



2019 ANNUAL REPORT

Harlingen Economic Development Corporation

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VICE PRESIDENT



DR. LINDA T. BURKE
SECRETARY



MICHAEL LAMON
TREASURER



RICKY LEAL
BOARD MEMBER

HEDC STAFF



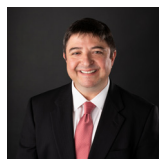
RAUDEL GARZA
CEO/MANAGER



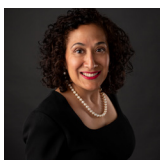
BEVERLY TIGER LOFTUS
COMMERCIAL DEVELOPMENT
MANAGER



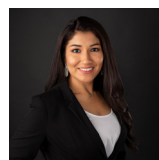
SELENE D. GUERRERO
MARKETING MANAGER



GERMAN RICO
INDUSTRIAL DEVELOPMENT
MANAGER



MARYANN VILLARREAL
OFFICE MANAGER



TANIA HERNANDEZ
EXECUTIVE ASSISTANT

FROM THE DESK OF THE CEO

From time to time, I write a small “blog” for our newsletters. The blog usually starts with some anecdote about one of my kids and then I relate it back to my work in economic development. As I looked back at 2019 and the year it was, I couldn’t help but compare it to an experience that I saw my son Joseph going through in 2019. Joseph has been going to the same private school since he was in kindergarten. It is a small school, so every teacher knows every student. And every student knows most of the other students in the school as well. That place doesn’t have many changes. But this year, Joseph went to a public school for his 6th grade. Yes, it was time for middle school; and boy was it different! He had to get used to new teachers, new students, new friends, new campus, and so much more. And he did well for the most part, but there were some days when I could tell he was missing his old surroundings.

Here at the Harlingen Economic Development Corporation, this past year was one of those years too! We have three new board members and three new staff members! For a small group, that’s a big deal. It also meant I had to be more mindful that not everyone knows “how things work around here” and I had to get used to the same thing Joseph did: CHANGE.

We have all heard different people talk about change and its inevitability. Some people will resist change,

while others see it as a chance to improve on things and advance their goals. I saw the changes here at HEDC as absolutely necessary in terms of staffing. I needed help and I’m glad we have some new faces bringing in new ideas! At the Board level, I was sad to see talented and dedicated individuals such as Dr. Gilbert Leal, Lupita Gutierrez-Garza, and Eliseo Gonzalez step down, but the new Board members bring new perspectives and ideas to the table as well.

This year was a good year for education and workforce development. We had some great success stories that we share here, and we look forward to even more in the near future. We had some good announcements with companies such as Polysachi Polymers relocating to Harlingen and TJ Maxx announcing a new store and so much more. We started some great new marketing programs that should also bear some fruit in the upcoming year.

Joseph ended his first semester with all A’s and a bunch of new friends and a fresh perspective on what is to come in 2020. I think we can relate to that.

Raudel Garza

CHIEF EXECUTIVE OFFICER



BREAKING GROUND

UTRGV AND HCISD PARTNER TO BUILD NEW CAMPUS ON PROPERTY PROVIDED BY CITY OF HARLINGEN

With a focus on expanding partnerships and educational opportunities for students, City of Harlingen, University of Texas Rio Grande Valley, and Harlingen CISD have collaborated on an exciting venture, spanning thousands of square feet.

The three collaborating partners announced, on Thursday, Feb. 28, the opening of a new UTRGV/ECHS campus in Harlingen. With an expected completion date of February 2021, this campus will be the new housing site for hundreds of Early College High School students. This marks Phase 1 for UTRGV's baccalaureate programming presence in Harlingen.

"In Harlingen, we are committed to putting students at the front of the line of opportunities," said HCISD Superintendent Dr. Art Cavazos. "This project defines the goals we have set for not only our district, but for our community and generations of college-bound students to come. I could not think of a better time or a better place for this to happen."

ECHS provides students an authentic college learning experience. Under the guidance of UTRGV professors, ECHS students earn up to 60 hours of college credit by the time they graduate high school.

Through a partnership with an accredited university, ECHS students graduate high school with their academic core or are on a fast track towards careers in engineering, computer science, and education. By selecting collegiate pathways they are passionate about, students save time and money while developing successful study habits.

"We want UTRGV to be a university for the entire valley, and our partnership with Harlingen CISD is a great example of that," said UTRGV President Guy Bailey. "We are excited about expanding our partnership with the Early College High School, and we look forward to other collaborations that will benefit Harlingen students and their families."

UTRGV is working with the City of Harlingen to secure the building site of the campus, featuring classroom space and teaching labs.

"A prosperous community is one that works together," said Harlingen Mayor Chris Boswell. "In Harlingen, we unite to support the youth of our community and equip them with the skills they need to be successful, which is in keeping with HCISD's commitment to graduate students college, career, and community ready."

PLASTIC MANUFACTURER TO RELOCATE BUSINESS TO HARLINGEN

Manufacturing company Poly SACHI Polymers, LLC signed an agreement Friday, May 17, 2019 to relocate their operations from Taylor, Texas to the Harlingen Industrial Park.

The company will occupy the 35,000-square-foot building located at 1314 Industrial Way by the end of the summer. The building is one of the few remaining vacant industrial buildings in Harlingen. This \$1 million investment will create 20 new jobs.

Poly SACHI Polymers is the parent company to PARI Olefins LLC, Winlon Food Liners, LLC, and Fibers & Yarn LLC. Each business manufactures types of polypropylene and polyethylene plastics used to make braided ropes, Zip Lock bags, and food service sheets.

The company president and owner, Haresh Sashithandandan, made the decision to relocate to Harlingen because of the proximity to the Mexico border. This will allow them to ship materials into Mexico faster and will help in the growth of their business.

Poly SACHI has projected sales to be approximately \$4.6 million in 2019, with sales estimated to increase in the following years.

“After searching for a new location to call home, we found that Harlingen and the Rio Grande Valley would be a great location for our growing company,” Sashithandandan added.

Poly SACHI may receive up to \$100,000 through a Job Creation Grant from the Harlingen Economic Development Corporation (HEDC), that will be given on an annual basis over the span of five years. In addition, the City entered into a non-annexation agreement with the company that provides a reduction on city taxes.

“We are in a perfect spot for industrial and manufacturing companies like Poly SACHI,” Michael Lamon, HEDC Board President, said. “We’re excited they have chosen to do business here in Harlingen.”

The City of Harlingen and HEDC have been in discussions with Sashithandandan for some time, all parties agree that this will be a great addition to the Harlingen Industrial Park.

“The HEDC continues to strive to bring higher-paying jobs in the industrial sector,” Raudel Garza, HEDC manager and CEO said. “Jobs like these will eventually lead to a better quality of life for our Harlingen residents.”

LONGTIME HARLINGEN EDC ATTORNEY, BRENDAN HALL, RETIRES

Harlingen Economic Development Corporation attorney, Brendan Hall will be retiring after 26 years with the City of Harlingen and the HEDC, respectively.

As the attorney for the HEDC, Hall’s role was to ensure that the organization and its board members conducted business accordingly and in compliance with the law. In his time as an attorney, Hall saw many changes in Harlingen and when asked about some of the more memorable projects, he paused and said he couldn’t quite pinpoint one out of the many.

“Harlingen has had a lot of success stories but I’d say we do attract a lot of call centers and they bring a lot of jobs,” Hall said, adding that he is also proud of seeing the many successes with the University of Texas Rio Grande Valley’s school of medicine and the ongoing work and support the City and HEDC does

with Texas State Technical College.

“I have been working in economic development and real estate for more than 25 years,”

Raudel Garza, HEDC CEO and manager, said. “Brendan Hall is one of the best attorneys in the business and he will be sorely missed.”

Hall is looking forward to retirement and will miss the City and the HEDC, but says he is looking forward to the next chapter of his life: retirement.

“I have a total of eight grandchildren and will get the chance to spend time with them and watch them grow up,” Hall said. He will be relocating to Round Rock, Texas to be closer to family and will still be doing some legal work on a part-time basis.

“I have really enjoyed working here and all the staff. There are a lot of fine people who do a lot for the City. I wish Harlingen all the best.”



MAJOR APPAREL AND HOME GOOD STORE, TJ MAXX IS COMING TO HARLINGEN

TJ Maxx, popular among shoppers of all ages will open a 20,000-square foot store right next to Target on Dixieland Road. TJ Maxx was founded in 1976 in Massachusetts, is known as one of the leading off-price retailers in the world featuring brand name and designer clothing for children, women, and men, as well as home products.

The Shops at Valle Vista Developer, Craig Garansuay is making a \$2.5 million investment to build the store. He's been working with the Harlingen Economic Development Corporation to make it happen. HEDC CEO Raudel Garza says the EDC strives to create an environment where people and businesses want to choose Harlingen. "This is another example of the economic growth that we are experiencing. We understand that retail development creates a better quality News From The City of Harlingen of life. It also helps our recruitment efforts in other industries. So, we're excited about this new store and the additional potential economic opportunities that it could bring."

TJ Maxx has more than one thousand stores in the United States. It is part of the TJX Companies which also own Home Goods/Home Sense, Winners, Sierra, and Marshalls. Locally you can find a TJ Maxx

store in Brownsville, Weslaco, Pharr, Edinburg, and Mission. The new store in Harlingen joins Target, Freddy's Frozen Custard & Steak burgers, Sprint, and All Star Nutrition in the bustling retail area directly across from Valle Vista Mall.

Initially, TJ Maxx will create between 40-60 new full time jobs for the area. Mayor Chris Boswell says job creation is one of the greatest benefits of economic development. "We couldn't be more excited to be able to announce more jobs will soon be available for our residents. TJ Maxx will make a great addition to our retail family in Harlingen."

Worldwide, TJ Maxx stores each average about \$10 million in annual retail sales. Garza expects this location will be just as successful. He says the development will boost the local economy by infusing the sales and property taxes. "We anticipate it will bring the City a return of about \$200,000 in sales taxes and \$12,000 in property taxes on a yearly basis. Combined with the school district and the County, we're looking at adding about \$56,000 in property taxes."

Garansuay says he hopes to get the project underway immediately and finished within one year. The City of Harlingen welcomes TJ Maxx to the community

TSTC GRANT

Texas State Technical College (TSTC) was recently awarded Skills Development Fund Grants from the Texas Workforce Commission. These grants will be used to train more employees from manufacturing centers in Harlingen.

Additionally, the college was also awarded a High Demand Job Training grant, a total of \$99,803. This grant will be used to expand the college's Heavy-Duty Diesel Engine Specialist course.

TSTC industry partner, Harlingen Economic Development Corporation (HEDC), also contributed more than \$34k to the High Demand Job Training grant. The contribution would go to train and purchase equipment for the Heavy-Duty Diesel Engine course.

The HEDC understands the importance of preparing Harlingen and the region's industrial and manufacturing workforce, a field that is continuously growing.

"We fully support TSTC's Heavy Duty Diesel Engine training program," Raudel Garza, HEDC



Harlingen has become a hub for industrial and manufacturing jobs and it's important to have a strong and skilled workforce ready for those jobs.

- Raudel Garza



manager and CEO, said.

Harlingen has become a hub for industrial and manufacturing jobs and it's important to have a strong and skilled workforce ready for those jobs, Garza added.

HARLINGEN ECONOMIC DEVELOPMENT CORPORATION SELLS INTEREST IN TSTC UNIVERSITY CENTER

The Harlingen Economic Development Corporation (HEDC) recently sold its interest in the University Center building located on the Texas State Technical College (TSTC) for \$4.4 million.

The 38,000 square foot building first opened its doors in August of 2011 and gave Harlingen residents and the region the opportunity to attend major universities without leaving the area. Currently the center partners with four universities: University of Texas Rio Grande Valley, Texas A&M University-Kingsville, Texas A&M University-Corpus Christi, and Wayland Baptist University.

The purpose of the center has always been to provide better opportunities and options regionally and stands by their motto: Taking you further, keeping you near.

"According to the Perryman Group, the Rio Grande

Valley is expected to lead the state in growth over the next two decades." Cledia Hernandez, TSTC Harlingen Provost, said.

"And with the purchase of the University Center, TSTC is poised to meet the technical educational needs that will come with that growth. We are basically positioning ourselves for the future and see this as a great opportunity for our community and for the state of Texas."

The HEDC has been occupying approximately 2,000 square feet for their office space and will remain to conduct their operations from the building.

"In just a few years we have planted the seed and it's bearing its fruit," Raudel Garza, HEDC CEO & manager, said. "We are reaping the benefits regionally as a trained and educated workforce enters the area."



IN THE BUSINESS FOR GROWTH

HARLINGEN EDC OFFERING RETAIL INCENTIVE PROGRAM TO DRAW COMPANIES TO CITY

Calling all businesses looking to expand, relocate, and grow. The Harlingen Economic Development Corporation recently announced a new commercial recruitment program designed to attract both local companies and businesses outside of Harlingen to establish themselves within city limits.

“The reason why we came up with this retail incentive program is basically to try to entice new investment and new job creation in Harlingen,” said Raudel Garza, CEO of the Harlingen EDC. “For a long, long time, our focus has been on the larger retail projects.”

Some of those larger beneficiaries of Harlingen

EDC’s past incentive programs include businesses like Bass Pro Shops, Sam’s Club, LongHorn Steakhouse, and Candlewood Suites. Now, though, Garza and the EDC are taking aim at giving smaller companies a leg up in the community.

“A lot of the local mom and pop shops that have been growing in the community haven’t really taken advantage of this program,” he said. “This program is really perfect for them.”

The process for applying to the program is straightforward. The first step is submitting a letter of interest to Harlingen EDC. Then, the company would also share how many jobs would be created



with their project, the salaries for those jobs, and an estimate of how much will be generated in sales. Harlingen EDC officials create a presentation based on that information.

“We prepare the package, we submit it to our board,” Garza said. “If the board approves it, then it goes to city commission. And if city commission approves it, then you’ve got a rebate coming back at the end of your first year of operations and maybe even up to five years.”

That rebate represents a percentage of the sales tax that the business generates. The amount of that percentage is reinvested into the business to help offset development costs, Garza explained.

“Any restaurant or retail store or even a developer who is trying to attract restaurants and retail stores would be eligible to do an agreement with us subject to some eligibility rules and subject to some



The reason why we came up with this retail incentive program is basically to try to entice new investment and new job creation in Harlingen.

- Raudel Garza



restrictions,” he said. “If they generate jobs, if they generate sales, if they make an investment in our community, if they get involved in the community, then we have a point system that we’re going to score these projects on. The higher the score, the bigger the rebate.”

Companies interested in participating in the retail incentive program would know within a month whether they qualify for the rebate, as well as what level they qualify for, according to their score. And while the program is designed to help businesses locally, Harlingen itself stands to benefit.

“It is also intended to bring about a renewed interest in Harlingen,” Garza said of the program. “There is an increase in sales tax, our population continues to grow, there is a demand for more retail services that would improve our quality of life, and so this is a way of making sure that our community is getting a better

quality of life.”

Those kinds of improvements mean a wider variety of choices for shopping and dining out for Harlingen residents — with an additional value for the Rio Grande Valley as a whole.

“Residents from throughout the region can come to Harlingen and shop,” Garza said.

For more information on the retail incentive program, visit the Harlingen Economic Development Corporation’s website at harlingenedc.com, call (956) 216-5081 or stop by the office at 2424 Boxwood Street, Suite 125 in Harlingen.

KAUFFMAN FASTTRAC BUSINESS SERIES OFFERED BY UTRGV; HEDC SPONSORS SERIES

Kauffman FastTrac is a program offered to aspiring entrepreneurs or current business owners. The program offers participants a crash course in business skills and insight tools, resources, and connects business owners with networks that are important to a growing and successful business.

This fall, the Harlingen Economic Development Corporation (HEDC) is sponsoring the 7-session course starting Oct. 8, courses will be held at the TSTC University Center. The program is offered by the University of Texas Rio Grande Valley’s Entrepreneurship and Commercialization Center.

The program will focus on specific topics:

- Identify Market Needs
- Understand Business Fundamentals
- Explore Risk and Success Factors

- Network with Entrepreneurship Professionals
- Build a Business Plan
- Access the Human, Financial and Business Resources

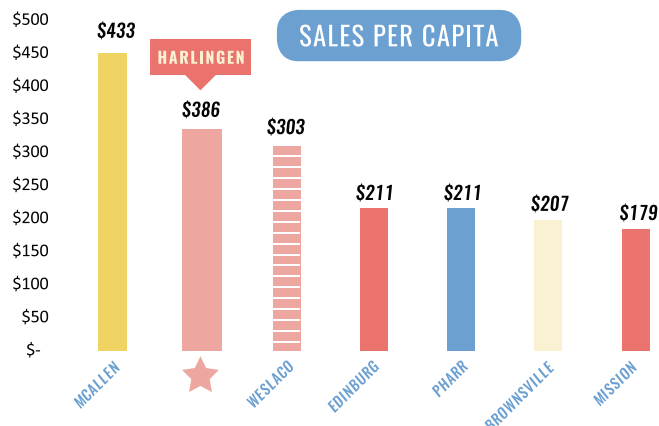
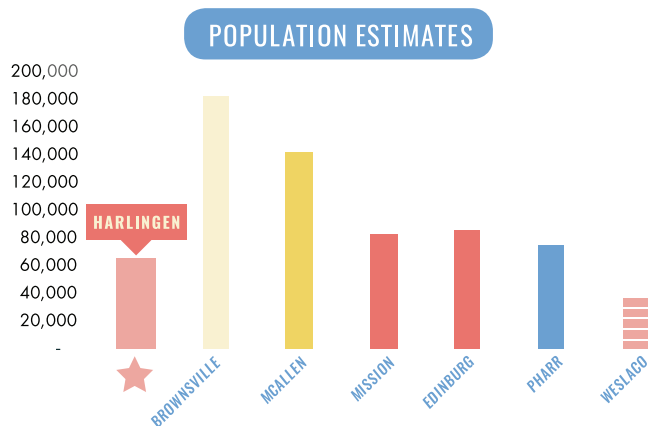
There is an application that includes a series of questions that must be filled out accurately.

Only 10 participants will be selected for the program. If interested, please apply by following the link here. Space is limited.

“This is a great and proven course that will benefit our local entrepreneurs,” Raudel Garza, HEDC CEO, said.

“Owning a business is a lot of work and we want every business to succeed. We are happy to provide a course that gives entrepreneurs the tools they need to succeed.”

HARLINGEN RANKINGS



MORE SAVINGS

The Council for Community and Economics Research (C2ER) has named Harlingen the Least Expensive Urban Area among participating communities Savings 20% below the National Average cost of basic necessities.

2010-2014
#1 MOST AFFORDABLE
URBAN AREA IN THE US
HARLINGEN, TX

2018-2019
#1 MOST AFFORDABLE
URBAN AREA IN THE US
HARLINGEN, TX

2019 COST OF LIVING INDEX BY THE COUNCIL FOR COMMUNITY & ECONOMIC RESEARCH

Optometrist	\$61.17	\$115.6	\$117.79
Gasoline	\$2.23	\$2.31	\$2.17
Tire Balance	\$38.00	\$4.36	\$56.27
Home Price	\$213,340	\$335,082	\$304,837
Apartment Rent	\$676	\$1,484	\$1,247
Potato Chips	\$2.80	\$2.95	\$3.03
Frozen Meal	\$1.70	\$2.62	\$2.39
Cooking Oil	\$4.24	\$5.10	\$4.32

HARLINGEN

AUSTIN

HOUSTON

2019 HARLINGEN COST OF LIVING INDEX

INDEX	HARLINGEN	AUSTIN	HOUSTON
Grocery Items	\$81.40	\$91.00	\$88.20
Housing	\$59.30	\$104.30	\$90.20
Utilities	\$98.70	\$95.30	\$105.90
Transportation	\$85.40	\$90.50	\$95.10
Health Care	\$84.50	\$105.70	\$92.00
Misc. Good & Services	\$75.50	\$101.30	\$100.2

The Council for Community and Economic Research (C2ER) produces the Cost of Living Index to provide a useful and accurate measure of living cost differences among urban areas. Items on which the Index is based have been carefully chosen to reflect the different categories of consumer expenditures.



Harlingen Convention Center

Johnny Rockets

Tru Fit Athletic Club

Urban Air Adventure Park

Iced Cube

Don Gollito

Procured Life + Home

Girl of All Trades

Station 1 Bar & Grill

Massage Envy

James Avery

Paris Bakery

Jubilee Academy

Wendy's

Supercuts

Antojitos Mexicanos

South Texas Smokehouse

Frank Flav'z Craft Burger House

Xtreme Jump Harlingen

NEW BUSINESSES





NEW BUSINESSES





'TAKING YOU FURTHER, KEEPING YOU NEAR'

UNIVERSITY CENTER PROVIDES EDUCATION BOOST IN HARLINGEN

Aaron De Leon, director of vocational services at the Rio Grande State Supported Living Center, earned his bachelor of applied science from Wayland Baptist University in 2017. Then he turned around and started working toward his graduate degree with Wayland, too — all without ever leaving Harlingen.

“The University Center brings all these campuses to you and it gives you the opportunity to be able to pursue a degree from a different school you otherwise wouldn’t have had an opportunity to,” De Leon said. “I’d highly recommend the university center to other individuals that are trying to work and be able to pursue a bachelor’s degree or a graduate degree at these different universities because it just offers a great experience.”

The University Center opened its doors in 2011 as a 38,000-square-foot facility on the Texas State Technical College campus in Harlingen. The center represents a collaborative effort among TSTC, the City of Harlingen, and the Harlingen Economic Development Corporation.

“The University Center has helped Harlingen develop a more educated workforce,” said Raudel Garza, manager and CEO of Harlingen EDC. “We have hundreds of people who have earned their bachelor’s, master’s, and doctoral degrees who would have either not gone back to school or would have moved to continue their education.”

Sometimes, traveling outside of the region to attend school can be prohibitive for Rio Grande Valley students. That’s where the University Center — and its motto, “Taking you further, keeping you near” — comes in.

“It affords you the opportunity to attend four different universities without having to travel,” De Leon said. “You can take online courses and they even have instructors here at the facility that are willing to give classes and offer tutorial services and things of that nature for students attending the different universities.”

Currently, the University Center offers programs in partnership with Texas A&M University Kingsville, Texas A&M University Corpus Christi, the University of Texas Rio Grande Valley, and Wayland Baptist University.

“The majority of our students actually are working students,” said Yvette Garza-Garcia, director of the University Center. “They have families, they have lives outside of the classroom, so for a lot of them, they need the opportunity to continue their education after 5 o’clock — or after the workday is ended.”

The center was designed to accommodate nontraditional college students — anyone who falls outside the demographic of 18-year-olds who have just graduated high school.

“Most of the time you’ll see moms, dads, busy working professionals who just need the opportunity to continue their education,” Garza-Garcia said. “There are no obstacles that can’t be overcome.”

Julie Gonzalez, human resources business partner with Texas State Technical College, is pursuing a bachelor’s degree of applied science at the University Center.

“The experience has been incredible,” she said. “It’s been a seamless process. It’s exciting that here on our TSTC campus, we do have the University Center so we’re able to partake in the universities that we have

partnerships with.”

Gonzalez is working toward her degree via Wayland Baptist University. She attends some of her classes at the University Center, and says she appreciates the chance to come in and chat with her adviser in person.

“I just encourage everyone and anyone who wants to attend — especially our current students here at TSTC — once they’re done with their two-year degrees, if they want to transition and get a four-year college degree, this is the best place to do it,” Gonzalez said. “It’s right here locally and it’s convenient.”

Harlingen residents can use the University Center as a launch pad for their education, and the facility has spurred additional educational growth in the city.

“TSTC produces many associate-level degrees, but

doesn’t have baccalaureate programs or even more advanced degrees,” Garza said. “The UC has helped launch other educational facilities in the Harlingen area, including Our Lady of the Lake’s campus only 10 minutes from downtown. University of Texas Rio Grande Valley has also partnered with Harlingen’s school district to work on a new Early College High School and more bachelor’s programs at that new campus or at the existing School of Medicine.”

All those educational opportunities translate into economic advantages for Harlingen.

“The UC has helped retain employees and has helped others get better-paying job opportunities in Harlingen,” Garza said. “It has also helped us recruit more companies.”

UTRGV BREAKS GROUND ON INSTITUTE FOR NEUROSCIENCE IN HARLINGEN

UTRGV President Guy Bailey and Dr. John Krouse, executive vice president for Health Affairs and Dean of the UTRGV School of Medicine, on Nov. 6 led a groundbreaking ceremony for the new UTRGV Institute for Neuroscience, a \$30 million, world-class clinical and research site within the School of Medicine.

Participating in the event were UT System Regent Dr. Nolan Perez; Harlingen Mayor Chris Boswell; Randy Whittington, president of the South Texas Medical Foundation; and Judy Quisenberry, executive director of the Valley Baptist Legacy Foundation.

The interdisciplinary Institute for Neuroscience is funded in part by a \$15 million gift from the Valley Baptist Legacy Foundation, announced in February 2017.

UTRGV President Guy Bailey said partnerships with the South Texas Medical Foundation — which gifted the 35 acres on which the institute is being built — the City of Harlingen and the Valley Baptist Legacy Foundation have made it possible to bring the world-class facility to fruition.

“The Institute for Neuroscience is a game-changer for the Rio Grande Valley,” Bailey said. “As we focus on the institute’s core activities — such as developing multidisciplinary research and clinical fellowships, early detection of psychotic disorders, and community education — we take another step in fulfilling our commitment to improving healthcare in South Texas.”

The institute, located at Haine Drive and North Whalen Road in Harlingen, will house clinics and



diagnostic centers for numerous neuropsychiatric and aging disorders while also leading the way in clinical and laboratory research for the Valley.

Leading the institute will be Dr. Ihsan Salloum, a specialist in addiction psychiatry who joins UTRGV from the University of Miami, where he has been a professor and chief of the Division of Substance and Alcohol Abuse.

“The development of the Institute for Neuroscience creates an extremely exciting opportunity to conduct innovative interdisciplinary research to advance our understanding of functions and mechanisms underlying brain diseases and health,” said Salloum, who traveled some 20 hours from Japan to attend the ceremony.

“It will act as a catalyst for scientists across basic and clinical translational disciplines to advance basic discoveries into clinical application and will strive to educate future generations of neuroscientists. We will be able to serve the Rio Grande Valley community with its most pressing brain health needs,” he said.



BAXTER LOFTS RISES TO THE OCCASION

What eyesore? Those days behind us. Building ownership, Harlingen officials and regional business leaders gathered Nov. 6 for the official Baxter Lofts grand opening and ribbon cutting.

To top things off, all units are also currently under lease at the Downtown Harlingen high rise residential property. “It’s another great day in the City of Harlingen,” proclaimed Mayor Chris Boswell.

After decades of being uninhabited, private funds (not tax money) brought a historic landmark back to life

in a huge way. Tenants enjoy a downstairs courtyard, fitness room and more all while appreciating much of the original Baxter Building’s original architectural uniqueness. This project is the culmination of many individuals’ hard work from the Valley to Austin.

Baxter Lofts is a grand example of what happens when local business and community leaders don’t give up on an idea benefiting Harlingen area citizens. It also brings a great improvement to the Jackson Street shopping and dining district.



MARKETING ACTIVITIES

Harlingen EDC staff attends a number of trade shows and conferences throughout the year in order to promote our community. These events put us in front of potential businesses and help us gain more insight when it comes to types of companies looking to invest or grow their business in a new market.

Here's a look at a few trade shows, events, groundbreakings, grand openings, and other marketing events:

SUMMER TRADE SHOWS CREATE OPPORTUNITIES, BUILD BUSINESS RELATIONSHIPS FOR FUTURE DEVELOPMENT

The Harlingen EDC staff attends a number of trade shows and conferences throughout the year in order to promote our community. These events put us in front of potential businesses and help us gain more insight when it comes to types of companies looking to invest or grow their business in a new market.

Here are some of the trade shows we've attended this summer and an overview of each.

MEXICO'S AEROSPACE SUMMIT

Our Industrial Development Manager, German Rico, and Valley International Airport's Director of Air Service and Business Development, Jose Mulet, attended Mexico's Aerospace Summit in August. While there, the two promoted one of Harlingen's greatest assets, the Harlingen Aerotropolis. A site that is a premier manufacturing destination in South Texas and development plans incorporate a mixed use for the property that includes: manufacturing, warehouse, office and retail purposes.

This event was also an opportunity for organizations and businesses to gain knowledge of the competitive advantages aerospace manufacturers enjoy in Mexico, visit manufacturing plants in Queretaro, Mexico, hear from industry experts about opportunities to participate in Mexico's Aerospace Industry value chain, and so much more.

TEAM TEXAS - ECONOMIC SUMMIT

Industrial Development Manager, German Rico, had the opportunity to get in front of site selection consultants for this member-only networking event. The event also offered participants workshops that discussed various ways to improve our sales pitch, make a deal, and learn better marketing strategies.



Site selection consultants offered their thoughts on what clients are looking for and participants had a chance to pitch their community to them.

"The experience was great," German said. "It gave us the experience to get in front of consultants and receive their feedback, so we are better equipped for our prospects."

RETAIL LIVE!

Retail Live! is an exhibit and reception that brings retailers under one location to brokers, landlords, developers, economic developers and other related industry professionals.

There, professionals present their projects, services, and their city to retailers who are expanding or relocating in regions that include Texas, Oklahoma, Colorado, Louisiana, New Mexico and other neighboring states.

Beverly Loftus, HEDC Commercial Development Manager, and Selene D. Guerrero, HEDC Marketing Manager, attended the August event in Austin where they met with various retailers interested in expanding in the Rio Grande Valley.

HARLINGEN ECONOMIC DEVELOPMENT CORPORATION ATTENDS LARGEST WIND ENERGY CONFERENCE

The wind energy industry is quickly growing and in 2018 it was estimated that more than 26,000 Texans worked in the wind industry. Additionally, Texas currently produces 23 gigawatts of renewable energy – that’s enough to power more than 6.2 million homes.

This week the America Wind Energy Association (AWEA) held their largest wind energy conference in the Western Hemisphere. Harlingen Economic Development Corporation’s (HEDC) Industrial Development Manager German Rico attended the Houston event that brought together more than 7,600 business people, policy experts, innovators, technicians and students.

“Because of our close proximity to the already existing wind farms in South Texas and in Northern Mexico, it’s important for us to be present at these events,” Rico said.

This rise in the industry also means more job creation statewide and locally, which also increases the need for a better trained workforce. Harlingen’s Texas State

Technical College (TSTC) currently offers a two-year Wind Energy Technician Program that has graduates earning an average salary of \$53,000.

“Creating these connections within the wind industry is important so that we can showcase what Harlingen has to offer,” Raudel Garza, HEDC manager & CEO, said. “We have an equipped workforce, training programs through TSTC, and a booming industrial sector.”



FINANCIAL STATEMENTS



Assets	September 30,	2019	Restated 2018
ASSETS			
Cash and cash equivalents		\$2,069,847	\$1,974,607
Investment - other		6,819,607	3,067,895
Receivables (net of allowances of uncollectibles)			
Accounts		114,512	82,619
Due from other government		377,290	363,283
Prepaid expenses		25,526	2,111
Long-term loans receivable		402,387	475,430
Redevelopment properties		1,847,816	587,620
TOTAL ASSETS		\$11,656,985	\$6,553,565
Liabilities & Fund Balance			
LIABILITIES			
Accounts payable		\$40,584	\$53,528
Other liabilities		592,688	-
Accrued expenditures		19,721	11,744
Due to primary government		-	10,241
Customer deposits - payable from restricted assets		5,000	5,000
TOTAL LIABILITIES		657,993	80,513
DEFERRED INFLOWS OF RESOURCES			
Deferred inflows of resources - noncurrent receivables		427,946	500,990
FUND BALANCE			
Nonspendable		2,111	2,111
Committed		2,000,000	2,000,000
Assigned		2,733	-
Unassigned		8,566,202	3,969,951
TOTAL FUND BALANCE		\$10,571,046	\$5,972,062
Total liabilities, deferred inflows of resources and fund balances		\$11,656,985	\$6,553,565

**Revenues and Expenditures****September 30,****2019****Restated
2018****REVENUES**

Non property taxes	\$4,926,911	\$4,836,949
Intergovernmental	210,721	500,815
Miscellaneous and program revenues	871,110	859,301
Interest and investment income	133,150	67,563

TOTAL REVENUES**\$6,141,892****\$6,264,628****EXPENDITURES**

Current		
Community and economic development	\$2,632,436	\$2,455,646
Debt Service		
Principal retirement	1,700,000	1,620,000
Interest and fiscal agent fees	1,586,577	1,650,340
Total expenditures	\$5,919,013	\$5,725,986

Excess revenue over expenditures**Other financing sources**

Sales of assets	4,376,105	1,892
Total other financing sources	4,376,105	1,892

Net change in fund balance**4,598,984****540,534****FUND BALANCE, BEGINNING OF YEAR****5,972,062****5,431,528****FUND BALANCE, END OF YEAR****\$10,571,046****\$5,972,062**

