

**MINUTES  
CUERO DEVELOPMENT CORPORATION  
REGULAR MEETING  
TUESDAY, JUNE 18, 2024 5:00 P.M.**

The Cuero Development Corporation Board of Directors met Tuesday, June 18, 2024, at The Cuero Development Corporation Conference Room, 214 E. Main Street, Cuero, TX 77954.

PRESENT: Board Members: Tyler McClellan, Constance Donels, Lynn Falcone (via Zoom), Mayor Emil Garza, Brad Kocurek, David Scott, and Ben Zimmerman (via Zoom).

CDC STAFF: CDC Executive Director Maggie Cromeens and CDC Coordinator Samantha Bayfus

GUESTS: Wayne Berger – City of Cuero, Cliff Foulds – Edward Jones, Viola Holman – Tri-City Empowerment Council, Robert Oliver – Chisholm Trail Heritage Museum, and Sloane Smith – Sloane’s Barber Shop

**I. CALL TO ORDER**

President McClellan called the meeting to order at 5:00 P.M.

**II. CITIZENS INPUT**

None.

**III. MONTHLY FINANCIALS**

Mrs. Cromeens noted that the financials were received, but in working with Mr. Scott, it was again noted that complete financials weren’t received. It was recommended that Mr. Scott meet with Mrs. Connie Hawes for an overview of what the Cuero Development Corporation (CDC) Board is expecting.

MOTION MADE BY DAVID SCOTT, SECONDED BY BRAD KOCUREK, TO DEFER ANY MOTIONS REGARDING THE FINANCIALS UNTIL MR. SCOTT MEETS WITH THE CITY OF CUERO FINANCE DEPARTMENT AND THE CITY MANAGER. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

**IV. BUSINESS**

**HEAR PRESENTATION FROM ROBERT OLIVER REGARDING A MATCHING FUND GRANT**

Mr. Oliver, Chairman of the Chisholm Trail Heritage Museum (CTHM), thanked the Board for their time and consideration of his project. Mr. Oliver mentioned that the CTHM is working with the City of Cuero to apply for a sidewalk grant and to assist with landscaping for the museum. In discussing funding, Mr. Oliver has spoken with Mrs. Cromeens on the possibility of the CDC Board allocating \$125,000.00 in the FY 24-25 budget for the CTHM’s expansion project, if the Board would consider this option, the museum plans to match this amount by three times. An application was not received, but the museum would appreciate the Board’s consideration.

Mr. Oliver noted that the money the CDC would provide, would be utilized as seed money to start the project. This amount would be used to seek additional resources from numerous foundations.

Mrs. Falcone questioned the estimated cost of the proposed expansion. Mr. Oliver noted that it’s estimated to cost \$5.5 million.

Mrs. Cromeens mentioned that budget planning is upcoming and Mr. Oliver would hear from the CDC Board around September, upon approval of the budget.

HEAR UPDATE AND REAPPROVE AN APPLICATION FOR THE CITY OF CUERO

Mr. Berger mentioned that the City of Cuero requested \$10,000.00 in assistance from the CDC Board to help with extending the water and wastewater lines for The Green Gobbler Bar & Grill's project (1610 N. Terrell). The City has utilized in house workers for all of the labor that has been done at the bar and grill and they have used their own materials, which have cost \$9,390.39. The wastewater line has been installed and the water lines will be installed in thirty (30) days. Mr. Berger will address the Board upon completion of this project.

CONSIDER AND ACT UPON AN APPLICATION FOR FAÇADE PROGRAM FOR CLIFF FOULDS (EDWARD JONES), 205 N. GONZALES ST.

Mrs. Cromeens noted that Mr. Foulds has been in business for the last ten years and is planning to purchase his own building located at 205 N. Gonzales Street. Mr. Foulds is planning to gut and remodel the new building and is seeking assistance to replace the awning and windows and to paint the exterior of his building. All collaterals are in order.

MOTION MADE BY DAVID SCOTT, SECONDED BY LYNN FALCONE, TO APPROVE THE FAÇADE PROGRAM FOR CLIFF FOULDS IN THE AMOUNT OF UP TO \$10,000.00 FOR THE REPAIRS AS DEFINED IN HIS APPLICATION. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR FAÇADE PROGRAM FOR COMPLETE HOMETOWN PHYSICAL THERAPY

Mrs. Cromeens stated that Mr. Kevin Chance is seeking assistance for the purchase and installation of new signage for his business. It was noted that Mr. Chance has already paid for this project, therefore he is ineligible for a grant from the CDC.

MOTION MADE BY LYNN FALCONE, SECONDED BY DAVID SCOTT, TO NOT APPROVE THE FAÇADE APPLICATION FOR COMPLETE HOMETOWN PHYSICAL THERAPY, DUE TO MR. CHANCE PAYING FOR THIS PROJECT PRIOR TO BOARD APPROVAL. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR FAÇADE PROGRAM FOR SLOANE SMITH

Mrs. Cromeens explained that Ms. Sloane Smith is expanding her barbershop. The front of the building will have a balcony and an awning added, new paint with repairs to the façade, and a new barber pole. The side of the building will be painted with a mural and the back of the shop will have a deck added. These repairs will assist in the downtown beautification of Cuero.

MOTION MADE BY DAVID SCOTT, SECONDED BY BRAD KOCUREK, TO APPROVE THE FAÇADE IMPROVEMENTS FOR SLOANE SMITH IN THE AMOUNT OF UP TO \$10,000.00. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR COMMUNITY SERVICES PROGRAM FOR TRI-CITY EMPOWERMENT COUNCIL

Mrs. Holman thanked the Board for the time and consideration and for their previous assistance to her projects. Mrs. Holman is seeking assistance to help alleviate in the cost of the schematic design of the building, the survey and labor report, an Asbestos Sample Analysis, and a XRF equipment and usage report. It was noted that the Daule School Building will have rigorous work done in the upcoming years, but the first step in the renovation process is adding a new roof to prevent further damage to the building. Upon completion of this project, the ultimate goal is to utilize the building as a community hub to encourage additional business within



the community. The Tri-City empowerment council has applied for a \$150,000.00 grant to assist in phase 1 of the building, which includes a new roof, new windows, and a security system.

Mr. Scott questioned if Mrs. Holman had an estimation of the cost of the full project. Mrs. Holman said the project is anticipated to be around \$1.5 million.

Mr. Scott questioned how this project compares to the CDC's mission statement. Mrs. Cromeens mentioned that upon completion of this project, this resource center would provide additional business enterprise for the community with their proposed amenities they would provide.

MOTION MADE BY BEN ZIMMERMAN, SECONDED BY CONSTANCE DONELS, TO APPROVE THE COMMUNITY SERVICES PROGRAM APPLICATION FOR TRI-CITY EMPOWERMENT COUNCIL IN THE AMOUNT OF UP TO \$5,972.50 TO ASSIST IN THE FEES FOR THE STUDIES AS PRESENTED IN THEIR APPLICATION. AYES: 6 NAYES: 0 BRAD KOCUREK RECUSED HIMSELF MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR BUSINESS RETENTION AND EXPANSION PROGRAM FOR COMPLETE HOMETOWN PHYSICAL THERAPY

Mrs. Cromeens stated that Mr. Chance is expanding his business to Cuero, he currently has locations in Hallettsville, Shiner, and Yoakum. It was mentioned that Complete Hometown Physical Therapy is seeking assistance to purchase equipment and furniture for their fourth location located at 607 S. Esplanade.

A discussion was held on whether the physical therapy business collects sales tax dollars being that they are a service. Mrs. Cromeens noted that Mr. Chance sells medical equipment and those require sales tax to be collected.

Mrs. Falcone questioned the amount of sales tax that was generated on an annual basis. Mrs. Cromeens stated that she was unaware of the amount, as the numbers are not typically requested by the CDC Board.

Ms. Donels questioned on the amount of employees that are listed in the application. Mr. Chance has positioned to be retained – 5 and positions to be created – 0. It was questioned on if Mr. Chance is planning to bring employees from his other locations or if he would hire locally.

There was a concern on if the business collected sales tax and the Board requested that Mrs. Cromeens meet with Mr. Chance to receive this information.

MOTION MADE BY LYNN FALCONE, SECONDED BY DAVID SCOTT, TO DEFER ANY ACTION ON THE BUSINESS RETENTION AND EXPANSION PROGRAM FOR COMPLETE HOMETOWN PHYSICAL THERAPY PENDING THE REQUEST OF SALES TAX INFORMATION FROM THE OTHER LOCATIONS AND TO VERIFY EMPLOYEES. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

MAYOR GARZA EXITED THE MEETING AT 6:00 P.M.

CONSIDER AND ACT UPON AN APPLICATION FOR BUSINESS RETENTION AND EXPANSION FOR SLOANE SMITH

Mrs. Cromeens mentioned that as part of the expansion, Ms. Smith is doubling the 300 sq. ft. building and adding an office space in the rear of the building, which are a part of the Business Retention and Expansion application. Ms. Smith is also seeking assistance to purchase two shampoo bowls, three barber chairs, a washer and dryer, cabinets, and additional barber supplies.

MOTION MADE BY LYNN FALCONE, SECONDED BY CONSTANCE DONELS, TO APPROVE THE BUSINESS RETENTION AND EXPANSION PROGRAM FOR SLOANE SMITH IN THE AMOUNT OF

UP TO \$10,000.00 FOR THE EXPANSION AND FOR THE EQUIPMENT AND FURNISHING AS DEFINED IN HER APPLICATION. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR BUSINESS START-UP PROGRAM + FOR COMPLETE HOMETOWN PHYSICAL THERAPY

Mrs. Cromeens noted that all collaterals are on file for Complete Hometown Physical Therapy. A one-year lease agreement has been executed effective June 1, 2024.

MOTION MADE BY LYNN FALCONE, SECONDED BY BRAD KOCUREK, TO APPROVE THE BUSINESS START-UP PROGRAM FOR COMPLETE HOMETOWN PHYSICAL THERAPY IN THE AMOUNT OF \$500.00 FOR THE NEXT SIX MONTHS BEGINNING AUGUST 1, 2024 AND ENDING JANUARY 1, 2025. AYES: 6 NAYES: 0 MOTION CARRIED UNANIMOUSLY

RECAP ON THE CUERO DEVELOPMENT CORPORATION BOARD RETREAT

Mrs. Lisa Mutchler, Division Director Economic & Workforce Development of the Texas A&M Engineering Extension Service presented the Cuero Development Corporation (CDC) Board with Strengths, Weaknesses, Opportunities, Threats (SWOT) analysis of the first Board retreat. The Board retreat workshop identified that the CDC Board and staff members were open-minded and leaning forward to promote the vision of Cuero and its future. With these attributes identified, the CDC can leverage its many strengths and create a more prosperous economy while preserving its core values. Maintaining open communication and transparent governance are of paramount importance for the community to progress. Mrs. Cromeens noted that it would be in the best interest of the Board to continue the Board Retreats in the upcoming future on an every six month basis. This would allow the Board to reevaluate their findings, to keep an open-minded outlook on the community, and to continue their willingness to work together as a team.

SOUTHERN ECONOMIC DEVELOPMENT COUNCIL AWARDS UPDATE

Mrs. Cromeens mentioned that she will attend the Southern Economic Development Council's (SEDC) Annual Conference from July 28<sup>th</sup> – 30<sup>th</sup> in Savannah, Georgia. Mrs. Cromeens has partnered with Building Brands Marketing to submit entries for the annual SEDC awards competition.

The following submissions were made:

- General Purpose Brochure
  - Gatefold
- General Purpose Brochure
  - Rackcard
- Special Events
  - Economic Development Summit
- Electronic Multimedia
  - Oilfield Workers – Social Media Campaigns
- Website
  - CueroDC.com
- Overall Marketing Campaign
  - The Heart of South Texas Campaign

**V. CONSENT AGENDA**

Included in the director's agenda packets for review were: Regular Meeting Minutes, Wednesday, May 15, 2024 and Special Meeting Minutes, Tuesday, May 28, 2024.

MOTION MADE BY LYNN FALCONE, SECONDED BY CONSTANCE DONELS, TO ACCEPT THE CONSENT AGENDA AS PRESENTED. AYES: 7 NAYES: 0 MOTION CARRIED UNANIMOUSLY

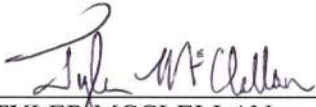


**VI. EXECUTIVE DIRECTOR'S REPORT**

- 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 decreased by 1.49% for the calendar year and has decreased by 0.89% the fiscal year.
- 2) Discuss upcoming conferences/meetings – Mrs. Cromeens reported that she will attend the Select USA Conference in Washington, DC to assist in working the Team Texas booth. While attending, Mrs. Cromeens will meet with Mr. Willie Hornberger and Sandor.
- 3) December Events Committee – Mrs. Cromeens reported that some displays have been delivered and have been stored in the Christmas in the Park warehouse.
- 4) Current Projects – A copy of the current projects was included in the agenda packet. A separate attachment included the new Business Start-Up Program.

**VII. ADJOURN**

PRESIDENT TYLER MCCLELLAN ADJOURNED THE MEETING AT 7:08 P.M.

  
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TYLER MCCLELLAN  
PRESIDENT

ATTEST:

  
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DAVID SCOTT  
SECRETARY/TREASURER