

**MINUTES  
CUERO DEVELOPMENT CORPORATION  
REGULAR MEETING  
MONDAY, MARCH 21, 2022 4:10 P.M.**

The Cuero Development Corporation Board of Directors met Monday, March 21, 2022, at 212 E. Main Street, Cuero, Texas.

**PRESENT:** Board Members: Tyler McClellan, Mayor Sara Post Meyer, David Scott, Greg Freeman, Randy Jochim, Ben Zimmerman, and Brian Gomez

**CDC STAFF:** CDC Executive Director Bobby Seiferman, and CDC Administrative Assistant Samantha Bayfus

**GUESTS:** Adrian Alaniz, The Petal Express; Frank Burns, Aaron Franco, and Sandra Osman, Cuero Main Street Advisory Board; Angie Cuellar, Cuero Brewery; and Jennifer Papacek-Klimowicz

**I. CALL TO ORDER**

President Tyler McClellan called the meeting to order at 4:10 P.M.

**II. CITIZENS INPUT**

Ms. Osman explained that she is very passionate about the Cuero Main Street Program and when she became aware of recent changes to the Business Retention and Expansion Program (BR&E) she was concerned with how this could deter new business within the community. Ms. Osman stated that she would like to see both Cuero Main Street and Cuero Development Corporation (CDC) on the same page with the program's offerings, as she is a prime promotor of these incentives. It was suggested that both entities work together to ensure every avenue is taken in assisting both new and existing businesses within the City of Cuero.

Mr. Burns expressed his concerns over the recent changes to the BR&E Program indicating that a business must be open for twelve (12) consecutive months, prior to receiving any incentives from the CDC. Mr. Burns explained that adding this clawback could potentially be a downfall for business owners that are moving into the Main Street buildings that require a large amount of work. Having the BR&E program available has been a tremendous help to those business owners who have moved into the buildings and he requested that the CDC reconsider their decision in adding this clawback to the application.

Mrs. Cuellar spoke on behalf of the Cuero Chamber of Commerce and her future business, Cuero Brewing Co. Mrs. Cuellar explained that the BR&E Program has been a blessing to the Cuero Main Street businesses. Adding this program has allowed for business owners to make necessary renovations to their old deteriorating buildings. Mrs. Cuellar noted that many new business owners may suffer from the outcome of adding the clawback indicating that they must be open for twelve (12) consecutive months before applying for a BR&E grant from the CDC.

Mr. Franco spoke on behalf of his business, The Petal Express. Mr. Franco explained that he and his partner, Adrian Alaniz were fortunate to move into a local building that was fully equipped for their new business. Mr. Franco explained that he too was concerned for small business owners that may need assistance in refurbishing their buildings. Mr. Franco noted that when a new business is established, the expenses go beyond repairs, but include equipment and merchandise causing an extensive out of pocket amount. Providing the BR&E grant to new businesses will help alleviate some of the upfront expenses.

Mr. McClellan thanked the citizens for their input and noted that the CDC Board would revisit the change made to their application.

**III. MONTHLY FINANCIALS**

Mr. Scott gave the financial report for the period ending February 28, 2022. Mr. Scott stated the financials were in good standing and he recommends approval.



MOTION MADE BY GREG FREEMAN, SECONDED BY RANDY JOCHIM, TO ACCEPT THE FEBRUARY FINANCIAL REPORTS AS PRESENTED. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

#### IV. BUSINESS

##### RECEIVE RECOMMENDATION AND TAKE NECESSARY ACTION FROM THE NOMINATING COMMITTEE

Mr. Freeman noted that he and Mr. Scott have met in regards to the upcoming nominations of Board Members. Mr. Freeman reported that the committee spoke with Lynn Falcone, CEO of Cuero Regional Hospital, and she has expressed an interest in serving on the CDC Board for a two-year term.

MOTION MADE BY DAVID SCOTT, SECONDED BY BRIAN GOMEZ, TO RECOMMEND LYNN FALCONE TO THE CUERO CITY COUNCIL TO SERVE ON THE CDC BOARD OF DIRECTORS FOR A TWO-YEAR TERM AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

#### V. CONSENT AGENDA

Included in the director's agenda packets for review were: Regular Meeting Minutes, Monday, February 28, 2022 and the December Events Committee's (DEC) February Financial Report.

MOTION MADE BY MAYOR SARA POST MEYER, SECONDED BY GREG FREEMAN, TO ACCEPT THE CONSENT AGENDA AS PRESENTED. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

#### VI. EXECUTIVE DIRECTOR REPORT

- 1) Sales Tax Comparisons – A copy of the sales tax revenue report was included in the Board package. It was reported that the sales tax remittance has increased by 14.04% for the calendar year and has increased by 14.5% for the fiscal year.
- 2) Community Leaders' Meeting – Mr. Seiferman reported that Congressman Michael Cloud will be the guest speaker for the April 8<sup>th</sup> Community Leaders' Meeting to be held at the City of Cuero Council Chambers.
- 3) Discuss upcoming conferences/meetings – Mr. Seiferman noted that he attended the P3 Conference on public/private partnerships in Dallas. Mr. Seiferman presented the Board with an information brochure that was provided at the conference. Mr. Seiferman mentioned that the TEDC Mid-Year Conference is approaching along with the IEDC Mid-Year Conference, which will be held in Richardson.
- 4) December Events Committee – The DEC will hold their regular monthly meeting on Wednesday, March 23, 2022.
- 5) Current Projects – A copy of the current projects was included in the agenda packet. A separate attachment included the Business Start-Up Program. The final payments for Classy B's and Keke Café will be distributed by the end of March, 2022.

Mr. Seiferman noted that he has been in contact with Randy Boone of NestFresh and they are planning a ribbon cutting for November, 2022. Mr. Seiferman indicated that there aren't plans to distribute FY 21-22 funds to NestFresh and this project will be allocated in the upcoming budget.

#### VII. EXECUTIVE SESSION

Pursuant to Title 5 of the Texas Government Code, Chapter 551, Section 551.074, Deliberation Regarding Duties of Executive Director

- Deliberate the appointment, employment, evaluation, and duties of the Executive Director (V.T.C.A., Government Code, Section 551.074)

Cuero Development Corporation began an Executive Session of March 21, 2022 at 4:31 P.M.

**RECONVENE PUBLIC MEETING TO TAKE NECESSARY ACTION, IF ANY, ON MATTERS DISCUSSED IN EXECUTIVE SESSION.**

**ANNOUNCEMENT BY PRESIDING OFFICER:** Cuero Development Corporation has completed its Executive Session of March 21, 2022 at 5:09 P.M.

**VIII. RECONVENE TO OPEN MEETING**

Actions resulting from Executive Session

No action was taken.

**IX. ADJOURN**

MOTION MADE BY MAYOR SARA POST MEYER, SECONDED BY GREG FREEMAN, TO ADJOURN THE MEETING AT 5:10 P.M. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

  
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TYLER MCCLELLAN  
PRESIDENT

ATTEST:

  
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DAVID SCOTT  
SECRETARY/TREASURER