



Industrial Development Authority

MINUTES

INDUSTRIAL DEVELOPMENT AUTHORITY OF THE CITY OF DOUGLAS
FRIDAY, MAY 8, 2026, AT 10:00 A.M.
CITY HALL, COUNCIL CHAMBER, 425 10TH STREET, DOUGLAS, AZ, 85607

1. CALL TO ORDER. 10:01 a.m.

2. ROLL CALL.

	PRESENT	ABSENT		PRESENT	ABSENT
Robert Fernandez		EXCUSED	Javier Fimbres	X	
Alan Mankero	X		Kim Peralta	X	
Vicky Merritt		EXCUSED	Yvonne Perez	X	
David Studer	X				

3. PRESENTATION OF NEW BOARD MEMBER, JAVIER FIMBRES.

Ms. Peralta welcomed new board member, Javier Fimbres as a director. Ms. Peralta expressed that Mr. Fimbres is very knowable and experienced working alongside the City of Douglas and volunteering. Mr. Fimbres introduced himself and stated that people know him as Shorty. Mr. Fimbres added that he looks forward to his participation in the IDA and that he had been part of other committees as well.

4. PERSONS WISHING TO ADDRESS THE INDUSTRIAL DEVELOPMENT AUTHORITY MEMBERS IN WRITING OR VERBALLY ON ANY ITEM NOT ON THE AGENDA.

Ms. Ida Pedrego, a City Council Member shared that she will be going to Las Vegas to a retail conference on city business. She briefly mentioned that it is imperative to work on the website.

5. DISCUSSION/WITH POSSIBLE DECISION ON APPROVAL OF CONSENT AGENDA ITEM: MEETING MINUTES FOR APRIL 10, 2026.

Motion by Mr. Studer, second by Ms. Peralta, to postpone the meeting minutes of April 2026 for next regular meeting.

Motion PASSED by a vote of 5-0. Roll Call: Voted in Favor: David Studer, Yvonne Perez, Kim Peralta, Javier Fimbres and Alan Mankero. Voted Against: None.

6. DISCUSSION/WITH POSSIBLE DECISION ON APRIL 2026 TREASURER'S REPORTS.

Ms. Perez presented the Treasurer's report.

Motion by Ms. Peralta, second by Mr. Studer, to approve the April 2026 treasurer's report.

Motion PASSED by a vote of 5-0. Roll Call: Voted in Favor: David Studer, Yvonne Perez, Kim Peralta, Javier Fimbres and Alan Mankero. Voted Against: None.

7. DISCUSSION/DECISION ON APPOINTING NEW SECRETARY.

Motion by Mr. Studer, second by Mr. Mankero to appoint Vicky Merritt as secretary of the IDA.

Roll Call: Voted in Favor: David Studer, Yvonne Perez, Kim Peralta, Javier Fimbres and Alan Mankero. Voted Against: None.

8. UPDATE/DISCUSSION BY THE CITY OF DOUGLAS ON ANY DISCUSSION PERTINENT TO THE IDA.

Ms. Urquijo provided an update that she was able to meet with two of the IDA members this week with Mr. Studer and Ms. Peralta. The discussion started on future partnerships between the city, and discussion on the 45 acres. Nothing really to report on that only that it was a good meeting. Ms. Urquijo shared that she would have to go back to Mayor and Council to discuss some opportunities before we start getting into details on identification of any type of possibilities.

Additionally, Ms. Urquijo commented that the city is looking at a few agreements and a few possible land scenarios. Ms. Urquijo also shared that a joint meeting would be scheduled in the future to discuss land.

A reminder to IDA members took place on a return on investment for the money paid to Mr. Luis Ramirez.

Ms. Peralta shared on taking notes yesterday in order for the IDA to get the full idea that we spoke about the connector roads, the flood zones, and zoning considerations when the IDA decides to either build or keep the property or sell. Ms. Peralta expressed that it is too early to discuss what parcels the IDA wants out at the new port expansion and believes that the IDA has homework to do in order to decide what to do with the property; whether to keep it or sell it, what the most beneficial.

Ms. Peralta also shared that discussions took place regarding the Ramirez relationship with the IDA, some of the members at the previous meeting discussed that we need to ask for more help from having paid more than \$125,000 into the advisors. The IDA is not able to ask for some kind of compensation on those funds, but the city is open to helping the IDA with property, perhaps the land underneath the Aspen building, which we are most interested in. But there are other options in the case that can not come through, like the Rivera Building, or the Food City building.

Further Ms. Peralta stated that it was very beneficial that the city was able to help the IDA with an outline of other IDA's, structure, how they present themselves, exactly where they're helping their communities, I'll make sure that I email it to the whole board.

Mr. Studer expressed that one of the things the IDA needs to do, is to decide which direction, the IDA needs to have a specific direction in which we're going, right now we have no direction. The IDA need to have a direction and a plan to try to accomplish as the IDA and the City of Douglas. Mr. Studer would like to have an executive session on the next agenda to discuss on the different ideas and getting the city to support the IDA a little bit more in which since the IDA gave the seed money to the city \$90,000 which in return 45 acres will be given to the IDA.

Ms. Urquijo shared that the strategic planning document outlines prior work from a few years ago, including research conducted by staff under Ms. LaMar. While it was developed on a broader scale and not specifically tailored to a rural setting, it still provides a strong conceptual foundation and vision. It can help guide the development of a Douglas-specific approach to what the IDA should accomplish. The IDA could expand the financial capabilities significantly beyond your current scope like an opportunity to become a bond issuer. The IDA has successfully managed projects from start to finish, which could provide valuable hands-on insight on a smaller scale.

We will continue to offer guidance and direction, and this presents a meaningful opportunity for future growth. Becoming a bond issuer does not necessarily require using your own funds directly; rather, it allows you to generate revenue through structured financing mechanisms.

9. UPDATE BY KIM PERALTA ON THE OPPORTUNITY ZONE MEETING.

Ms. Peralta reported, attending this meeting that lasted about an hour and focused on opportunity zones, which allow investors to reinvest proceeds from property sales instead of immediately paying capital gains taxes. There are several eligible areas in our county and across Arizona. The benefits include encouraging development in underserved areas, providing tax incentives, creating jobs, and supporting long-term real estate

and business growth. Investors can defer capital gains for up to 10 years. However, there is a risk of gentrification, where increased property values could lead to higher rents and impact existing residents. Overall, it's a useful tool to guide potential investors toward local opportunities.

Ms. Pedrego added that Douglas has a strong possibility of receiving two opportunity zones. However, I was told that these areas must have available infrastructure such as water and sewer services. If those are not yet in place, it could be an issue.

Ms. Urquijo stated that Cochise County can designate two opportunity zones through census tracts, coordinated by Supervisor Gomez, typically in economically distressed areas. One proposed zone is on the west side, offering future development potential despite limited water infrastructure, which developers often address in their plans. Another includes parts of the east side, such as the Food City area, presenting more immediate redevelopment opportunities with direct tax incentives. Although I only listened to the meeting, these zones are being reviewed as part of materials for potential investors. While nothing stands out as an immediate draw yet, they still offer strong potential for future investment.

10. UPDATE/DISCUSSION BY THE CITY OF DOUGLAS REGARDING LAND FOR THE IDA AND PORT OF ENTRY.

Ms. Urquijo commented that the 45 acres item could identify flood areas, and possible road connector in the future, this requires master planning. It needs to be developed and the need of master developer to go in there and identify what investment type, warehousing, industrial, or manufacturing. Further, Ms. Urquijo stated that the city can continue to work together on guiding and the recommendation since the city owns 160 acres, which includes the 45 acres that would require a partnership. The city is going to hire a master planner and we do that together to develop something, but those are decisions of high-level conversations.

Mr. Studer said that's one of the reasons that an executive meeting is needed. Ms. Urquijo stated that a potential date in June or July for a joint meeting could work and will check with the city clerk on council's availability.

11. DISCUSSION REVISITING THE IGA WITH THE CITY OF DOUGLAS AND MR. LUIS RAMIREZ, RAMIREZ ADVISORS INTERNATIONAL LLC.

Ms. Peralta does not have an update on this; item will be move to next agenda.

12. DISCUSSION/DECISION ON THE NEW WAREHOUSE.

Mr. Studer shared he spoke to Efren and stated Ms. Merritt consulted the attorney, and we wanted to confirm he would agree to a personal guarantee before drafting anything. The proposal is 9 months of interest-only payments, followed by 9 months of regular payments. He indicated he is willing to sign and begin payments in August. If he doesn't follow through, we can report him to credit agencies. I recommend we have the attorney draft the agreement and review it at the next meeting.

Ms. Peralta asked if it would go through Pioneer Title and in response Mr. Studer agreed.

13. DISCUSSION/WITH UPDATE ON IDA'S WEBSITE.

Mr. Manquero tested cameras with ATT towers, they cannot handle the signal which is not sufficient to connect. The border has signal blockers. The way the IDA presents itself in other areas is beyond what we have seen here in the past. I believe we need a strong website to promote, to invite the city into, to invite small businesses. Mr. Manquero added that he would like the IDA to continue to work on the website without the actual live streams on there in order to create an outreach for the community and it's easy to do.

14. ITEMS FOR NEXT AGENDA.

Website (no streaming).
Approval of the minutes for April.
Executive session.
Update on New Warehouse contract.

15. NEXT MEETING DATE.

Friday, June 12, 2026, at 10:00 a.m.

16. ADJOURNMENT.

Motion by Mr. Studer, second by Ms. Perez to adjourn the meeting at 10:38 am.

Roll Call: Voted in Favor: David Studer, Yvonne Perez, Kim Peralta, Javier Fimbres and Alan Mankero. Voted Against: None.

Vicky Merritt, IDA Secretary