

MINUTES
CUERO DEVELOPMENT CORPORATION
REGULAR MEETING
TUESDAY, FEBRUARY 17, 2026 5:00 P.M.

The Cuero Development Corporation Board of Directors met Tuesday, February 17, 2026 at The City of Cuero Council Chambers, 212 E. Main Street, Cuero, Texas.

PRESENT: Board Members: City Manager Wayne Berger, Constance Donels, Mayor Emil Garza, Lynn Falcone, Brad Kocurek, and Ben Zimmerman

ABSENT: Mayor Emil Garza and President Tyler McClellan

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

GUESTS: Jeffrey Dickens – Alert Lock & Key and City of Cuero Finance Director Connie Hawes

I. CALL TO ORDER

Vice-President Lynn Falcone called the meeting to order at 5:00 P.M.

II. CITIZENS INPUT

None.

III. MONTHLY FINANCIALS

Mrs. Hawes presented the January financial statements to the Board.

For January, the Cuero Development Corporation (CDC) received \$62,397 in total revenues. Of that amount, approximately \$57,700 was generated from sales tax collections. An additional \$4,500 was received in interest income across CDC accounts.

Total expenditures for January were \$69,639. Personnel services accounted for approximately 26% of expenses, while grants comprised 66% of total expenditures.

Grant awards were issued to Engine Service, Sutton Electric, and Sloane's Barber Shop. Rental grants were paid on behalf of One Stop Barber Shop, DeWitt Poth & Son, and Cuero Seafood.

For the December Events Committee (DEC), revenue included \$1,527 in gate collections. Expenses totaled \$2,600 for security services provided by the Cuero Police Department.

Mrs. Hawes reported that across all accounts, the CDC currently holds over \$1.8 million in total assets.

MOTION MADE BY CONSTANCE DONELS, SECONDED BY BRAD KOCUREK, TO APPROVE THE JANUARY FINANCIAL REPORTS AS PRESENTED. AYES: 6 NAYES: 0 MOTION CARRIED UNANIMOUSLY

IV. BUSINESS

CONSIDER AND ACT UPON AN APPLICATION FOR ENTERPRISE PROGRAM FOR ALERT LOCK & KEY

Mr. Jeff Dickens, Project Manager for Alert Lock & Key, presented to the Board. He reported that the business has purchased the former Kleinecke Flower Shop building in Cuero.

Mr. Dickens stated that Alert Lock & Key will provide locksmithing services, commercial door repairs and hardware, and access control services. He also noted that their subsidiary company, Turn Key Solutions, will assist with building renovations.

Ms. Donels questioned how Alert Lock & Key would collect sales tax on services. Mr. Dickens explained that as service calls are entered into QuickBooks, the system automatically allocates sales tax to the municipality based on the service address. He further stated that all routine jobs will include applicable sales tax collection.

The proposed project consists of modernizing both the interior and exterior of the building to accommodate commercial door and hardware estimating, detailing, project management, and locksmith operations.

Renovations will include replacing electrical wiring to comply with current City of Cuero building standards, installation of new insulation throughout the building, new sheetrock, new doors, new flooring, and construction of two new restrooms, including one ADA-compliant restroom. A new access control system and updated data system will also be installed.

MOTION MADE BY CITY MANAGER WAYNE BERGER, SECONDED BY MAYOR EMIL GARZA, TO APPROVE THE ENTERPRISE PROGRAM GRANT FOR ALERT LOCK & KEY IN THE AMOUNT OF UP TO \$10,000.00 TO BE UTILIZED TOWARDS UPGRADES TO THE INTERIOR AND EXTERIOR OF THE BUILDING LOCATED AT 1703 W. ESPLANADE. AYES: 6 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR FAÇADE PROGRAM FOR ALERT LOCK & KEY

Mr. Dickens further presented additional details of the project to the Board.

He stated that Alert Lock & Key plans to install new storefront windows, complete exterior painting, and remove the existing brick façade to replace it with hardie plank siding.

Mr. Dickens noted that the roof has already been removed and replaced; however, the roof replacement is not included in the grant funding being requested, as the work was completed prior to grant consideration.

Mr. Berger questioned whether the overall project cost would decrease since the roof expense was originally included in preliminary discussions but is now being omitted due to completion prior to approval. Mrs. Cromeens clarified that the roof expense was subtracted from the total project cost and that the applicant remains well above the required minimum investment of \$20,000.00.

MOTION MADE BY BEN ZIMMERMAN, SECONDED BY MAYOR EMIL GARZA, TO APPROVE THE FAÇADE PROGRAM FOR ALERT LOCK & KEY IN THE AMOUNT OF UP TO \$10,000.00 FOR EXTERIOR RENOVATIONS. AYES: 6 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON AN APPLICATION FOR BUSINESS RETENTION AND EXPANSION PROGRAM FOR LA PLAZITA CAFÉ

Mrs. Cromeens reported that La Plazita contacted the CDC office regarding submission of an application for a Business Retention and Expansion Grant.

She stated that the requested funds would be utilized for a roof replacement, purchase of a new coffee machine, a new griddle for tortilla preparation, and a Fajita Ninja machine to improve efficiency and allow for a faster cooking turnaround time.

Mrs. Cromeens further noted that staff coordinated with the City of Cuero Building Department to verify the construction company, Serrano Brothers, and confirmed that the contractor is properly vetted and recognized by the City of Cuero.

MOTION MADE BY MAYOR EMIL GARZA, SECONDED BY CONSTANCE DONELS, TO APPROVE THE BUSINESS RETENTION AND EXPANSION PROGRAM FOR LA PLAZITA CAFÉ IN THE AMOUNT OF UP TO \$9,039.70 TO BE UTILIZED TOWARDS EQUIPMENT PURCHASING AND A ROOF REPLACEMENT. AYES: 6 NAYES: 0 MOTION CARRIED UNANIMOUSLY

CONSIDER AND ACT UPON CONTRACTING WITH ALYSIA COOK DBA OPPORTUNITY STRATEGIES, LLC. FOR STRATEGIC PLANNING SERVICES AND A BR&E PROGRAM

Mrs. Cromeens reported that she has been in contact with Alysia Cook of Opportunity Strategies, LLC. She stated that the Cuero Development Corporation (CDC) has experienced significant movement and growth within the community.

Mrs. Cromeens noted that the City of Cuero is currently undergoing a strategic planning process, and the CDC intends to develop a strategic plan in conjunction with the City.

She further explained that while the CDC currently offers a Business Retention and Expansion (BR&E) grant, there is not a formally structured BR&E program in place. Guidance from Ms. Cook would assist the CDC in better serving the business community by establishing defined goals and creating a clear and comprehensive BR&E program.

Mrs. Falcone inquired about what the program would look like if the CDC were to contract with Ms. Cook. Mrs. Cromeens responded that the services would be tailored to the CDC's specific wants and needs. She expressed that pursuing both a Strategic Plan and a BR&E Program rebuild would be the most beneficial course of action.

MOTION MADE BY BEN ZIMMERMAN, SECONDED BY CITY MANAGER WAYNE BERGER, TO PROCEED WITH A CONTRACT WITH ALYSIA COOK, DBA OPPORTUNITY STRATEGIES, LLC., FOR STRATEGIC PLANNING SERVICES AND DEVELOPMENT OF A BUSINESS RETENTION AND EXPANSION PROGRAM AS OUTLINED ON PAGE 11 OF HER PROPOSAL, SUBJECT TO HER PROVIDING THE CDC WITH A SPECIFIC LIST OF OUTPUT DELIVERABLES RESULTING FROM SESSION, AS WELL AS A DETAILED LIST OF ITEMS EXPECTED FROM THE CDC IN ADVANCE.

V. CONSENT AGENDA

Included in the director's agenda packets for review were: Regular Meeting Minutes, Tuesday, January 20, 2026 and the December Events Committee's January Financial Reports.

MOTION MADE BY CONSTANCE DONELS, SECONDED BY BRAD KOCUREK, TO ACCEPT THE CONSENT AGENDA AS PRESENTED. AYES: 6 NAYES: 0 MOTION CARRIED UNANIMOUSLY

VI. CDC COORDINATOR'S REPORT

- 1) December Events Committee – Ms. Solis reported that one display has been purchased and she is awaiting pricing and renderings for six more.
- 2) Texas Coastal Bend Regional Tourism Report – It was reported that Ms. Solis will attend the Texas Coastal Bend Regional Tourism Council's (TCBRTC) Travel Fair in Rockport on February 26, 2026.

VII. 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 -7.49% for the calendar year and has decreased by -0.44% for the fiscal year.
- 2) Discuss upcoming conferences/meetings – Mrs. Cromeens reported that she will attend the Texas Economic Development Council's Winter Conference from February 25-28 in El Paso.
- 3) Current Projects – A copy of the current projects was included in the agenda packet. A separate attachment included the new Business Start-Up + Program. Mrs. Cromeens reviewed the status of the remaining open projects.

VIII. EXECUTIVE SESSION

Pursuant to Title 5 of the Texas Government Code, Chapter 551, Section 551.072, Deliberation Regarding Real Property

- Deliberate the sale, exchange, lease, or value of real property (V.C.T.A., Government Code, Section 551.072)

IX. RECONVENE TO OPEN MEETING

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

ANNOUNCEMENT BY PRESIDING OFFICER:

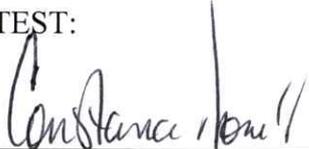
- Vice President Lynn Falcone announced that the Board would table the Executive Session due to an erroneous code listed on the agenda. A Special Called Meeting will take place on February 24th regarding economic development negotiations.

X. ADJOURN

VICE-PRESIDENT LYNN FALCONE ADJOURNED THE MEETING AT 6:00 P.M.


LYNN FALCONE
VICE-PRESIDENT

ATTEST:



CONSTANCE DONELS
SECRETARY/TREASURER