion. Motion Carries.*

- D. Consideration, discussion, and possible action to acknowledge Website and Internet Branding [Tabled on 10-21-20] – *(Sandra Duran & Esteban Guerra)*

*Sandra Duran Motion to Untable the agenda item. Dennis Sanchez Seconded the Motion. Motion Carries.*

Sandra Duran addressed the board that she was not citing with the marketing images and could have put out renderings of the industrial park. She commented that GBIC could be representative with the land that can be put to use while using Tequila Group as the marketing firm. Ms. Duran commented that the event portrayed the Port of Brownsville as our value and asset, but she believes it came out to be another Port of Brownsville website. Graham Sevier-Schultz commented that he would like for Ms. Duran and himself to be part of the marketing meetings. Mario Lozoya commented that the material that was put together was based on Select USA's vision so from a global perspective China and Japan will look at the region assets to attract foreign direct investment is the port. Sandra Duran commented that Goree Architects could provide 3-D renderings to promote the park on the website.

Graham Sevier-Schultz commented that we also have a domain issue. He commented that at some point BCIC purchased the domain that BEDC had owned for a while and GO Daddy sold it to BCIC. Mr. Sevier-Schultz stated that he has been speaking to the executive director and chairman of BCIC. He stated that he has spoken to them regarding publishing on that domain since they cannot sell it for 12 months. Graham continued to say that the domain was owned by BEDC and Tech-Net but Go Daddy sold it without authorization to BCIC. He commented that we can work out a way for the costs and we still have log in credentials. Mario Lozoya commented that Mr. Rivas would like to reimburse them the money. Graham Sevier-Schultz commented that he has introduced that topic to Josh Mejia and Michael Limas. Sandra Duran commented that regardless we have acknowledged there is a problem for a month now and asked what are we doing to resolve the problem. Dennis Sanchez commented that Mr. Rivas has the 5,000 which he will hold on too till he receives direction on what to do with it. He commented that Graham Sevier-Schultz has been speaking to Josh Mejia and that possibly in one year the website could be returned to GBIC. Sandra Duran suggested the website be a landing page for both organizations. Mario Lozoya commented that BEDC for many years has focused on Type A activities which the history it is known for the Type A go too. Steve Muschenheim spoke of the website being active with phone calls. Sandra Duran commented to collaborate to use the website as a landing page and we need to find a resolution.

*Sandra Duran motioned to have GBIC staff proceed to try to resolve it with BCIC to find a resolution to not have this in another 2 more months discussing about it. She commented to pursue the domain or agree with BCIC to collaborate and make it a landing page for both domains. Esteban Guerra Second the Motion.*

- E. Discussion and possible action on Resolution authorizing property transaction and closing. – *(Executive Director & Staff)*

Mario Lozoya addressed the board that this item was voted on in the last meeting, however there were questions on that one or more board members were not sure on what lot they were signing the resolution for and we just wanted to clarify that it is for the Bobbin side. Graham Sevier-Schultz commented that he thought the resolution was for a property GBIC was purchasing and is misunderstanding must have led others to misunderstand. He commented that this is a resolution for a sale of land for Project Bobbin. Mario Lozoya responded that this is the resolution that the title company has been waiting for.

*Graham Sevier-Schultz Moved to approve the resolution for the sale of property for Project Bobbin. Esteban Guerra Second the Motion. Motion Carries.*

- F. Discussion and possible action on communicating with companies as to re-opening work places – *(Graham Sevier-Schultz, Chairman of the Board)*

Mario Lozoya addressed the board regarding the concern if any of the Type A companies have been closed. Mr. Lozoya presented a visual of the companies that have contracts with GBIC. He clarified to the board about the Greyhound company which is the only one that is not operating fully. Mr. Lozoya commented that Greyhound did not close but only furlough the employees. The company is on standby for work. He continued to say that all other companies are operating and operating at different degrees. He wanted to clarify that during COVID we added jobs to some of those companies. Esteban Guerra asked for the year 2020 we are up from 1982 we are up to 2082. Graham Sevier-Schultz commented that the part of the reason for this item is that he thought GBIC has lost some other companies that did not meet their benchmarks for incentives. Mario Lozoya commented that the companies did not meet the benchmark but are operating normally. Graham Sevier-Schultz responded that we need to figure out a way to reengage those companies and figure out what to do, either renegotiate their incentives or anything else we need to do. Mario Lozoya continued to say that both he and Ramiro Aleman have visited with those companies regarding the incentives, contract. Ramiro Aleman commented that the conversations have been continuous which were never disengaged.

*Graham Sevier-Schultz commented that there is No Action needed on this item.*

Michael Pruneda commented that if we will be reengaging discussions with those companies will GBIC lower the floor to their current numbers are or what they were before we disengaged them. He continued to say that the contracts were terminated because they did not meet the expectations and we wanted to make sure that we clear our records and budget to free that money.

Graham Sevier-Schultz commented that we should have those contracts ready so we can renegotiate them so as soon as they're ready to ramp up we can start. He continued to say that there are somethings missing from those contracts.

Mario Lozoya commented that when he first arrived at GBIC the contracts were out of date and so they didn't change the contract language just sat with those companies to extend the date and reengage them to get back online. He stated it was an amendment of the date. Graham Sevier-Schultz stated that he would prefer to revisit and look at all the provisions of the contracts clawbacks. Mario Lozoya to speak to the ones that we closed before they have been hanging for more than 2 years and are not relevant to COVID.

*Graham Sevier-Schultz commented No Action.*

- G. Discussion and possible action on workforce development plan to include women and a child care feasibility study – *(Graham Sevier-Schultz, Chairman of the Board)*

Mario Lozoya addressed the board about the workforce development plan that GBIC has to date. He commented that he has the project of "We Grow Are Own". Mr. Lozoya continued to say that we Grow our own talent in our own backyard. He commented that it does not make sense when a technician for example, are being brought in from outside region to assume the job in our own backyard when are our people to assume those jobs. He presented the visual from Pre-K all the way to the adult layer of what we are doing in the space. Mr. Lozoya commented about the First Robotics, P-Tech Program, manufacturing technicians' programs at the local colleges, and grew two welding programs which is in Veterans High School and TSC. He commented in the adult layer GBIC has done a lot of skills development grant opportunities for different companies, apprenticeships, and between the university and UTRGV has done more. He commented on teacher externships which provides teachers to go to partners and learn what the companies are doing to teach in the schoolhouse. Sandra Duran commented

that she would like to know how many lives it has impacted, and it is important to have it as a visual. Graham Sevier-Schultz commented that a few months ago he had presented a stand-alone item for a feasibility study, so he revisited our strategic plan, and it does call for targeting people to get back into the work environment who had left, and it calls out mothers, fathers. He continued to say that this is basically should we pursue the feasibility study since with only had one response from UTRGV. The chairman continued to say since it is attached to a specific project which is developing this plan that Mario is presenting to us right now. He continued to say it would help GBIC realize that our plan and strategic goal of introducing people into the workplace. Esteban Guerra commented that in 2018 a study was done by the United Way and Mr. Hobbs had commented about this study in one of their conversations. Sandra Duran mentioned that in the larger metropolitan areas there are some of these industrial facilities in larger cities that carry a childcare facility inside the facility so that the child can be dropped off inside the manufacturing company while the parents are at work. She stated that as long as that endeavor is aligned to our strategic plan, we should support it but if it not aligned then why are we talking about it. Graham Sevier-Schultz commented that childcare can cost about 25% of a person's paycheck which causes them to leave work. Mario Lozoya stated that maybe he misunderstood, I read workforce plan, and this is it. He continued to say if this item is related to the childcare RFP, I thought the attorney had sent a legal brief about it. Graham Sevier-Schultz commented he did see the brief and he had looked at the attachment that says any feasibility study a project is reasonable and other expenses necessary. Mario Lozoya replied that the project is defined as an economic development project which states what the project is not childcare. Dennis Sanchez stated that he does not see any of the items being mutually exclusive. He continued to say that he understands where Ms. Duran is saying and maybe we should look at what other cities are doing to promote that. Mr. Sanchez continued to say if we can get other feasibility studies then we can value it to see if we can afford it or legally do. Graham Sevier-Schultz commented that we are not going to build a facility for childcare. Sandra Duran commented that GBIC should build a case for new investment coming in to create a trust or a fund that will support helping wives and husbands that have children that have to work. Sandra Duran comments that it might help us build a case to create a trust or fund that will support wives or husbands that have to work. Dennis Sanchez commented that we can promote with the companies and initiate this package and we can possibility provide more incentives to the company for doing this. Sandra Duran commented about an example the quality of life in Brownsville and for people from the outside to come and move to Brownsville for better jobs and opportunities for the community to grow, but currently the husband or wife are working and other stays home with the children all day. Mario Lozoya agreed that it is a quality-of-life issue. Graham Sevier-Schultz stated that the strategic plan that we have adopted states we address channels of entry for residents that have been out of work. Mario Lozoya stated the strategic plan does not supersede the tax code and that comment that is on the strategic plan is for reentry into the workforce and not pertaining to childcare program. Michael Pruneda commented that maybe this was a type B qualifying and does not think that this can be but if the board would like to get an opinion from the attorney general office to see if possibly there is an exception, or it is a qualifying expense then we can ask one of our state senators or representatives to petition the attorney general on a secondary opinion that we can rely on. He asked Mario to give an update on the next meeting if the governor's office has certain incentives or grants where we can work with them during this commission for women and possibly get funding for women entrepreneurs or women who want to get back into the workplace and give a briefing at the next meeting. Dennis Sanchez commented to conduct a feasibility study to see if we can legally perform some function that help employers and retain employees if it is an expense that we can undergo. Michael Pruneda answered he does not think it is, but he would like to university STC or UTRGV to work with us on a free feasibility study that would not cost us anything no harm or foul if we do not have expense on sales tax monies. Sandra Duran asked how much the feasibility study would cost. She continued by saying if that feasibility study would help build a case for future generations employment to invite to consider a program that the feasibility study assisting in building a case then it would be worth it. She commented regarding the childcare facility she agrees with Mr. Sanchez and would not approve of that it is not in our tax code. Graham Sevier-Schultz stated that he agrees which he is not talking about building a facility or employing childcare specialists, this is just a study to support

reentry of residents who have been out of the workforce to enter into this. Mario Lozoya stated that is different, a reentry of all veterans, disabled but if we label it as related to childcare or alike it is not Type A relevant. Graham Sevier-Schultz if we were building a childcare facility or if it were standalone and in support of a project then fine. He continued to say that there is a lot of misunderstanding. Sandra Duran commented that she feels strongly about bringing talent into the community to help increase the quality of workforce here in the community and if they know what we are committed in making social programs a responsibility on behalf of the employers we would attract more talent to Brownsville. Mario Lozoya stated that he is all for that and a lot of other things but I'm trying to fit it into the Type A. Jason Wolfe commented why have a feasibility study verses trying to go after developing a program to fit into a Type A regulation and offer to companies or offer current daycare facilities in Brownsville that they will participate in the program if they offer benefits for those entering the workforce. The feasibility study should be what kind of program constructed. Dennis Sanchez stated that at some people someone needs to get hired that knows what they are doing regarding programs, tax benefits will have so that there can be a package that can be given to current or prospective employers where we can ask if the program can be adopted as part of your package. Jason Wolfe commented that exploring the package is a nice perk and can attract people to Brownsville, but his concern is if it is GBIC's issue or if we should look at the city to promote and pursue or some other organization. He commented that he does not know how far he would support GBIC getting involved with the daycare issue unless it was constructed as something that was going to be direct funding of job growth in the community.

*Sandra Duran motioned for the staff to approach BCIC and find a way to collaborate to come up with a program that can meet Brownsville because Brownsville cares and through our leadership with collaboration with BCIC could come up with a good program where we deliver to the employers an incentive tip to bring in more talent, but it is not exclusive for GBIC and she thinks that we should work together.*

Graham asked counsel if there is anything else that we can add to that motion or is that clear. Michael Pruneda was interrupted before he could reply.

Pedro Cardenas commented that the motion was long.

*Sandra Duran motioned to take the lead in presenting to City of Brownsville and BCIC to pursue together a collaborate effort a feasibility study that would promote employers bringing on childcare as part of their social responsibility program. Pedro Cardenas Second the Motion. Motion Carries.*

Mario Lozoya commented about the P-Tech programs in the two schools. He stated that he is working for Pace to introduce a Cyber security program and Veterans will be in advance welding. Mr. Lozoya commented that this is in collaboration with BISD and TSC accredited program to graduate with a 2-year degree. He continued to say that GBIC has videos from each of the areas of the instructors, staff which will be featured on our website.

H. Discussion and possible action on key performance indicators – *(Graham Sevier-Schultz, Chairman of the Board)*

Mario Lozoya presented to the board how GBIC gets leads, goals, and the actual. Mr. Lozoya addressed the events, budgeting for those events, skills development, the dashboard for KPIs. He also commented on the events outreach, trips for those events, virtual events, and from those events how we get prospects. Mr. Lozoya commented that Tequila Group created their own dashboard that would be superseded here. He commented that Karla Del La Riva has worked on BRE doing visits and virtual visits during this year and has exceeded the goal. Mr. Lozoya stated that we can quantify the work that Ms. De La Riva is doing to maintain the BRE program. We do have performance indicators which shows what we have been working on this year. Mr. Lozoya commented that all the data we would



then create a dashboard with leads, site visits, and projects closed, etc. He wanted to show that we do have Key Performance Indicators and we will be putting the dashboard on the website.

Sandra Duran asked who had access to the KPI dashboard that is being presented. Mario Lozoya responded that only the staff has access, but we will be putting the dashboard on the dashboard. Mario Lozoya stated that he will keep the information of the dashboard to find effectiveness or non-effectiveness.

*Sandra Duran Motion to review the data that he presented today separately with him and discuss it will him. Sandra Duran made a motion to accept the reporting presented today and allow me as a board member to work with Mario in continuing improving – kaizening. Pedro Cardenas Second the Motion. Motion Carries.*

I. Discussion and possible action on agreement with Goree - (*Graham Sevier-Schultz, Chairman of the Board*)

Graham Sevier-Schultz addressed the board about this item that he had been asking for months and it is not necessarily with Goree but actually should be discussed in executive session. He continued to say that if we have leads on our site, we should have open sharing of information should be shared with what is being done on our property. He stated that he spoke to Stefano Poisl which indicated it was in the contract which took about 3 or 4 months to get information revealed and open up that communication between leads who are looking at our property and all the items we have talked about to be an action item that we can follow up on. Mario Lozoya commented that whenever we have Stone, Dragon, Goree updates as it applies to leads. Graham Sevier-Schultz commented that maybe we should have a joint meeting and as a document. Mario Lozoya stated that he has given us updates but not on leads. Graham Sevier-Schultz comments that he would like to see an NDA between Goree, GBIC, and any leads. Mario Lozoya stated that he agrees but typically a lead signs an NDA with whoever he is talking too. He continued to say if Goree has leads we cannot ask Goree to provide us his leads if his client is telling him not to disclose. Sandra Duran stated that we didn't hire Goree to deliver prospects but to deliver a master plan. She continued to say that the responsibility of the staff is to monthly report and detailed projects and statuses. Graham Sevier-Schultz stated his concern that the master plan is nearly completion so we should start to market or have leads that have been developed hopefully commit, anyone who is making changes to master plan we should be aware so we can adopt or adapt it. He stated that we would like an update from both the leads.

*Graham Sevier-Schultz stated no action needed.*

*Graham Sevier-Schultz ask for a motion to move to executive session.*

*Esteban Guerra Motion to move to executive session.*

*Sandra Duran mentioned that she would like to make a motion.*

*Esteban Guerra withdrew his motion.*

*Sandra Duran motioned to request Goree present a full report of the progress of their masterplan to us and a date. Esteban Guerra Second the motion. Motion Carries.*

6. **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:

*Esteban Guerra Motion to Move into Executive Session at 5:34 pm. Sandra Duran Seconded the Motion. Motion Carries.*

Graham Sevier-Schultz commented that we need to figure out how the executive session will be recorded since we have an issue of the counsel not able to take closed session minutes. Graham Sevier-Schultz stated

it is his suggestion to do an audio recording and enclosed that to be the closed session minutes. He continued to say that we can still attach the recording and still be protected the same way and for this meeting we should make an exception to allow audio recording.

Michael Pruneda asked why one of the board members couldn't take the certified agenda. Graham Sevier-Schultz answered that they will be participating, and it is not their responsibility to do so. He stated that it is easier to rely on an audio recording. He is not willing to accept the responsibility if there are any errors.

Jason Wolfe commented that responsibility would fall on him since he is the secretary but he agrees with the chairman that his ability to follow along and participate would be weak. He commented that for this particular session if it can be audio taped the minutes and if we all decide for you to translate into writing that can be done or just as the chairman says

Michael Pruneda stated that as long as we separate it from the public portion of the meeting that is usually kept so there is no issues of it being dispersed or disseminated outside.

Graham Sevier-Schultz stated that we will make sure to separate it.

Esteban Guerra asked for clarification if we will record and Mr. Pruneda will take notes.

Graham Sevier-Schultz stated that we will attach the audio and still be sealed in the same way the certified agenda will be.

A. Pursuant to Section 551.071, the Board of Directors may convene in a closed, non-public meeting to discuss any matters related to **legal advice on pending or contemplated litigation, settlement offer, and/or on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter.** 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.

- **Confer on Performance Agreements and other pending legal matters** - *(Graham Sevier-Schultz, Chairman of the Board)*

B. 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 Stone** - *(Graham Sevier-Schultz, Chairman of the Board)*
- **Project Dragon** - *(Graham Sevier-Schultz, Chairman of the Board)*
- **Project Delta** - *(Executive Director & Staff as per City of Brownsville)*

C. Pursuant to Section 551.074, the Board of Directors may convene in a closed, non-public meeting to discuss any matters related to **appointment, employment, evaluation, reassignment, duties and discipline or dismissal of a public officer or employee and to hear any complaints or charges against an officer or employee.** The Board of Directors and its attorney may also discuss such issues with the appropriate staff including members so as to obtain necessary and relevant information so that such discussion is informative and developed.

- **C.E.O. Mario Lozoya related to City of Brownsville land acquisition audit** - *(Graham Sevier-Schultz, Chairman of the Board)*

## 7. RECONVENE

*Pedro Cardenas Motion to Reconvene at 7:07pm. Jason Wolfe Seconded the Motion. Motion Carries.*

**Discussion and possible action on any item(s) discussed in Executive Session and those that are listed on the public portion of the agenda including the following:**

**A. Project Stone**

*Graham Sevier-Schultz comments NO Action Needed.*

**B. Project Dragon**

*Graham Sevier-Schultz comments NO Action Needed.*

**C. Project Delta**

*Graham Sevier-Schultz comments NO Action Needed.*

**D. C.E.O. Mario Lozoya related to City of Brownsville land acquisition audit**

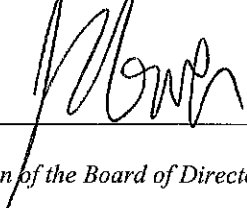
*Jason Wolfe Motion that we guide GBIC legal counsel to review the items discussed in executive session. Sandra Duran Second the Motion. Motion Carries.*

**8. ADJOURNMENT**

*Esteban Guerra motioned to adjourn the meeting at 7:07 pm. Sandra Duran seconded the motion. Motion Carried.*

\* \* \*

Approved this 27 day of January, 2020.

  
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*Chairman of the Board of Directors*

Respectfully Submitted By: Elsa M. Galvan, *Executive Assistant*