CITY OF SAN ANGELO TEXAS
Development Corporation

Agenda
6/26/2019

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on June 26, 2019 at 8:30 AM at the McNease Convention Center – South Meeting Room, 501 Rio Concho Drive, San Angelo, Texas, for the purpose of considering the following agenda items.

1. **Call to Order**
2. **Prayer**
3. **Public Comment**

Issues or items that are not on the agenda may be raised by the public at this time. Citizens should speak from the podium, begin by stating their name and limit remarks to less than three minutes. Board members may request that a discussed item be placed on a future agenda. The Board takes public comment on all Regular Agenda items during the discussion of those items.

4. **Consent Agenda**
   a. Consider approving the May 22, 2019 meeting minutes
   b. Consider approving the necessary corporation disbursements
   c. Consider approving the May 2019 financial statements
5. **Regular Agenda**
   a. Presentation of the Principal LED/BREP video. (Presentation made by Shannon Scott, Business, Retention & Expansion Coordinator)
   b. Public Hearing regarding the use of sales and use tax funds in an amount not to exceed $60,000 to provide an Economic Development Incentive to Jack P. Graves and Kimberly D. Graves, d/b/a/ J's Deer & Wild Game Processing, for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 504 Subchapter C. (Presentation by Shannon Scott, Business, Retention & Expansion Coordinator)
   c. 2018 Annual Report (Presentation made by Guy Andrews, Director of Economic Development)
   d. Consideration and approval to modify the Affordable Housing Assistance Program (AHAP) to include a financial incentive to promote infill development in neighborhoods targeted for revitalization. (Presentation made by Bob Salas, Director of Neighborhood & Family Services)

e. Consider a resolution authorizing the use of Sales and Use Tax funds in an amount not to exceed $1,100,000, to provide an economic development incentive to U.S. Customs and Border Protection Air and Marine Operations, (CBPAMO) with participation by the City of San Angelo (City) for a project authorized under Chapters 501 and 505 of the Local Government Code for Type B Development Corporations; and authorizing the Board President to negotiate and execute a Memorandum of Understanding with the City providing for the economic development project terms. (Presentation by Robert Schneeman, Economic Development Project Manager)

f. Consider a resolution authorizing the sale of approximately 12 acres of land out of the San Angelo Business and Industrial Park to Allen's Transport USA, Inc. at a price of $25,000.00 per acre; authorizing the Board President to negotiate and execute a real estate sales contract in a form approved by the City Attorney; and recommending ratification by City Council. (Presentation by Robert Schneeman, Economic Development Project Manager)

6. Closed Session

Executive Session under the provision of Government Code, Title 5. Open Government; Ethics, Subtitle A. Open Government, Chapter 551. Open Meetings, Subchapter D. Exceptions to Requirement that Meetings be Open under the following sections:

a. Section 551.087 to deliberate regarding commercial or financial information that the Board is receiving from business prospects with whom economic development negotiations are being conducted, and discuss financial or other incentives relating to the following projects:

   Project 2019-S28
   Project 2019-DB68
   Project 2018-S224
   Project CHEM 1
   SMC Global
   Rail Port Marketing Program Development

b. Section 551.072 to deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person

   A vacant tract of land being 180 +/- acres out of J C Matthews Abstract 8071, Survey 0178, and being a portion of Property identified as Tax ID #61-08071-0711-000-00, located adjacent to the south right of way of FM 2105 approximately 1.5 miles west of Hwy 277

c. Section 551.071(2) consult with attorney when the governmental body seeks the advice of its attorney on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter, regarding:

   Protection 1, Contract

7. **Follow Up and Administrative Issues**

   a. Announcements and consideration of Future Agenda Items

8. **Adjournment**

CERTIFICATION

I hereby certify that the above notice of meeting was posted on the bulletin board at the City Hall of the City of San Angelo, Texas, on the 21st day of June, 2018 at 4:00 P.M.

_____

Guy Andrews, Economic Development Director

All agenda items are subject to action. All contracts/agreements may be subject to further negotiation prior to execution. The Board reserves the right to consider business out of posted order and/or meet in a closed session on any agenda item should the need arise and if applicable pursuant to authorization by Title 5, Chapter 551, of the Texas Government Code. In compliance with the Americans with Disabilities Act, the City of San Angelo Development Corporation will provide for reasonable accommodations for persons attending board meetings. To better serve you, requests should be received 48 hours prior to the meetings. Please contact the Economic Development Office at 325-653-7197. COSADC meetings are broadcast on Channel 17-Government Access at 8:00 A.M. on every Wednesday on the Wednesday after each meeting.

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Consent Item

Caption:

Consider approving the May 22, 2019 meeting minutes

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC Minutes 05-22-2019 COSADC Minutes 05-22-2019.pdf

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, May 22, 2019

Todd Kolls, President
Bill Dendle, First Vice President
Dr. David Cummings, Second Vice President
Edward Carrasco, Director
Max Puello, Director
Garland Freeze, Director
Erika Lara, Director

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, President Kolls called the regular session of the City of San Angelo Development Corporation meeting to order at 8:35 a.m., on Wednesday, May 22, 2019 in the San Angelo McNease Convention Center, 501 Rio Concho Drive, San Angelo, TX 76903

2. Prayer

An invocation was provided by Director Carrasco.

3. Public Comment

Issues or items that are not on the agenda may be raised by the public at this time. Citizens should speak from the podium, begin by stating their name and limit remarks to less than three minutes. Board members may request that a discussed item be placed on a future agenda. The Board takes public comment on all Regular Agenda items during the discussion of those items.

No public comment

4. Consent Agenda

a. Consider approving the April 24, 2019 meeting minutes
b. Consider approving necessary corporation disbursements
c. Consider approving the April 2019 financial statements

Motion: First Vice President Dendle made the motion, seconded by Director Freeze to approve the consent agenda items as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

Second Vice President Dr. Cummings arrived at 8:39 a.m.

Director Carrasco recused himself from item 5a at 8:39 a.m.

5. Regular Agenda

a. Consider a resolution of COSADC Board of Directors authorizing the use of sales and use tax funds in an amount not to exceed $60,000 to provide an Economic Development Incentive to JACK P. GRAVES AND. KIMBERLY D. GRAVES, D/B/A J'S DEER & WILD GAME PROCESSING for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 501 Subchapter C, and authorizing the Director of Economic Development to prepare an economic development performance agreement with JACK P. GRAVES AND. KIMBERLY D. GRAVES, D/B/A J'S DEER & WILD GAME PROCESSING in compliance with the Development Corporation Act in a form approved by the City Attorney's Office; authorizing the COSADC Board President to execute said agreement and related documents; and recommending to City Council ratification of the incentive and approval of the economic development performance agreement (Presentation made by Shannon Scott, Business, Retention & Expansion Coordinator)

Motion: Director Puello made the motion, seconded by First Vice President Dendle to approve the resolution as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

Director Carrasco returned to the meeting at 8:46 a.m.

b. Consider a resolution in support of the service of Guy Andrews, Director of Economic Development for The City of San Angelo, on the Permian Basin Freight Advisory Committee established by the Permian Basin MPO and finding a benefit to the corporation. (Presentation by Guy Andrews, Director of Economic Development)

Motion: Director Carrasco made the motion, seconded by Director Puello to approve the resolution as presented. The motion carried unanimously seven (7) ayes to zero (0) nays.

c. Semiannual update report for the Business Factory - Business Incubator Program (Presentation by David Erickson, Director of ASU Small Business Development Center)

No action taken on this item.

d. Consideration and possible action on proposed, restated COSADC By-laws (Presentation by Guy Andrews, Director of Economic Development)

Motion: First Vice President Dendle made a motion, seconded by Second Vice President to approve the proposed COSADC By-laws as presented. The motion carried unanimously seven (7) to zero (0) nays.

e. Consider a resolution authorizing reimbursement to the City of San Angelo for purchase of one pickup truck in a sum not to exceed $35,000, plus associated costs, for City Administrative Services necessary for oversight of subdivision development of the City of San Angelo Business and Industrial park and other current and planned corporation incentivized city projects, site visits to private incentivized projects, and participation in authorized economic development promotional, educational and other necessary corporate related activities. (Presentation made by Guy Andrews, Director of Economic Development)

Motion: Director Freeze made a motion, seconded by Director Puello to approve the resolution as presented. The motion carried unanimously seven (7) to zero (0) nays.

f. Consider a resolution authorizing the Board President to negotiate and execute a professional services marketing and promotional agreement with McLaughlin Advertising to promote the 2019 Business Plan Competition in an amount not to exceed $5,000 and other promotional services upon request (Presentation made by Nora Nevarez, Economic Development Assistant)

Motion: First Vice President Dendle made a motion, seconded by Director Carrasco to approve the resolution as presented. The motion carried unanimously seven (7) to zero (0) nays.

6. Closed Session

Executive Session under the provision of Government Code, Title 5. Open Government; Ethics, Subtitle
A. Open Government, Chapter 551. Open Meetings, Subchapter D. Exceptions to Requirement that Meetings be Open under the following sections:

At 9:06 a.m., the Board convened in Executive Session under the provision of Government code, Title 5. Open Government, Chapter 551. Open Meeting, Subchapter D., Exceptions to Requirement that Meeting be Open under the following sections:

a. Section 551.087 to deliberate regarding commercial or financial information that the Board is receiving from business prospects with whom economic development negotiations are being conducted, and discuss financial or other incentives relating to the following projects:

Project 2019-S28
Project 2019-DB68
Project Chem 2

No action was taken

b. Section 551.072 to deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person

A vacant tract of land being 180+/-acres out of JC Matthews Abstract 8071, Survey 0178, and being a portion of Property identified at Tax ID #61-08071-0711-000-00, located adjacent to the south right of way of FM 2105 approximately 1.5 miles west of Hwy 277

No action was taken.

7. Follow Up and Administrative Issues

a. Announcements and consideration of Future Agenda Items

At 9:27 a.m. the Board reconvened

No action taken to report from Executive Session

8. Adjournment

Motion: At 9:28 a.m., Second Vice President Dr. Cummings made the motion, seconded by Director Freeze to adjourn the meeting. The motion carried unanimously seven (7) ayes, to zero (0) nays.

THE CITY OF SAN ANGELO

_____
Corporation President

ATTEST:

_____
Corporation Secretary

In accordance with Chapter 2, Article 2.300, of the Official Code of the City of San Angelo, the minutes of this meeting consist of the preceding Minute Record and the Supplement Minute Record. Details on Board meetings may be obtained from the City Clerk's Office. (Portions of the video recording may be distorted due to equipment malfunction or other uncontrollable factors.)

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Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Consent Item

Caption:

Consider approving the necessary corporation disbursements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. Disbursement 06-26-2019 Disbursement 06-26-2019.pdf

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Guy Andrews	Final Approval

City of San Angelo Development Corporation
Check Disbursements
For Board Approval June 26, 2019

Economic Development

COSA	$	1,500,000.00	Chadbourne St. Project (Inv. 51964)	*Ck. 4588*
Chamber of Commerce		56,250.00	Qtrly Marketing & Recruitment (Inv. 2019/07)	
Community Development Strategies		2,206.89	Reimbursement for Housing Study Analysis (Inv. 13193)	*Ck. 4596*
Total for Board Consideration	**$**	**1,558,456.89**		
Pullig Contracting Co.	$	750.00	Mowing services at Industrial Park (Inv. 1053)	*Ck. 4592*
Dirt Doctor		725.00	General cleaning at BRC (Inv.3804)	
Standard - Times		399.42	Legal notice - Ad 3583891	
West Office Technology		350.00	IT Service for Business Factory (Inv. F10708)	*Ck. 4590*
West Office Technology		350.00	IT Service for Business Factory - June 2019 (Inv. F10733)	*Ck. 4602*
MC Electric		340.33	Replacement of light bulbs at BRC (Inv. 567)	*Ck. 4597*
TEDC		350.00	Registration new board directors - Sales Tax Workshop (Inv. 10358 &10359)	*Ck. 4601*
COSA Utilitiy Billing		275.93	Water & sewer serv at BRC (Serv dates 04/30/19 - 06/03/2019 & 03/28/19 to 04/29/2019	*Ck. 4600*
Angelo Water Service		206.75	Water deliver and cooler rental (Serv dates 06/01-30 & 05/01 - 31)	*Ck. 4594*
Canon Finacial		171.32	Monthly copier rental for Business Factory (Inv. 20067167)	*Ck. 4589*
Canon Finacial		171.32	Monthly copier rental for Business Factory (Inv. 20179171)	
House of Chemicals		148.37	Toiletries supply for BRC (Inv. 559634)	
COSA Utilitiy Billing		146.59	Water & sewer at BRC (Serv date 04/01 - 04/30)	
COSA Utilitiy Billing		131.47	Water meters at Industrial Park	
Protection1/ADT		130.00	Service call - replace batteries to (Inv. 128873009)	*Ck. 4593*
Protection1/ADT		124.94	Burglar & Fire alarm monitor at BRC & fix control panel (Inv. 128879620)	*Ck. 4598*
Atmos Energy		50.29	Gas Utilities at BRC (Serv date 05/04/19 to 06/06/19)	*Ck. 4599*
FastSigns		40.26	Name tag for new director (Inv. 6139811)	*Ck. 4603*
FedEx		20.63	Overnight package (Inv. 655488605)	*Ck. 4591*
Angelo Awards		11.85	Name plate for new board member (Inv. 5655)	*Ck. 4569*
FedEx		6.45	Overnight package (Inv. 656183425)	*Ck. 4595*
FedEx		5.98	Overnight package (Inv. 658149601)	
	$	**4,906.90**		
Total Economic Development Disbursements	**$**	**1,563,363.79**		

Ballot

First Title Co	$	47,885.66	Sell of 606 Rust St.	*Ck. 1512*
COSA		1,532.00	Reimburse WT Water Partnership - April 2019	
COSA		1,135.00	Reimburse WT Water Partnership - March 2019	*Ck. 1510*
Total for Board Consideration	**$**	**50,552.66**		
Total Routine Disbursements	**$**	**-**		
Total Ballot Disbursements	**$**	**50,552.66**		
Grand Total Disbursements this Period	**$**	**1,613,916.45**		

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Consent Item

Caption:

Consider approving the May 2019 financial statements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC Stmts 1905 COSADC Stmts 1905.pdf

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Guy Andrews	Final Approval

City of San Angelo Development Corporation

Financial Information and Schedules As of May 31, 2019

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Executive Summary

Economic Development

- Balance Sheet
- Revenue & Expenditure Report
- Project Commitments

Ballot

- Balance Sheet
- Revenue & Expenditure Report
- Project Commitments

Transaction Detail by Account

2011 Bond Issue

Hickory Water Supply

This UNAUDITED information is designed for internal use and analysis only.

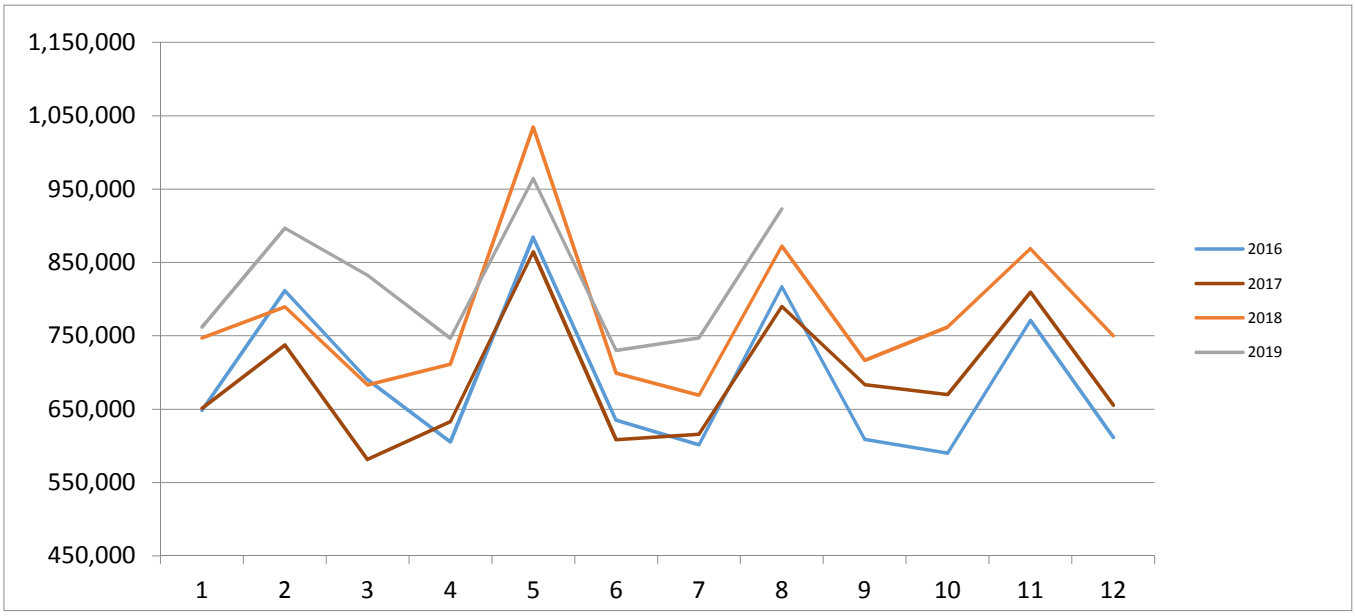
City of San Angelo Development Corporation
Executive Summary
May 2019

Available Fund Balances

Unassigned Fund Balance-Economic Development	9,727,046
Unassigned Fund Balance-Ballot	768,429

Sales Tax Analysis

Month	2016	2017	2018	2019	% Over/(Under)
Oct	648,367	650,926	747,063	761,865	1.98%
Nov	811,466	737,436	789,302	896,890	13.63%
Dec	690,231	581,382	683,012	832,486	21.88%
Jan	605,393	632,603	711,415	746,604	4.95%
Feb	884,468	864,339	1,034,662	964,281	-6.80%
Mar	635,021	608,253	699,086	730,020	4.42%
Apr	601,420	615,673	669,034	747,020	11.66%
May	816,925	789,680	872,259	923,026	5.82%
Jun	608,947	683,530	716,509		
Jul	590,012	669,686	761,927		
Aug	771,109	809,685	868,604		
Sep	611,361	655,327	750,212		



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of May 31, 2019

ASSETS	
Current Assets	
Checking/Savings	
101101 · Cash	280,060
103200 · Money Market	3,921,487
Total Checking/Savings	4,201,547
Accounts Receivable	
115000 · Sales Tax Receivables	393,553
Total Accounts Receivable	393,553
Other Current Assets	
117000 · Investments	10,001,998
Total Other Current Assets	10,001,998
Total Current Assets	14,597,098
Fixed Assets	
140500 · Land -Industrial Park	85,728
141000 · Industrial Park-Phase I	734,002
143000 · Industrial Park-Phase II	38,624
144000 · Industrial Park-Phase III	20,377
152000 · Building-Business Resource Ctr	2,004,967
159999 · Accum Depr-Building	(659,968)
Total Fixed Assets	2,223,730
TOTAL ASSETS	16,820,828
LIABILITIES & FUND EQUITY	
Liabilities	
Current Liabilities	
201000 · Accounts Payable	2,807
Total Current Liabilities	2,807
Total Liabilities	2,807
Fund Equity	
Committed for Eco. Dev. Projects	4,867,245
Restricted for Fixed Assets	2,223,730
Unassigned Fund Balance	9,727,046
Total Fund Equity	16,818,021
TOTAL LIABILITIES & FUND EQUITY	16,820,828

City of San Angelo Development Corporation
Revenue & Expenditure Report - Economic Development
May 2019

	Budget	Month Actual	YTD Actual	Over/(Under) Budget	% of Budget
Revenues					
313000 · Income-Sales & Use Tax	2,581,684	212,171	1,807,934	(773,750)	70%
360000 · Interest on Investments	100,000	27,318	197,727	97,727	198%
363101 · Lease Income	55,894	1,905	25,681	(30,213)	46%
366000 · Reimbursements	0	0	10,874	10,874	100%
Total Revenues	2,737,578	241,394	2,042,216	(695,362)	75%
Expenditures					
410000 · Administrative	125,043	16,142	56,411	(68,632)	45%
412000 · Partner Affiliations	103,892	0	101,297	(2,595)	98%
415000 · City Services	548,373	0	274,187	(274,186)	50%
415331 · Annual Report	500	0	0	(500)	0%
420000 · Industrial Park Ops & Maint	16,310	1,106	7,653	(8,657)	47%
440000 · Marketing-Chamber of Commerce	225,000	0	168,750	(56,250)	75%
440200 · Business Ret & Exp Prog	125,853	144	7,482	(118,371)	6%
445000 · Promotion (SADC Marketing)	5,000	600	600	(4,400)	12%
450000 · Business Resource Ctr	36,817	1,292	24,947	(11,870)	68%
452101 · Business Factory	87,000	1,438	13,003	(73,997)	15%
Total Operating Expenditures	1,273,788	20,722	654,330	(619,458)	51%
452115 · Project-Blue Cross Blue Shield	37,119	0	0	(37,119)	0%
452119 · Project-Air Service Marketing	5,955	0	5,000	(955)	84%
452124 · Project-DeCoty Coffee	81,734	0	168	(81,566)	0%
452132 · Project-TGC/GAFB	8,399	0	0	(8,399)	0%
452134 · Project-Principal LED	109,005	0	63,324	(45,681)	58%
452136 · Project-Phase II Sewer Line	96,000	0	0	(96,000)	0%
452137 · Project-TXDOT Aside Prog. Grant	60,500	0	0	(60,500)	0%
452138 · Project-CalTech	582,899	0	20,000	(562,899)	3%
452139 · Project-Parkhill	84,548	0	30,915	(53,633)	37%
452140 · Project-Grant Works	50,000	0	0	(50,000)	0%
452142 · Project-Netco	10,000	0	4,500	(5,500)	45%
452145 · Project-Elite Solutions	40,260	0	0	(40,260)	0%
452146 · Project-GAFB	1,500,000	0	311,295	(1,188,705)	21%
452147 · Project-Ind Park Phase II	2,000,000	0	200	(1,999,800)	0%
452149 · Project-Howard College Const Tr	128,030	0	54,925	(73,105)	43%
452151 · Project-US Customs Retention	25,000	0	0	(25,000)	0%
452152 · Project-US Customs Retention Ph. II	49,225	0	49,225	0	100%
452153 · Project-Airport Master Plan	120,991	0	120,991	0	100%
452154 · Project-Principal LED BREP	300,147	0	100,000	(200,147)	33%
452155 · Project-Carter Fentress	20,000	16,000	16,000	(4,000)	80%
452156 · Project-Shea Transportation	49,000	4,400	6,790	(42,210)	14%
452157 · Project-Chadbourne	1,500,000	1,500,000	1,500,000	0	100%
452158 · Project-Comm. Dev. Strategies	65,000	2,484	30,734	(34,266)	47%
452159 · Project-Centurion Planning	7,500	0	0	(7,500)	0%
452160 · Project-Ener-Tel	50,000	0	0	(50,000)	0%
452163 · Project-SMC	200,000	0	0	(200,000)	0%
452900 · Project-Future Projects	1,448,155	0	0	(1,448,155)	0%
453000 · Capital Purchases	30,000	0	0	(30,000)	0%
Total Project Expenditures	8,659,467	1,522,884	2,314,067	(6,345,400)	27%
Total Expenditures	9,933,255	1,543,606	2,968,397	(6,964,858)	30%
Revenue Over/(Under) Expenditures	(7,195,677)	(1,302,212)	(926,181)	6,269,496	

City of San Angelo Development Corporation
Economic Development Projects
As of May 31, 2019

Project	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Blue Cross Blue Shield	371,190	371,190	0	334,071	37,119
Air Service Marketing	60,000	60,000	5,000	59,045	955
DeCoty Coffee	101,835	101,835	168	20,269	81,566
TGC/GAFB	633,000	633,000	0	624,601	8,399
Principle LED	550,001	550,001	63,324	504,320	45,681
Phase II Sewer Line TGC	100,000	100,000	0	4,000	96,000
TXDOT Aside Prog. Grant	100,000	100,000	0	39,500	60,500
CalTech	603,999	603,999	20,000	41,100	562,899
Parkhill	308,000	323,000	30,915	269,367	53,633
Grant Works	54,000	54,000	0	4,000	50,000
Netco	60,000	60,000	4,500	54,500	5,500
Elite Solutions	40,260	40,260	0	0	40,260
GAFB	1,500,000	1,500,000	311,295	311,295	1,188,705
Ind Park Phase II	2,000,000	2,000,000	200	200	1,999,800
Howard College Construction Trades	168,000	168,000	54,925	94,895	73,105
US Customs Retention	25,000	25,000	0	0	25,000
US Customs Retention Ph. II	46,435	49,225	49,225	49,225	0
Airport Master Plan	120,991	120,991	120,991	120,991	0
Principle LED BREP	300,147	300,147	100,000	100,000	200,147
Carter Fentress	20,000	20,000	16,000	16,000	4,000
Shea Transportation	49,000	49,000	6,790	6,790	42,210
Chadbourne	1,500,000	1,500,000	1,500,000	1,500,000	0
Comm. Dev. Strategies	65,000	65,000	30,734	30,734	34,266
Centurion	7,500	7,500	0	0	7,500
Ener-Tel	50,000	50,000	0	0	50,000
SMC	200,000	200,000	0	0	200,000
	9,034,358	9,052,148	2,314,067	4,184,903	4,867,245

Total Committed, Not Expended	4,867,245

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of May 31, 2019

ASSETS	
Current Assets	
Checking/Savings	
101101 · Cash	5,865
103200 · Money Market	362,138
Total Checking/Savings	368,003
Accounts Receivable	
115000 · Sales Tax Receivables	1,008,470
115201 · Note Receivable	9,292
Total Accounts Receivable	1,017,762
Total Current Assets	1,385,765
TOTAL ASSETS	1,385,765
LIABILITIES & FUND EQUITY	
Fund Equity	
Committed for Ballot Projects	301,381
Assigned for Debt Service	315,955
Unassigned Fund Balance	768,429
Total Fund Equity	1,385,765
TOTAL LIABILITIES & FUND EQUITY	1,385,765

City of San Angelo Development Corporation
Revenue & Expenditure Report - Ballot
May 2019

	Budget	Month Actual	YTD Actual	Over/(Under) Budget	% of Budget
Revenues					
313000 · Income-Sales & Use Tax	6,638,617	545,583	4,648,974	(1,989,643)	70%
360000 · Interest on Investments	30,000	3,412	43,868	13,868	146%
Total Revenues	6,668,617	548,995	4,692,842	(1,975,775)	70%
Expenditures					
410000 · Administrative	4,512	0	4,512	0	100%
415000 · City Services	60,930	0	30,465	(30,465)	50%
430000 · Loan/Debt Service	5,279,175	4,827,088	4,827,088	(452,087)	91%
Total Operating Expenditures	5,344,617	4,827,088	4,862,065	(482,552)	91%
451200 · Project-Affordable Housing	361,139	47,886	233,576	(127,563)	65%
452123 · Project-W. Tx Water Partnership	200,000	0	26,182	(173,818)	13%
452900 · Project-Future Projects	819,135	0	0	(819,135)	0%
Total Project Expenditures	1,380,274	47,886	259,758	(1,120,516)	19%
Total Expenditures	6,724,891	4,874,974	5,121,823	(1,603,068)	76%
Revenue Over/(Under) Expenditures	(56,274)	(4,325,979)	(428,981)	(372,707)	

City of San Angelo Development Corporation
Ballot Projects
As of May 31, 2019

Project	Project Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	655,708	26,182	481,890	173,818
* Reclaimed Water Alternatives	1,389,965	0	1,389,965	-
* Red Arroyo Storm Water Basin	151,040	0	151,040	-
Total Expenditures	2,196,713	26,182	2,022,895	173,818
Total Water Supply Projects				173,818
Affordable Housing				
Revenues				
* Sale of Fixed Assets - Blackshear Properties	394,351	0	394,351	-
Total Revenues				
Expenditures				
Affordable Housing	3,159,195	233,576	3,031,632	127,563
* Administrative Contract	120,405	0	120,405	-
* Blackshear Neighborhood Boundary	28,300	0	28,300	-
* Blackshear Properties	404,125	0	404,125	-
* Neighborhood Blitz	550,000	0	550,000	-
* Neighbors Helping Neighbors	53,000	0	53,000	-
* Rebuilding Together - Housing One Stop	23,759	0	23,759	-
* Rebuilding Together - Housing Repair	74,920	0	74,920	-
* Rehabs	114,487	0	114,487	-
* Roofing Grant	200,000	0	200,000	-
Total Expenditures	4,728,191	233,576	4,600,629	127,563
Total Affordable Housing				127,563
Other Projects				
* Sports Facilities Maintenance	285,353	0	285,353	-
Total Expenditures	285,353	0	285,353	-
Total Ballot Projects Committed, Not Expended				301,381
Voter Approved Projects:				
* Fort Concho Improvements	900,000	0	900,000	-
* Sports & Athletics Facilities	708,744	0	708,744	-
* 29th Street Sports Complex	1,750,000	0	1,750,000	-
Total Expenditures	3,358,744	-	3,358,744	-
Total Voter Approved Projects Committed, Not Expended				-

* Completed

Economic Development

	Num	Name	Memo	Amount
313000 · Income-Sales & Use Tax (700-0000-313.00-00)				
	915	City of San Angelo	Adjustment to March Sales Tax Receivable	16,349.77
	916	City of San Angelo	Record May Sales Tax Receivable	195,821.25
Total 313000 · Income-Sales & Use Tax (700-0000-313.00-00)				212,171.02
360000 · Interest on Investments (700-0000-361.10-00)				
	919		Record Interest on Security #3134GSZ65	6,960.00
	920		Record Interest for May	1,458.38
	920		Record MM Interest for May	18,899.75
Total 360000 · Interest on Investments (700-0000-361.10-00)				27,318.13
363101 · Lease Income				
363104 · Business Factory				
	1041	OdomRD, Dietian Consultant	April Rent	274.75
	140	Jason Hill	May Rent	264.05
	917	Centurion Planning & Design, LLC	Rent for the Month of June	1,067.25
	918	Hawkins Group.	Rent for the Month of June	299.15
Total 363104 · Business Factory				1,905.20
Total 363101 · Lease Income				1,905.20
410000 · Administrative				
410332 · Admin-Software				
	4577	Impact DataSource, LLC	Inv. 16743	-6,382.00
	4585	City of San Angelo (COSA)	Inv. 50505	-5,000.00
Total 410332 · Admin-Software				-11,382.00
410580 · Admin-Travel & Lodging				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-1,402.86
Total 410580 · Admin-Travel & Lodging				-1,402.86
410590 · Admin-Training				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-1,609.00
Total 410590 · Admin-Training				-1,609.00
410591 · Admin-Professional Dues				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-500.00
Total 410591 · Admin-Professional Dues				-500.00
410610 · Admin-Office Supplies (700-0000-411.06-10)				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-51.97
	4573	Angelo Awards	Inv. 5649	-100.89
Total 410610 · Admin-Office Supplies (700-0000-411.06-10)				-152.86
410614 · Admin-Postage				
	4591	FedEx	Inv. 6-554-88605	-20.63
Total 410614 · Admin-Postage				-20.63
410630 · Admin-Food				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-929.38
	4578	Sam's Club Direct	Snacks for Housing Study Meetings	-145.52
Total 410630 · Admin-Food				-1,074.90
Total 410000 · Administrative				-16,142.25
415000 · City Services				
415310 · COSA-Legal Services				
	4579	City of San Angelo (COSA)	2nd Quarter Admin Services	-137,093.40
	909Rb		Accrue 2nd Quarter Admin Services Contract	137,093.00
Total 415310 · COSA-Legal Services				-0.40
Total 415000 · City Services				-0.40

City of San Angelo Development Corp
Transaction Detail by Account
May 2019

	Num	Name	Memo	Amount
420000 · Industrial Park Ops & Maint				
420411 · Ind Park-Water/Sewer Utilities				
	4581	City of San Angelo Utility Billing	Acct. 118947-187770 Service Period 04/01/19 - 05/01/19	-28.62
	4581	City of San Angelo Utility Billing	Acct. 118944-187772 Service Period 04/01/19 - 04/30/19	-28.62
	4581	City of San Angelo Utility Billing	Acct. 118947-187774 Service Period 03/31/19 - 05/1/19	-34.85
Total 420411 · Ind Park-Water/Sewer Utilities				-92.09
420000 · Industrial Park Ops & Maint - Other				
	4584	J & R Silva Tree Service & Landscaping	Inv. 2403	-264.00
	4592	Pullig Contracting Co.	Inv. 1053	-750.00
Total 420000 · Industrial Park Ops & Maint - Other				-1,014.00
Total 420000 · Industrial Park Ops & Maint				-1,106.09
440200 · Business Ret & Exp Prog				
	4583	San Angelo Chamber of Commerce	Inv. 86185	-144.00
Total 440200 · Business Ret & Exp Prog				-144.00
445000 · Promotion (SADC Marketing)				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-600.00
Total 445000 · Promotion (SADC Marketing)				-600.00
450000 · Business Resource Ctr				
450012 · BRC-Gas Utilities				
	4580	Atmos Energy	Acct. 3036648466 Service Period 04/06/19 - 05/03/19	-58.40
Total 450012 · BRC-Gas Utilities				-58.40
450000 · Business Resource Ctr - Other				
	4572	Protection 1	Inv. 128410188	-112.45
	4582	House of Chemicals Inc	Inv. 558901	-55.58
	4584	J & R Silva Tree Service & Landscaping	Inv. 2402	-413.10
	4587	Dirt Doctor of San Angelo	Inv. 3756	-652.50
Total 450000 · Business Resource Ctr - Other				-1,233.63
Total 450000 · Business Resource Ctr				-1,292.03
452101 · Business Factory				
	4571	City of San Angelo (COSA)	2nd Quarter P-card Reimbursment	-248.58
	4572	Protection 1	Inv. 128410188	-12.49
	4574	Kirbo's Office Systems	Inv. 297680	-245.22
	4584	J & R Silva Tree Service & Landscaping	Inv. 2402	-45.90
	4586	Rock Your World Decorative Conrete	FY18 - 1st Place - Inv. 1030	-292.26
	4587	Dirt Doctor of San Angelo	Inv. 3756	-72.50
	4589	Canon Financial Services, Inc.	Inv. 20067167	-171.32
	4590	West Office Technology	Inv. F10708	-350.00
Total 452101 · Business Factory				-1,438.27
452155 · Project-Carter Fentress				
	4570	Carter-Fentress Engineering	Payment for Capital Investment Expansion	-16,000.00
Total 452155 · Project-Carter Fentress				-16,000.00
452156 · Project-Shea Transportation				
	4576	Shea Transportation Consulting	Inv. 2	-4,400.00
Total 452156 · Project-Shea Transportation				-4,400.00
452157 · Project-Chadbourne				
	4588	City of San Angelo (COSA)	Inv. 51964	-1,500,000.00
Total 452157 · Project-Chadbourne				-1,500,000.00
452158 · Project-Comm. Dev. Strategies				
	4575	Community Development Strategies	Inv. 13121	-2,483.94
Total 452158 · Project-Comm. Dev. Strategies				-2,483.94
TOTAL				**-1,302,212.63**

	Num	Name	Memo	Amount
Ballot				
313000 · Income-Sales & Use Tax				
	324	City of San Angelo	Adjustment to March Sales Tax	42,042.27
	325	City of San Angelo	Record May Sales Tax Receivable	503,540.36
Total 313000 · Income-Sales & Use Tax				545,582.63
360000 · Interest on Investments				
	2647	ZP Kirby Park Villas, LP	Interest on Note Payable	25.31
	326		Record MM Interest for May	1,745.34
	326		Record Interest for May	1,641.29
Total 360000 · Interest on Investments				3,411.94
415000 · City Services				
415310 · COSA-Legal Services				
	320R		Reverse of GJE 320 -- Accrue 2nd Quarter Admin Services	15,233.00
	1511	City of San Angelo (COSA)	2nd Quarter Admin Services	-15,232.60
Total 415310 · COSA-Legal Services				0.40
Total 415000 · City Services				0.40
430000 · Loan/Debt Service				
	1513	City of San Angelo (COSA)	Inv. 51549	-4,827,087.50
Total 430000 · Loan/Debt Service				-4,827,087.50
451200 · Project-Affordable Housing				
	1512	First Title Company	Sell of 606 Rust St.	-47,885.66
Total 451200 · Project-Affordable Housing				-47,885.66
TOTAL				**-4,325,978.19**

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures
Fiscal Year through May 31, 2019

2011A Tax/Revenue C.O. - Fund 514

For Airport, Ft. Concho, and Parks Improvements
Debt Payments Through 2024

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance		**885,533**		**885,533**			
REVENUES:							
C.O. Proceeds		-	-	-	-	13,780,000	13,780,000
Municipal Pool Donation		-	-	-	-	21,225	21,225
SASSRA Stock Barn		-	-	-	-	157,722	157,722
Transfer from Dev. Corp.		-	-	-	-	4,220,000	4,220,000
Interest Income		-	132	947	947	167,421	168,368
Total Revenues		-	132	947	947	18,346,368	18,347,315
EXPENDITURES:							
Airport Terminal Rehab	3925	-	-	-	-	500,000	500,000
Concho River	4119	286,873	400	25,067	(261,806)	8,313,129	8,338,196
Parks	6000	468,271	-	21,155	(447,116)	456,801	477,956
Red Arroyo Trail	6040	-	-	-	-	325,000	325,000
Recreation	6100	75,000	-	-	(75,000)	2,597,817	2,597,817
Fort Concho Improvements	6301	-	-	-	-	100,001	100,001
Auditorium	6602	-	-	-	-	3,750,001	3,750,001
Fairgrounds	6636	-	-	-	-	1,157,722	1,157,722
Issue Costs	9900	-	-	-	-	260,363	260,363
Total Expenditures		830,144	400	46,222	(783,922)	17,460,834	17,507,056
Revenue Over/(Under) Expenditures		**(830,144)**	**(268)**	**(45,275)**			
Ending Fund Balance		**55,389**		**840,258**			

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures
Fiscal Year through May 31, 2019

Hickory Water Supply - Fund 516

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance		**2,541,619**		**2,541,619**			
REVENUES:							
Interest		-	1,807	12,922	12,922	580,869	593,791
C.O. Proceeds		-	-	-	-	119,998,750	119,998,750
Total Revenues		-	1,807	12,922	12,922	120,579,619	120,592,541
EXPENDITURES:							
Easements/Property Damage	4150	-	-	-	-	106,865	106,865
Engineering	4157	2,547,269	14,256	2,547,268	(1)	17,058,198	19,605,466
Well Field Pipelines	4152	-	-	-	-	3,026,918	3,026,918
30 " Transmission Main	4153	-	-	-	-	38,681,022	38,681,022
Well Field Pumps	4154	-	-	-	-	12,831,038	12,831,038
Well Field Pump Station	4155	-	-	-	-	1,617,139	1,617,139
Well Field Expansion	4158	-	-	-	-	7,668,888	7,668,888
Treatment Plant	4156	-	-	-	-	27,132,194	27,132,194
Well Field Expansion #2	4159	-	-	-	-	9,640,252	9,640,252
Issue Costs	9900	-	-	-	-	172,251	172,251
Total Expenditures		2,547,269	14,256	2,547,268	(1)	117,934,765	120,482,033
Revenue Over/(Under) Expenditures		**(2,547,269)**	**(12,449)**	**(2,534,346)**			
Ending Fund Balance		**(5,650)**		**7,273**			

	Revenues
Previous Years Activity	120,579,619
Current Year Budget	1,249
Less Interest Earned	(580,869)
TOTAL	**120,000,000**

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Regular Item

Caption:

Presentation of the Principal LED/BREP video. (Presentation made by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

Requestor: Shannon Scott, Economic Development Specialist, COSADC, 325.653.7197

Meeting Date: June 26, 2019

Item type: Regular Item

Caption:

Public Hearing regarding the use of sales and use tax funds in an amount not to exceed $60,000 to provide an Economic Development Incentive to Jack P. Graves and Kimberly D. Graves, d/b/a/ J's Deer & Wild Game Processing, for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 504 Subchapter C. (Presentation by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

This project was approved by the COSADC Board at their 5-22-19 meeting and ratified by City Council at their 6-4-19 meeting.

Financial Impact:

$60,000

Other Information/Recommendation:

Attachments:

1. COSADC_J'S_PROJECT_RESO COSADC_J'S_PROJECT_RESO.pdf

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Guy Andrews	Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS AUTHORIZING THE USE OF SALES AND USE TAX FUNDS IN AN AMOUNT NOT TO EXCEED $60,000, TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO JACK P GRAVES AND. KIMBERLY D GRAVES, D/B/A J'S DEER & WILD GAME PROCESSING, FOR A PROJECT RELATED TO BUSINESS ENTERPRISES THAT CREATE OR RETAIN PRIMARY JOBS, AS AUTHORIZED FOR A TYPE B CORPORATION UNDER LOCAL GOVERNMENT CODE CHAPTER 505 SUBCHAPTER D.

WHEREAS, The voters of the City of San Angelo on November 2, 2010 approved the use of sales and use tax proceeds for the continued economic development projects authorized under Section 4B of the Act, including but not limited to, the development, promotion, creation, retention, or expansion of business enterprises that create or retain primary jobs, including suitable infrastructure, and

WHEREAS, **JACK P. GRAVES** and **KIMBERLY D. GRAVES, D/B/A** J'S DEER & WILD GAME PROCESSING (hereinafter "J's Processing"), is a deer meat processing and taxidermy business in San Angelo and is in the process of expanding its business; and,

WHEREAS, J'S PROCESSING intends to retain at its facilities in San Angelo four (4) existing full time primary jobs and would like to create a minimum of four (4), but up to fifteen (15) new Full Time Equivalent Primary Jobs (FTE's); and,

WHEREAS, J'S PROCESSING would like to invest a minimum of $550,000 for the construction of a new building and equipment for its expansion of its business enterprise in San Angelo; and,

WHEREAS, J'S PROCESSING has applied with COSADC under the Business Retention and Expansion Program (BREP) for an incentive to carry out business expansion plans, and the Board has determined that the Project will promote or develop expansion of a business enterprise that creates or retains primary jobs; and,

WHEREAS, at least sixty (60) days prior to undertaking a project, a public notice of the specific project shall be published and at least one public hearing shall be held by the Development Corporation prior to expending funds on the Project in compliance with the requirements of the Development Corporation Act, Sections 505.159 and 505.160 of the Local Government Code and

WHEREAS, June 26, 2019 the City of San Angelo Development Corporation shall hold a Public Hearing on the Project prior to expending authorized grant funds;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION THAT:

The City of San Angelo Development Corporation offers this Resolution authorizing the use of sales and use tax funds as an economic development incentive to **JACK P. GRAVES** and **KIMBERLY D. GRAVES, D/B/A** J'S DEER & WILD GAME PROCESSING, in an amount not to exceed $60,000; authorizing the Director of Economic Development to prepare an economic development performance agreement with J'S DEER & WILD GAME PROCESSING, in compliance with the Development Corporation Act and as approved by the City Attorney; authorizing the COSADC Board President to execute said agreement and related documents; and recommending to City Council ratification of the incentive and approval of the economic development performance agreement.

ADOPTED THIS _____ DAY OF May, 2019

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

ATTEST: By: _____
Todd Kolls, President

_____
Nora Nevarez, Corporate Secretary

RATIFIED by City Council this _____ day of _____, 2019.

_____
Brenda Gunter, Mayor

ATTEST:

_____
Julia Antilley, Interim City Clerk

APPROVED FOR CONTENT

_____
Shannon Scott, Business Retention & Expansion Coordinator

APPROVED AS TO FORM

_____
Dan T. Saluri, Deputy City Attorney

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Regular Item

Caption:

2018 Annual Report (Presentation made by Guy Andrews, Director of Economic Development)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. 2018EconomicAnnualReport 2018EconomicAnnualReport.pdf

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Guy Andrews	Final Approval

CITY OF
SAN ANGELO
TEXAS
Development Corporation

2018
ANNUAL REPORT
HIGHLIGHTS

The City of San Angelo Development Corporation (COSADC) is a non-profit economic development corporation formed under the Texas Development Corporation Act of 1979 and governed by a seven-member board of directors. As directed by this Act, the Corporation focuses its efforts on the promotion and development of business enterprises that create or retain primary jobs.

CITY OF
SAN ANGELO
TEXAS
Development Corporation

MISSION:

The City of San Angelo Development Corporation, working with economic development partners, will retain, strengthen, and diversify the job base of the community to ensure a vibrant business climate for San Angelo and the region. Our main goal is helping to create a place where people want to live and conduct business.

ECONOMIC DEVELOPMENT PARTNERS:

Tom Green County, City of San Angelo, Concho Valley Workforce Development Board / Workforce Solutions, Angelo State University, ASU-Small Business Development Center, San Angelo Chamber of Commerce, Downtown San Angelo, Howard College and others working toward improving and growing San Angelo. We embrace anyone who is pro-San Angelo.

YEAR IN SUMMARY:

The past year was a re-building year for COSADC. A new Director came onboard in June. As a result, the COSADC Staff underwent a reorganization to better define and realign every staff position, clearly delineating the assigned functions, but also emphasizing teamwork. This realignment was done collaboratively with every staff member, recognizing the strengths and talents of each, to best match individuals with assigned tasks. The result has been increased efficiency, effectiveness, and morale of the organization.

COSADC also greatly improved its relationship with the San Angelo Chamber of Commerce Economic Development efforts by negotiating a new contract that removed the burdensome administrative requirements imposed on the Chamber, recognizing the professionalism and talents of the Chamber staff, and allowing them more freedom to adapt and take advantage of economic opportunities as they arise. COSADC and Chamber staffs now work as a highly effective team with increased communication and productivity.

The COSADC staff continues to build and improve its relationships with all of its economic development partners, eliminating any barriers that might hinder San Angelo's economic and community development efforts.

BUSINESS RETENTION & EXPANSION PROGRAM

Outcomes:

- 489 new jobs and indirect jobs created
- 130 direct and indirect jobs retained
- $129.5 million in annual economic output
- $7 million in capital investments

Economic Development staff met with 10 companies to explain the BREP program and discuss the future growth plans of the companies. These meetings culminated in the preparation of 4 Economic Development Agreements with incentives ranging from $5,000 to $1.5 million.

Engine Pro Machine

Engine Pro Machine received incentives of $5,975 in the form of an interest rate buy-down for the purchase of new equipment.

City of San Angelo Texas
Development Corporation

BUSINESS RETENTION & EXPANSION PROGRAM

Tom Green County Goodfellow AFB

COSADC provided Goodfellow Air Force Base with $1.5 million in order to fund an $8.8 million renovation of the base. The renovation allows Goodfellow to offer a class on security and cyber threats which is currently only offered in Virginia. The class will bring cohorts of over 100 students for weeklong classes throughout the year. COSADC funding is matched by a Defense Economic Adjustment Assistance Grant of $4.5 million given to Tom Green County by the Governor's Office and $2.8 million from the military. This is projected to have an economic output of $73.7 million.

Construction Trades Program Howard College

COSADC provided Howard College with matching funds of $167,769 to receive a grant of $100,000 from the Texas Workforce Commission's High Demand Jobs Program.

US Customs and Border Protection Air and Marine Operations

US Customs and Border Protection Air and Marine Operations received an Economic Development incentive of $46,435 to fund the design, acquisition, and installation of permanent equipment foundations and ground maneuver pavement at Mathis Field. These upgrades will support USCB-PAMO's Predator Drone unmanned aerial vehicle program. This is projected to result in an economic output of $55.8 million.

THE BRC
BUSINESS RESOURCE CENTER

THE BUSINESS FACTORY

The Business Factory began in 2003. It was designed for small business and entrepreneurs in San Angelo and the Concho Valley area. Whether they are a high-tech company or a small one owner operation looking for workspace our clients enjoy the networking benefits and atmosphere of a professional environment.

All office suites are equipped with a desk, office chair, bookshelf, Wi-Fi access, and colored copier. Plus, as an incubator client they also have training provided by ASU Small Business Development Center, access to common/shared break room, janitorial services, all utilities are provided, the use of 3 conferences rooms, and they have a peace of mind knowing that the building has security. Why do we provide so many services? We provide these services so that our clients can focus on creating their business and jobs for our community.

Over the last 14 years, the Business Factory has assisted over 35 businesses, creating a total of 549 jobs within our community and successfully graduating 11 of those companies. The Business Factory has helped make dreams become reality.

2018:

- Two tenants in Business Factory
- 102 total companies since inception
- Employees: 13 full time and 1 part time
- Return of investment
  (cumulative since inception):
  Total Gross Sales: $55 Million
  Total Gross Payroll: $34 Million

2018 BUSINESS PLAN COMPETITION

Planning started in June, with the kickoff in November and winner announced in April. One winner was chosen for the 2018 competition.

SAN ANGELO Business PLAN competition

Winner – Rock Your World Decorative Concrete, LLC. $50,000 cash prize – produces and manufactures decorative rock panels, made from a formula lighter than concrete but just as durable.

INFRASTRUCTURE & CAPITAL INVESTMENT

City of SAN ANGELO TEXAS Development Corporation

- 7 total TIRZ Agreements were executed for a total projected capital investment of $2.4 million
- 4 TIRZ Agreements in the North Zone for a capital investment of $1.27 million
- 3 TIRZ Agreements in the South Zone for a capital investment of $1.15 million

NORTH

Taco Bueno/Kilcon Properties

Chicken Farm Art Center

San Angelo Insurance

INFRASTRUCTURE & CAPITAL INVESTMENT

SOUTH

Old Central Firehouse Bed & Brew

Skyway Motel — (NORTH - IN PROGRESS)

One East Twohig Partnership — (SOUTH - IN PROGRESS)

Casa Décor — (SOUTH - IN PROGRESS)

CAPITAL IMPROVEMENTS:

Industrial Park

- Warren Caterpillar received their final inspection on their new facility on 14.85 acres – Total Investment of approximately $12M
- AEP Transmission Center – AEP completed construction of a new Transmission Center on approximately 52 acres – Total Investment of approximately $20M including $589,000 in public infrastructure
- April 2018 COSADC and the City were notified of approval of an Economic Development Administration grant in the amount of $1.25M for infrastructure improvements to Phase 2 of the Industrial Park
- The City of San Angelo Planning Commission approved the Revised Preliminary Plat of Phase 2 of the Industrial Park at its meeting on November 14, 2018
- $588,850 for Phase 2.1 of the Industrial Park – extension of Gateway Drive, water and sewer extensions, and construction of a temporary low water crossing.

Airport Master Plan

August 7, 2018 City Council approved the selection of Centurion Planning & Design, LLC to prepare a master plan for the airport which includes approximately $121,000 for land use planning, feasibility and infrastructure evaluation for a Business Park to be located on airport property outside the flight line.

TARGETED MARKETING

San Angelo Chamber of Commerce Economic Development Division – Targeted Marketing Program

The San Angelo Chamber of Commerce's Economic Development Division has a unique method of targeting specific companies within desired industrial sectors that are complementary to the economic ecosystem of San Angelo and the surrounding economic area.

Whereas in the past, San Angelo, like many economic development programs, relied on strategies that instructed the economic development personnel to target specific companies within industrial sectors that "made sense" for the community, and were based on a hypothetical selection of industries that might encompass sectors such as: general manufacturing, heavy machinery manufacturing, call centers, aviation repair, aerospace manufacturing, crop production, mining, and scientific research.

The methods of attempting to recruit companies within these industries is customarily conducted by investing vast amounts of operating capital into site selectors, trade shows, online and print publishing and direct on-the-road visits of companies of interest. These methods, although common, produce very limited positive results.
This practice generally does little more than invite the recruiting community into competition for possible recruitment of companies that many, perhaps even dozens, of communities are vying for. This is ineffective for the community of San Angelo.

City of SAN ANGELO TEXAS
Development Corporation

TARGET MARKETING THE SAN ANGELO WAY

The San Angelo Chamber of Commerce has developed a cost-effective program that produces consistent, durable, low-cost, high-yield industrial recruitment. This program is called the San Angelo Regional Manufacturers Alliance (SARMA) Program.

The San Angelo Regional Manufacturers Alliance (SARMA) is a program of the San Angelo Chamber of Commerce that advocates for San Angelo-area manufacturers, fabricators, and energy companies – the core of our regional economy. The mission objective is to promote the local manufacturing, fabrication, engineering, industrial, mechanical, and energy services sectors and enhance communication among local manufacturing companies. This Alliance fosters a business environment among our regional manufacturers, which increases capital investment and grows high-quality careers.

The SARMA members, with a database of 110 companies, conduct regular monthly meetings and quarterly socials hosted at a different regional factory or facility. The SARMA members also conduct industrial education courses, manufacturing tours and special industrial-sector Roundtable meetings, in which the members meet to focus on one specific company to assist with challenge solutions.

The trust and unity that has been built among the SARMA member companies has created a platform for both supporting the expansion and market opportunities for existing San Angelo industrial companies, and simultaneously, created a platform for the recruitment of new industrial companies to San Angelo.

Effectively, the San Angelo Chamber's Economic Development Department's SARMA program has "deputized" the local industrial companies into recruitment agents. This has proven to be highly effective. The member companies have informed the Chamber of Commerce as to which companies are prime to target for recruitment based on their compatibility with the existing local economic ecosystem. The SARMA members assist with identification of industrial sectors they work within, identify growth sectors, companies that have established or wish to establish markets in the region, companies that are reliable and solvent, and will bring capital investment and workforce to the Concho Valley.

Our industrial manufacturers provide unmatched insight into the strength of targeted industrial companies and further inform staff on what companies are not compatible with our existing industrial workforce, facilities, and infrastructure. In 2018 the market intelligence provided by our SARMA members has resulted in the direct recruitment of primary-job and capital investing companies such as:

- US Well Services – 200 employees - $35,800,000 in annual economic yield
- E.On Energy - $130,000,000 in capital investment
- SMC Global - $18,400,000 in annual economic yield
- Recurrent Energy - $130,000,000 in capital investment

City of SAN ANGELO TEXAS
Development Corporation

The industrial manufacturers and energy services companies that comprise the SARMA have guided the Chamber Economic Development staff to target the following industries and have directly helped to arrange meetings with these industrial sector decision-makers:

- Steel manufacturers (Coil and plate)
- Solar Power Generation Plants (Utility scale – 150-200 MWac)
- Rail port operator/Development of a first-ever San Angelo-based international multi-modal rail port
- Lifesciences – Recruitment of two life sciences/healthcare facilities
- Chemical Manufacturing – Recruitment of an international chemical production company
- Heavy Haul Transportation – Recruitment and Expansion of two international industrial trucking companies
- Contact center – Assistance with 400-person expansion/retention of an international contact center

SARMA
San Angelo Regional Manufacturers Alliance
A division of the San Angelo Chamber of Commerce

The SARMA is a program of the San Angelo Chamber of Commerce and is organized and guided by the San Angelo Chamber of Commerce's Economic Development Advisory Board.

OBJECTIVES

- Create a unified voice that enhances the overall manufacturing community in the San Angelo area
- Proactively monitor and report on manufacturing related issues and participate in local government, ensuring city and regional officials and policy-makers understand those issues that help manufacturers succeed
- Promote manufacturing to enhance its perception by the public, schools, community, and region
- Examine workforce and economic development issues with the goal of sustaining local manufacturing companies by helping to provide solutions to barriers
- Host events that provide relevant information on key issues necessary to support growth in our manufacturing sector
- Host an annual San Angelo Regional Manufacturers Trade show and conference
- Lead the West Texas Training Center facility expansion, teaching equipment expansion, and fabrication training instructors. Additionally, we provide educational opportunities to benefit SARMA members, their employees and ensure the future labor pool will have the skills necessary to support growth in the San Angelo manufacturing sector. The SARMA will facilitate the growth, retention, and recruitment of future workforce by supporting manufacturing training and job skills enhancement
- The SARMA shall investigate private industry investment in training and education programs which can be delivered to local educational institutions – Angelo State College of Business, Angelo State College of Engineering, Howard College West Texas Training Center and the San Angelo Independent School District (SAISD)
- Promotion of the DRC – the City of San Angelo Development Review Committee meetings that are available at no charge to companies in the planning stages of facility expansion or construction

CITY OF SAN ANGELO TEXAS
Development Corporation

SARMA Outreach Goals

- The SARMA conducts monthly meetings for members and we will publish a monthly newsletter
- Provide Business to Business networking opportunities
- Host and arrange San Angelo Manufacturing Days in collaboration with local schools and manufacturing companies
- Organize continuing education programs
- Create and support student-to-company apprenticeship program

State and National Affiliates

- Texas Manufacturing Assistance Center (TMAC)
- National Manufacturers Association (NMA)
- Society of Manufacturing Engineers (SME)
- American Welding Society (AWS)
- Local Economic Development Affiliates
- City of San Angelo Development Corporation
- Concho Valley Workforce Board
- South-west Texas Border Small Business Development Center (SBDC)
- Howard College – West Texas Training Center
- Angelo State University – David L. Hirschfeld Department of Engineering
- San Angelo Independent School District

2018 ECONOMIC NEWS–YEAR END SUMMARY

- San Angelo's unemployment rate for 2018 was 3.2%, down from 3.7% in 2017 and below the 2018 national average of 3.8%
- The population of the San Angelo MSA, which encompasses Tom Green and Irion counties, grew to 119,711 according to the U.S. Census Bureau's July 2018 estimates
- The Civilian Labor Force of our MSA grew from a seasonally adjusted 55,460 at the end of 2017 to 55,944 at the end of 2018
- Goodfellow Air Force Base received $8.8 million in funding for renovations in order to become one of only two sites in the nation for a class on security and cyber threats
- One local start-up company was awarded $50,000 in prize money and thousands of dollars' worth of in-kind services as a result of the San Angelo Business Plan Competition
- Howard College launched their commercial trades program

City of SAN ANGELO TEXAS Development Corporation

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Bob Salas, Neighborhood Services Director, Neighborhood and Family Services, 325-655-0824

Meeting Date: June 26, 2019

Item type: Regular Item

Caption:

Consideration and approval to modify the Affordable Housing Assistance Program (AHAP) to include a financial incentive to promote infill development in neighborhoods targeted for revitalization. (Presentation made by Bob Salas, Director of Neighborhood & Family Services)

Summary/History:

There is a need to continue encouraging infill development in neighborhoods targeted for revitalization. Staff proposes providing incentives to developers up to $1,800 per unit to cover the cost of residential taps. To fund the new program, staff is recommending reducing the AHAP gap financing provision from $40K to $35K which will provide approximately $35K annually for the incentive program.

To be eligible, project must be within city limits, be located within one of the targeted neighborhoods, and be single-family housing, duplexes, or a small apartment project with no more than 8 units. Funding for one applicant would be capped at $9K per year to ensure funds availability for other developments.

Financial Impact:

Up to $1,800 per unit to cover the cost of residential taps. Funds will be allocated from within the annual allocation of Affordable Housing Assistance Program funds.

Other Information/Recommendation:

Attachments:

1. 2018_Community_Development_Areas 2018_Community_Development_Areas.pdf

Presentation:

Bob Salas

Approvals/Reviews:

Bob Salas	Created/Initiated
Theresa James	Approved
Anthony Wilson	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Theresa James	Approved
Becky Dunn	Approved
Julia Antilley	Final Approval

Date: 2/2/2018
COSA GIS Division
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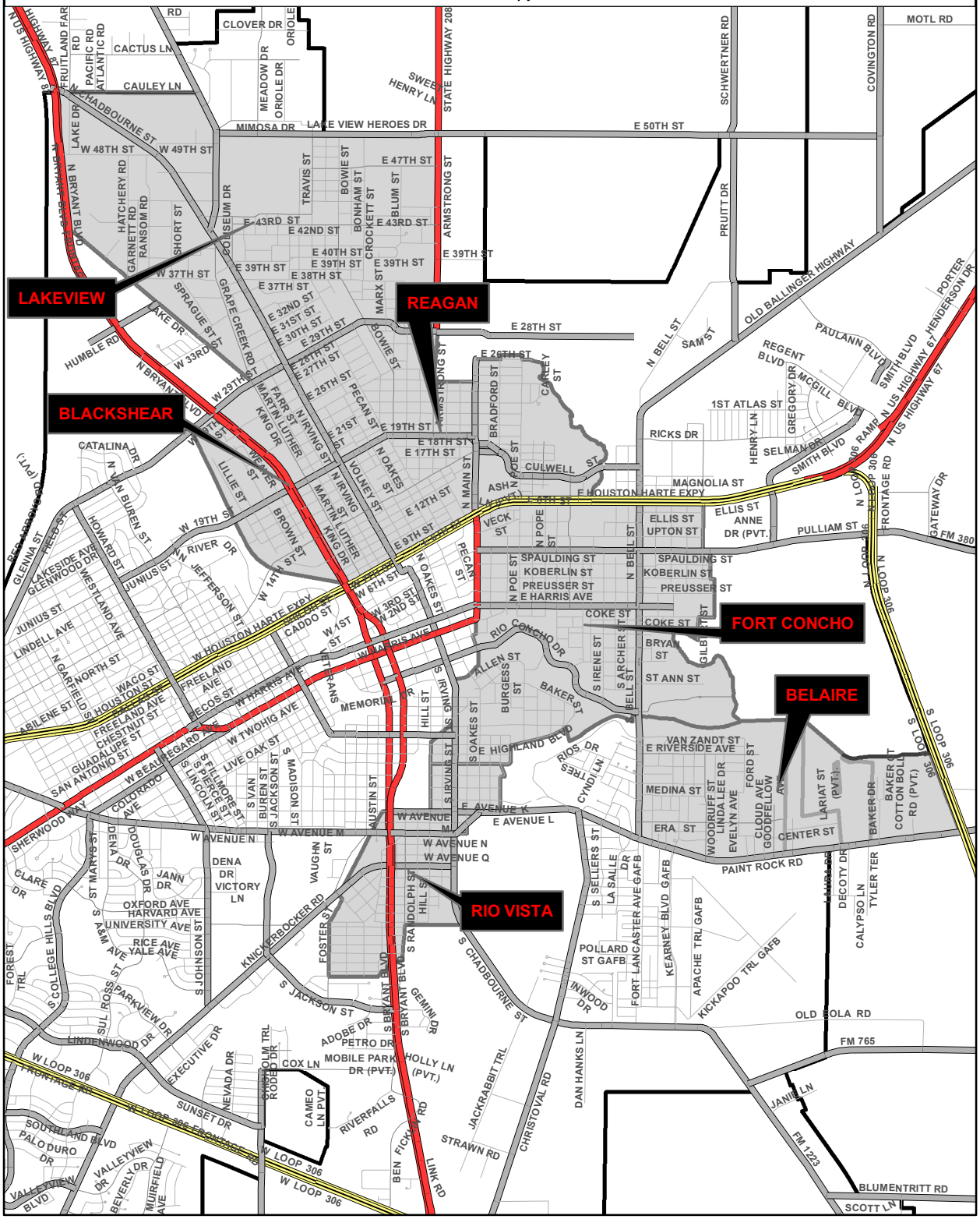
1 inch = 5,375 feet

Community Development Target Area Map



Document Path: Y:\GISFiles\Dept Neighborhood Family Services\Functions\Target Areas CDBG\workarea\2018_Community_Development_Areas.mxd

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

Requestor: Robert Schneeman, Economic Development Coordinator, COSADC, 325.653.7197

Meeting Date: June 26, 2019

Item type: Regular Item

Caption:

Consider a resolution authorizing the use of Sales and Use Tax funds in an amount not to exceed $1,100,000, to provide an economic development incentive to U.S. Customs and Border Protection Air and Marine Operations, (CBPAMO) with participation by the City of San Angelo (City) for a project authorized under Chapters 501 and 505 of the Local Government Code for Type B Development Corporations; and authorizing the Board President to negotiate and execute a Memorandum of Understanding with the City providing for the economic development project terms. (Presentation by Robert Schneeman, Economic Development Project Manager)

Summary/History:

At its meeting on November 28, 2018 COSADC approved a resolution authorizing the funding of professional consulting, planning and design services for a Project relating to facility and infrastructure improvements to municipal airport property utilized by the U.S .Customs & Border Protection Air and Marine Operations (CBPAMO) necessary for the maintenance and potential expansion of the CBAMO aeronautical fixed base operation for research, testing and development of governmental use of unmanned aircraft systems.

Centurion Planning & Design have prepared construction plans and cost estimates for the ramp improvements necessary for the maintenance and potential expansion of the CBAMO. The proposed improvements include additional paving, drainage improvements and the construction of a metal storage building.

The estimated cost of the improvements is approximately $1.1 million which includes approximately 6,900 square yards of 7" concrete paving. Centurion has also prepared an estimate for an alternative pavement section using asphalt paving. The cost of that option is approximately $860,000.

Staff is recommending approval of the concrete paving option for increased longevity however both options will be included in the bid package and a final decision can be made once bids are received.

Financial Impact:

Up to $1.1 Million from Future Projects, Acct No. 452-900 to a new project. Budget amendment required.

Other Information/Recommendation:

Attachments:

1.	Resolution	19-0320_COSADC_CBPMO_RAMP_PROJ_RESO(3).pdf
2.	Centurion OPC	Centurion OPC.pdf
3.	Ramp Improvements Exhibit	Ramp Improvements Exhibit.jpg

Presentation:

Robert Schneeman

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS, AUTHORIZING THE USE OF SALES AND USE TAX FUNDS IN AN AMOUNT NOT TO EXCEED $1,100,000, TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO U.S. CUSTOMS AND BORDER PROTECTION AIR AND MARINE OPERATIONS, (CBPAMO) WITH PARTICIPATION BY THE CITY OF SAN ANGELO (CITY) FOR A PROJECT AUTHORIZED UNDER CHAPTERS 501 AND 505 OF THE LOCAL GOVERNMENT CODE FOR TYPE B DEVELOPMENT CORPORATIONS; AND AUTHORIZING THE BOARD PRESIDENT TO NEGOTIATE AND EXECUTE A MEMORANDUM OF UNDERSTADING WITH THE CITY PROVIDING FOR THE ECONOMIC DEVELOPMENT PROJECT TERMS.

WHEREAS, on November 2, 2010, voters of the City of San Angelo adopted a ballot proposition approving the use of sales and use tax proceed for the continued economic development projects authorized under Section 4B of the Texas Development Corporation Act (hereinafter the "Act"), and,

WHEREAS, City is the owner and operator of the San Angelo Regional Airport--Mathis Field located at San Angelo, Tom Green County, Texas ("Airport"); and,

WHEREAS, the U.S. Customs and Border Protection Air and Marine Operations (CBPAMO) operate an aeronautical operations & maintenance facility for research, testing and technical development of unmanned aerial systems (UAS) on Airport premises under a lease agreement with the CITY. The Leased Premises are a hangar and certain adjacent paved areas, located at 8210 Hangar Road (hereinafter "Facility'); and,

WHEREAS, CBPAMO currently employs sixty (60) full time skilled workers at the Facility and propose to commit to continuously retain those Primary Jobs at current hourly wage rates and pay levels as part of their aeronautical research and testing operation (hereinafter full time equivalent "FTE" positions); and,

WHEREAS, CBPAMO contemplates future expansion of its UAS mission which would require additional FTE skilled workforce positions as well as improvements to the current hangar and ground control and communications systems, or relocation ; and,

WHEREAS CBPAMO is currently operating its ground control systems in modules installed on temporary foundations and with less than adequate ramp area for UAV parking and maneuverability ; and,

WHEREAS, COSADC desires to enter into a memorandum of understanding with the City of San Angelo to provide funding for construction of additional paved ramp area for UAV parking and maneuverability, permanent module foundations for control and radio systems, and other facility improvements to enable retention and contemplation of expansion of the UAS mission of CBPAMO at the Airport (hereinafter "Project"); and,

WHEREAS, Centurion Planning & Design has prepared construction plans and cost estimates for ramp, permanent foundations and related UAS operation improvements as authorized by board resolution adopted on November 28, 2018; and,

WHEREAS, the board of directors of COSADC has determined that the Project and provision of Project funding to be incorporated into the EDA are in compliance with the requirements and purposes of

the Act, COSADC Articles of Incorporation, and the COSADC Business Retention and Expansion Program (BREP) approved by City Council; and, that the Project and direct incentives serve the public purposes set forth in the Act; and,

WHEREAS, at least sixty (60) days prior to undertaking a project, a public notice of the specific project shall be published and at least one public hearing shall be held by the Development Corporation prior to expending funds on the Project in compliance with the requirements of the Development Corporation Act (the Act), Sections 505.159 and 505.160 of the Local Government Code;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION THAT:

The City of San Angelo Development Corporation offers this Resolution; finding that the foregoing recitals are true and correct and incorporating them by reference as if set forth in their entirety herein; authorizing the use of sales and use tax funds not to exceed $1,100,000, as an economic development incentive for U.S. Customs and Boarder Protection Air and Marine Operations (CBPAMO). with participation by the City of San Angelo, to provide partial funding for the construction of additional paved ramp area for UAV parking and maneuverability, permanent foundations for modular and other facility improvements to enable retention and contemplation of expansion of the UAS mission of CBPAMO at the San Angelo Regional Airport—Mathis Field, pursuant to terms of a Memorandum of Understanding (MOU) by and between COSADC and the City of San Angelo providing for the economic development project terms; authorizing the Director of Economic Development to prepare and negotiate the MOU in a form approved by the City Attorney; and recommending to the City Council that it approve and authorize the Project and MOU.

ADOPTED on this the 26th day of June, 2019.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

_____
Todd Kolls, President

ATTEST:

_____
Nora Nevarez, Corporation Secretary

APPROVED AS TO FORM

_____
Dan T. Saluri, Deputy City Attorney

APPROVED AS TO CONTENT

_____
Guy Andrews, Director of
Economic Development

San Angelo Regional Airport
USCBP Paving and Storage Building Installation
Centurion Project No.: SJT1804D
Opinion of Probable Construction Costs
May 28, 2019

Summary of Construction Administration Costs

Engineering Construction Administration (Estimated):	$	10,000.00
Resident Project Representative (Estimated):	$	26,500.00
Construction Materials Testing (Estimated):	$	8,000.00
Subtotal:	**$**	**44,500.00**

Construction Phase - Base Bid Cost Summary

Item 1: Mobilization, Temporary Access and Erosion/Sedimentation Control Measures	$	77,669.60
Item 2: Paving Installation	$	821,884.50
Item 3: Pre-Engineered Metal Building	$	45,525.00
Subtotal:	**$**	**945,079.10**
10% Contingencies:	**$**	**94,508.00**
Base Bid Subtotal w/ Contingencies:	**$**	**1,039,587.10**

Construction Phase - Deductive Alternate Cost Summary

Deductive Alternate 1: HMAC Pavement	($204,688.50)
Subtotal:	**($204,688.50)**
10% Contingencies:	**($20,469.00)**
Base Bid Subtotal w/ Contingencies:	**($225,157.50)**

Construction Administration (Estimated):	**$**	**44,500.00**
Base Bid Subtotal w/ Contingencies:	**$**	**1,039,587.10**
Total Base Bid Project Construction Cost (Estimated):	**$**	**1,084,087.10**
Deductive Alternate Subtotal w/ Contingencies:		**($225,157.50)**
Total Base Bid + Deductive Alternate Cost (Estimated):	**$**	**814,429.60**
Total Project Construction Cost w/ Deductive Alt. (Estimated):	**$**	**858,929.60**

centurion
PLANNING AND DESIGN

TBPE Firm Registration No. F-19840

This document is released for the purpose of interim review under the authority of David A. Alexander, P.E., 96658, on May 24, 2019. It is not to be used for construction, bidding, or permit purposes.

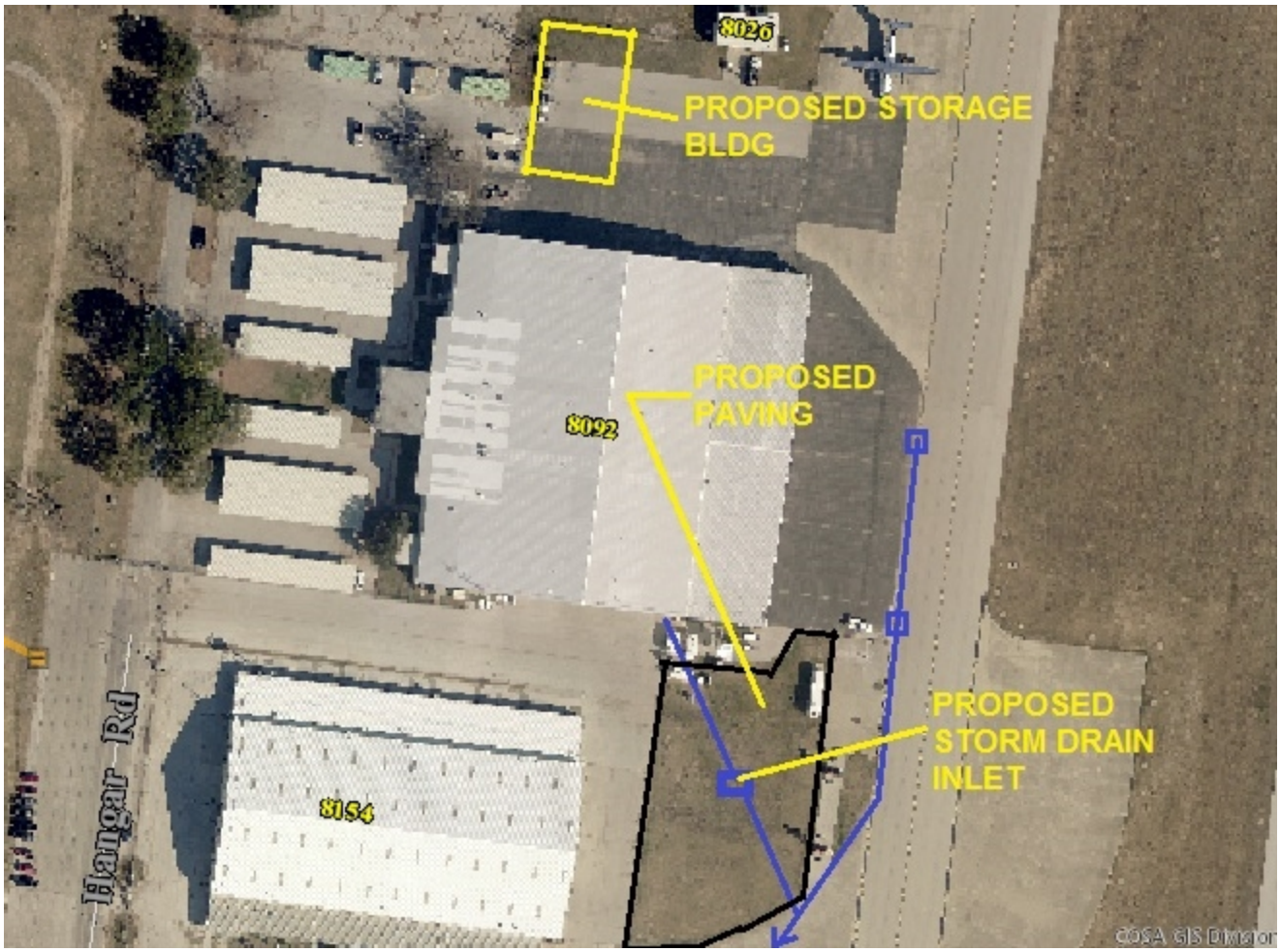
** The Engineer has no control over the cost of labor, materials, equipment, the Contractor's methods of determining prices, or over competitive bidding or market conditions. Opinions of probable costs provided herein are based on the information known to the Engineer at this time and represent only the Engineer's judgement as a design professional familiar with the construction industry. The Engineer cannot and does not guarantee that proposals, bids, or actual construction costs will not vary from the opinions of probable cost.

Basis of Cost Estimate: 90% Design Completed

San Angelo Regional Airport
USCBP Paving and Storage Building Installation
Centurion Project No.: SJT1804D
Opinion of Probable Construction Costs
May 28, 2019

Item No.	Spec. No.	Description	Units	Estimated Quantities	Estimated Unit Price	Subtotal
Item 1: Mobilization, Temporary Access and Erosion/Sedimentation Control Measures						
1.01	105	Mobilization, Insurance, Ect.	LS	1	$ 63,169.60	$ 63,169.60
1.02		Barricades and Markings for Pavement Closures	LS	1	$ 10,000.00	$ 10,000.00
1.03		Stormwater Pollution Prevention Plan Document	LS	1	$ 2,500.00	$ 2,500.00
1.04		Rock Construction Exit	EA	1	$ 2,000.00	$ 2,000.00
					Subtotal:	**$ 77,669.60**
					10% Contingencies:	**$ 7,767.00**
					Total w/ Contingencies:	**$ 85,436.60**
Item 2: Paving Installation						
2.01	P-101	Remove Existing Asphaltic Concrete Pavement	SY	2,629	$ 10.00	$ 26,290.00
2.02	P-101	Remove Existing Portland Cement Concrete	SY	44	$ 12.00	$ 528.00
2.03	P-152	Unclassified Excavation	CY	3,220	$ 12.00	$ 38,640.00
2.04	TxDOT 247	6" Crushed Agg Base Course (Ty A, Gr 1-2) (Comp In Place)	SY	6,913	$ 15.50	$ 107,151.50
2.05	P-403	3" HMAC Base Course	TON	1,192	$ 100.00	$ 119,200.00
2.06	P-501	7" PCC Pavement	SY	6,913	$ 75.00	$ 518,475.00
2.07	D-751	30" x 30" Drainage Inlet	EA	2	$ 5,000.00	$ 10,000.00
2.08	D-701	12" Corrugated Metal Pipe	LF	8	$ 75.00	$ 600.00
2.09	D-751	Lower Existing Manhole Lid	LS	1	$ 1,000.00	$ 1,000.00
					Subtotal:	**$ 821,884.50**
					10% Contingencies:	**$ 82,188.45**
					Total w/ Contingencies:	**$ 904,072.95**
Item 3: Pre-Engineered Metal Building						
4.01		Pre-Engineered Metal Building System (Includes Building, Foundation, and Electrical)	LS	1	$ 45,525.00	$ 45,525.00
					Subtotal:	**$ 45,525.00**
					10% Contingencies:	**$ 4,552.50**
					Total w/ Contingencies:	**$ 50,077.50**
Deductive Alternate 1: HMAC Pavement						
3.01	TxDOT 247	6" Crushed Aggregate Base Course (Ty A, Gr 1-2)	SY	(6,183)	$ 15.50	$ (95,836.50)
3.02	P-403	3" HMAC Base Course	TON	(1,192)	$ 100.00	$ (119,200.00)
3.03	P-501	7" PCC Pavement	SY	(6,183)	$ 75.00	$ (463,725.00)
3.04	TxDOT 247	12" Crushed Aggregate Base Course (Ty A, Gr 1-2)	SY	6,183	$ 31.00	$ 191,673.00
3.05	P-403	5" HMAC Base Course	TON	1,988	$ 100.00	$ 198,800.00
3.06	P-401	2" HMAC Surface Course	TON	760	$ 110.00	$ 83,600.00
					Subtotal:	**(204,688.50)**
					10% Contingencies:	**(20,468.85)**
					Total w/ Contingencies:	**(225,157.35)**

Basis of Cost Estimate: 90% Design Completed


8026
PROPOSED STORAGE BLDG
PROPOSED PAVING
8092
PROPOSED STORM DRAIN INLET
8154
Hangar Rd
COSA GIS Division

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Robert Schneeman, Economic Development Coordinator, COSADC, 325.653.7197

Meeting Date: June 26, 2019

Item type: Regular Item

Caption:

Consider a resolution authorizing the sale of approximately 12 acres of land out of the San Angelo Business and Industrial Park to Allen's Transport USA, Inc. at a price of $25,000.00 per acre; authorizing the Board President to negotiate and execute a real estate sales contract in a form approved by the City Attorney; and recommending ratification by City Council. (Presentation by Robert Schneeman, Economic Development Project Manager)

Summary/History:

Allen's Transport USA, Inc. has expressed an interest in purchasing approximately 12 acres at the Industrial Park. The property is located at the northwest corner of the intersection of Gateway Drive and Venture Drive. (See attached Exhibit A.

Financial Impact:

Revenue of approximately $300,000 dependent upon actual acreage determined by a survey on the ground.

Other Information/Recommendation:

Attachments:

1.	Allens Transport Resolution	Allens Transport Resolution.pdf
2.	Allen Trans Contract Exhibit	Allen Trans Contract Exhibit.pdf

Presentation:

Robert Schneeman

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Guy Andrews	Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS AUTHORIZING THE SALE OF APPROXIMATELY 12 ACRES OF LAND OUT OF THE SAN ANGELO BUSINESS AND INDUSTRIAL PARK TO ALLEN'S TRANSPORT USA, INC. AT A PRICE OF $25,000.00 PER ACRE; AUTHORIZING THE BOARD PRESIDENT TO NEGOTIATE AND EXECUTE A REAL ESTATE SALES CONTRACT IN A FORM APPROVED BY THE CITY ATTORNEY; AND RECOMMENDING RATIFICATION BY CITY COUNCIL.

WHEREAS, on September 19, 2000, the City of San Angelo ("CITY") conveyed to the City of San Angelo Development Corporation ("COSADC") 406.674 acres of land, restricted to use as an industrial park; and

WHEREAS, COSADC has recorded a Declaration of Covenants, Conditions and Restrictions and an amendment to said Declaration, the same relating to development of the land as an industrial park; and,

WHEREAS the COSADC Board has determined that the sales price is an adequate consideration and that the proposed sale of approximately 12 acres of land to Allen's Transport USA, Inc. shall be subject to said use restrictions and Declaration of Covenants, Conditions and Restrictions, as amended,

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION THAT:

The Board hereby authorizes the sale of 12 acres of land out of the San Angelo Business and Industrial Park, being out of the Remainder of Lot 1, Block 2, San Angelo Gateway Addition as shown in plat recorded at Cabinet "F" Slide 17, Plat Records of Tom Green County, Texas, to Allen's Transport USA, Inc. at a price of $25,000.00 per acre, the exact area to be determined by a survey on the ground; authorizes the Board President to prepare and execute a real estate sales contract with Jeff Prince Operating, LP in a form approved by the City Attorney; and recommends ratification by City Council

ADOPTED on this the 26th[d] day of June, 2019.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

_____
Todd Kolls, President

ATTEST:

_____
Nora Nevarez, Corporation Secretary

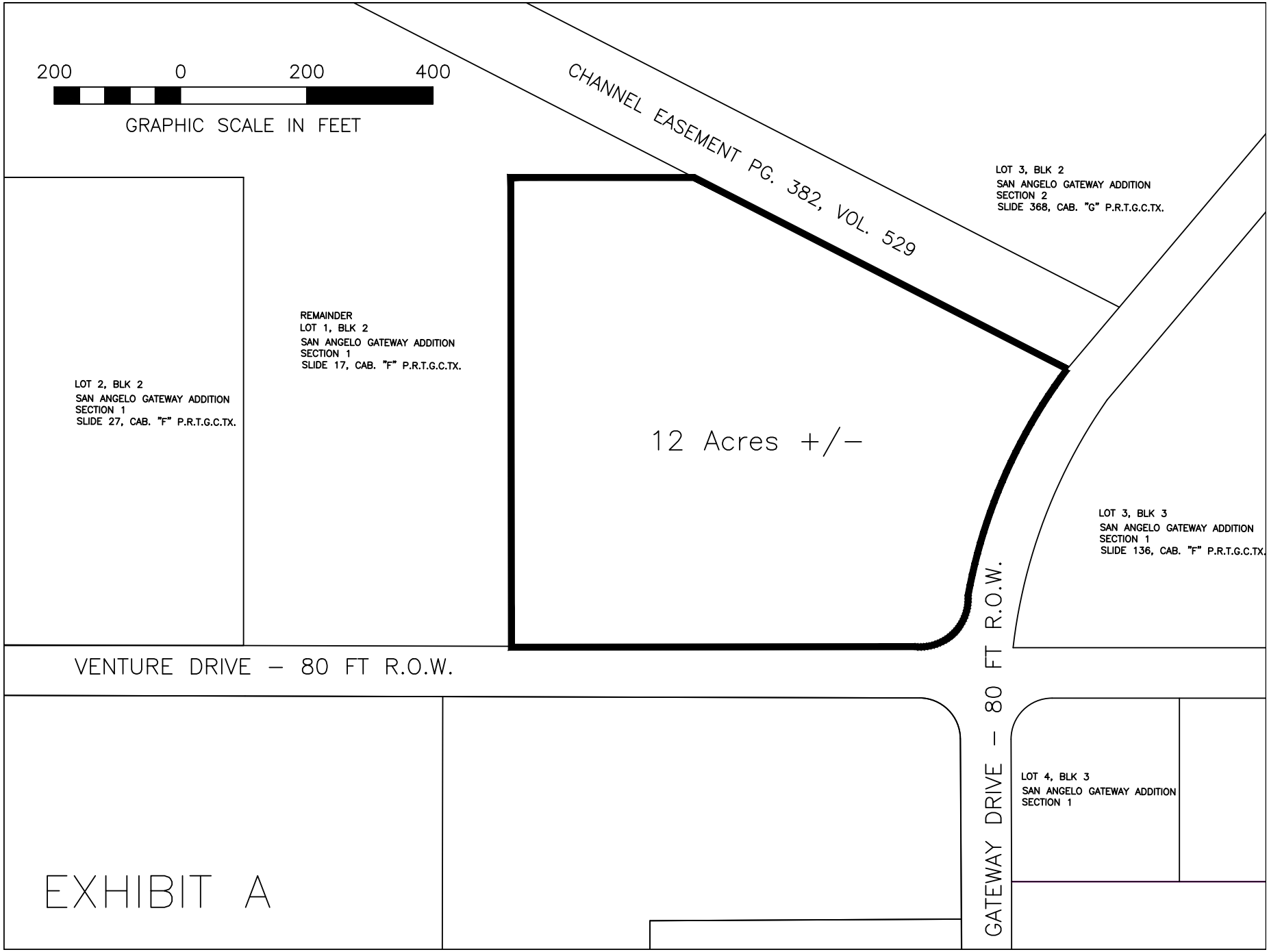
APPROVED AS TO FORM

Dan Saluri, Deputy City Attorney

APPROVED AS TO CONTENT

Guy Andrews, Director of Economic Development

RATIFIED by City Council this _____ day of _____, 2019.


200 0 200 400
GRAPHIC SCALE IN FEET
CHANNEL EASEMENT PG. 382, VOL. 529
LOT 3, BLK 2
SAN ANGELO GATEWAY ADDITION
SECTION 2
SLIDE 368, CAB. "G" P.R.T.G.C.TX.
REMAINDER
LOT 1, BLK 2
SAN ANGELO GATEWAY ADDITION
SECTION 1
SLIDE 17, CAB. "F" P.R.T.G.C.TX.
LOT 2, BLK 2
SAN ANGELO GATEWAY ADDITION
SECTION 1
SLIDE 27, CAB. "F" P.R.T.G.C.TX.
12 Acres +/-
LOT 3, BLK 3
SAN ANGELO GATEWAY ADDITION
SECTION 1
SLIDE 136, CAB. "F" P.R.T.G.C.TX.
VENTURE DRIVE - 80 FT R.O.W.
GATEWAY DRIVE - 80 FT R.O.W.
LOT 4, BLK 3
SAN ANGELO GATEWAY ADDITION
SECTION 1
EXHIBIT A

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Executive Session Item

Caption:

Section 551.087 to deliberate regarding commercial or financial information that the Board is receiving from business prospects with whom economic development negotiations are being conducted, and discuss financial or other incentives relating to the following projects:

Project 2019-S28
Project 2019-DB68
Project 2018-S224
Project CHEM 1
SMC Global
Rail Port Marketing Program Development

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Executive Session Item

Caption:

Section 551.072 to deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person

A vacant tract of land being 180 +/- acres out of J C Matthews Abstract 8071, Survey 0178, and being a portion of Property identified as Tax ID #61-08071-0711-000-00, located adjacent to the south right of way of FM 2105 approximately 1.5 miles west of Hwy 277

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Guy Andrews	Final Approval

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: June 26, 2019

Item type: Executive Session Item

Caption:

Section 551.071(2) consult with attorney when the governmental body seeks the advice of its attorney on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter, regarding:

Protection 1, Contract

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Nolan Sosa	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval