



Community Development Corporation Meeting Agenda

Tuesday, September 15, 2026 at 6:00 PM

City Hall – 520 East Ocean Blvd. Los Fresnos, TX 78566

<https://cityoflosfresnos.com/meetings>

NOTICE OF SAID MEETING IS HEREBY GIVEN BY THE CITY OF LOS FRESNOS PURSUANT TO CHAPTER 551, TITLE 5 OF THE TEXAS GOVERNMENT CODE, THE TEXAS OPEN MEETINGS ACT.

A. CALL MEETING TO ORDER

B. INVOCATION AND PLEDGE OF ALLEGIANCE

C. VISITORS REMARKS

To speak, you must sign in with the City Secretary prior to the meeting. You have a limit of 5 minutes to speak.

D. ACTION ITEMS

1. Consideration and ACTION to approve the minutes from August 3, 2026.
2. Consideration and ACTION to acknowledge the July 2026 Financial Report A. Monthly B. Year to Date Report C. Sales Tax
3. Consideration and ACTION to approve a service agreement between the CDC and the Los Fresnos Chamber of Commerce.
4. Consideration and ACTION to approve a sponsorship agreement for the November 5, 2026 Rotary Club of Los Fresnos Savor the Flavor event.

E. REPORT BY GENERAL MANAGER

1. A. City Manager Report

1. Los Fresnos Business Circle (LFBC) Event 2. SBA Business Ready Series 3. Los Fresnos Real Estate Expo 4. Workforce Development 5. Website Development 6. Market Intelligence Platform Evaluation

F. CLOSED SESSION

1. Closed Session pursuant to Texas Government Code §551.087 to discuss economic development negotiations related to a proposed commercial development including potential infrastructure improvements and possible economic development incentives.

G. OPEN SESSION

1. Pursuant to Texas Government Code §551.087: Discussion and possible ACTION regarding economic development negotiations and potential infrastructure improvements associated with a proposed commercial development.

H. ADJOURNMENT

This is to certify that I, Roberto Baez, posted this agenda on the front bulletin board of the City Hall and on the city website at www.cityoflosfresnos.com on September 9, 2026 on or before 5:30 p.m. and it shall remain so posted continuously for at least 3 business days preceding the scheduled time of said meeting.

/s/ Roberto Baez, City Manager

Persons with any disabilities that would like to attend meetings must notify City Secretary 24 hours in advance so that the City can make arrangements for that disabled person.

ACTION ITEM REPORT



Item Title: Consideration and ACTION to approve the minutes from August 3, 2026.

Recommendation:



Community Development Corporation Meeting Minutes

Monday, August 03, 2026 at 6:00 PM

City Hall – 520 East Ocean Blvd. Los Fresnos, TX 78566

<https://cityoflosfresnos.com/meetings>

NOTICE OF SAID MEETING IS HEREBY GIVEN BY THE CITY OF LOS FRESNOS PURSUANT TO CHAPTER 551, TITLE 5 OF THE TEXAS GOVERNMENT CODE, THE TEXAS OPEN MEETINGS ACT.

A. CALL MEETING TO ORDER

Meeting was called to order at 6:01 p.m.

PRESENT

President Enrique Juarez
Place 2 Pedro Maldonado
Place 3 Leo Casanova
Place 5 Gordon Cappon
Place 6 Claudia Villarreal
Vice President Daniel Alvarez

ABSENT

Place 4 Marco Huerta

B. INVOCATION AND PLEDGE OF ALLEGIANCE

Gordon Cappon gave the invocation and led the audience in the Pledge of Allegiance.

C. VISITORS REMARKS

To speak, you must sign in with the City Secretary prior to the meeting. You have a limit of 5 minutes to speak.

There was none.

D. ACTION ITEMS

1. Consideration and ACTION to approve the minutes from July 6, 2026.

Motion was made and seconded to approve the minutes from July 6, 2026.

Motion made by Place 2 Maldonado, Seconded by Vice President Alvarez.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

2. Consideration and ACTION to acknowledge the June 2026 Financial Report A. Monthly B. Year to Date Report C. Sales Tax

Prior to the report, Board President Enrique Juarez welcomed newly appointed City Manager Roberto Baez and expressed the Board's commitment to working collaboratively with him in service to the community.

Mr. Baez thanked the Board for their welcome and stated his commitment to serving the community and continuing the City's progress. He presented the financial report prepared by former City Manager, Mark Milum. The report reflected 11 transactions totaling \$11,957.80, with no unusual activity noted. The budget was reported to be in good standing and did not yet reflect budget amendments approved in July. At approximately 75% through the fiscal year, sales tax revenues were at 83.93% of budget, exceeding projections by \$58,042. Expenditures were at 81.06% of budget and included major projects previously approved by the Board. The June sales tax report reflected a 1.54% increase compared to June 2025 and an 11.28%

increase year-to-date, representing approximately \$55,281 more than the previous year. Mr. Baez recommended approval of the report.

Motion was made and seconded to acknowledge the June 2026 Financial Report A. Monthly B. Year to Date Report C. Sales Tax

Motion made by Place 6 Villarreal, Seconded by Vice President Alvarez.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

3. Consideration and ACTION to approve a service agreement for the 2026 Narcisco Martinez Cultural Arts Center Conjunto Festival.

Rogelio Nunez with the Narcisco Martinez Cultural Arts Center provided and update on festival planning, reporting that preparations were approximately 60% complete. He advised that entertainment had been secured, advertising efforts were underway, and community interest in the event remained strong. Updates were also provided regarding promotional activities, including festival merchandise, radio advertising, print media outreach, digital advertising, and publication of the festival magazine.

Blanca Davis reported that work on the festival magazine was progressing well and noted that sponsorship and advertising participation remained strong throughout the Rio Grande Valley. She highlighted efforts to increase participation from Los Fresnos businesses and expressed appreciation to the City, CDC, Los Fresnos CISD, the Chamber of Commerce, and other community partners for their continued support of the Festival.

Motion was made and seconded to approve a service agreement for the 2026 Narcisco Martinez Cultural Arts Center Conjunto Festival.

Motion made by Place 2 Maldonado, Seconded by Place 3 Casanova.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

4. Consideration and ACTION to approve a service agreement for the 2027 Cameron County Fair & Livestock Show.

Cameron County Livestock Show Representative Valerie Arizmendi provided and update on the organization and upcoming plans. She reported that while several long serving committee members had recently resigned, other volunteers had stepped into leadership roles to ensure continuity of the program.

Ms. Arizmendi outlined several planned enhancements for 2027 fair, including the addition of a new day of livestock activities and adjustments to animal check-in procedures to improve traffic flow and accommodate related events. She advised that the show would expand its livestock competitions to include breeding lambs and would continue offering opportunities for youth exhibitors to develop skills and prepare for larger regional and state livestock shows. Additional improvements under consideration included the use of specialized judges for each livestock category and upgrades to aging livestock facilities including replacement of sheep and goat pens.

Board members expressed appreciation for the organization's longstanding commitment to youth development and recognized the positive impact the fair and livestock show has on children throughout the community. Ms. Arismendi requested continued CDC support in the amount of \$10,000, consistent with the previous year's funding.

Motion was made and seconded to approve a service agreement for the 2027 Cameron County Fair & Livestock Show.

Motion made by Place 3 Casanova, Seconded by Place 2 Maldonado.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

5. Consideration and ACTION to approve a service agreement for the October 2026 Cowboy Cook Off.

Representatives of the event expressed appreciation for the CDC's continued support and introduced members of the organizing committee. An update was provided on the success of the previous year's event, which featured a strong turnout, numerous cook-off teams, a marketplace, classic car show, live entertainment, and family-friendly activities.

They reported that the October 9-10 event would continue many of the successful components from prior years and would place additional emphasis on youth participation through the "Future of Barbecue" competition. Efforts are underway to increase involvement from high school culinary arts programs throughout the Rio Grande Valley. Representatives stated they were seeking continued support at the same level as the previous year.

Board discussion noted that the CDC previously participated as an event sponsor and grand champion sponsor, providing support totaling \$2,000.

Motion was made and seconded to approve a service agreement for the October 2026 Cowboy Cook Off.

Motion made by Place 2 Maldonado, Seconded by Place 5 Cappon.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

6. Consideration and ACTION to approve a service agreement for the February 2027 Los Fresnos Rodeo.

Larry Cantu with the rodeo committee expressed appreciation for the CDC's continued support and provided an overview of the success of the 2026 rodeo, including the inaugural Thursday night concert, which drew a strong attendance and positive community response. Organizers noted that the event continues to be a significant attraction for the community and contributes to local economic activity.

The Board recognized the ongoing success of the rodeo and its value to the City of Los Fresnos. Mr. Cantu requested continued CDC support at the same level provided in previous years. It was noted that the CDC had participated as a Platinum Sponsor, which included sponsorship of the Friday night concert and other event benefits, in the amount of \$15,000.

Following the vote, Mr. Cantu advised that the lineup of concert performers for the 2027 rodeo would be announced later in the year and thanked the CDC for its continued support of the event and the community.

Motion was made and seconded to approve a service agreement for the February 2027 Los Fresnos Rodeo.

Motion made by Place 5 Cappon, Seconded by Place 6 Villarreal.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

7. Consideration and ACTION to approve a storefront grant for A&A Towing and recovery located at 101 S. Arroyo Blvd.

Board member Cappon reported that business Incentive Grant Committee met prior to the meeting, reviewed the application and recommended approval the lowest qualified bid received for the project was \$12,525.00, with the CDC's matching grant portion totaling \$6,262.50. The committee unanimously recommended approval of the request.

Motion was made and seconded to approve a storefront grant for A&A Towing and recovery located at 101 S. Arroyo Blvd. to the lowest bid in the amount of \$12,525 with the CDC portion being \$6,262.50.

Motion made by Place 5 Cappon, Seconded by Place 6 Villarreal.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

8. Consideration and ACTION to approve a sign grant for Poppin Claw located at 33478 FM 803 Ste. B-8.

Board member Gordon Cappon reported that the lowest qualifying bid for the proposed sign project was \$4,000.00, with the CDC's matching grant contribution totaling \$2,000.00. The committee recommended approval of the grant request as presented.

Motion was made and seconded to approve a sign grant for Poppin Claw located at 33478 FM 803 Ste. B-8. to the lowest bid in the amount of \$4,000 with the CDC portion being \$2,000.

Motion made by Vice President Alvarez, Seconded by Place 3 Casanova.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

9. Consideration and ACTION to approve a sign grant for The Sweet Shop located at 401 W Ocean Blvd. unit 4.

Board member Gordon Cappon reported that the lowest qualifying bid submitted for the project was \$3,340.00, with the CDC's matching grant contribution totaling \$1,670.00. The committee approved and recommended funding at that amount.

Motion was made and seconded to approve a sign grant for The Sweet Shop located at 401 W Ocean Blvd. unit 4. to the lowest bid in the amount of \$3,340 with the CDC portion being \$1,670

Motion made by Vice President Alvarez, Seconded by Place 3 Casanova.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

10. Consideration and ACTION to approve an interior grant for The Sweet Shop located at 401 W Ocean Blvd. unit 4.

Board member Gordon Cappon reported that the lowest qualified bid submitted for the proposed improvements was \$30,800.00. Based on the grant program guidelines, the CDC's participation would be limited to the maximum grant amount of \$5,000.00, which was recommended and approved by the committee.

Motion was made and seconded to approve an interior grant for The Sweet Shop located at 401 W Ocean Blvd. unit 4. to the lowest bid in the amount of \$30,800 with the CDC portion being \$5,000.

Motion made by Vice President Alvarez, Seconded by Place 2 Maldonado.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

11. Consideration and ACTION to approve an interior grant for Casa Colombia Coffee Shop LLC located at 810 W Ocean Blvd. Suite A2.

Board member Gordon Cappon reported that the lowest qualified bid submitted for the project was \$16,750.00. In accordance with the grant program guidelines, the CDC's participation would be limited to the maximum grant amount of \$5,000.00, which was approved by the committee.

Motion was made and seconded to approve an interior grant for Casa Colombia Coffee Shop LLC located at 810 W Ocean Blvd. Suite A2.to the lowest bid in the amount of \$16,750 with the CDC portion being \$5,000.

Motion made by Vice President Alvarez, Seconded by Place 2 Maldonado.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

12. Consideration and ACTION to approve a storefront grant for Robert Salinas Plaza located at 810 W Ocean Blvd. Suite A2.

Board member Gordon Cappon reported that the lowest qualified bid submitted for the project was \$15,250.00. Based on the grant program guidelines, the CDC's participation would be limited to the maximum grant amount of \$7,500.00, which was approved and recommended by the committee.

Motion was made and seconded to approve a storefront grant for Robert Salinas Plaza located at 810 W Ocean Blvd. Suite A2.to the lowest bid in the amount of \$15,250 with the CDC portion being \$7,500.

Motion made by Vice President Alvarez, Seconded by Place 3 Casanova.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

13. Consideration and ACTION to approve fiscal year 2026-2027 budget.

Mr. Baez presented the budget and advised that the proposed budget included \$10,000 in interest income and projects a 4% increase in sales tax revenues. Mr. Baez noted that the prior year's estimated revenue was \$713,000 and that the proposed budget for Fiscal Year 2026-2027 totals \$741,520.

Motion was made and seconded to approve fiscal year 2026-2027 budget.

Motion made by Place 6 Villarreal, Seconded by Vice President Alvarez.

Voting Yea: President Juarez, Place 2 Maldonado, Place 3 Casanova, Place 5 Cappon, Place 6 Villarreal, Vice President Alvarez

E. REPORT BY GENERAL MANAGER

1. A. City Manager Report

1. Los Fresnos Business Circle (LFBC) Event 2. Los Fresnos Business Ready Series 3. Los Fresnos Real Estate Expo 4. Professional Development 5. Workforce Development 6. Website Development

F. ADJOURNMENT

The meeting was adjourned at 6:37 p.m.

Enrique Juarez, President

ATTEST:

Jacqueline Moya, City Secretary

ACTION ITEM REPORT



Item Title: Consideration and ACTION to acknowledge the July 2026 Financial Report A. Monthly B. Year to Date Report C. Sales Tax

Recommendation:

Sales tax collections continue to perform very well. Through July, we are approximately 10.9% ahead of the same period last year, representing about \$238,000 in additional revenue. This is a positive indicator of continued economic activity in our community



City of Los Fresnos, TX

Check Report

By Check Number

Date Range: 07/01/2026 - 07/31/2026

Vendor Number	Vendor Name	Payment Date	Payment Type	Discount Amount	Payment Amount	Number
Bank Code: FVB9-CDC CHECKING						
09860	AT&T MOBILITY	07/10/2026	Regular	0.00	41.88	3843
01628	JEFFREY ROSAS	07/10/2026	Regular	0.00	98.35	3844
04775	LOS FRESNOS FALCONS LITTLE LEAGUE	07/10/2026	Regular	0.00	3,501.05	3845
01274	NewLane Finance Company	07/10/2026	Regular	0.00	44.92	3846
01274	NewLane Finance Company	07/10/2026	Regular	0.00	-44.92	3846
02675	TEXAS ECONOMIC DEVELOPMENT COUNCIL	07/10/2026	Regular	0.00	600.00	3847
01027	BIG CHIEF FIREWORKS LLC	07/14/2026	Regular	0.00	5,000.00	3848
01565	AMAZON.COM	07/24/2026	Regular	0.00	69.80	3849
01860	CYNTHIA DIAZ	07/24/2026	Regular	0.00	4,650.00	3850
08248	KONICA MINOLTA PREMIERE FINANCE	07/24/2026	Regular	0.00	124.29	3851
00305	LOS FRESNOS CHAMBER OF COMMERCE	07/24/2026	Regular	0.00	1,500.00	3852
04775	LOS FRESNOS FALCONS LITTLE LEAGUE	07/24/2026	Regular	0.00	47,400.00	3853

Bank Code FVB9 Summary

Payment Type	Payable Count	Payment Count	Discount	Payment
Regular Checks	11	11	0.00	63,030.29
Manual Checks	0	0	0.00	0.00
Voided Checks	0	1	0.00	-44.92
Bank Drafts	0	0	0.00	0.00
EFT's	0	0	0.00	0.00
	11	12	0.00	62,985.37



City of Los Fresnos, TX

Budget Report

Account Summary

For Fiscal: 2025-2026 Period Ending: 07/31/2026

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Used
Fund: 09 - COMMUNITY DEVELOPMENT COR							
Department: 452 - CDC DISBURSEMENTS							
Revenue							
09-452-1000	INTEREST EARNED	13,000.00	13,000.00	0.00	10,269.69	-2,730.31	79.00 %
09-452-1132	SALES TAX	650,000.00	713,000.00	55,725.15	601,267.22	-111,732.78	84.33 %
	Revenue Total:	663,000.00	726,000.00	55,725.15	611,536.91	-114,463.09	84.23%
	Department: 452 - CDC DISBURSEMENTS Total:	663,000.00	726,000.00	55,725.15	611,536.91	-114,463.09	84.23%
Department: 575 - COMMUNITY DEVELOPMENT							
Expense							
09-575-01100	SALARIES	42,848.00	42,848.00	5,062.45	35,199.54	7,648.46	82.15 %
09-575-01500	OVERTIME	1,000.00	500.00	0.00	324.47	175.53	64.89 %
09-575-02100	FICA EXPENSE	2,719.00	3,319.00	312.52	2,189.44	1,129.56	65.97 %
09-575-02105	MEDICARE EXPENSE	636.00	636.00	73.09	512.07	123.93	80.51 %
09-575-02106	HEALTH INSURANCE EXP	8,046.00	8,046.00	746.06	7,094.89	951.11	88.18 %
09-575-02107	TWC EXPENSE	63.00	63.00	0.00	63.01	-0.01	100.02 %
09-575-02150	TMRS EXPENSE	3,762.00	3,062.00	369.05	2,546.79	515.21	83.17 %
09-575-02160	WORKER'S COMP	88.00	88.00	0.00	0.00	88.00	0.00 %
09-575-02210	OTHER INSURANCE	41.00	41.00	3.40	33.52	7.48	81.76 %
09-575-03110	ATTORNEY	500.00	0.00	0.00	0.00	0.00	0.00 %
09-575-03115	AUDITOR	6,000.00	6,000.00	0.00	6,000.00	0.00	100.00 %
09-575-03121	BUSINESS RECRUIT AND DEVELOPME	18,000.00	18,000.00	1,561.78	16,587.02	1,412.98	92.15 %
09-575-04100	OFFICE SUPPLIES & PRINTING	6,000.00	6,000.00	124.29	2,766.79	3,233.21	46.11 %
09-575-05120	TELEPHONE	1,000.00	1,000.00	365.47	782.20	217.80	78.22 %
09-575-06100	CITY PROMOTION	62,575.00	62,575.00	0.00	51,766.87	10,808.13	82.73 %
09-575-06120	ADVERTISING	2,425.00	2,425.00	400.00	1,923.34	501.66	79.31 %
09-575-09100	TRAVEL/SEMINARS	4,000.00	14,000.00	5,296.09	12,642.97	1,357.03	90.31 %
09-575-09110	TRAINING/SEMINARS	0.00	0.00	-413.29	0.00	0.00	0.00 %
09-575-10100	DUES & MEMBERSHIPS	9,000.00	9,000.00	-253.77	8,921.59	78.41	99.13 %
09-575-11100	PARK IMPROVEMENTS	120,000.00	231,400.00	47,400.00	177,861.64	53,538.36	76.86 %
09-575-11150	SPECIAL PROJECTS	140,697.00	121,797.00	0.00	27,383.89	94,413.11	22.48 %
09-575-12100	INSURANCE	300.00	300.00	0.00	285.25	14.75	95.08 %
09-575-14100	TECHNOLOGY MAINTENANCE AGRE...	0.00	25,190.00	0.00	25,370.00	-180.00	100.71 %
09-575-30100	BUSINESS INCENTIVE PROGRAM	40,000.00	50,000.00	0.00	35,331.79	14,668.21	70.66 %
09-575-30129	GENERAL FUND ADMIN	15,000.00	15,000.00	0.00	15,000.00	0.00	100.00 %
09-575-30131	TRANSFER DEBT SERVICE I&S	178,000.00	178,000.00	0.00	178,000.00	0.00	100.00 %
09-575-99100	MISCELLANEOUS	300.00	300.00	-5.00	0.00	300.00	0.00 %
	Expense Total:	663,000.00	799,590.00	61,042.14	608,587.08	191,002.92	76.11%
	Department: 575 - COMMUNITY DEVELOPMENT Total:	663,000.00	799,590.00	61,042.14	608,587.08	191,002.92	76.11%
	Fund: 09 - COMMUNITY DEVELOPMENT COR Surplus (Deficit):	0.00	-73,590.00	-5,316.99	2,949.83	76,539.83	-4.01%
	Report Surplus (Deficit):	0.00	-73,590.00	-5,316.99	2,949.83	76,539.83	-4.01%

Sales Tax Report

FY 25-26

Section D, Item # 2.

	2c				1-1/2c (General Fund Portion)				1/2c (CDC Portion)			
<u>Paid</u>	<u>FY24-25</u>	<u>FY23-24</u>	<u>Inc(Dec)</u> <u>(\$)</u>	<u>Inc(Dec)</u> <u>(%)</u>	<u>FY23-24</u>	<u>FY22-23</u>	<u>Inc(Dec)</u> <u>(\$)</u>	<u>Inc(Dec)</u> <u>(%)</u>	<u>FY23-24</u>	<u>FY22-23</u>	<u>Inc(Dec)</u> <u>(\$)</u>	<u>Inc(Dec)</u> <u>(%)</u>
October	198,363.69	243,943.95	(45,580.26)	-18.68%	148,772.77	182,957.96	(34,185.20)	-18.68%	49,590.92	60,985.99	(11,395.07)	-18.68%
November	222,636.36	222,593.76	42.60	0.02%	166,977.27	166,945.32	31.95	0.02%	55,659.09	55,648.44	10.65	0.02%
December	205,582.15	181,035.06	24,547.09	13.56%	154,186.61	135,776.30	18,410.32	13.56%	51,395.54	45,258.77	6,136.77	13.56%
January	192,066.09	183,910.88	8,155.21	4.43%	144,049.57	137,933.16	6,116.41	4.43%	48,016.52	45,977.72	2,038.80	4.43%
February	308,545.07	246,747.09	61,797.98	25.05%	231,408.80	185,060.32	46,348.48	25.05%	77,136.27	61,686.77	15,449.49	25.05%
March	191,400.39	177,249.93	14,150.46	7.98%	143,550.29	132,937.45	10,612.85	7.98%	47,850.10	44,312.48	3,537.62	7.98%
April	169,610.31	183,718.30	(14,107.99)	-7.68%	127,207.73	137,788.73	(10,580.99)	-7.68%	42,402.58	45,929.58	(3,527.00)	-7.68%
May	242,664.51	252,041.13	(9,376.62)	-3.72%	181,998.38	189,030.85	(7,032.47)	-3.72%	60,666.13	63,010.28	(2,344.16)	-3.72%
June	230,428.53	203,263.59	27,164.94	13.36%	172,821.40	152,447.69	20,373.71	13.36%	57,607.13	50,815.90	6,791.24	13.36%
July	205,789.52	193,451.68	12,337.84	6.38%	154,342.14	145,088.76	9,253.38	6.38%	51,447.38	48,362.92	3,084.46	6.38%
August	235,243.81	234,275.31	968.50	0.41%	176,432.86	175,706.48	726.38	0.41%	58,810.95	58,568.83	242.13	0.41%
September	243,232.57	212,384.99	30,847.58	14.52%	182,424.43	159,288.74	23,135.69	14.52%	60,808.14	53,096.25	7,711.90	14.52%
TOTAL SALES ACTIVITIES	\$ 2,645,563.00	\$ 2,534,615.67	\$ 110,947.33	4.38%	\$ 1,984,172.25	\$ 1,900,961.75	\$ 83,210.49	4.38%	\$ 661,390.75	\$ 633,653.92	\$ 27,736.83	4.38%

	2c				1-1/2c (General Fund Portion)				1/2c (CDC Portion)			
<u>Paid</u>	<u>FY25-26</u>	<u>FY24-25</u>	<u>Inc(Dec)</u> <u>(\$)</u>	<u>Inc(Dec)</u> <u>(%)</u>	<u>FY24-25</u>	<u>FY23-24</u>	<u>Inc(Dec)</u> <u>(\$)</u>	<u>Inc(Dec)</u> <u>(%)</u>	<u>FY24-25</u>	<u>FY23-24</u>	<u>Inc(Dec)</u> <u>(\$)</u>	<u>Inc(Dec)</u> <u>(%)</u>
October	184,918.62	198,363.69	(13,445.07)	-7.27%	138,688.97	148,772.77	(10,083.80)	-7.27%	46,229.66	49,590.92	(3,361.27)	-7.27%
November	255,207.48	222,636.36	32,571.12	14.63%	191,405.61	166,977.27	24,428.34	14.63%	63,801.87	55,659.09	8,142.78	14.63%
December	233,208.10	205,582.15	27,625.95	13.44%	174,906.08	154,186.61	20,719.46	13.44%	58,302.03	51,395.54	6,906.49	13.44%
January	185,487.41	192,066.09	(6,578.68)	-3.43%	139,115.56	144,049.57	(4,934.01)	-3.43%	46,371.85	48,016.52	(1,644.67)	-3.43%
February	395,989.90	308,545.07	87,444.83	28.34%	296,992.43	231,408.80	65,583.63	28.34%	98,997.48	77,136.27	21,861.21	28.34%
March	210,616.96	191,400.39	19,216.57	10.04%	157,962.72	143,550.29	14,412.43	10.04%	52,654.24	47,850.10	4,804.14	10.04%
April	191,494.40	169,610.31	21,884.09	12.90%	143,620.80	127,207.73	16,413.07	12.90%	47,873.60	42,402.58	5,471.02	12.90%
May	290,347.66	242,664.51	47,683.15	19.65%	217,760.75	181,998.38	35,762.36	19.65%	72,586.92	60,666.13	11,920.79	19.65%
June	234,897.62	230,428.53	4,469.09	1.94%	176,173.22	172,821.40	3,351.82	1.94%	58,724.41	57,607.13	1,117.27	1.94%
July	222,900.59	205,789.52	17,111.07	8.31%	167,175.44	154,342.14	12,833.30	8.31%	55,725.15	51,447.38	4,277.77	8.31%
TOTAL SALES ACTIVITIES	\$ 2,405,068.74	\$ 2,167,086.62	\$ 237,982.12	10.98%	\$ 1,803,801.56	\$ 1,625,314.96	\$ 178,486.59	10.98%	\$ 601,267.19	\$ 541,771.65	\$ 59,495.53	10.98%

**** Sales Tax Amount may be adjusted at the end of the year based on actuals sales activity amounts.

ACTION ITEM REPORT

Item Title: Consideration and ACTION to approve a service agreement between the CDC and the Los Fresnos Chamber of Commerce.

Recommendation:

The agreement is to assist with Business Recruitment & Development.

The funding history is as follows:

2019-2020	\$ 9,600 or \$800 per month
2020-2021	\$ 9,600 or \$800 per month
2021-2022	\$12,000 or \$1,000 per month
2022-2023	\$15,000 or \$1,250 per month
2023-2024	\$15,000 or \$1,250 per month
2024-2025	\$18,000 or \$1,500 per month

I recommend approving the agreement for the same amount as last year at \$18,000, \$1,500 per month.

SERVICE AGREEMENT

This agreement is between the Los Fresnos Community Development Corporation, hereinafter called "CDC" and the Los Fresnos Chamber of Commerce, hereinafter called "CHAMBER".

The purpose of this agreement is to establish a development program between the CDC and the CHAMBER to encourage, promote and expand business development. The CDC supports the Chamber's efforts to promote tourism, commercial and industrial development within the City. The CDC recognizes the substantial economic contribution from local businesses and industrial establishments deriving from sales tax, economic development sales tax and property taxes.

This agreement will begin on the 1st day of October 2025. The CDC will contribute \$1,500.00 per month for a total amount of \$18,000 to the CHAMBER for a one (1) year period. The CDC will consider renewing this agreement on an annual basis. Payments for this grant will be made on a monthly basis.

Therefore, it is agreed that the CHAMBER will develop programs and perform the following duties:

1. Establish, maintain and share information bases of all business listings of Chamber members.
2. Share City and CDC related statistics and Economic Development Programs to be used for promotion and expansion of businesses and industrial developments.
3. Encourage expansion of existing businesses and encourage development of new business and industry within the City.
4. Maintain a visitor's information center.
5. Assist the Planning Department of the City in developing an overall master plan for commercial and industrial development.
6. Promote, develop and assist the City and the CDC in producing festivals, celebrations and events for the community; and to attract visitors to increase business for local merchants; and to offer recreational activities for the citizens.
7. The Chamber will establish and maintain a website and allow the CDC to link to it. The website will include the City's statistics and other information that the City and the CDC provides to the Chamber.
8. Provide directory assistance for specific services and events.
9. Promote City, Los Fresnos CISD and ministry events through social media.
10. Provide promotional services to any and all non-profit organizations.
11. Work on maintaining a community calendar.
12. Provide quarterly reports to the CDC.

The CDC agrees to contribute \$1,250 for each event, Easter Celebration, Independence Day Celebration, Halloween Festivities and Christmas in the Park and Parades, totaling \$5,000 for the Chamber's assistance in holding these events. Payments will be made prior to each event.

The CDC will assist the CHAMBER in accomplishing its goals of increasing tourism and commercial and industrial development.

The Chamber must submit Audited Financials from a Certified Public Accountant. A Form 990 to the IRS is sufficient to meet this requirement.

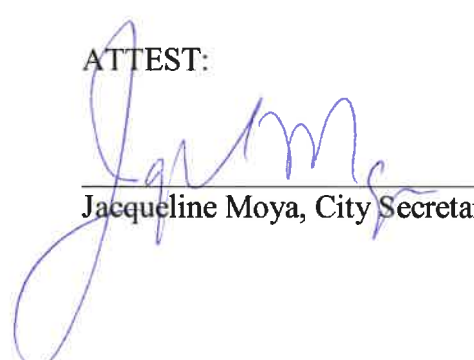
This agreement is effective upon the approval of both parties.

Passed and approved this 8th day of August, 2025 by the Los Fresnos Community Corporation Board.

LOS FRESNOS COMMUNITY
DEVELOPMENT CORPORATION


Enrique Juarez, President

ATTEST:


Jacqueline Moya, City Secretary

LOS FRESNOS CHAMBER OF
COMMERCE


Val Champion, Executive Director

ATTEST:


Secretary

ACTION ITEM REPORT



Item Title:

Consideration and ACTION to approve a sponsorship agreement for the November 5, 2026 Rotary Club of Los Fresnos Savor the Flavor event.

Recommendation:



Sponsorship Package

Join us for an unforgettable evening of culinary delights, community and purpose. Your sponsorship helps The Rotary Club of Los Fresnos to make meaningful impact in our community through local service projects and initiatives.

Date: November 5, 2026

Location:

Los Fresnos Rodeo Grounds

Time: 6PM – 9PM

Sponsorship Levels

Sponsor Level	Investment	Benefits
TITTLE SPONSOR 	\$5000	• Logo on all promotional materials as Tittle Sponsor • Social Media Advertising • Logo on site screens • 5 banners for advertising during the event (provided by business) • 4 VIP parking permits • VIP entrance • 2 tables (16 guests) • VIP restrooms • 500 koozies with business logo SOLD!
Cantina Sponsor (Only 1) 	\$3000	• Logo on posters (deadline 10/01/2026) • Logo displayed at our Cantina • Social media advertising • Logo on event screens • 3 banners for advertising during the event (provided by business) • 3 VIP parking permits • VIP entrance • 1 table (8 guests) • VIP Restrooms SOLD!
Stage Sponsor (Only 1) 	\$3000	• Logo on posters (deadline 10/01/2026) • Logo displayed at our Stage • Social media advertising • Logo on event screens • 3 banners for advertising during the event (provided by business) • 3 VIP parking permits • VIP entrance • 1 table (8 guests) • VIP Restrooms SOLD
Show Case Sponsor 	\$3000	• Logo on posters (deadline 10/01/2026) • Display your Merchandise (Car, RV or Boat during event) • Social media advertising • Logo on event screens • 3 banners for advertising during the event (provided by business) • 3 VIP parking permits • VIP entrance • 1 table (8 guests) • VIP Restrooms

Gold Sponsor 	\$2000	• Social media advertising • Logo on event screens • 2 banners for advertising during the event (provided by business) • 2 VIP parking permits • VIP entrance • 1 table (8 guests) • VIP Restrooms
Silver Sponsor 	\$1000	• Social media advertising • Logo on event screens • 1 banners for advertising during the event (provided by business) • 2 VIP parking permits • VIP entrance • 2 Cocktail tables (4 guests) • VIP Restrooms

Sponsorship Commitment Form

Company Name:	
Address:	
Contact Person:	
Phone Number:	
Sponsorship Level:	
Payment Method:	
Payment Due Date:	
Signature:	
Check Payable TO:	Rotary District 5930 Charity
Memo:	Savor the Flavor/ Rotary Club of Los Fresnos

Rami Martinez
 Rotary Club of Los Fresnos
 Sponsorship Officer
 2026-2027
 (956)459-9847
 (956)410-1920

Thank you for Supporting our Community!



Club of Los Fresnos

Should you have any questions or require additional information, please feel free to contact us.

Thank you for your generosity, your partnership, and your commitment to our community.

With sincere appreciation,

Claudia Villarreal

President
Rotary Club of Los Fresnos
2026-2027

Manuel Fernandez

Fundraiser Chair
2026-2027

Rami Martinez

Fundraiser Officer
(956)459-9847
(956)410-1920

Thank you for Supporting our Community!



Club of Los Fresnos

Rotary International is a 501(c)(3) nonprofit charitable organization.

ACTION ITEM REPORT



Item Title:

A. City Manager Report

1. Los Fresnos Business Circle (LFBC) Event 2. SBA Business Ready Series 3. Los Fresnos Real Estate Expo 4. Workforce Development 5. Website Development 6. Market Intelligence Platform Evaluation

Recommendation:

Jeffrey will be discussing all the great things we have been working on these past 4 weeks.



Los Fresnos Community Development Corporation Month of August 2026

Prepared by: Jeffrey Rosas – Economic Development Coordinator

1. Los Fresnos Business Circle (LFBC)

- Hosted August Business Circle at Montecarlo Event Hall with 41 people in attendance
- Montecarlo Event Hall, Cornerstone Caregiving, and Valley View Senior Living sponsored the event
- 2 Speakers went over the topic of Networking for Referrals and Partnerships

2. SBA Business Ready Series

- We will host the next event in September
- Topic will focus on business resources for supply chain disruptions.

3. Los Fresnos Real Estate Expo (October 17, 2026)

- Focused on connecting residents with housing and real estate resources
- Promoting affordable housing opportunities available within the area
- Highlighting commercial development opportunities available within the area
- Showcasing business assistance programs and resources available through the LFCDC

4. Workforce Development

- High Demand Job Training Program will begin recruiting
- Collaborations with local universities and colleges will continue
- Hosted an Information Session event with TSC at City Hall

5. LFCDC Website Development

- Website is nearing completion
- Video coordination for workforce development is underway

6. Market Intelligence Platform Evaluation

- Our current subscription to Placer.ai ends on September 25, 2026
- Alternative platforms are being explored to identify solutions that may provide greater value, improved functionality, and broader capabilities at a lower overall cost

ACTION ITEM REPORT



Item Title:

Closed Session pursuant to Texas Government Code §551.087 to discuss economic development negotiations related to a proposed commercial development including potential infrastructure improvements and possible economic development incentives.

Recommendation:

ACTION ITEM REPORT



Item Title:

Pursuant to Texas Government Code §551.087: Discussion and possible ACTION regarding economic development negotiations and potential infrastructure improvements associated with a proposed commercial development.

Recommendation: