



WESLACO INDEPENDENT SCHOOL DISTRICT

319 W. Fourth Street
Weslaco, TX 78599-0266

Winners. **I**nnovators. **S**cholars. **D**oers.

BOARD OF TRUSTEES

Meeting:	Regular Board Meeting
Place:	WISD Board Room
Location:	319 W. Fourth Street
Date:	March 9, 2017
Time:	6:54 P.M

MINUTES

- I. The meeting was called to order by Erasmo Lopez, Board President.
- II. A quorum was established. The following board members were present.

Erasmo Lopez, President
Oscar Caballero, Vice President
Isidoro Nieto, Secretary
Andrew Gonzalez, Trustee
Patrick Kennedy, Trustee
Dr. Richard Rivera, Trustee
Dr. Jaime Rodriguez, Trustee

III. Opening Prayer

Monica Garcia, Third Grade Reading/Language Arts Teacher at A.N. (Tony) Rico Elementary delivered the invocation.

IV. Pledge of Allegiance/Texas Pledge

The following students from A.N. (Tony) Rico Elementary led the pledge of allegiance:

- Joaquin Andres Garcia is a fifth grade student at A. N. (Tony) Rico Elementary. He is the son of Shessiqua Garcia and Norma and Roy Garcia. Joaquin attends St. Joan of Arc and enjoys listening to the readings. Joaquin also likes to play soccer, basketball and video games. He would like to attend the University of Texas in Austin and graduate with a degree in Digital Art and Animation. After graduating from UT, Joaquin would like to become an animator in Japan where he would learn to speak Japanese and learn about the culture.
- Alessandra Anahi Camacho is a fourth grade student at A. N. (Tony) Rico Elementary. She is the daughter of Javier and Lorena Camacho. Alessandra participates in UIL Music Memory and scored a perfect score at competition. Alessandra is also a Rico Rocket Cheerleader and was selected as Rico Ambassador for Leader in Me. She enjoys attending CCE at St. Joseph Catholic Church. She enjoys dancing, singing, and playing volleyball. She would like to attend the University of Texas Rio Grande Valley and become a physician.

V. Awards and Recognitions

- KWES Staff

KWES staff received the following awards at the Texas Schools Public Relations Association's Annual Conference in Galveston.

- › Two Best of Category Medals in Video Electronic Categories

- Video News Package
- Video News/Information

Overall, KWES staff received two Best of Category, four Gold medals and one Silver medal.

- Weslaco High School Boys Wrestling Team

The Boys Wrestling Team cinched the District 31-6A Championship.

Team Members include:		
Alex Sanchez	Angel Torres	Samuel Shelley
Gilbert Romero	Tomas Garces	Emilio Reyna
Regional Qualifiers:		
JD Rodriguez	Joshua De Hoyos	Noah Amaya
State Qualifiers:		
Manny Medellin	David Anguiano	Cris Garcia
Caleb Muniz		
Head Coach: Rolando Becerra		

- Weslaco High School Girls Wrestling Team

One Lady Panther, Melissa Ibarra, won the Regional Championship in her weight class.

Head Coach: Rolando Becerra

- Weslaco High School Girls Basketball Team

The Girls Basketball Team cinched the District 31-6A Championship for the past five years. The Lady Panthers are also the Bi-District Champions and Area Champions.

Team Members include:			
Kirsten Padilla	Anica Arce	Amber De Luna	Gabriella Garza
Sabrina Cerda	Jaelene Longoria	Lesley Ybarra	Jazmin Saenz
Emily Saenz	Leah Solis	Roberta Perez	Iliana Rodriguez
Shaela Tamez	Jada Lopez	Brianna Pena	Nikki Garza
Andrea Villegas	Illiyah Cantu		
Head Coach: Griselda Fino			
Assistants: David Medina, Susana Gonzalez, Cindi Smith, Bryan Smith and Randy Moses			

- Weslaco High School Boys Basketball Team

The Panthers finished the season with a 32-5 overall record and 13-1 in district play making them three-time District Champions. `

Team Members include:			
Safi Fino	Braxton Bloomquist	Mark Zavala	Bobby Cantu
Brandon Ybarra	AJ Gonzalez	Carlos Baez	Jordan Young
Mathew Olmeda	Derreck Cedeno	Jesus Payes	Lalil Fino
Ryan Cisneros	Isiah Garcia		
Head Coach: Gabe Valdez Assistants: Joe Yanez, Mike Yanez, Trey Smith, Joe Garcia, Nate Salazar and Isaac Camacho			

- Regional Spelling Bee

The following students placed in the top three and took part in the Regional Spelling Bee.

Place	Student
First Place	Roman Valenciano
Second Place	Nathan Gift
Third Place	Johnathan Alvarado
Sponsor: Elsa Robles	

Board President Erasmo Lopez congratulated the students for their accomplishments.

Andrew Gonzalez also congratulated the Boys Basketball Team from Weslaco East High School for their Bi-District Championship.

VI. Public Comments

- ***Raul Rodriguez, 511 De Leon, Weslaco, Tx. – Staff Member at Roosevelt Elementary***

Mr. Rodriguez made the following comments:

“I represent Roosevelt Elementary, formerly Louise Black Elementary. Our school has 607 students and 64 staff members. FDR was established in 1955. There have been many administrations and staff over the years but I would like to focus on its current inhabitants. Perhaps you’re thinking, maybe it’s a bit too premature or we’re kind of jumping the gun. Nothing has been decided yet, but when your home and your family are threatened in any way, the right thing to do is to respond and try to defend it as much as possible, and Roosevelt Elementary, better known as FDR, is a family. I’m here and so many others as well to speak and be heard on this behalf. Back in the summer of 2007 we moved from Louise Black to FDR in one week. Since then we have endured the freezing temperatures, torrential downpours, and the massive flood of 2015; but in spite of all that and then some, we have probably educated over 1,500 students and many more if you count our time at Louise Black Elementary. From Elizabeth Aguilar who is in her first year of teaching, to Norma Garza who has been an amazing math teacher for 35 years, we have offered passionate, quality instruction with the help of 240 years of non-teaching staff experience and 739 years of classroom experience for a whopping combined 979 years’ worth of experience in shaping young minds here at WISD and some of those students have gone on to great things. For example,

Patrick Kennedy, Board Member, was one of my students. Former Board Member Adrian Gonzalez has sent all his three (3) kids to Roosevelt. Diego Rodriguez recently signed a letter of intent to play at A&M Kingsville and his older brother Desi is a former starter football player for the Panthers. Former student Irene Infante is a scholarship Gates Millennium recipient and Helen Lu, last year's valedictorian at East High School, also came through our doors. The first ever idol winner, fourth grader Celeste Vasquez, was ours. We have had students attend and graduate some of the best public and private universities in Texas. Notable example, Mishak Rivas, best football player in Weslaco and all of the Rio Grande Valley. On to current students; we have a student news team that's probably the best in the district. They produce a schoolwide broadcast on a daily basis. We have the Folklorico Dance Team, the only one in WISD at the elementary level. We have a Guitar Club, the only one to offer string instrument instruction at the elementary level. We have District UIL placements every year in various activities. Our Robotics Champions have been from Roosevelt, two out of the last three years. We have three years of school sponsored Boys and Girls basketball teams where the entire team is from Roosevelt. Since 2010, over 70 students have been sponsored for basketball and softball city leagues from our FDR Sports Fund. The Leaders in Me Junior Lighthouse team meets and greets our visitors and our parents and they completely run our 6th weeks assembly. We started producing student leaders long before some of the other elementaries caught on with the Leader in Me. We have given out 79 scholarships totaling more than \$31,000 to graduating seniors, money to the students that have walked our halls and been in our classrooms. A tradition that might cease and these students won't get a chance to get that scholarship because there won't be a school for kids to raise money. We have 11 staff members that were Roosevelt students back in the day, and over the years we have had 71 staff kids/grandkids that have attended our school because we believe in what we do and how we do it. Currently we have Texas State Representative Martinez's daughter in our school and I can guarantee you that not a single staff member has ever had their child at an IDEA school instead of having them at FDR. Lastly, we implore the Board, "Don't make a decision based on numbers, don't make a business decision, make the right choice – save FDR."

- ***Elizabeth Sanchez, 14510 Santa Fe Ave., Weslaco, Tx. – Data Clerk at Roosevelt Elementary***

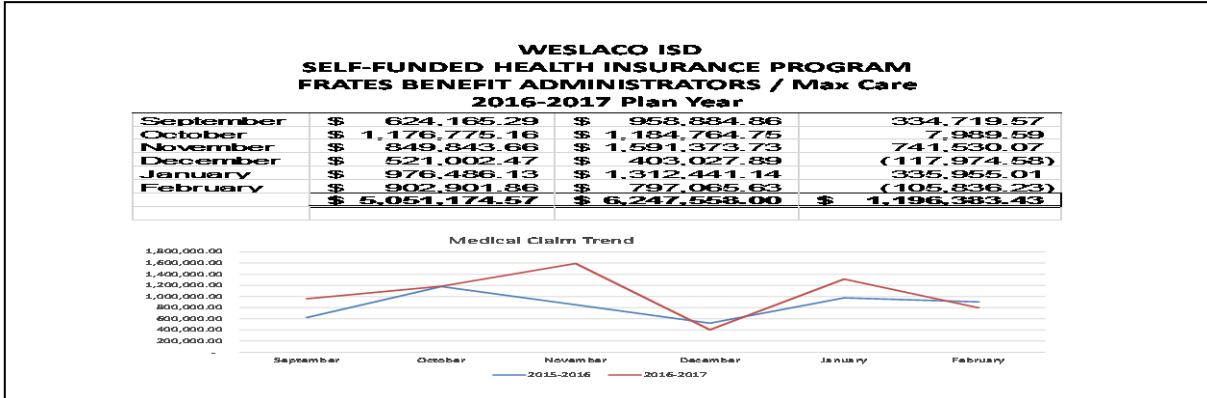
"I want to clarify some information from a previous workshop. We currently have 607 students enrolled as of today, of which 80 are transfers that choose to come to Roosevelt. We affect all elementaries within our school district: 11 from Sam Houston, 7 from Silva, 8 from Gonzalez, 6 from Margo, 10 from Airport, 10 from Memorial, 10 from North Bridge, 8 from Rico, 7 from Cleckler-Heald, and 3 from Ybarra. Our students get picked up at 3:45 p.m. and that is another factor why they are getting home so late. Our students have never missed our school because they missed the bus, even those from the Mesa or Los Amigos from Mile 11 or Mile 12. They might call us that they have a flat tire or having car trouble, but they make it to school. Yes, our attendance was low this past week but it was due to the flu, fever, and vomiting. We are experiencing a lot of that at our campus. We've only lost 6 students to IDEA and we've gained some back as well this school year. Rezoning is a good idea, but why consider closing FDR; please consider something else for us. A new campus was mentioned on the north side, so could it also be possible that perhaps what Sam Houston got offered, as far as they were moved to Ybarra and when Sam Houston got fixed they got their campus back." Maybe that's a possibility that can be considered for us. We've already had so many changes at our campus. We lost a great leader but we have gained a wonderful great leader who is taking us in a great direction. As you saw, our parents are very supportive and they do want FDR to continue to be open, so please consider everything."

- ***Claudia Garcia, 2318 E. 10th Street, Weslaco, Tx. – Parent at Roosevelt Elementary***

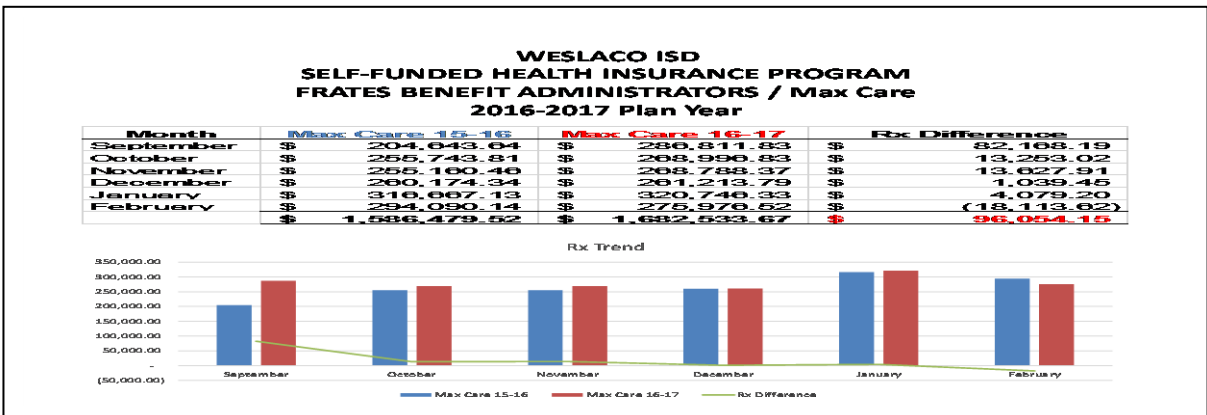
"I currently reside at 2318 E. 10th Street. I live in Edinburg but I drive every day to bring my kids to FDR and my kids have never been late. I have two kids, one in first and one in kinder, and they love FDR. One summer my daughter attended a program at Sam Houston and it was hard for her to get used to it. She did not want to go to summer school so please do not close FDR for the kids' sake."

VII. Superintendent's Report

- Insurance



› Last year in February 2016 the district spent \$5,051,174.57 on medical claims. This year, as of February 2017, there has been an increase of approximately \$1.2 million. The spike in November was due to end of the stop loss year. Claims incurred back in 2015-2016 year were processed to make sure plan gets through the end of the stop loss year.



› For the 2015-2016 year the district spent \$1,586,479.52 on prescription drugs vs. \$1,682,533.67 for the 2016-2017 plan year, for an increase of \$96,054.15.

According to Mr. De La Rosa, the plan is doing well considering the trend of increasing drug prices. A small decrease in the number of prescription drugs paid for this month has been noted.

**WESLACO ISD
SELF-FUNDED HEALTH INSURANCE PROGRAM**

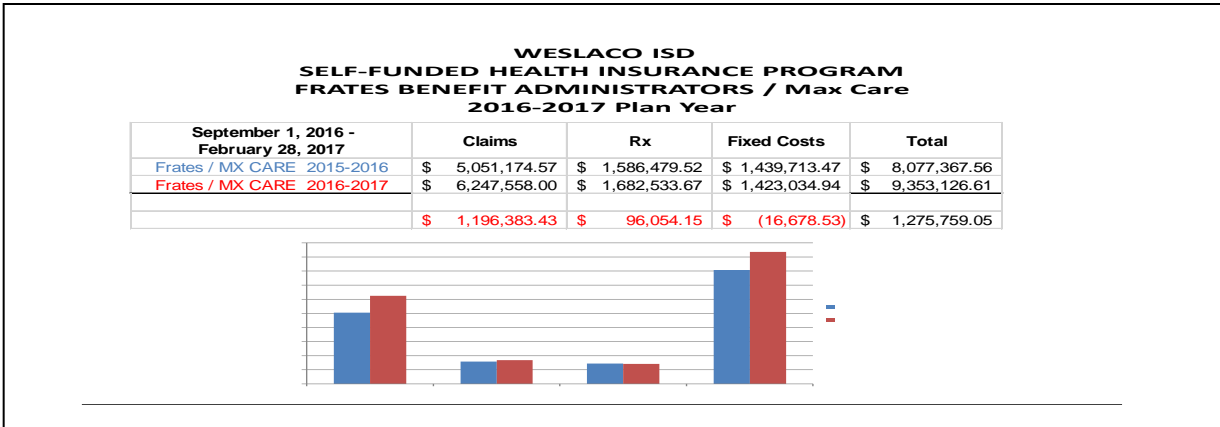
Pharmacy	Drug Label	Brand	Quantity	Total	Total Memb	Total Amount
CAREMARK	XENAZINE TAB	Brand	180	30	100.00	\$ 35,322.98
LIFECHEK	HUMIRA KIT	Brand	4	28	100.00	\$ 8,111.52
RESTORE RX	RITUXAN INJ	Brand	100	14	100.00	\$ 7,898.88
LIFECHEK	ENBREL SRCLK	Brand	3.92	28	100.00	\$ 4,006.95
RESTORE RX	COSENTYX PEN	Brand	2	28	100.00	\$ 3,948.31
RGV FAMILY	HUMULIN R INJ	Brand	40	57	60.00	\$ 2,714.45
DADS	OTEZLA TAB	Brand	60	30	100.00	\$ 2,492.39
LIFECHEK	VICTOZA INJ	Brand	27	90	60.00	\$ 2,148.01
WESLACO	ENBREL INJ	Brand	2.04	28	100.00	\$ 1,953.98
WESLACO	ABILIFY MAIN	Brand	1	30	100.00	\$ 1,700.56
RECEPT	ACTEMRA INJ	Brand	1.8	28	100.00	\$ 1,567.71
WESLACO	VICTOZA INJ	Brand	18	60	60.00	\$ 1,466.37
HEB	HUMALOG INJ	Brand	50	90	60.00	\$ 1,137.05
MID VALLEY	EFFIENT TAB	Brand	90	90	60.00	\$ 1,056.74
WALGREENS	INVOKANA	Brand	90	90	60.00	\$ 1,055.01
HEB	NOVOLOG MIX	Brand	40	19	30.00	\$ 1,031.20
WESLACO	JANUMET TAB	Brand	180	90	60.00	\$ 1,000.42
SANDER	JANUVIA TAB	Brand	90	90	60.00	\$ 1,000.31
MID VALLEY	ONGLYZA TAB	Brand	90	90	60.00	\$ 978.83
WALGREENS	KOMBIGLYZE	Brand	90	90	60.00	\$ 974.24
HEB	AZOR TAB 10-	Brand	90	90	60.00	\$ 715.45
WALGREENS	ZETIA TAB	Brand	90	90	100.00	\$ 713.15
HEB	ZETIA TAB	Brand	90	90	100.00	\$ 705.05
LIFECHEK	OLMESA	Generic	90	90	20.00	\$ 701.50
WALGREENS	ACITRETIN CAP	Generic	30	30	10.00	\$ 682.07

- › Regardless of the high cost of drugs, the district takes care of employees by being able to provide these medications to them.

**WESLACO ISD
SELF-FUNDED HEALTH INSURANCE PROGRAM
FRATES BENEFIT ADMINISTRATORS / Max Care
2016-2017 Plan Year**

Month	Frates Admin Fees 15-16	Frates Admin Fees 16-17	
September	\$ 214,007.96	\$ 223,192.14	\$ 9,184.18
October	\$ 245,247.00	\$ 224,184.30	\$ (21,062.70)
November	\$ 323,408.51	\$ 226,518.54	\$ (96,889.97)
December	\$ 217,422.00	\$ 226,837.72	\$ 8,415.72
January	\$ 223,428.00	\$ 296,880.96	\$ 73,452.96
February	\$ 216,200.00	\$ 226,421.28	\$ 10,221.28
	1,439,713.47	1,423,034.94	(16,678.53)

ADMINISTRATION FEE*			\$ 26.50
COBRA ADMIN FEE*			\$ 1.00
SPECIFIC STOP LOSS			\$ 58.44
AGGREGATE STOP LOSS			\$ 0.51
UTILIZATION REVIEW*			\$ 3.56
PPO ACCESS FEE			\$ 7.25
TOTAL PEPM			\$ 97.26



- › For the period September 1, 2016 through February 28, 2017, the total paid for claims, prescription drugs, and fixed costs was \$9,353,126.61 for a 14% increase over last year of \$1,275,759.05.

**WESLACO ISD
SELF-FUNDED HEALTH INSURANCE PROGRAM
FRATES BENEFIT ADMINISTRATORS / Max Care
February 2017**

- Enrollment has increased by 181 Members

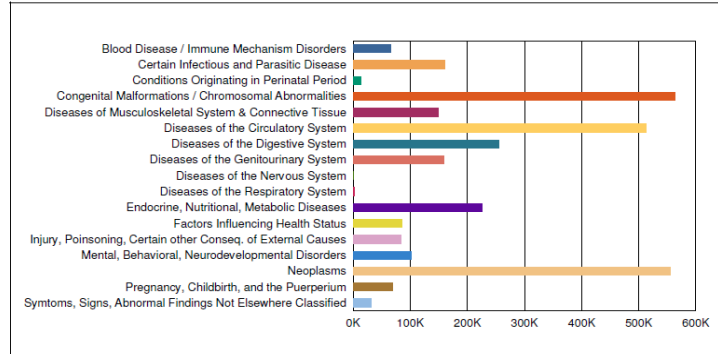
	Feb-16	Feb-17	
Total Members	3204	3385	181
			Additional Members

- Individual Stop Loss Claims
 - 2016 ISL \$100,000.5
 - 2017 ISL \$125,000.4

- › Enrollment in the health insurance plan has increased by 181 members; thus, the cost in claims has increased.
- › Last year the specific limit was \$100,000. The specific deductible was raised to \$125,000 this year because the premium on \$100,000 specific was not attainable by the district anymore. The district is assuming additional risk but are seeing reduced premiums.

**WESLACO ISD
 SELF-FUNDED HEALTH INSURANCE PROGRAM
 FRATES BENEFIT ADMINISTRATORS / Max Care**

CATASTROPHIC DIAGNOSIS SUMMARY



	Total
Blood Disease / Immune Mechanism Disorders	66,277.30
Certain Infectious and Parasitic Disease	159,728.93
Conditions Originating in Perinatal Period	13,578.14
Congenital Malformations / Chromosomal Abnormalities	562,842.34
Diseases of Musculoskeletal System & Connective Tissue	149,600.70
Diseases of the Circulatory System	513,460.48
Diseases of the Digestive System	255,296.11
Diseases of the Genitourinary System	158,713.86
Diseases of the Nervous System	919.24
Diseases of the Respiratory System	1,531.59
Endocrine, Nutritional, Metabolic Diseases	225,817.81
Factors Influencing Health Status	84,769.96
Injury, Poisoning, Certain other Conseq. of External Causes	82,964.63
Mental, Behavioral, Neurodevelopmental Disorders	101,309.42
Neoplasms	556,061.99
Pregnancy, Childbirth, and the Puerperium	69,788.04
Symtoms, Signs, Abnormal Findings Not Elsewhere Classified	31,905.92
Total	3,034,566.46

› The top 3 catastrophic diagnosis that drive up cost were:

- Congenital Malformations/Chromosomal Abnormalities (Premature births or babies who are born ill)
- Diseases of the Circulatory System (Strokes and heart attacks)
- Neoplasms (Cancer) – There is a high number of employees going through cancer treatments.

WESLACO ISD SELF- FUNDED WORKERS' COMPENSATION PROGRAM February 2017		
	2016-2017	2015-2016
Budgeted for Plan Year	\$ 500,000	\$ 300,000
Claims	58	61
Total Medical Claims, Rx, Admin, Indemnity & Services Incurred Through February	\$ 163,990	\$ 179,041
Total Paid in February Inclusive of all Plan Years	\$ 80,769	\$ 63,085
Total Reserves	\$ 367,429	

› The increased amount of \$80,769 paid in February was pretty high compared to last year's amount of \$63,085. The reason for the increase was due to a two-year claim which required additional monies in the plan to cover a surgery that was required.

- Student Enrollment/ADA

District Enrollment Comparison

Campus	26 th Week Enrollment		Difference
	2015-2016	2016-2017	
Roosevelt Elementary	652	605	(47)
Sam Houston Elementary	748	700	(48)
Silva Elementary	810	733	(77)
Gonzalez Elementary	820	781	(39)
Margo Elementary	1041	981	(60)
Airport Elementary	663	664	1
Memorial Elementary	903	913	10
North Bridge Elementary	874	805	(69)
Rico Elementary	855	850	(5)
Cleckler-Heald Elementary	906	916	10
Ybarra Elementary	584	563	(21)
Mary Hoge Middle School	970	969	(1)
Cuellar Middle School	737	688	(49)
Central Middle School	951	949	(2)
B. Garza Middle School	1099	1063	(36)
South Palm Gardens	41	40	(1)
East High School	2066	2009	(57)
Weslaco High School	2501	2519	18
Horton	124	93	(31)
Hidalgo County Bootcamp	19	34	15
Early College High School	170	193	23
TOTAL	17534	17068	(466)
21 st Century ELF Academy	300	316	16
GRAND TOTAL	17834	17384	(450)

March 3, 2017

› The chart above reflects a decrease of 450 students for the 26th week of enrollment.

Weslaco Independent School District Enrollment Comparison

CAMPUS	26 th Week Enrollment		DIFFERENCE
	2015-2016	2016-2017	
Elementary Schools	8856	8511	(345)
Middle Schools	3757	3669	(88)
High Schools	4778	4761	(17)
Alternative	143	127	(16)
Total	17534	17068	(466)
ELF – Academy	300	316	16
GRAND Total	17834	17384	(450)

March 3, 2017

Weslaco Independent School District Average Daily Attendance (ADA) Comparison

Six Weeks Period	School Year 2015-2016	School Year 2016-2017	Difference
First	16,268	16,058	(210)
Second	16,404	16,172	(232)
Third	16,375	16,115	(260)
Fourth	16,290	16,039	(251)
Actual ADA of First Four Six-Weeks Periods	16,334	16,096	(238)
Fiscal Year 2016-2017 Budget	16,100 ADA		
Actual ADA for First Three Six-Weeks Periods		16,096	

› Superintendent Dr. Canales informed the Board that staff is looking at different ways to present data on enrollment counts.

Board President Erasmo Lopez commented that the district would be down an 300 additional students if it weren't for the students enrolled in the ELF Academy. WISD is losing a lot of students which is very alarming. He pointed out that hiring a marketing firm to assist district staff will be very important in moving forward and asked that every employee assist in selling the district on a daily basis. He wanted to know how staff was addressing the losses.

Dr. Canales informed the Board that administration is working with campus principals and staff on the importance of getting children to school. In a couple of weeks the decision-making committee comprised of several sub-committees will start meeting to look at things that are important to the success of children such as: discipline, student welfare, staffing, and retention and recruitment. The committee which will be spearheaded by Mrs. Janie Pena and Mrs. Sue Peterson will work together to develop plans to be used by campuses and departments district-wide. Staff will monitor and review the data on a continuous basis to see if things are working out or if other measures need to be taken.

Mr. Lopez made reference to Dr. Rivera's comment when he was superintendent, "We are second to none." He stated that WISD has not built a school in quite some time and he would like to see district buildings like they used to be.

Andrew Gonzalez shared that Elsa ISD recently constructed a baseball stadium and also renovated their football stadium. He advised staff to meet with Dr. Rivera (Elsa ISD Superintendent) to discuss financial options in finding funds for construction projects.

Dr. Canales made the following comments: "There's a lot of pride in our community and it goes to how we message that out, because anybody who goes to any performance or walks through any one of our schools gets a feeling of - this is a great place to be! So, looking forward on how we get that message out, together, as a community to the entire community is really important. It's an incredible feeling to be part of our district and you see it from the people that walk through our doors."

- **Campus Rezoning**

- › A workshop was held prior to this meeting to discuss options on the proposed reconfiguration.
- › Presentations will be provided to the community.
- › Staff will present additional information to the Board.

**WESLACO INDEPENDENT SCHOOL DISTRICT
2017-2018 SCHOOL ZONE
PROPOSED RE-CONFIGURATION**

Guiding Principles:

- Dedication to the delivery of equitable instructional services to every child of WISD in terms of school buildings, technology and human resources as well as transportation services
- Supported by research-based findings, create school teams that facilitate vertical alignment for instructional planning and for UIL compliance standards
- Commitment to facilitating access to educational facilities in proximity to district families, when possible (neighborhood school concept)
- Maintain respect for our role as stewards of taxpayer funds by ensuring optimal use of school facilities and cost effective transportation services
- Current board policies regarding student transfers will continue

Advantages & Disadvantages for District Zone Reconfiguration

Advantages	Disadvantages
<ul style="list-style-type: none"> • Neighborhood concept • Fully enclosed campuses • Better facilities • Clearer feeder patterns • Cost savings (transportation, utilities, etc.) • Students spend less travel time 	<ul style="list-style-type: none"> • Rezoning 1,900 students • Staff concerns • Parent concerns

• Curriculum & Instruction/Student Achievement

Mrs. Sue Peterson, Assistant Superintendent for Curriculum & Instruction presented the following report:

Leadership Development

- Campus administrators have attended three professional development sessions learning how to better understand the Aware system that houses student data. These sessions have addressed understanding the data that is in Aware, reading and creating reports for individual campuses, learning how to use data to inform instruction
- Campus administrators have completed an average of 83 documented classroom visits since September 1
- District leadership has worked to learn as much as possible about the new A-F accountability system and inform campus leaders
- We are using the latest information regarding STAAR passing standards to evaluate student scores on district content-based and benchmark assessments
- Student attendance has improved at most campuses this school year

› Even though the ADA has dipped, the campuses have more students attending on a daily basis.

Teacher development

- Strategists have met with grade level representatives throughout the year to review and revise curriculum documents, to analyze content based assessment and benchmark results, and to make adjustments to instruction as needed
- Much work has been done to build teacher skills in teaching guided reading including a two-day session for 4 representatives from each elementary campus presented by experts in the field
- Intensive professional development and coaching have been offered in writing instruction at all grade levels, including the purchase of a new writing curriculum for grades K-5

New Performance Level Descriptors

Current Performance Level	Current Public Label	New Performance Level/Label	Post-Secondary Achievement
Level I	Unsatisfactory	Does Not Meet	Far Below Grade Level Proficiency
Phase-in Level II	Satisfactory	Approaches	Approaching Grade Level Proficiency
Final Level II	Post-Secondary Ready	Meets	Indicative of 60% College Level Success (M/E)
Level III	Advanced	Masters	Indicative of 75% College Level Success (M/E)

› Post-Secondary Ready: A cohort of students was tracked for over a period of time in colleges in Texas and it was determined that a score level of 60% is needed for students to be successful in Math and English. WISD wants all students to score at the Meets and the Masters level.

Student Achievement in ELA

Grade	Reading on Level January 2016	Reading on Level January 2017	Change
1 st	40%	58%	+18
2 nd	55%	65%	+10
3 rd	57%	65%	+8
4 th	57%	62%	+5
5 th	61%	72%	+11

- › More students are reading on grade level as reflected on the January 2017 report.
- › Gains are attributed to extensive teacher training, teacher support, classroom visits, and a lot of hard work.
- › A significant amount of money has been invested in materials and level bookrooms; nonetheless, staff felt they were not being used to the extent they should be, and therefore brought in trainers for additional support. In addition, staff purchased classroom libraries for K-2 schools on the northern tier to enhance the amount of books that teachers have in the classroom.

Student Achievement in ELA

Grade Level	Approaching (52-58)	Meets (61-77)	Masters (80-88)
Benchmark 2			
5 th Reading	66% (+3)	36% (+10)	16% (+6)
8 th Reading	57% (No change)	22% (+4)	3% (No change)
4 th Writing	56% (+4)	22% (+2.5)	6% (No change)
7 th Writing	59% (+12)	31% (+9)	10% (+5)
Benchmark 1			
English I	+5	+3	+1
English II	+14.5	+16	+4

- › 5th and 8th graders will be testing in reading the week of March 28th. These students will have the opportunity to retest in May.
- › 4th and 7th graders will also be testing in writing.
- › English I and II STAAR exams will be administered at the end of March.
- › Staff is confident that gains will be met in all areas.

Student Achievement in math

Grade	Approaching (37-52)	Meets (63-76)	Masters (78-89)
Benchmark 2			
3 rd	70% (-8)	27% (No change)	9% (-2)
4 th	83% (No change)	55% (+2)	28% (No change)
5 th	74% (-9)	30% (-3)	10% (-4)
6 th	55% (+1)	14% (No change)	.4% (No change)
7 th	61% (+14)	34% (+16)	8% (+5)
8 th	70% (+13)	39% (+8)	6% (-1)
Algebra I CBA			
8 th	98.89	77.78	35.56
High School	65.32	24.32	7.88

- › 3rd & 4th grade did not show many gains.
- › Math Strategist has been on campus providing support in the classroom to teachers.
- › Every campus has a plan of attack in place.
- › Staff is confident that there will be a growth in Math when results come in this spring.

Student Achievement in Science

Grade Level	Approaches (39-59)	Meets (61-80)	Masters (83-91)
Benchmark 1			
5 th	60% (+12)		5% (+5)
8 th	70% (+5)		18% (+10)
Biology	70% (No change)		11% (+6)

- › 5th and 8th grade science scores reflect an increase.
- › Biology: No change at the Approaches level; however, there are gains in the Masters level.
- › To receive an A in Index 1 for letter system, 90% of students must score at the Approaches level, 60% at the Meets level, and 30% in the Masters.

Student Achievement in Social Studies

Grade Level	Approaching (44-52)	Meets (65-73)	Masters (81-83)
CBA			
4 th		38% (+4)	12% (+5)
5 th		22% (+6)	4% (+3)
6 th		49% (+6)	12% (+10)
7 th		57% (+5)	15% (-3)
8 th	78% (+17)	44% (+18)	19% (+9)
Benchmark 1			
US History	56% (-4)		1% (No change)
US History (CBA)	67%	31%	9%

- › 8th graders and high school students are tested in social studies.
- › Mr. Cantu is spending a significant amount of time in 8th grade and US History classrooms.
 - Struggling with US History (Benchmark 1)
 - 8th grade: Has a growth in the Approaching level

Spring STAAR Schedule

- **March 28** English I EOC; 5th and 8th Math; 4th and 7th Writing
- **March 29** 5th and 8th Reading
- **March 30** English II EOC
- Scores for the 5th and 8th math and reading exams are expected in the district by April 18
- Once received, campuses will adjust instruction for students who will retest in May
- STAAR testing continues with all other exams **May 8-11**

- STAAR Testing: March 28, 29, and 30
- District will receive scores by April 18
- Students will retest in May

VIII. Consent Agenda

Isidoro Nieto made the motion to approve the minutes as presented. Patrick Kennedy seconded the motion and it passed unanimously.

- A. Approval of the Minutes of the Regular Board Meeting of February 13, 2017 and the Special Meetings of February 13 and February 20, 2017

The Board approved the minutes as presented.

- B. Approval of Out of Valley Trips

The Board approved the trips as presented.

Memorial Elementary School

- The third grade students will have the opportunity to tour the Texas State Aquarium in Corpus Christi, Texas on May 12, 2017. The students will learn about the ocean and the various types of animals and plant that live in the water.

B. Garza Middle School

- The state qualifiers from B. Garza Middle School will have the opportunity to compete at the Texas Math and Science Coaches Association in San Antonio, Texas on April 21-22, 2017. TMSCA offers an opportunity for students to showcase their talents in Mathematics, Number Sense, Science, and Calculators. As an incentive for their hard work, students will also experience and enjoy some time at Fiesta Texas Six Flags.

Mary Hoge Middle School

- The students participating in the History Club will visit the Houston Museum of Natural Science and Holocaust Museum on Monday, May 22, 2017. This trip will provide the students with a real-life, purposeful alternative learning experience that will allow students to make and defend historical judgments based on the exhibit evidence.

B. Garza Middle School, Cuellar Middle School, and Sam Houston Elementary School

- These students will travel to compete in the First Lego League Regional Championship event at Metzger Middle School in San Antonio, Texas on March 12, 2017. This group of students advanced after competing in the Area Qualifying event. Students will be evaluated for their success in accomplishing challenging robotic missions, demonstration of important core values, and their ability to present their group research project to a panel of scientists.

Weslaco East High School

- The Band students will compete at the Texas State Solo and Ensemble Contest on May 29, 2017 in Austin, Texas. Students will have the opportunity to perform for college instrumental instructors and receive constructive feedback on improvement ideas.
- The Wildcat Boys Track Team will travel to Austin, Texas on March 30 through April 1, 2017 to participate in the Clyde Littlefield Texas Relays. Athletes will compete against state and national level competition and be exposed to collegiate level coaches.

Weslaco High School

- The Health Science/HOSA students will participate in the HOSA State Leadership Conference in Corpus Christi, Texas on March 31 through April 2, 2017. Students will compete in the designated events and attend Education Symposiums and Leadership trainings.
- The DECA Chapter students will attend and participate in the DECA International Career Development Conference in Anaheim, CA. on April 26-29, 2017. DECA competitive events are centered on competency-based activities learned in the classroom. The election of DECA International officers gives the students an opportunity to be involved in government action.
- The BPA Chapter II students will attend and participate in the BPA National Leadership Conference at Orlando, Florida on May 9-14, 2017. The students placed as state qualifiers at the State Leadership Conference held at Dallas, Texas on March 1-5, 2017. BPA competitive events are centered on competency-based activities learned in the classroom. The election of BPA national officers gives the students an opportunity to be involved in government action.

- The Boys Powerlifting Team will attend and participate in the State Powerlifting Meet held in Abilene, Texas on March 23-26, 2017. Athletes will compete at the state level in their respective weight classes.

WISD MIGRANT TRIP

- Fifteen sophomore, junior, and senior migrant students from Weslaco High School and Weslaco East High School will attend an out of state trip to St. Louis, Missouri on April 26-30, 2017. Students have been working on a robot for the City of Weslaco and will have the opportunity to showcase their project at the First Robotics National Competition.

WISD SECONDARY STUDENTS

- Secondary science students will compete at the Intel International Science & Engineering Fair in Los Angeles, California. These students competed at the Rio Grande Valley Regional Science & Engineering Fair and qualified by winning Grand Champion. This competition promotes student achievement in science and engineering and promotes a college-readiness culture as students will explain their original research projects to a panel of professional judges, similar to what occurs at a college research symposium.

- C. Approval to Accept Donation of Audio Speakers from Andrew Gonzalez, School Board Member, for Weslaco High School Athletic Department

The Board accepted the donation of audio speakers from Trustee Andrew Gonzalez. The speakers will be utilized to motivate student athletes in the weight room by providing music.

- D. Approval of Proposal Awards:

1. Athletics: Weslaco East High School Football Supplies & Equipment (Proposal #17-03-26)

The Board awarded the proposals for football supplies and equipment to the following vendors:

Company	Location	Award Amount
American Team Sports	Richardson, Texas	\$ 2,828.65
Alert Services	Kyle, Texas	\$ 1,832.50
Barcelona Sporting Goods	La Feria, Texas	\$ 29,436.70
Bill Guthrie Sports	Harlingen, Texas	\$ 7,810.50
Cannon Sports	Burbank, California	\$ 656.00
BSN Sports	Dallas, Texas	\$ 21,350.42
McAllen Sports	McAllen, Texas	\$ 36.00
Pyramid School Products	Tampa, Florida	\$ 1,676.33
Riddell/All American	San Antonio, Texas	\$ 5,573.13
Total		\$ 71,200.23

Athletic supplies for the football programs at Weslaco East High School, Cuellar Middle School and Mary Hoge Middle School will be purchased as needed throughout the 2017-2018 school year.

2. Athletics: Weslaco High School Football Supplies & Equipment (Proposal #17-03-27)

The Board awarded the proposals for football supplies and equipment to the following vendors:

Company	Location	Award Amount
Alert Services	San Marcos, Texas	\$ 347.00
American Team Sports	Richardson, Texas	\$ 7,066.25
Athletes World/Stadium Sports	San Angelo, Texas	\$ 426.00
Barcelona Sporting Goods	La Feria, Texas	\$ 13,200.50
Bill Guthrie Sports	Harlingen, Texas	\$ 14,768.00
BSN Sports	Dallas, Texas	\$ 2,367.14
Cannon Sports	Sun Valley, California	\$ 125.75
Eastbay, Inc.	Wausau, Wisconsin	\$ 9,384.96
MCM Sporting Goods	Mission, Texas	\$ 64.00
Pyramid School Products	Tampa, Florida	\$ 4,755.72
Riddell	San Antonio, Texas	\$ 30,076.13
Trejen Sports	San Juan, Texas	\$ 6,983.00
S&S Worldwide	Colchester, CT	\$ 407.96
Total		\$ 89,972.41

Athletic supplies for the football programs at Weslaco High School, Central Middle School, and Beatriz Garza Middle School will be purchased as needed throughout the 2017-2018 school year.

3. Weslaco Athletics: Cross Country Supplies & Equipment (Proposal #17-03-28)

The Board awarded the proposals for cross country supplies and equipment to the following vendors:

Company	Location	Award Amount
American Team Sports	Richardson, Texas	\$ 12,563.00
Athletes World/Stadium Sports	San Angelo, Texas	\$ 2,252.00
Barcelona Sporting Goods	La Feria, Texas	\$ 9,513.00
Bill Guthrie Sports	Harlingen, Texas	\$ 4,846.00
Eastbay, Inc.	Wausau, Wisconsin	\$ 5,329.95
McAllen Sports	McAllen, Texas	\$ 2,900.00
Total		\$ 37,403.95

Athletic supplies for the cross county programs at Weslaco High School, Weslaco East High School, Cuellar Middle School, Central Middle School, Mary Hoge Middle School and Beatriz Garza Middle School will be purchased as needed throughout the 2017-2018 school year.

E. Approval of Budget Amendments

The Board approved the budget amendments as presented.

1. Roosevelt Elementary – Local Maintenance Fund (\$3,000)

To reclassify funds to hire Consultant Laura Summy for 10 days of training during teachers' conference periods. She will train teachers in the subject of writing.

2. District Library Services – Local Maintenance Fund (919.00)

To reclassify funds to Pay Region One United Streaming Online Resource, an online database of videos. Fees are for four add-on schools that were not part of original Board approved contract.

3. Sam Houston Elementary – State Compensatory Education Fund (\$1,500.00)

To reclassify funds to hire consultant Ann Leon of Impact Literacy Consulting. She will train teachers in Language Arts for the Collaborative classrooms.

4. Beatriz Garza Middle School – State Gifted & Talented Fund (1,700.00)

To reclassify funds to cover travel expenses for students participating in Regional and State TMSCA (Texas Math & Science Coaches Association) competition.

5. Bilingual Department – State Bilingual Education Fund (\$1,273.00)

To reclassify funds to purchase Rosetta Stone licenses for Mary Hoge Middle School, Central Middle School, and Weslaco High School. Students access the software to work on social language skills.

6. Cuellar Middle School – Local Maintenance Fund (\$1,500.00)

To reclassify funds to pay for hotel expenses for Facilitator attending TASSP (Texas Association of Secondary School Principals) Conference.

7. State Special Education (\$6,300.00)

To reclassify funds to pay for travel reimbursement for counselors and to purchase testing kits for Diagnosticians.

F. Approval of Monthly Tax Adjustments for January 2017

The Board approved the tax adjustments for the month of January 2017 as recommended by the Hidalgo County Tax Office.

Listed below are the total tax adjustments for January 2017:

Type of Tax	Current Levy	Prior Years Levies	Roll Back Taxes	Total
M & O Taxes	(\$22,123.29)	(\$ 11,488.64)	\$ 0.00	(\$33,611.93)
I & S Taxes	\$ 0.00	(\$ 0.00)	\$ 0.00	\$ 0.00
Total Adjustments	(\$22,123.29)	(\$ 11,488.64)	\$ 0.00	(\$ 33,611.93)

These negative tax adjustments represent a decrease in the tax collections for the year.

IX. Discussion Items:

A. Interim Financial Reports for the Month of February 2017

The Board acknowledged the Interim Financial Reports for the month of February 2017 as prepared by the Business Office. Mr. Andres Sanchez, Assistant Superintendent of Business and Finance, presented the financial report.

Source	Budget	Received & Receivable	Variance	Percentage
5700 Local Source	24,999,228	22,647,113	(2,352,115)	90.59%
5800 State Source	129,137,305	67,414,175	(61,723,130)	52.20%
5900 Federal Sources	14,760,753	7,572,169	(7,188,584)	51.30%
Totals	168,897,286	97,633,456	(71,263,830)	57.81%

Expenditures incurred and paid through February 28, 2017 is \$81,371,757 which represents 47.15% in budgeted expenditures.

B. Acknowledgement of Hidalgo County Tax Office Collection Report for January 2017: Current Taxes and Delinquent Taxes

The Board acknowledged the Collection Report for January 2017 as presented. Section 31.10 Property Tax Code requires the Tax Assessor/Collector to submit to the governing body of the taxing unit a written report made under oath accounting for all taxes collected for the unit during the preceding month.

Listed below is the January 2017 report from the Hidalgo County Tax Office:

	Original Tax Levy	Taxes Collected to Date	Tax Modifications (Adjustments) to Date	Taxes Outstanding To-Date	% Tax Collections 2016-2017	% Tax Collections 2015-2016	2016-2017 vs. 2015-2016
Current Taxes	\$24,363,529	\$ 19,720,525	(\$ 88,581)	\$ 4,554,422	81.24%	80.16%	1.08% Higher
Delinquent Taxes- Prior Years Levy	4,404,049	\$ 550,707	(98,409)	\$ 3,754,934	12.79%	12.89%	0.10% Lower
Rollback Taxes	14,896	14,896	0	0	100.00%	0.00%	N/A
Totals	\$ 28,782,474	\$ 20,286,128	(\$186,990)	\$ 8,309,356			

- The collection of current taxes for fiscal year 2016-2017 through January 31 is 1.08% higher than the delinquent taxes for fiscal year 2015-2016.
- The collection of delinquent taxes for fiscal year 2016-2017 through January 31 is 0.10% lower than the delinquent taxes for fiscal year 2015-2016.
- The column for tax modifications represents the cumulative tax adjustments (September through January 2017) reported by the Hidalgo County Tax Office for the 2016-2017 fiscal year in their January 2017 report.

X. Discussion and Possible Action Items:

A. Discussion and Possible Action for the Board to Rank the Marketing Services Companies and Select One Marketing Services Company to Create and Implement a Marketing Plan for Weslaco ISD (RFP #17-02-32)

Weslaco ISD is seeking to hire a Marketing Firm that can create and implement a marketing plan exclusively for Weslaco ISD and for the specific reason of highlighting the school district.

A total of four (4) marketing companies submitted a proposal. During a Special Meeting held on February 23, 2017, three out of the four companies attended and made presentations to the Board.

Dr. Rivera questioned the need for the Board to rank the companies and wanted to know if staff had ranked the companies. According to Mr. Xavier Salinas, Assistant Superintendent for Support Services, a committee comprised of administrators, directors, and principals reviewed the proposal responses and ranked the companies based on their presentation and information provided. The committee ranked Image House as the first ranked firm and Pink Ape as the second ranked firm. The firm of Richards Carlberg, Inc. did not receive any points.

Mr. Kennedy pointed out that the district has its own television channel that does a lot of advertising. He asked KWES Director Carlos Robledo for his opinion on the need for a marketing company. Mr. Robledo replied that the district should invest in hiring a marketing company for at least one year to help determine the reasons why students are leaving WISD to attend other schools. The services provided by a marketing company involves a lot of research which includes conducting surveys and compiling information from the community, parents, and students. In addition, their staff is very knowledgeable in targeting the public through other media resources such as radio and internet, etc. This information will assist the district to address the issues and make every effort to find ways to retain students and to attract other students to WISD.

The Board took a few minutes to rank the companies. The results of the ranking were as follows:

- #1: Pink Ape Media - Brownsville, Texas
- #2: Image House Media – McAllen, Texas
- #3: Richards Carlberg, Inc. – Houston, Texas
- #4: Strategar – Addison, Texas

Andrew Gonzalez made the motion to accept the ranking as presented, but to allow the administration to move forward with the second ranked firm if they cannot negotiate a contract with the first ranked firm. Dr. Rodriguez seconded the motion and it passed unanimously.

B. Discussion and Possible Action to Renew the District’s Agreement with Miracle Medical Supply to Provide Diabetic Testing Supplies and Chronic Disease Management Services for the District’s Self-Funded Employee Benefit Plan

The agreement in place allows employees to obtain diabetic testing supplies to encourage them to adequately monitor their diabetes condition by removing potentially burdensome cost barriers. The employee’s co-pay for strips is \$30 per month.

Last year Miracle Medical was awarded the contract with the option to renew for two (2) additional one (1) year terms. The district will enter into the second renewal option. Prices for goods and services will not increase.

Patrick Kennedy made the motion to renew the agreement with Miracle Medical Supply to provide diabetic testing supplies and chronic disease management for the District’s Self-Funded Medical Benefit Program. Oscar Caballero seconded the motion and it passed unanimously.

C. Discussion and Possible Action to Non Renew Risk Management and Consulting Agreement with Valley Risk Consulting, Inc. at the End of the Initial Term

Mr. De La Rosa, Risk Manager, informed the Board that the current consultant from Valley Risk does a good job for the district; however, this agreement is on a fixed fee schedule and due to increased expenses for the district, staff would like to look into services on an as needed or hourly basis. This agreement will expire on April 15, 2017.

Isidoro Nieto made the motion to non-renew the Risk Management and Consulting Agreement with Valley Risk Consulting, Inc. Patrick Kennedy seconded the motion.

Dr. Rivera asked if staff had given the company a chance to resign in order to avoid placing them on the agenda and making them look bad. Mr. Caballero concurred, and stated that the consultant has done a fantastic job for the district and he would hate to hurt his reputation.

Mr. Lopez pointed out that he was not getting fired; his contract was just not getting renewed.

A vote was called for on the motion made by Isidoro Nieto and seconded by Patrick Kennedy to non-renew the Risk Management and Consulting Agreement with Valley Risk Consulting, Inc. Voting in favor of the motion were Isidoro Nieto, Patrick Kennedy, Andrew Gonzalez, Dr. Richard Rivera, and Dr. Jaime Rodriguez. Oscar Caballero voted against the motion. Motion carried with a 5-1 vote.

D. Discussion and Possible Action to Competitively Procure Insurance Consulting Services On An As-Needed Basis

Patrick Kennedy made the motion to competitively procure insurance consulting services with the caveat that the Board will interview and rank the firms to be hired on an as needed basis. Andrew Gonzalez seconded the motion and it passed unanimously.

E. Discussion and Possible Action for the Board to Consider Approval of the Proposal for the Purchase and Installation of the Paint Booth for Career Technical Education (CTE) Automotive Class (CSP# 17-03-29)

A request for proposals package for the purchase and installation of a paint booth was sent to several companies; however, only one (1) vendor responded. CTE Director Sandra Avila and her staff recommended that the contract be awarded to the only bidder NAPA Auto Parts from McAllen, Texas. This company has installed similar paint booths at other surrounding school districts. The new paint booth will replace the existing one located in the CTE Building within the Auto Body Shop.

The total cost of the paint booth is \$51,195.00. Installation of the paint booth will take 45 to 90 days to complete. Funds are available in the Career & Technical Education (CTE) Department budget.

Andrew Gonzalez made the motion to award the proposal for the purchase of one paint booth for the CTE Automotive Program to NAPA Auto Parts located in McAllen, Texas. Isidoro Nieto seconded the motion and it passed unanimously.

F. Discussion and Possible Action to 1) Proceed with the Final Plan of Finance, and 2) Select a Method of Sale for Approximately \$17,000,000 Maintenance Tax Notes for the Purchase of School Buses, Other District Vehicles, Equipment and Certain Renovation Projects

The Board had approved for the District to proceed with several facility needs. In order to be able to finance the cost of all the facility projects as well as the purchase of school buses, instructional computers, surveillance equipment and other district vehicles, the District has discussed issuing approximately \$17,000,000 of Maintenance Tax Notes.

Mr. Chris Vela, District Financial Advisor from First Southwest Company made the following presentation to the Board.

Contacts:

Cris S. Vela
Director
100 East Nolana Loop
Pharr, Texas 78577
Direct 956.686.0991
Fax 956.618.4791
cris.vela@hilltopsecurities.com

Andre Ayala
Vice President
1201 Elm Street, Suite 3500
Dallas, Texas 75201
Direct 214.953.4184
Fax 214.953.4050
andre.ayala@hilltopsecurities.com

Jorge Delgado
Associate
1201 Elm Street, Suite 3500
Dallas, Texas 75270
Direct 214.859.1714
Fax 214.953.4050
jorge.delgado@hilltopsecurities.com



Limited Maintenance Tax Notes, Series 2017– Plan of Finance
Weslaco Independent School District

March 9, 2017

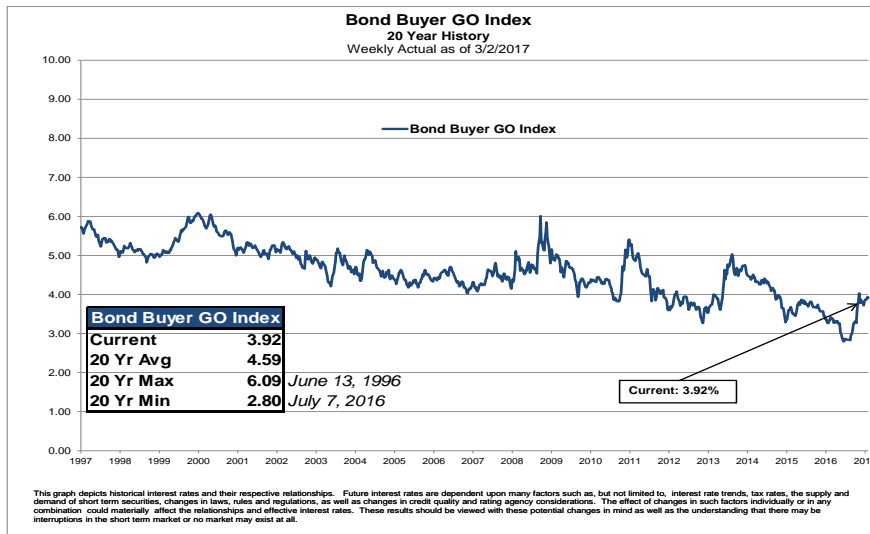
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● **Municipal Market Update**

Municipal Market Update (Bond Buyer GO Index)

Weslaco Independent School District



- In July of 2016, interest rates were at their lowest at 2.80%.
- Current rates are at 3.92%.

Limited Maintenance Tax Notes, Series 2017– Plan of Finance

Weslaco Independent School District

- The Weslaco Independent School District (the “District”) intends to issue Limited Maintenance Tax Notes, Series 2017 (the “Notes”) for:
 - Purchase of School Buses, Other District Vehicles, Equipment and Certain Renovation Projects
 - Pay the costs of issuing the Notes
- The District will request a limited tax rating from Fitch and Standard and Poor’s (“S&P”) ratings for the Notes. Currently, the District’s unlimited tax debt is rated, “AA-” by Fitch and “A+” by S&P.
- Insurance on the Notes will be considered. FirstSouthwest, A Division of Hilltop Securities, Inc (the “Financial Advisor”) will determine if insurance benefits the transaction. A decision will be made once bids are received and analyzed.

Structure and Assumptions

- Tax-exempt fixed interest rates through maturity
- Total project fund of \$17,000,000
- 20 Year Amortization
 - Interest will be payable semiannually on February 15 and August 15 (beginning on February 15, 2018)
 - Principal will be payable annually on February 15 (beginning February 15, 2018)
 - 10 Year Call Option (February 15, 2027)
- *The analysis shown in the subsequent pages was derived based on pricing views as of March 1, 2017 + 0.50% for purposes of illustration only. The results are estimates only and are **subject to change at anytime.***



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Debt Service Schedule and Sources & Uses – Plan of Finance

Preliminary Debt Service Schedule and Sources & Uses

Weslaco Independent School District

Fiscal Year Ending 31-Aug	Outstanding Limited Tax Debt Service			Proposed Limited Maintenance Tax Notes Series 2017			TOTAL NEW Limited Tax Debt Service	SOURCES OF FUNDS
	Principal	Interest	Total D/S	Principal	Interest	Total D/S		
2017	\$ 1,964,000	\$ 97,415	\$ 2,061,415	\$ -	\$ -	\$ -	\$ 2,061,415	Par Amount of Notes \$16,240,000
2018	1,681,000	51,706	1,732,706	-	875,053	875,053	2,607,759	Notes' Premium 1,026,208
2019	1,077,000	24,734	1,101,734	330,000	732,800	1,062,800	2,164,534	Total Sources of Funds \$17,266,208
2020	844,000	17,034	861,034	590,000	716,050	1,306,050	2,167,084	
2021	846,000	15,346	861,346	610,000	692,050	1,302,050	2,163,396	
2022	847,000	13,654	860,654	635,000	667,150	1,302,150	2,162,804	
2023	849,000	11,960	860,960	665,000	637,825	1,302,825	2,163,785	Project Fund \$17,000,000
2024	851,000	10,262	861,262	700,000	603,700	1,303,700	2,164,962	Cost of Issuance 125,000
2025	853,000	8,560	861,560	735,000	567,825	1,302,825	2,164,385	Underwriter's Discount 138,040
2026	854,000	6,854	860,854	775,000	530,075	1,305,075	2,165,929	Rounding 3,168
2027	856,000	5,146	861,146	805,000	496,613	1,301,613	2,162,759	Total Uses of Funds \$17,266,208
2028	858,000	3,434	861,434	835,000	467,913	1,302,913	2,164,347	
2029	859,000	1,718	860,718	870,000	435,900	1,305,900	2,166,618	
2030	-	-	-	905,000	400,400	1,305,400	1,305,400	Assumed All-in Interest Cost 4.103%
2031	-	-	-	945,000	356,313	1,301,313	1,301,313	
2032	-	-	-	1,000,000	302,825	1,302,825	1,302,825	Pricing Views as of 3/1/2017 + 0.50%
2033	-	-	-	1,055,000	246,313	1,301,313	1,301,313	Subject to Change at Anytime
2034	-	-	-	1,115,000	186,638	1,301,638	1,301,638	
2035	-	-	-	1,170,000	131,113	1,301,113	1,301,113	Assumed Closing date 6/6/2017
2036	-	-	-	1,225,000	80,219	1,305,219	1,305,219	
2037	-	-	-	1,275,000	27,094	1,302,094	1,302,094	
	\$13,239,000	\$267,823	\$13,506,823	\$16,240,000	\$9,153,866	\$25,393,866	\$38,900,688	

- Closing date: Funds will be delivered to the district on June 6, 2017.
- Reimbursement Resolution was passed by the Board which allows the District to pursue items out of cash on hand and then get reimbursed from bond proceeds.

Financing Team

Weslaco Independent School District

- **Financial Advisor**
FirstSouthwest, A Division of Hilltop Securities Inc., Pharr & Dallas, TX
- **Bond Counsel**
Bickerstaff Heath Delgado Acosta LLP, Austin, TX
- **Paying Agent**
U.S. Bank, N.A., Houston, TX
- **Rating Agencies**
Fitch Ratings, Inc., Austin, TX; and Standard and Poor's, Dallas, TX
- **Underwriter**
TBD by the District if negotiated sale
- **Underwriter's Counsel**
To be chosen by the Underwriter(s) if negotiated sale



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● Method of Sale Considerations

Types of Sales

Weslaco Independent School District

- **Competitive Sales**
Select the bid that results in the lowest effective interest cost for the issuer
- **Negotiated Sales**
Interest rates and underwriting spread are determined through negotiation with the underwriter(s), who has/(have) been previously selected to market the Notes
- **Private Placement**
A limited distribution to one or several investors such as bank placements

Competitive vs. Negotiated Sale

Weslaco Independent School District

Negotiated Sale

- Pre-selected syndicate negotiates the rates and terms with the issuer and the financial advisor
- Pricing could occur 1 to 2 days prior to the award date
- Size and structure can be finalized at pricing
- Underwriting spreads may be lower since there is less uncertainty during volatile markets
- Significant market data provides comparable transactions for pricing evaluation

Pros	Cons
<ul style="list-style-type: none"> ▪ Flexibility in timing of sale to take advantage of market conditions ▪ Effective pre-sale education and marketing ▪ Reduced need to compensate for risk ▪ Ability to reprice with strong order flow ▪ Issuer involvement with allocations 	<ul style="list-style-type: none"> ▪ Potential criticism of underwriting syndicate selection ▪ Need to find market comparisons for price evaluation ▪ Potential additional underwriting cost for management fee

Competitive Sale

- Notes sold at a certain date and time
- Once announced, the date, time, size and structure cannot be easily changed
- Limited flexibility could be mitigated with the ability to modify the bid specs before and after the sale
- Underwriter's discount is imputed in the interest rate
- Underwriting spreads may be higher during volatile market and/or with more complex credits
- In today's market, buyers are willing to pay-up for higher quality credits
- Numerous bids result in fair comparison

Pros	Cons
<ul style="list-style-type: none"> ▪ Competitive posture ▪ Simplification of marketing process ▪ Objectivity related to underwriter selection 	<ul style="list-style-type: none"> ▪ Lowest cost of funds not assured ▪ Underwriting risk built into rate ▪ Lack of financing input ▪ Limited flexibility

WESLACO INDEPENDENT SCHOOL DISTRICT



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Competitive vs. Negotiated Sale

Weslaco Independent School District

	Conditions Favoring Competitive Sale	Conditions Favoring Negotiated Sale
-Debt Structure		
*Pledge	-General Obligation	-System or project supported revenues
*Debt Instrument	-Serial or term CIBs	-Derivatives, discounts, CABS, PACs
-Credit Quality		
*Rating	-Highly Rated	-Lower Rated
*Outlook	-Stable	-Weak or negative
-Market Conditions		
*Interest Rates	-Stable, predictable	-Volatile or declining market
*Supply & Demand	-Strong investor demand, good liquidity, light forward calendar	-Oversold Market, heavy supply
-Policy Considerations		
*Participation in Sale of Bonds	-Broad Market Participation desired for Sale of Bonds/Notes	-Desire to ensure the participation of DBE and/or regional and retail firms
*Stimulation of Investor Interest	-Broad Market Participation desired for Purchase of Bonds/Notes	-Desire to make bonds/notes available to regional investors

Historically, the District has favored Negotiated Sales, followed by bank placements in the case of small transactions.

Negotiated Sale Underwriting Members

Weslaco Independent School District

- Senior Manager
 - Negotiates the discount, interest rates and yields on behalf of the syndicate
 - Coordinates pricing with the Financial Advisor, which includes marketing strategy and due diligence call
 - Maintains communication with the issuer, financial advisor and other syndicate members
 - Aggressively supports the financing to assure the issuer the lowest possible borrowing cost
 - Willing to commit capital
- Co-Managers
 - Increase market penetration and distribution
 - Adds to the marketing capability of the team by either having local presence, middle market capabilities or the ability to bring special niche investors to the table
 - Willing to commit capital
 - Put orders in for the Notes that are not fully subscribed and therefore supports the deal with their capital
 - Care must be taken not to expand number of co-managers to point that participation for each will be diluted beyond reasonable level of interest
- Selling Group
 - If used, will provide local retail order support to expand distribution and help lower borrowing cost
 - Not members of underwriting syndicate

Selecting an Underwriting Syndicate

Weslaco Independent School District

- Experience with the District:
 - Select underwriting firms that have
 - Supported the District's bond sales and have a proven track record
 - Called on the District and offered proposals or ideas of value
- Rankings:
 - Select firms that have high rankings based on Texas ISDs issues
- Request for Proposals:
 - Undertake a solicitation process
 - Takes time
 - May be difficult to evaluate based on objective criteria
- Considerations from FirstSouthwest, A Division of Hilltop Securities Inc. as financial advisor:
 - Number of firms in syndicate based upon:
 - Size of transactions
 - Prevailing market conditions

List of Underwriters that have Recently Actively Marketed to the District

Weslaco Independent School District

- Siebert Brandford Shank & Co
- Stifel, Nicolaus & Company
- Stephens Inc
- Frost Bank
- FTN Financial
- Estrada Hinojosa & Co, Inc

List of Underwriters that have experience underwriting for WISD since 2007

Weslaco Independent School District

- Coastal Securities
- Estrada Hinojosa & Co, Inc.
- Piper Jaffray
- Frost Bank
- Cabrera Capital Markets
- First Public

Source: The Municipal Advisory Council of Texas.

Schedule of Events

Weslaco Independent School District

- **February 13, 2017 – Regular Board Meeting**
 - **Board of Trustees Considers and Approves Reimbursement Resolution of the Projects**

- **March 9, 2017 – Regular Board Meeting**
 - Present Plan of Finance to Board of Trustees
 - **Board of Trustees Considers and Approves Final Plan of Finance and directs Staff and Consultants to move forward with the Plan of Finance**
 - **Board of Trustees Considers and Approves method of sale**

- **April 10, 2017 – Regular Board Meeting**
 - **Board of Trustees Considers and Approves appointment of underwriter(s) if negotiated sale**

- **May 8, 2017 – Regular Board Meeting**
 - Pricing of the Notes
 - **Board of Trustees approves issuance of the Notes**

Before Closing – Attorney General Approves Sale

- **June 6, 2017**
 - Closing and Delivery of funds to the District

- **February 15, 2018**
 - First Interest payment on the Notes

- **February 15, 2019**
 - First Principal payment on the Notes

WESLACO INDEPENDENT SCHOOL DISTRICT

Staff recommended that the Board approve the Negotiated Sale method and the plan of finance in order to proceed with the sale of the loan.

Responses provided from Andres Sanchez on inquiries made by board members:

- An additional \$500,000.00 will be placed in the budget.
- Staff has used \$1.2 million of the budget to pay debt.
- The District will pay off three loans over the next three years which will free up \$1.2 million.
- The District will pay the \$17 million loan in a 20 year period. The funds will be used to pay for projects that are needed at this time. The loan will be paid as follows:
 - 1st year: \$875,000 (interest)
 - 2nd year: \$1,062,000,000 (interest)
 - 3rd year till the end of the loan: \$1,003,000,000

The District has \$19.8 million in the fund balance available for facilities, buses, computers:

- \$1.1 million was set aside for buses; staff has placed the order, but payment has not been made.
- \$16 million is available for facilities
- \$1 million for buses
- \$1 million for computers which have been ordered
- \$1 million is set aside for computers for next year
- Funds are also available for surveillance cameras.
- Equipment costs was put in the loan to free up money in the fund balance for new construction.

Mr. Sanchez will provide the Board with an update explaining from what account the \$500,000.00 will be transferred from.

Dr. Rivera made the motion to proceed with the final plan of finance as presented and to select the negotiated sale method for the \$17,000,000 Maintenance Tax Notes for the purchase of school buses, other district vehicles, equipment and certain renovation projects. Patrick Kennedy seconded the motion and it passed unanimously.

G. Discussion and Possible Action to Select Architect(s) for Previously Approved Facility Projects

During the Special Meeting held on February 20, 2017, the Board ranked the architect firms that submitted qualifications statements, and also selected five (5) of those firms by rank order to work with the district in upcoming projects. Of the seventeen projects ranked by the Facilities Committee, eight (8) projects will require an architect. The projects listed below include their ranking order. The roofing improvements project was previously awarded to ERO Architects of McAllen, Texas.

Oscar Caballero made the motion to award the projects to the following architects. Isidoro Nieto seconded the motion.

Project Rank	Project Description	Amount	Awarded to:
1	Roofing Improvements District-Wide (Projects with Immediate Need)	\$ 1,800,000	Awarded to ERO Architects on 2/20/2017.
2	Five (5) Security Huts (3 at WEHS and 2 at WHS)	\$ -	Alvarado Architects & Associates, Inc. Donna, Texas
5	Girls Locker Rooms – WHS & WEHS (L)	\$ 4,600,000	PBK Architects, Inc. McAllen, Texas
7	WEHS Band Hall	\$ 4,600,000	ERO Architects McAllen, Texas
8	WHS Field House	\$ 2,900,000	Gomez Mendez Saenz, Inc. Brownsville, Texas
9	CATE – Calvillo Complex – Remodeling (L)	\$ -	ROFA Architects McAllen, Texas
11	Roosevelt Elementary	\$ 4,900,000	Not awarded
12	Pavilions at 3 Middle Schools	\$ 1,200,000	Alvarado Architects & Associates, Inc. Donna, Texas

A brief discussion was held on the Roosevelt Elementary project. Dr. Rivera wanted to know if they were going to select an architect for this project. Board President Erasmo Lopez stated that there had been some discussion on building a new school on the north side of town and placing the students from Roosevelt at this site, while work is being done at this campus. This process was used when the new campus for Sam Houston was constructed. The district built a new elementary school (Ybarra Elementary) and temporarily placed the students from Sam Houston at this school until the new campus was completed at Sam Houston. Mr. Lopez prefers to wait on selecting an architect for Roosevelt until they decide what they plan to do at this campus. Andrew Gonzalez concurred.

A vote was called on the motion made by Oscar Caballero and seconded by Andrew Gonzalez to award the projects as presented. Voting in favor of the motion were Oscar Caballero, Isidoro Nieto, Andrew Gonzalez, Patrick Kennedy and Dr. Jaime Rodriguez. Dr. Richard Rivera voted against the motion. Motion carried with a 5-1 vote.

H. Discussion and Possible Action for the Board to Consider Approval of An Extension of the Depository Contract with Texas National Bank for the 2017-2019 Biennium (RFB # 15-05-47) **OR** to Release a Request for Proposals for Bank Depository Services for the 2017-2019 Biennium

On May 26, 2015, the Board awarded Texas National Bank the Depository Contract for the District. This was a two-year contract with an option to extend the contract for two (2) additional two-year terms as allowed by the Texas Education Code.

Mr. Andres Sanchez, Assistant Superintendent of Business and Finance, explained that the District maintains \$4,000,000.00 at Texas National Bank without earning interest to avoid service charges. If the District were to invest the \$4,000,000.00 in the First Public Investment Pool, the District would earn \$71,064.00 over a two year period, calculated using the interest rate as of March 3, 2017, but the District would pay approximately \$48,000.00 in service charges in two years according to the back charges fees submitted with the depository bank bid back in 2015. As per Mr. Sanchez, staff has worked well with Texas National Bank and therefore administration is recommending approval to extend the contract.

Dr. Rivera made the motion to extend the depository contract with Texas National Bank for the 2017-2019 Biennium as recommended. Oscar Caballero seconded the motion.

Patrick Kennedy questioned the possibility of the district earning \$22,000 in interest. He pointed out that even though the value of the money in the bank stays static, the district is actually losing money due to inflation because the money is being devalued. He stated, "If we're not earning interest, we're losing interest plus the devaluation on inflation."

According to Mr. Sanchez, staff compared the \$4 million at the rate the pool was paying at the time and it was very little. The savings on the service charges was more than what the district was going to lose in interest. If the district goes out for proposals, the district could end up paying more on service charges. Thus, the district could earn more on interest compared to the money earned if invested in the pool. Because certain banks require school districts to maintain a higher amount without earning interest, the contract with Texas National Bank allows the district to maintain \$4 million in exchange for no service charges. Staff is satisfied with these services.

A vote was called for on the motion made by Dr. Rivera and seconded by Oscar Caballero to extend the depository contract with Texas National Bank for the 2017-2019 Biennium. Voting in favor of the motion were Oscar Caballero, Andrew Gonzalez, Dr. Rivera, Dr. Jaime Rodriguez and Isidoro Nieto. Voting against the motion was Patrick Kennedy. The motion carried with a 5-1 vote.

XI. Closed Meeting to Discuss:

The Board convened in closed meeting at 8:55 p.m. to discuss the following items.

A. Personnel Matters (Tex. Gov't Code 551.074)

1. Employment of Personnel/New Hires
2. Resignations
3. Deliberation Regarding the Appointment, Employment, Evaluation, Reassignment, Duties, Discipline, or Dismissal of a Public Officer or Employee (Tex. Gov't Code 551.074 and 551.071)
 - A. Superintendent's Recommendation for Head Football Coach/Athletic Coordinator
Weslaco High School
 - B. Superintendent's Recommendation for Band Director at Weslaco High School

XII. Reconvene in Open Meeting:

The Board returned to open meeting at 9:43 p.m. to take action on the following items.

A. Possible Action, If Necessary, on Items Discussed in Closed Meeting

1. Employment of Personnel/New Hires

Superintendent Dr. Priscilla Canales recommended approval of the contract for certified professional personnel as presented.

Name	From	To
Ronald R. Bissett	Teacher/Head Band Director Weslaco East High School 187 Days	Fine Arts Coordinator Central Office 230 Days

Isidoro Nieto made the motion to approve the contract for certified professional personnel as presented. Patrick Kennedy seconded the motion and it passed unanimously.

2. Resignations

Superintendent Dr. Priscilla Canales recommended approval of resignations/retirements of certified professional personnel as presented.

Name	Position/Location	Reason/Effective Date
1. Handy, Sanjuanita	Pre-K Teacher Gonzalez Elementary School	Retiring after (35) years in education, with (31) years of service at Weslaco ISD. Effective day: May 27, 2017
2. Vasquez, Graciela	5 th Grade Teacher Margo Elementary School	Retiring after (34) years in education, with all (34) years of service at Weslaco ISD. Effective day: March 10, 2017
ADDENDUM		
1. Anissa R. Garcia-Lucio	Secondary Teacher Weslaco High School	Resigning to accept a position with Harlingen CISD. Effective day: March 10, 2017

Patrick Kennedy made the motion to approve the contract for certified professional personnel as presented in closed session. Andrew Gonzalez seconded the motion and it passed unanimously.

2. Deliberation Regarding the Appointment, Employment, Evaluation, Reassignment, Duties, Discipline, or Dismissal of a Public Officer or Employee (Tex. Gov't Code 551.074 and 551.071)

A. Superintendent's Recommendation for Head Football Coach/Athletic Coordinator
Weslaco High School

Superintendent Dr. Priscilla Canales recommended that the Board approve Mr. Michael Salinas for the position of Head Football Coach/Athletic Coordinator for Weslaco High School.

Andrew Gonzalez made the motion to approve Mr. Michael Salinas for the position of Head Football Coach/Athletic Coordinator for Weslaco High School as recommended. Isidoro Nieto seconded the motion and it passed unanimously.

B. Superintendent's Recommendation for Band Director at Weslaco High School

Superintendent Dr. Priscilla Canales recommended that the Board approve Mr. Rodrigo Leal for the position of Band Director at Weslaco High School.

Oscar Caballero made the motion to approve Mr. Rodrigo Leal for the position of Band Director at Weslaco High School as recommended. Dr. Jaime Rodriguez seconded the motion and it passed unanimously.

XIII. Adjournment

The meeting adjourned at 9:47 p.m.