



Agenda 3/23/2022

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on March 23, 2022 at 8:30 AM at the East Mezzanine of City Hall, 72 W. College Ave., 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. Recognition

- a. Recognition of Edward Carrasco and Bill Dendle for their dedicated service to the City of San Angelo Development Corporation Board of Directors (Presentation by Guy Andrews, Director of Economic Development)

5. Consent Agenda

- a. Consider approving the necessary Corporation disbursements
- b. Consider approving the February 23, 2022 Meeting Minutes
- c. Consider approving the February 2022 Financial Statements
- d. Consider authorizing the City Internal Auditor to continue a compliance audit of the Professional Services Performance Agreement by and between the City of San Angelo Development Corporation and the San Angelo Chamber of Commerce (Guy Andrews)

6. Regular Agenda

- a. Consider authorizing the use of sales and use tax funds for the 2022 Business Plan Competition in the amount of \$80,000 as authorized under Texas Local Government Code Ch. 505, and in conjunction with this approval approving an advertising services agreement by and between the City of San Angelo Development Corporation and McLaughlin Advertising in the amount of \$5,000 for marketing and promotion of the 2022 Business Plan Competition and authorizing the Board President or their designee to negotiate and execute all necessary documents (Presentation by Nora Nevarez, Economic Development Assistant)

- b. Reconsideration and possible action regarding the second prize award for the 2021 Business Plan Competition to Lonestar Cheeseburger and authorizing the Board President to execute all necessary documents. (Nolan Sosa, Economic Development Administrator)

7. 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:

8. Follow Up and Administrative Issues

- a. Consideration and possible action of items discussed in Closed Session, if needed
- b. Announcements and consideration of Future Agenda Items

9. Workshop Agenda

- a. Board Member Orientation (Presentation by Nolan Sosa, Economic Development Administrator)
- b. Presentation of Corporation Financials and discussion of the Corporation's current financial position (Tina Dierschke, Director of Finance)
- c. Presentation of the 2021 City of San Angelo Development Corporation Annual Report (Presentation by Nolan Sosa, Economic Development Administrator)
- d. Presentation of 2022-2023 Chamber of Commerce Economic Development Department Plan of Action (Michael Looney, Vice President of Economic Development – San Angelo Chamber of Commerce)
- e. Discussion of 2022-2023 Development Corporation Priorities and Objectives (Presentation by Nolan Sosa, Economic Development Administrator)

10. 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 18th day of March, 2022 at 5:00 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.

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

Meeting Date: March 23, 2022

Item type: Consent Item

Caption:

Consider approving the necessary Corporation disbursements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|-----------------------------|
| 1. | Disbursement 03-23-2022 | Disbursement 03-23-2022.pdf |
|----|-------------------------|-----------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Guy Andrews	Final Approval

Economic Development

Total for Board Consideration	\$	58,800.00
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Total Economic Development Disbursements	\$ 63,154.43
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Total Routine Disbursements	\$	-
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Grand Total Disbursements this Period	\$ 118,208.75
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Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: March 23, 2022

Item type: Consent Item

Caption:

Consider approving the February 23, 2022 Meeting Minutes

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | |
|------------------------------|-------------------------------|
| 1. COSADC Minutes 02-23-2022 | COSADC Minutes 02-23-2022.pdf |
|------------------------------|-------------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Brandon Dyson	Approved
Guy Andrews	Final Approval

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, February 23, 2022

Present:

Max Puello, President
John Bariou, First Vice President
Garland Freeze, Second Vice President
Chris Evatt, Director

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, President Puello called the regular session of the City of San Angelo Development Corporation to order at 8:30 a.m., on Wednesday, February 23, 2022 in the City of San Angelo City Hall, East Mezzanine Room at 72 W College Avenue, San Angelo, TX 76903

2. Prayer

An invocation was provided by First Vice President Bariou.

3. Public Comment

No public comments were made.

4. Recognition

- a. Recognition of Edward Carrasco, Bill Dendle and Erika Lara for their dedicated service to the City of San Angelo Development Corporation Board of Directors (Presentation by Guy Andrews, Director of Economic Development)

Director Edward Carrasco and Bill Dendle were not present.

Guy Andrews, Director of Economic Development thanked Erika Lara for serving on the board and presented her with a plaque. Director Lara served from 2019 to 2021.

5. Consent Agenda

- a. Consider approving the necessary Corporation disbursements
- b. Consider approving the January 26, 2022 Meeting Minutes
- c. Consider approving the January 2022 Financial Statements

Motion: Second Vice President Freeze made a motion, seconded by First Vice President Bariou to approve the consent agenda as presented. The motion carried unanimously four (4) ayes to zero (0) nays.

6. Regular Agenda

- a. Consider a resolution authorizing the Investment Policy for the City of San Angelo Development Corporation Fund for 2022 and retroactively approving the Investment Policies for 2020 and 2021 (Presentation made by Tina Dierschke, Director of Finance)

Motion: First Vice President Bariou made a motion, seconded by Second Vice President Freeze to approve the Investment Policy for 2022 and retroactively approve the Investment Policy for 2020. The motion carried unanimously four (4) ayes to zero (0) nays.

- b. Public Hearing regarding a project under Chapters 501 and 505 of the Texas Local Government Code to utilize Sales and Use Tax funds in an amount not to exceed \$188,000 to fund site improvements, including brush and trash removal, to San Angelo Business and Industrial Park Phase 2 . (Presentation made by Robert Schneeman, Economic Development Project Manager)

No Public Comment

- c. Public Hearing regarding the use of sales and use tax in an amount not to exceed \$32,500 to provide an Economic Development Incentive to 4540 Construction, LLC for a project authorized for a Type B Corporation under Local Government Code Chapter 505 Subchapter D (Presentation by Nolan Sosa, Economic Development Administrator)

No Public Comment

7. Follow Up and Administrative Issues

- a. Announcements and consideration of Future Agenda Items

Nora Nevarez, Economic Development Assistant reminded the board, at the next regular meeting schedule for March 23, 2022, they will be conducting a workshop at the meeting.

8. Adjournment

Motion: First Vice President Bariou made a motion, seconded by Director Evatt to adjourn the meeting. The motion carried unanimously four (4) ayes to zero (0) nays.

There being no further business, the meeting adjourned by consensus at 8:41 a.m.

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

Meeting Date: March 23, 2022

Item type: Consent Item

Caption:

Consider approving the February 2022 Financial Statements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|----------------|--------------------|
| 1. | COSADC FS 2202 | COSADC FS 2202.pdf |
|----|----------------|--------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Guy Andrews	Final Approval

City of San Angelo Development Corporation

Financial Information and Schedules As of February 28, 2022

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Hickory Water Supply

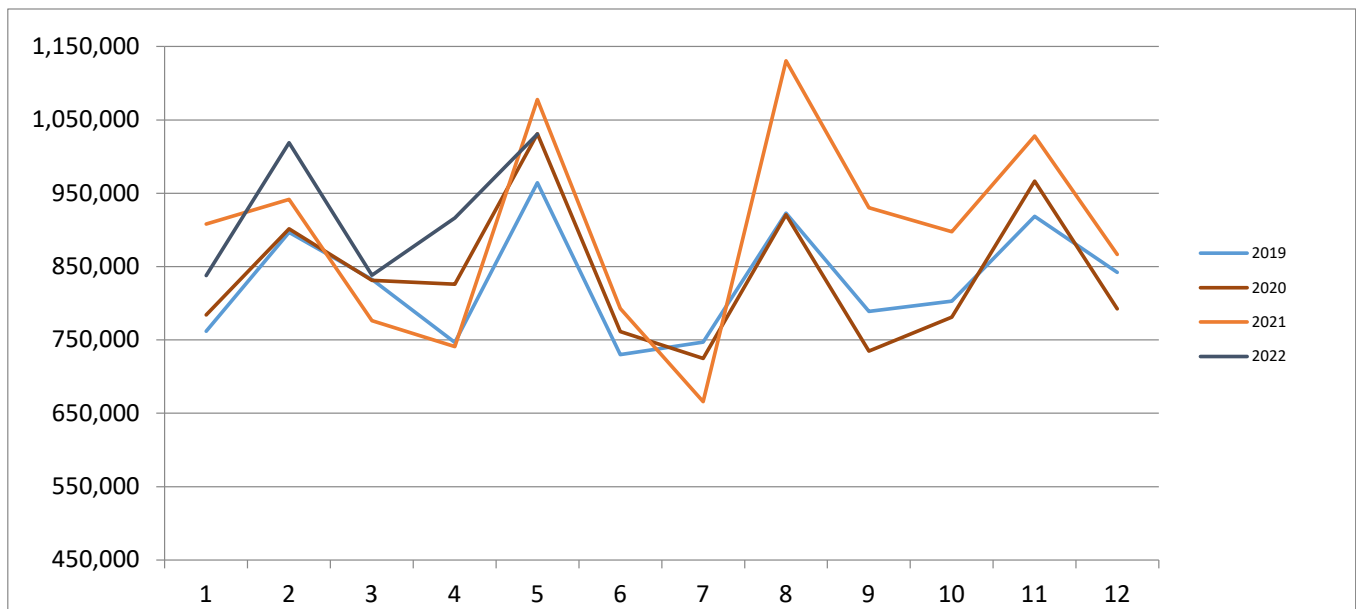
**City of San Angelo Development Corporation
Executive Summary
February 2022**

Available Fund Balances

Unassigned Fund Balance-Economic Development	4,150,372
Unassigned Fund Balance-Ballot	2,388,613

Sales Tax Analysis

Month	2019	2020	2021	2022	% Over/(Under)
Oct	761,865	784,232	907,912	837,902	-7.71%
Nov	896,890	901,416	941,714	1,018,994	8.21%
Dec	832,486	831,209	776,336	838,245	7.97%
Jan	746,604	826,116	740,927	916,151	23.65%
Feb	964,281	1,030,912	1,077,963	1,030,426	-4.41%
Mar	730,020	761,229	792,882		
Apr	747,020	725,032	665,954		
May	923,026	920,877	1,130,561		
Jun	789,102	734,988	930,276		
Jul	802,784	781,279	897,588		
Aug	918,423	966,590	1,027,915		
Sep	842,023	792,202	866,535		



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of February 28, 2022

ASSETS

Current Assets

Checking/Savings

Cash 622,162

Money Market 1,716,645

Total Checking/Savings 2,338,806

Accounts Receivable

Leases 82,530

Total Accounts Receivable 82,530

Other Current Assets

Investments 7,994,845

Total Other Current Assets 7,994,845

Total Current Assets 10,416,181

Fixed Assets

Land -Industrial Park 69,395

Industrial Park-Phase I 567,414

Industrial Park-Phase II 38,624

Industrial Park-Phase III 20,377

Building-Business Resource Ctr 2,004,967

Accum Depr-Building (974,373)

Total Fixed Assets 1,726,403

TOTAL ASSETS

12,142,585

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Accounts Payable 390

Total Current Liabilities 390

Total Liabilities 390

Fund Equity

Committed for Eco. Dev. Projects 6,265,419

Restricted for Fixed Assets 1,726,403

Unassigned Fund Balance 4,150,372

Total Fund Equity 12,142,195

TOTAL LIABILITIES & FUND EQUITY

12,142,585

City of San Angelo Development Corporation
Revenue & Expenditure Report - Economic Development
February 2022

		Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues							
Sales & Use Tax		2,852,009	288,519	1,299,681	1,299,681	(1,552,328)	46%
Interest on Investments		9,464	3,452	9,297	9,297	(167)	98%
Lease Income		10	75	6,320	6,320	6,310	100%
Miscellaneous Income		-	-	78,408	78,408	78,408	100%
Total Revenues		2,861,483	292,046	1,393,706	1,393,706	(1,467,777)	49%
Expenditures							
Administrative		191,986	3,290	75,891	81,987	(109,999)	43%
City Services		705,946	176,487	176,487	176,487	(529,459)	25%
Industrial Park Ops & Maint		18,462	429	3,393	6,445	(12,017)	35%
Marketing-Chamber of Commerce		262,500	-	131,250	262,500	-	100%
Advertising		14,500	-	11,500	11,956	(2,544)	82%
Utilities		314,265	108,615	134,487	280,027	(34,238)	89%
Capital		62,500	-	573	573	(61,927)	1%
Business Factory		138,784	596	7,546	15,095	(123,689)	11%
Total Operating Expenditures		1,708,943	289,417	541,127	835,070	(873,873)	49%
Projects							
Principle LED	DC0134	1,004	-	-	-	(1,004)	0%
Phase II Sewer Line	DC0136	96,000	-	-	-	(96,000)	0%
TXDOT Aside Program Grant	DC0137	60,500	-	-	-	(60,500)	0%
CalTech	DC0138	181,950	-	-	-	(181,950)	0%
Parkhill	DC0139	10,006	-	795	10,006	-	100%
Grant Works	DC0140	2,500	2,500	2,500	2,500	-	100%
Netco	DC0142	5,500	-	-	-	(5,500)	0%
Elite Solutions	DC0145	15,260	-	-	-	(15,260)	0%
Industrial Park-Phase II	DC0147	3,416	-	-	2,848	(568)	83%
US Customs Retention II	DC0152	151,762	-	-	-	(151,762)	0%
Principle LED BREP	DC0154	2,500	-	-	-	(2,500)	0%
Chadbourne Street	DC0157	750,000	-	-	-	(750,000)	0%
West Texas Steel	DC0162	59,000	-	-	-	(59,000)	0%
SMC Global	DC0163	160,000	-	-	-	(160,000)	0%
J's Deer & Wild Game	DC0164	15,000	-	-	-	(15,000)	0%
Double Barrel	DC0167	20,000	-	-	-	(20,000)	0%
Ethicon	DC0170	325,047	-	-	-	(325,047)	0%
Centurion BREP	DC0171	6,000	-	-	-	(6,000)	0%
Wendland Manufacturing	DC0176	400,000	-	-	-	(400,000)	0%
US 87 Monuments	DC0178	40,726	-	-	-	(40,726)	0%
Airport Exit Monument	DC0179	100,000	-	-	-	(100,000)	0%
TGC/GAFB II	DC0181	145,000	-	49,584	49,584	(95,416)	34%
SMC Global - BREP	DC0182	362,500	-	-	-	(362,500)	0%
Dorado Construction	DC0183	50,000	-	-	-	(50,000)	0%
Ind Park Monument	DC0187	2,400	-	-	2,400	-	100%
Ind Park Clearing	DC0188	25,000	-	-	-	(25,000)	0%
SkyWest Advertising	DC0189	100,000	-	-	-	(100,000)	0%
Hangar Code Study	DC0191	6,725	-	-	-	(6,725)	0%
Skyline P3	DC0192	3,000,000	-	-	-	(3,000,000)	0%
BREP - 4540 Construction	DC0201	32,500	-	-	-	(32,500)	0%
Ind. Park Brush Clearing	DC0202	188,000	-	-	-	(188,000)	0%
Future Projects		997,650	-	-	-	(997,650)	0%
Total Project Expenditures		7,315,946	2,500	52,879	67,338	(7,248,608)	1%
Total Expenditures		9,024,889	291,917	594,006	902,408	(8,122,481)	7%
Revenue Over/(Under) Expenditures		(6,163,406)	129	799,700	491,298		

City of San Angelo Development Corporation
Economic Development Projects
As of February 28, 2022

Project	Code	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Principle LED	DC0134	550,001	516,123	-	515,119	1,004
Phase II Sewer Line	DC0136	100,000	100,000	-	4,000	96,000
TXDOT Aside Program Grant	DC0137	100,000	100,000	-	39,500	60,500
CalTech	DC0138	603,999	223,050	-	41,100	181,950
Parkhill	DC0139	308,000	323,000	795	313,788	9,212
Grant Works	DC0140	54,000	54,000	2,500	54,000	-
Netco	DC0142	60,000	60,000	-	54,500	5,500
Elite Solutions	DC0145	40,260	15,260	-	-	15,260
Industrial Park-Phase II	DC0147	2,000,000	4,226,136	-	4,222,719	3,417
US Customs Retention II	DC0152	46,435	1,149,225	-	997,462	151,763
Principle LED BREP	DC0154	300,147	300,147	-	297,647	2,500
Chadbourne Street	DC0157	1,500,000	3,750,000	-	3,000,000	750,000
West Texas Steel	DC0162	59,000	59,000	-	-	59,000
SMC Global	DC0163	200,000	200,000	-	40,000	160,000
J's Deer & Wild Game	DC0164	60,000	60,000	-	45,000	15,000
Double Barrel	DC0167	70,000	70,000	-	50,000	20,000
Ethicon	DC0170	47,724	325,047	-	-	325,047
Centurion BREP	DC0171	36,000	36,000	-	30,000	6,000
Wendland Manufacturing	DC0176	400,000	400,000	-	-	400,000
US 87 Monuments	DC0178	150,000	150,000	-	109,274	40,726
Airport Exit Monument	DC0179	100,000	100,000	-	-	100,000
TGC/GAFB II	DC0181	145,000	145,000	49,584	49,584	95,416
SMC Global - BREP	DC0182	362,500	362,500	-	-	362,500
Dorado Construction	DC0183	150,000	150,000	-	100,000	50,000
Ind Park Monument	DC0187	5,800	5,800	-	3,400	2,400
Ind Park Clearing	DC0188	25,000	25,000	-	-	25,000
SkyWest Advertising	DC0189	200,000	200,000	-	100,000	100,000
Hangar Code Study	DC0191	25,000	25,000	-	18,275	6,725
Skyline P3	DC0192	3,000,000	3,000,000	-	-	3,000,000
BREP - 4540 Construction	DC0201	32,500	32,500	-	-	32,500
Ind. Park Brush Clearing	DC0202	188,000	188,000	-	-	188,000
		10,698,866	16,130,288	52,879	10,085,369	6,265,419

Total Committed, Not Expended

6,265,419

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of February 28, 2022

ASSETS

Current Assets

Checking/Savings

Cash

1,004

Money Market

5,668,397

Total Checking/Savings

5,669,400

Other Current Assets

Investments

2,000,688

Total Other Current Assets

2,000,688

Total Current Assets

7,670,088

TOTAL ASSETS

7,670,088

LIABILITIES & FUND EQUITY

Fund Equity

Committed for Ballot Projects

726,980

Assigned for Debt Service

4,554,495

Unassigned Fund Balance

2,388,613

Total Fund Equity

7,670,088

TOTAL LIABILITIES & FUND EQUITY

7,670,088

City of San Angelo Development Corporation
Revenue & Expenditure Report - Ballot
February 2022

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	7,333,738	741,906	3,342,036	3,342,036	(3,991,702)	46%
Interest on Investments	24,336	8,056	20,988	20,988	(3,348)	86%
Total Revenues	7,358,074	749,962	3,363,024	3,363,024	(3,995,050)	46%
Expenditures						
City Services	78,914	19,729.00	19,729.00	19,729.00	(59,185)	25%
Loan/Debt Service	5,465,394	-	-	-	(5,465,394)	0%
Total Operating Expenditures	5,544,308	19,729	19,729	19,729	(5,524,579)	0%
Projects						
West TX Water Partnership	200,000	-	10,781	10,781	(189,219)	5%
Affordable Housing	537,760	-	-	-	(537,760)	0%
Water Rights	498,960	-	-	-	(498,960)	0%
Future Projects	809,941	-	-	-	(809,941)	0%
Total Project Expenditures	2,046,661	-	10,781	10,781	(2,035,880)	1%
Total Expenditures	7,590,969	19,729	30,510	30,510	(7,560,459)	0%
Revenue Over/(Under) Expenditures	(232,895)	730,233	3,332,514	3,332,514		

City of San Angelo Development Corporation
Ballot Projects
As of February 28, 2022

Project	Project Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	857,010	10,781	667,791	189,219
* Reclaimed Water Alternatives	1,389,965	-	1,389,965	-
* Red Arroyo Storm Water Basin	151,040	-	151,040	-
Total Expenditures	2,398,015	10,781	2,208,796	189,219
Total Water Supply Projects				189,219
Affordable Housing				
Revenues				
* Sale of Fixed Assets - Blackshear Properties	394,351	-	394,351	-
Total Revenues				
Expenditures				
Affordable Housing	3,920,207	-	3,382,446	537,761
* Administrative Contract	120,405	-	120,405	-
* Blackshear Neighborhood Boundary	28,300	-	28,300	-
* Blackshear Properties	404,125	-	404,125	-
* Neighborhood Blitz	550,000	-	550,000	-
* Neighbors Helping Neighbors	53,000	-	53,000	-
* Rebuilding Together - Housing One Stop	23,759	-	23,759	-
* Rebuilding Together - Housing Repair	74,920	-	74,920	-
* Rehabs	114,487	-	114,487	-
* Roofing Grant	200,000	-	200,000	-
Total Expenditures	5,489,203	-	4,951,443	537,761
Total Affordable Housing				537,761
Other Projects				
* Sports Facilities Maintenance	285,353	-	285,353	-
Total Expenditures	285,353	-	285,353	-
Total Ballot Projects Committed, Not Expended				726,980

Voter Approved Projects:

* Fort Concho Improvements	900,000	-	900,000	-
* Sports & Athletics Facilities	708,744	-	708,744	-
* 29th Street Sports Complex	1,750,000	-	1,750,000	-
Total Expenditures	3,358,744	-	3,358,744	-
Total Voter Approved Projects Committed, Not Expended				-
* Completed				

City of San Angelo Development Corporation
Transaction Detail by Account
February 2022

Group #	PO #	Type	Date	Number	Description	Amount
Fund 700 DEVELOPMENT CORPORATION						
700-0000-313.00-00 TAX / SALES AND USE TAX						
	3095	AJ	2/28/2022	229	COSADC Sales Tax	288,519.14
700-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS						
	3106	AJ	2/28/2022	235	MM Interest ED	193.43
	3106	AJ	2/28/2022	235	Investment Interes	3,259.00
700-0000-363.11-00 RENT / RENT						
	2763	AJ	2/15/2022	MR		75.00
700-0700-411.03-11 PROFESSIONAL & TECHNICAL / INDIRECT COST						
	2716	AP	2/9/2022	5589	CITY OF SAN ANGELO	67,854.00
700-0700-411.03-12 PROFESSIONAL & TECHNICAL / ADMINISTRATIV						
	2716	AP	2/9/2022	5589	CITY OF SAN ANGELO	108,632.50
700-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL						
	2746	124270 AP	1/21/2022	5594	GRANTWORKS, INC	2,500.00
PROJECT#: DC0140						
700-0700-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI						
	2536	AJ	2/4/2022	UT	UB CHARGE UPDATE	128.68
	2490	AJ	2/2/2022	UT	UB CHARGE UPDATE	15.00
700-0700-411.04-12 PURCHASED SERVICES / NATURAL GAS						
	2745	126545 AP	2/7/2022	5588	ATMOS ENERGY	369.83
700-0700-411.04-13 PURCHASED SERVICES / ELECTRICITY						
	2438	AP	1/17/2022	691074	GEXA ENERGY, LP	634.49
700-0700-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAI						
	2862	127371 AP	2/9/2022	5600	MAMMOTH SERVICES,	104,089.00
	2745	126231 AP	2/8/2022	5596	RADS WINDOW CLEANI	350.00
	2745	126677 AP	2/8/2022	5595	JOWERS COMMERCIAL	800.00
	2745	126233 AP	2/1/2022	5592	ENER-TEL SERVICES	100.00
	2548	126269 AP	1/31/2022	5587	REPUBLIC SERVICES,	64.51
	2746	127006 AP	1/31/2022	5590	CONCHO VALLEY ELEC	45.25
	2716	AP	1/27/2022	5597	TEX DEPT OF LICENS	20.00
	2435	126677 AP	1/24/2022	5583	JOWERS COMMERCIAL	1,150.00
	2435	127299 AP	1/10/2022	5586	STATEWIDE ELEVATOR	287.15
	2437	127298 AP	11/30/2021	5584	JR SILVA TREE SERV	561.00
700-0700-411.04-33 PURCHASED SERVICES / VEHICLE MAINTENANCE						
	3109	AJ	2/28/2022	238	Mthly Vehicle Main	282.93
700-0700-411.04-42 PURCHASED SERVICES / RENT OF EQUIPMENT						
	2747	127331 AP	12/21/2021	5591	CTWP	758.31
700-0700-411.05-30 PURCHASED SERVICES / COMMUNICATION						
	3096	AJ	2/28/2022	230	VoIP - Feb 22	305.82
	3100	AJ	2/28/2022	234	Suddenlink Feb 22	681.81
700-0700-411.05-42 PURCHASED SERVICES / LEGAL NOTICES						
	2745	126771 AP	2/2/2022	5593	GO SAN ANGELO	410.08
	2863	126771 AP	1/1/2022	5599	GO SAN ANGELO	463.38
700-0700-411.05-65 PURCHASED SERVICES / SPECIAL PROJECT "A"						
	2745	126230 AP	2/1/2022	5598	WALLACE, RUSSELL E	596.00
700-0700-411.06-10 SUPPLIES / OFFICE SUPPLIES						
	2435	127167 AP	1/26/2022	5582	ANGELO AWARDS	192.78
700-0700-411.06-26 SUPPLIES / GASOLINE						
	3109	AJ	2/28/2022	238	Mthly Fuel Expense	100.90
700-0700-411.06-30 SUPPLIES / FOOD						
	2433	AP	12/16/2021	10051	CITIBANK, N.A	57.50

City of San Angelo Development Corporation
Transaction Detail by Account
February 2022

Group #	PO #	Type	Date	Number	Description	Amount
	2433	AP	12/9/2021	10051	CITIBANK, N.A	36.44
700-0705-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI						
	2618	AJ	2/8/2022	UT	UB CHARGE UPDATE	61.38
	2579	AJ	2/7/2022	UT	UB CHARGE UPDATE	37.37
700-0705-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAI						
	2437	127298 AP	11/30/2021	5584	JR SILVA TREE SERV	330.00
 Fund 711 COSADC - BALLOT						
711-0000-313.00-00 TAX / SALES AND USE TAX						
	3095	AJ	2/28/2022	229	COSADC Sales Tax	741,906.37
711-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS						
	3106	AJ	2/28/2022	235	MM Interest Ballot	451.35
	3106	AJ	2/28/2022	235	Investment Interes	7,604.33
711-0700-411.03-11 PROFESSIONAL & TECHNICAL / INDIRECT COST						
	2716	AP	2/9/2022	2011	CITY OF SAN ANGELO	12,194.75
711-0700-411.03-13 PROFESSIONAL & TECHNICAL / ADM SVCS-AFFO						
	2716	AP	2/9/2022	2011	CITY OF SAN ANGELO	7,533.75

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures Fiscal Year through February 28, 2022

Hickory Water Supply - Fund 516 Debt Payments Through 2031

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance		55,328		55,328			
REVENUES:							
Interest		-	-	-	-	596,221	596,221
C.O. Proceeds		-	-	-	-	119,998,750	119,998,750
Total Revenues		-	-	-	-	120,594,971	120,594,971
EXPENDITURES:							
Easements/Property Damage	4150	-	-	-	-	106,865	106,865
Engineering	4157	45,626	-	45,626	-	18,744,693	18,790,319
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		45,626	-	45,626	-	119,621,260	119,666,886
Revenue Over/(Under) Expenditures		(45,626)	-	(45,626)			
Ending Fund Balance		9,702		9,702			

	Revenues
Previous Years Activity	120,594,890
Current Year Budget	-
Less Interest Earned	(596,140)
TOTAL	119,998,750

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures Fiscal Year through February 28, 2022

Hickory Water Supply II - Fund 527 Debt Payments Through 2045

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance*		10,069		10,069			
REVENUES:							
Interest Income		-	-	-	-	10,069	10,069
C.O. Proceeds		52,311,560	-	-	(52,311,560)	3,763,441	3,763,441
Total Revenues		52,311,560	-	-	(52,311,560)	3,773,510	3,773,510
EXPENDITURES:							
Post Construction	4150	255,500	-	-	(255,500)	-	-
Design & Inspection	4157	3,160,800	-	-	(3,160,800)	-	-
Construction	4159	40,620,412	-	-	(40,620,412)	-	-
Issue Costs	9900	-	-	-	-	1,469,664	1,469,664
Contingencies	9900	8,274,848	-	-	(8,274,848)	-	-
Transfer to Debt Service	1994	-	-	-	-	2,293,777	2,293,777
Total Expenditures		52,311,560	-	-	(52,311,560)	3,763,441	3,763,441
Revenue Over/(Under) Expenditures		-	-	-			
Ending Fund Balance		10,069		10,069			

*Preliminary

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

Meeting Date: March 23, 2022

Item type: Consent Item

Caption:

Consider authorizing the City Internal Auditor to continue a compliance audit of the Professional Services Performance Agreement by and between the City of San Angelo Development Corporation and the San Angelo Chamber of Commerce (Guy Andrews)

Summary/History:

The City Internal Auditor requested information from the San Angelo Chamber of Commerce as part of a contract compliance audit. The President and CEO of the Chamber of Commerce submitted a written request to COSADC Staff that the COSADC Board of Directors authorize the release of said information and effect written notice calling for the audit.

Under Section 5 of the Agreement, the Chamber is entitled to at least five (5) days' written notice from COSADC to inspect all books and records necessary to verify compliance.

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|---|---|
| 1. | 20-1102_COSADC_CHAMBER_K_2021(FINAL).docx | 20-1102_COSADC_CHAMBER_K_2021(FINAL).docx.pdf |
| 2. | COSADC CHAMBER AGREEMENT AMEND 1 (002).docx | COSADC CHAMBER AGREEMENT AMEND 1 (002).docx.pdf |

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Guy Andrews	Final Approval

2021 COSADC-CHAMBER OF COMMERCE
PROFESSIONAL SERVICES PERFORMANCE AGREEMENT

This Agreement is entered into this 28th day of October 2020, and having an Effective Date of January 1, 2021, by and between the CITY OF SAN ANGELO DEVELOPMENT CORPORATION, a Texas nonprofit economic development corporation (“COSADC”) and the SAN ANGELO CHAMBER OF COMMERCE, INCORPORATED. a Texas non-profit corporation (“PROVIDER”).

RECITAL

A. COSADC is in need of professional economic development marketing and recruitment services to develop and implement an economic development marketing and recruitment program which will be conducive to ensuring the continued economic growth of the City of San Angelo (“Services”).

B. PROVIDER possesses all necessary qualifications and expertise to perform Services.

C. COSADC wishes to engage the services of PROVIDER, and PROVIDER wishes to perform Services for COSADC, under the terms and conditions set forth herein (“Agreement”).

NOW THEREFORE, in consideration of the mutual covenants and promises herein contained, COSADC and PROVIDER agree as follows:

TERMS

1. **RECITAL:** The recitals are true and correct and are hereby incorporated into and made a part of this Agreement.

2. **INITIAL TERM:** The Initial Term of this Agreement shall commence on the Effective Date, subject to authorization of the COSADC Board and approval of the City Council, and shall be in effect for two (2) years, terminating on December 31, 2022 (“Term”), unless earlier

terminated as herein provided and subject to extension by duly authorized written agreement of the parties.

3. SCOPE OF SERVICE:

A. PROVIDER agrees to provide Services as prescribed in **Exhibit “A”**, “SCOPE OF SERVICES”, attached here to and made a part of this Agreement for all purposes.

B. PROVIDER represents and warrants to COSADC that: (i) it possesses all qualifications, licenses and expertise required for the performance of Services; (ii) it is not delinquent in the payment of any sums due COSADC, including payment of permit fees, occupational licenses, etc., nor in the performance of any obligations to COSADC; (iii) all personnel assigned to perform Services are and shall be, at all times during the term hereof, fully qualified and trained to perform the tasks assigned to each; and (iv) Services will be performed in the manner prescribed in **Exhibit “A”**.

4. COMPENSATION:

A. The total compensation payable by COSADC to PROVIDER for the Initial Term of this Agreement shall be \$262,500. In no event shall the total compensation payable under this Agreement for the Initial Term exceed TWO HUNDRED SIXTY-TWO THOUSAND FIVE HUNDRED AND NO/100 DOLLARS (\$262,500).

B. PROVIDER shall maintain supporting documentation that contains sufficient detail to reflect work performed under Agreement to allow a proper audit of expenditures should COSADC require one to be performed.

C. Compensation payable by COSADC to PROVIDER under 4(A) “COMPENSATION” shall be paid quarterly according to the following schedule:

January 1, 2021 - \$65,625.

April 1, 2021 - \$65,625.

July 1, 2021 - \$65,625.

October 1, 2021 - \$65,625.

D. PROVIDER shall refund and remit to COSADC any and all compensation paid to PROVIDER by COSADC, not later than sixty (60) days after expiration of each fiscal year or after termination of Agreement under 7. "TERMINATION" hereunder, which are verified as being attributable to Services not actually performed or rendered by PROVIDER under Agreement.

5. AUDIT AND INSPECTION RIGHTS: CHAMBER shall establish and maintain a reasonable accounting system necessary to track, report and verify performance of the services to be provided under this agreement. During the Initial Term of this Agreement and any extension thereof, and for a period of three years from and after its expiration of the term as the term may be extended, PROVIDER shall allow COSADC or its third party auditor, upon five (5) days advance notice, to inspect and audit all books and records of PROVIDER as necessary to verify PROVIDER's compliance with the terms and conditions of this Agreement.

6. INDEPENDENT PROVIDER: This Agreement is not intended to create a joint enterprise. PROVIDER is and shall at all times be considered as an independent provider and neither PROVIDER nor PROVIDER's employees shall be considered to be employees of COSADC or the City of San Angelo ("City").

A. PROVIDER agrees that this Agreement does not entitle PROVIDER or its employees, agents, or volunteers to workers' compensation benefits, unemployment compensation benefits, or any other benefits or protections that accrue from an employment relationship, all of which shall remain the sole and exclusive responsibility of PROVIDER or its employees or agents.

B. PROVIDER, its employees or agents shall be responsible for any business registration or licenses required by any governmental entity relating to PROVIDER's services under this Agreement.

C. Neither PROVIDER nor PROVIDER's employees, agents or volunteers are to be considered agents or employees of COSADC or City for any purpose, including that of federal and state taxation, and neither PROVIDER nor its employees or agents are entitled to any of the benefits that the COSADC or City may provide to their employees.

7. TERMINATION: It is understood and agreed that either COSADC or PROVIDER may terminate this Agreement for convenience upon thirty (30) days prior written notice to the other party.

8. AMENDMENT: Agreement constitutes the sole and entire agreement between COSADC and PROVIDER. No modification or amendment hereto shall be valid unless in a written instrument entered into by COSADC and PROVIDER, authorized by the COSADC Board and approved by City Council.

9. CONTINGENCY CLAUSE: COSADC funding for this Agreement is contingent on the availability of funds and continued authorization from the City Council. This Agreement is subject to amendment or termination upon thirty days advance notice given to PROVIDER due to lack of funds, reduction of funds or discontinuance of City Council authorization.

10. ASSIGNMENT: This Agreement is not to be assigned by PROVIDER, in whole or in part, and PROVIDER shall not assign any part of its operations.

11. REPORTING: PROVIDER shall report to COSADC on its activities in relation to this Agreement as described in **Exhibit "B"** and upon request by COSADC Board.

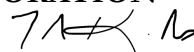
12. **HOLD HARMLESS:** Each party agrees to indemnify, hold harmless, and defend the other from any and all claims, causes of action, and damages of every kind arising from the operations of the other, its officers, agents and employees, carried out in furtherance of this Agreement.

13. **ENTIRE AGREEMENT:** This Agreement constitutes the entire agreement between the parties hereto with respect to the subject matter contained in it, and supersedes all prior agreements, understandings and negotiations between the parties. The express terms of this Agreement control and supersede any course of performance or usage of trade inconsistent with any of the terms of the Agreement.

EXECUTED in duplicate originals this day of October 28, 2020.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

By:



Todd Kolls, President

ATTEST:

DocuSigned by:



By:

B488B0407DA14CD...

Nora Nevarez, Corporate Secretary

SAN ANGELO CHAMBER OF COMMERCE, INCORPORATED

By:

DocuSigned by:



E. Walter Koenig, President

EMAIL: walt@sanangelo.org

APPROVED AS TO CONTENT

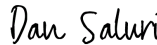
APPROVED AS TO FORM

DocuSigned by:



Guy D. Andrews, Economic Development Director

DocuSigned by:



Dan T. Saluri, Deputy City Attorney

EXHIBIT “A”

SCOPE OF SERVICES

The scope of services provided under this agreement include marketing, recruitment and related activities described in the “Task Summary”, **Attachment 1** to this Exhibit. The Tasks shall, pertain to industries identified in the COSADC Strategic Plan and target jobs having specific NAICS Code classifications as outlined in **Attachment 2** to this Exhibit. The task descriptions below contain a number of specifically prescribed functions to be performed in carrying out the Scope of Services.

Task 1

Marketing and Recruitment Services

- A. Provide professional economic development marketing and recruitment services to develop and implement an economic development marketing and recruitment program with all necessary qualifications and expertise to perform services.
- B. Provide Public Relations services.
- C. Participate in marketing efforts with the Governor’s Office, Texas Economic Development Council, Texas Midwest Community Network (TMCN) and other economic development organizations to promote San Angelo for job creation and capital investment.
- D. Meet with the COSADC Economic Development Director prior to presenting to the Board for consideration and final adoption of the PROVIDER’s *Plan of Action* as it relates to economic development marketing and recruitment to solicit comments and input on desired outcomes and activities related to COSADC funding.
- E. Present, no later than the October meetings of each year, such *Plan of Action* as it relates to economic development marketing and recruitment for approval at a regular meeting of the

COSADC. COSADC and PROVIDER staff will review the PROVIDER's Plan of Action as it relates to evaluating the success of efforts in the plan.

- F. Present a written report, in January, April, July and October of each year to COSADC concerning the status of each task.
- G. Maintain and publish a Community Profile, cost of living index, special media advertising land and buildings, general community information necessary for the site selection process.
- H. Provide background information for any projects including, but not limited to, the site requirement form, economic impact analysis (which may be written in cooperation with COSADC on a case-by-case basis), prospect summary reports for use by COSADC staff in their preparation of a formal incentive application, financial due diligence reviews and/or presentations to the COSADC Board of Directors and City Council. Upon award of financial incentives as recommended by COSADC and approved by the City Council, COSADC shall become the primary point of contact for said business.
- I. Work in cooperation with local economic development partners through the Business Resource Center model.
- J. Maintain a cross-branded website between COSADC and PROVIDER website, with links as deemed appropriate by PROVIDER, to other local, state, and federal business resources, that will direct traffic to other partner websites including but not limited to: San Angelo Development Corporation, Downtown San Angelo, The Business Factory, Concho Valley Workforce Development, the ASU Small Business Development Center, Howard College/West Texas Training Center, and the San Angelo Chamber of Commerce, and any other economic development partner.
- K. Coordinate San Angelo responses to all prospect leads, ensuring complete information sharing and involvement of all relevant economic development partners. All contacts and actions on

leads, existing and potential companies/employers will be maintained and organized by PROVIDER using a mutually agreeable project management system.

- L. Maintain current community information and other relevant information required by business prospects. This information is to be updated as soon as relevant new market data is available each year and coordinated with COSADC Staff to ensure consistency of data provided by COSADC and PROVIDER.

Task 2

Internet & Print Marketing

This may include subscriptions to online interactive sites, internet advertising costs, and any print media.

Task 3

Marketing Campaigns

Provide marketing materials to prospective primary job creators. PROVIDER will provide information to potential prospective employers highlighting the benefits of the regional market, labor pool, facilities, amenities, etc. encouraging them to consider San Angelo for expansion, relocation or merger/acquisition with existing primary employers. Consider and encourage, when feasible, cooperative working and supply relations between prospective employers and existing San Angelo companies. PROVIDER will, considering the impacts of the COVID—19 pandemic, develop special marketing campaigns that address developing opportunities that arise such as those resulting from supply chain disruptions, on-shoring initiatives, and other adaptations resulting from the changed business and industrial environment.

Task 4

Prospect Meetings and Coordination

Encourage personal visits to San Angelo to discuss investment in the City with PROVIDER, COSADC staff, City/County staff, Workforce Development and all other economic development partners.

Task 5

Trade Shows

PROVIDER may engage in attendance at, exhibitor participation in, or the hosting of national, regional or local trade shows.

Task 6

Site Selector/Prospect Generation Services

PROVIDER may utilize website services and electronic advertising and engage the services of qualified professional site selection/prospect generation services to create greater awareness of the benefits of the San Angelo market, workforce, facilities and incentives.

Task 7

Goodfellow AFB Outreach

Coordinate with personnel at Goodfellow AFB, Department of Defense, Department of the Air Force, NSA and related personnel to retain and increase the AFB facility size and missions.

Task 8

Third Party Services

PROVIDER may engage third-party expert consultants when appropriate to assist in the capture of new employers or the expansion of existing employers into San Angelo.

Task 9

Maintain Professional Memberships

Maintain professional memberships and contact with economic development allies, and resource providers, such as the Governor's Economic Development Office, Texas Economic Development Council, Private Lead Generation/Site Selector Companies, Utility Companies, Texas Midwest Community Network (TMCN) and other economic development organizations.

Task 10

SARMA/BRE Cooperative Efforts

Coordinate with the Business Expansion and Retention Coordinator of COSADC to conduct periodic visits to existing industries and businesses that have qualifying NAICS codes.

Task 11

Rail Business Recruitment

Actively recruit new businesses to the San Angelo intermodal rail facility, working with COSADC and consultants. Explore, along with consultants, new business opportunities in Mexico that would utilize the South Orient Freight Corridor.

Task 12

Industrial Career Promotion and/or Talent Acquisition for Post-Secondary Tech Students

Actively engage in Industrial Career Promotion and/or Talent Acquisition utilizing special outreach to post-secondary tech school students nearing graduation, encouraging them to work in the trades in San Angelo.

Task 13

Industrial Career Promotion and/or Talent Acquisition for High School Students

Actively engage in Industrial Career Promotion and/or Talent Acquisition utilizing special outreach to high school students to encourage them to acquire technical training and to work in the trades in San Angelo.

Task 14

Industrial Training

Actively engage in activities with the Texas Manufacturing Assistance Center (TMAC) and other trade organization to provide Industry Training to local industries and businesses with qualifying NAICS codes.

EXHIBIT “A”**Attachment 1****TASK SUMMARY**

Task 1	Marketing and Recruitment Services	
Task 2	Internet & Print Marketing	
Task 3	Marketing Campaigns	
Task 4	Prospect Meetings and Coordination	
Task 5	Trade Shows	
Task 6	Site Selector/Prospect generation services	
Task 7	Goodfellow AFB outreach	
Task 8	Third Party Services	
Task 9	Professional Memberships	
Task 10	SARMA/BRE Cooperative Efforts	
Task 11	Rail Business and Operator Recruitment	
Task 12	Industrial Career Promotion and/or Talent Acquisition for Post-Secondary Tech Students	
Task 13	Industrial Career Promotion and/or Talent Acquisition for High School Students	
Task 14	Industrial Training	

EXHIBIT “A”**Attachment 2****NAICS CODE – ELIGIBLE “TARGETED INDUSTRIES”**

NAICS code-eligible “targeted industries” that provide “Primary jobs” as approved under the Development Corporation Act of 1979 are listed in the table below. A “Primary job” means;

(A) a job that is: (i) available at a company for which a majority of the products or services of that company are ultimately exported to regional, statewide, national, or international markets infusing new dollars into the local economy; and, (ii) included in one of the following sectors of the North American Industry Classification System (NAICS):

<u>Sector Number</u>	<u>Description</u>
111	Crop Production
112	Animal Production
113	Forestry and Logging
115	Support Activities for Agriculture and Forestry
211-213	Mining
221	Utilities
311-339	Manufacturing
42	Wholesale Trade
48-49	Transportation and Warehousing
523-525	Securities, Commodity Contracts, and other Financial Investments and related activities; Insurance Carriers and Related Activities; Funds, Trusts, and Other Financial Vehicles
5413, 5415	Scientific Research and Development Services
5416, 5417, 5419 and 551	Management of Companies and Enterprises
56142	Telephone Call Centers
922140	Correctional Institutions

(B)

<u>Sector Number</u>	<u>Description</u>
928110	A job that is included in NAICS sector number 928110, National Security, for the corresponding index entries for Armed Forces, Army, Navy, Air Force, Marine Corps, and Military Bases.

EXHIBIT “B”
REPORTING REQUIREMENTS

1. **Weekly written update from the Chamber on all economic development related activities.**
2. **Monthly oral and written report to the COSADC Board of projects under negotiation with prospects.**
3. **Quarterly oral and written summary to the COSADC Board.**
4. **Annual oral and written report to the COSADC Board.**
5. **Other reports and meetings as requested by the COSADC Board.**

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January 19, 2021

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**AMENDMENT 1 TO THE 2021 COSADC-CHAMBER OF COMMERCE
PROFESSIONAL SERVICES PERFORMANCE AGREEMENT**

RECITALS:

WHEREAS, the City of San Angelo Development Corporation ("COSADC") and the San Angelo Chamber of Commerce ("Provider") entered into a Professional Services Performance Agreement ("Agreement") on October 28, 2020, to be effective January 1, 2021, under which Provider performs various marketing, recruitment and related services for COSADC; and

WHEREAS, the Agreement was approved by COSADC for a term of two years with compensation totaling \$262,500 annually; and

WHEREAS, the executed Agreement instead mistakenly provided for total compensation in the amount of \$262,500 for the entire two-year term; and

WHEREAS, the Parties desire to correct this discrepancy through this amendment; and

WHEREAS, the Parties further desire to amend the Agreement to allow for an additional task under the Scope of Services to provide a direct marketing campaign in support of SkyWest Airlines, Inc.

NOW, THEREFORE, the parties agree as follows:

PART 1: That Section 2 "Initial Term" under the Agreement is hereby amended as follows:

"2. Term. The Term of this Agreement shall commence on the Effective Date, subject to authorization of the COSADC Board and approval of the City Council, and shall be in effect through March 31, 2023 ("Term"), unless earlier terminated as herein provided and subject to extension by duly authorized written agreement of the parties."

PART 2: That Section 4 "Compensation", Subsection A under the Agreement is hereby amended as follows:

"4. Compensation

- A. The total compensation payable by COSADC to PROVIDER for the Term of this Agreement shall be \$725,000. In no event shall the total compensation payable under this Agreement for the Term exceed SEVEN HUNDRED TWENTY-FIVE THOUSAND AND NO/100 DOLLARS (\$725,000)."

PART 3: That Section 4 "Compensation", Subsection C under the Agreement is hereby amended as follows:

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January 19, 2021

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"4. Compensation

C. Compensation payable by COSADC to PROVIDER under 4(A) "COMPENSATION" shall be paid quarterly according to the following schedule:

January 1, 2021 - \$65,625

April 1, 2021 – \$140,625

July 1, 2021 – \$90,625

October 1, 2021 – \$90,625

January 1, 2022 - \$90,625

April 1, 2022 – \$90,625

July 1, 2022 – \$90,625

October 1, 2022 – \$65,625

*Services related to tasks 1-14 shall commence on January 1, 2021 and continue until December 31, 2022. Services related to task 15 (SkyWest Airlines, Inc.) shall commence on April 1, 2021 and continue until April 20, 2023. Quarterly payments in the schedule above are adjusted to reflect such service periods.

PART 4: That Exhibit "A" "Scope of Services" under the Agreement is amended to add Task 15 as follows:

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"Task 15

SkyWest Airlines, Inc.

Plan and coordinate a direct marketing campaign in support of and agreeable to SkyWest Airlines, Inc. in an amount not to exceed TWO HUNDRED THOUSAND AND NO/100 DOLLARS (\$200,000)."

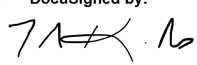
PART 5: That Exhibit "A" Attachment 1 "Task Summary" under the Agreement is amended to add "Task 15 - SkyWest Airlines, Inc."

All other terms and conditions of the Agreement shall remain in full force and effect unless amended and changed by further amendment.

Signatures on following page.

IN WITNESS WHEREOF, the parties hereto have caused this AMENDMENT to be executed by their respective duly authorized officials on this 20th day of January, 2020

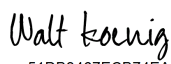
**CITY OF SAN ANGELO DEVELOPMENT
CORPORATION**

DocuSigned by:
By: 
D5BB05B2E1E14B1
Todd Kolls, President

ATTEST:

DocuSigned by:
By: 
B488B9107DA14CD...
Nora Nevarez, Corporate Secretary

**SAN ANGELO CHAMBER OF COMMERCE,
INCORPORATED**

DocuSigned by:
By: 
51DB3467EGB74EA...
E. Walter Koenig, President

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January 19, 2021

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APPROVED AS TO CONTENT:

DocuSigned by:

Guy Andrews

C8555192C6917A...
Guy D. Andrews

Economic Development Director

APPROVED AS TO FORM:

DocuSigned by:

Brandon Dyson

9A482A61406744A...
Brandon Dyson

Assistant City Attorney

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

Meeting Date: March 23, 2022

Item type: Regular Item

Caption:

Consider authorizing the use of sales and use tax funds for the 2022 Business Plan Competition in the amount of \$80,000 as authorized under Texas Local Government Code Ch. 505, and in conjunction with this approval approving an advertising services agreement by and between the City of San Angelo Development Corporation and McLaughlin Advertising in the amount of \$5,000 for marketing and promotion of the 2022 Business Plan Competition and authorizing the Board President or their designee to negotiate and execute all necessary documents (Presentation by Nora Nevarez, Economic Development Assistant)

Summary/History:

McLaughlin Advertising will promote the Business Plan Competition pre and post award. These services generally include print advertising, radio and television advertising, billboard placement, and web advertising. The scope of services will be more specifically outlined in an Advertising Services Agreement, which will be prepared by the City Attorney's Office in a form approved by the Board President or their Designee.

Additionally, this allocation includes \$70,000 for prize funds(1st Place = \$40,000; 2nd Place = \$20,000; & 3rd Place = \$10,000) and \$5,000 for general competition expenses.

Financial Impact:

The \$80,000 amount for Business Plan Competition expenses is budgeted in account number 700-0700-411.05-65.

Other Information/Recommendation:

Staff recommends authorizing the use of sales and use tax funds for the 2022 Business Plan Competition in the amount of \$80,000 as authorized under Texas Local Government Code Ch. 505, and in conjunction with this approval, approving an advertising services agreement by and between the City of San Angelo Development Corporation and McLaughlin Advertising in the amount of \$5,000 for marketing and promotion of the 2022 Business Plan Competition and authorizing the Board President or their designee to negotiate and execute all necessary documents.

Attachments:

1. COSADC Promotional Purposes Resolution COSADC Promotional Purposes Resolution.docx

Presentation:

Nora Nevarez

Approvals/Reviews:

Nora Nevarez

Brandon Dyson

Tina Dierschke

Guy Andrews

Created/Initiated

Approved

Approved

Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO ECONOMIC DEVELOPMENT CORPORATION BOARD OF DIRECTORS AUTHORIZING THE USE OF SALES AND USE TAX PROCEEDS PURSUANT TO TEXAS LOCAL GOVERNMENT CODE, CHAPTER 505, SECTION 505.103 FOR ECONOMIC DEVELOPMENT PROMOTIONAL PURPOSES SPONSORING THE 2022 BUSINESS PLAN COMPETITION IN THE AMOUNT OF \$80,000, AND IN CONJUNCTION THEREWITH APPROVING AN ADVERTISING SERVICES AGREEMENT WITH MCLAUGHLIN ADVERTISING IN AN AMOUNT NOT TO EXCEED \$5,000 FOR MARKETING AND PROMOTION OF THE 2022 BUSINESS PLAN COMPETITION, AND AUTHORIZING THE BOARD PRESIDENT OR HIS DESIGNEE TO NEGOTIATE AND EXECUTE ALL NECESSARY DOCUMENTS

WHEREAS, pursuant to the Texas Development Corporation Act (hereinafter the “Act”), COSADC may spend not more than 10 percent of its corporate revenues for promotional purposes; and

WHEREAS, the Business Plan Competition promotes various economic development activities that COSADC is engaged in within the City of San Angelo; and

WHEREAS, the COSADC Board of Directors desires to allocate \$80,000 towards sponsoring the 2022 Business Plan Competition, which amount does not exceed more than 10 percent of its corporate revenues; and

WHEREAS, in conjunction with and included within the \$80,000 allocation, the Board further desires to authorize an advertising services agreement with McLaughlin Advertising in an amount not to exceed \$5,000 for marketing and promotion of the 2022 Business Plan Competition.

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

The City of San Angelo Development Corporation offers this Resolution in support of City Council approval of expenditure of sales and use tax funds for economic development promotional purposes sponsoring the 2022 Business Plan Competition in an amount not to exceed \$80,000; inclusive of an amount not to exceed \$5,000 for entering into an advertising services agreement with McLaughlin Advertising for marketing and promoting the 2022 Business Plan Competition; finding that the foregoing recitals are true and correct and incorporating them by reference as if set forth in their entirety herein; and authorizing the Board President or his designee to negotiate and execute all necessary documents.

ADOPTED on this the 23rd day of March, 2022.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

Max Puello, President

ATTEST:

Nora Nevarez, Corporation Secretary

APPROVED AS TO FORM

Brandon Dyson, Deputy City Attorney

APPROVED AS TO CONTENT

Guy Andrews, Director of
Economic Development

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

Meeting Date: March 23, 2022

Item type: Regular Item

Caption:

Reconsideration and possible action regarding the second prize award for the 2021 Business Plan Competition to Lonestar Cheeseburger and authorizing the Board President to execute all necessary documents. (Nolan Sosa, Economic Development Administrator)

Summary/History:

On November 17, 2021, Lonestar Cheeseburger was selected as the second place winner of the 2021 Business Plan Competition. We began negotiating an agreement in January 2022. Staff seeks direction from the Board of Directors on how to proceed with negotiations.

Financial Impact:

Other Information/Recommendation:

Staff recommends reconsideration of the second prize award for the 2021 Business Plan Competition.

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez

Brandon Dyson

Guy Andrews

Created/Initiated

Approved

Final Approval

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

Meeting Date: March 23, 2022

Item type: Regular Item

Caption:

Presentation of Corporation Financials and discussion of the Corporation's current financial position (Tina Dierschke, Director of Finance)

Summary/History:

- Overview of how the Type B sales tax operates
- Summary of the Corporation's current financial position
- Presentation of FYTD financials (through February 2022)

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez

Tina Dierschke

Brandon Dyson

Guy Andrews

Created/Initiated

Approved

Approved

Final Approval



The City of San Angelo Development Corporation (COSADC) is a Type B non-profit economic development corporation formed under the Texas Development Corporation Act of 1979 and is 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. In addition, the Corporation undertakes community development projects that enhance our quality of life.



MISSION:

The City of San Angelo Development Corporation, working with our 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. We aim to make San Angelo a place where people want to live and conduct business.

ECONOMIC DEVELOPMENT PARTNERS:

City of San Angelo, Texas, Tom Green County, Goodfellow Air Force Base, San Angelo Independent School District, San Angelo Chamber of Commerce, Concho Valley Workforce Development Board, Angelo State University, Howard College, Angelo State Small Business Development Center, Downtown San Angelo, Inc., Keep San Angelo Beautiful, and countless others who work toward improving and growing San Angelo. We embrace all who are pro-San Angelo.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS

- Max Puello, President
- John Bariou, First Vice President
- Garland Freeze, Second Vice President
- Chris Evatt, Director
- Dr. Clifton Jones, Director
- Joe Spano, Director
- Dr. Ruben Ceballos, Director

SAN ANGELO ECONOMIC DEVELOPMENT TEAM -
City of San Angelo Development Corporation Staff



Guy Andrews
Director of Economic Development



Nolan A. Sosa
Economic Development Administrator



Bob Schneeman
Economic Development Project Manager



Nora Nevarez
Economic Development Assistant

SAN ANGELO ECONOMIC DEVELOPMENT TEAM -
San Angelo Chamber of Commerce Staff



Walt Keonig
President and CEO



Michael Looney
V.P. of Economic Development



Mike Berry
Economic Development Manager

A MESSAGE FROM THE DIRECTOR



Dear Community Members,

The City of San Angelo Development Corporation (COSADC) proudly serves as a key economic driver for San Angelo, Texas and the surrounding region. Our primary goal is to increase job opportunities and capital investment in our community by strategically leveraging your sales tax dollars. We accomplish our goals by partnering with community stakeholders who share our commitment to building prosperity for the citizens of San Angelo.

The San Angelo City Council identified transportation infrastructure as a top economic development priority. Their charge was clear. Invest in “Planes, Trains, and Automobiles.” As a result, the Development Corporation made significant capital investments in all three areas in 2021. In the upcoming year, COSADC Staff will continue pursuing our goals to make San Angelo a transportation hub for the region, state, and nation. In the following pages, you will see the results of our efforts for the betterment and benefit of San Angelo - now and in the future.

With great appreciation for the San Angelo Community,

Guy D. Andrews,
Director - City of San Angelo Development Corporation



PLANES

The Development Corporation undertook several projects at the San Angelo Regional Airport during 2021 in pursuit of our “Planes” initiative. Primarily, our projects supported both economic growth (e.g., new investment, job creation and retention) and infrastructure development that will position the San Angelo Regional Airport as a key gateway to San Angelo’s economy.



First, the Development Corporation funded ramp and facility improvements for the U.S. Customs and Border Protection Air and Marine Operations (CBPAMO) center. The CBPAMO mission is vital for our national security and provides high-paying jobs for skilled workers who will live and work in San Angelo.



Next, the Development Corporation funded aesthetic improvements to welcome visitors to San Angelo. Previously, an unsightly wall of trees and brush welcomed visitors to San Angelo. The Development Corporation funded brush clearing across from the airport and the construction of a new Airport Entrance Sign. Now, when visitors depart the Airport, a sign greets them by saying "Welcome to San Angelo."



Last, the Development Corporation formed a Public-Private Partnership with Skyline Aviation, Inc. for major facilities improvements, including rehabilitation of the GTE Hangar, construction of two new parking lots, commercial apron improvements, and the construction of a new Fixed Base Operator (FBO) lounge and office space. This partnership underscores the Development Corporation's commitment to produce synergistic economic growth through collaboration with community partners and private enterprise.



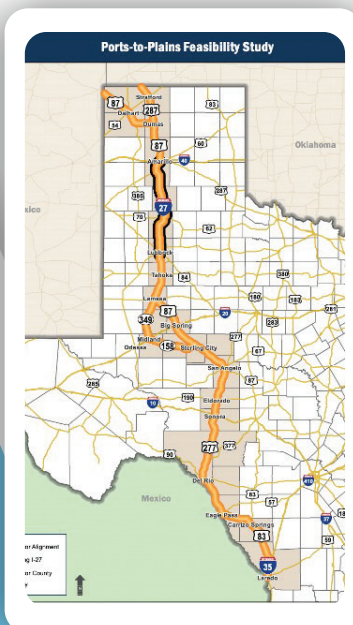
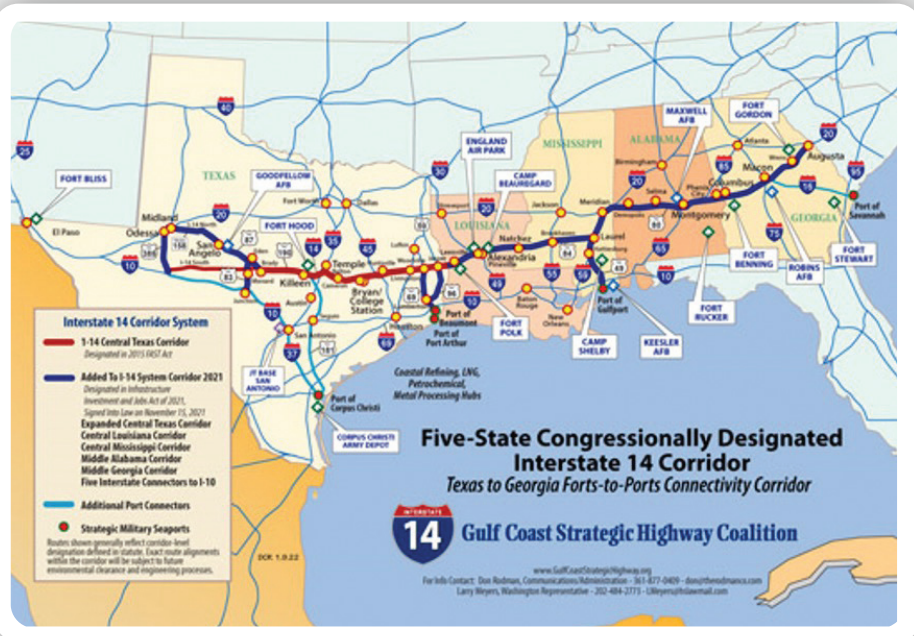
TRAINS

In 2019, the Development Corporation purchased a vacant tract of land suitable for industrial development as a railroad trans-loading facility. The COSADC Board and San Angelo City Council realized that investment in railroad infrastructure could yield significant gains for San Angelo's industrial base. Thus, COSADC Partnered with Shea Transportation Consulting and South Plains Lamesa Railroad to develop a multi-modal trans-loading facility. Once completed, this facility will strengthen our local economy by positioning San Angelo as a strategic international shipping point.



Through our Public-Private Partnership with South Plains Lamesa Railroad, we've realized considerable growth at the rail port over the past year. Shad Wisener and his team cleared brush and laid track at an extraordinary pace, attracting the attention of multiple logistics and manufacturing operations. In the upcoming year, we will continue supporting South Plains Lamesa Railroad and their efforts to build a world-class facility in San Angelo, Texas.

San Angelo, Texas is one of the largest United States cities without direct access to an interstate highway. The Development Corporation Board and the San Angelo City Council recognized the importance of interstate access for San Angelo's long-term economic prosperity many decades ago. The Development Corporation leveraged our membership in both the Ports to Plains Alliance, Transportation Advocates of Texas, and the Gulf States Strategic Highway Coalition to advocate for San Angelo's interests in future interstate developments.



In 2021, our decades-long efforts paid off when the United States Congress officially designated San Angelo as part of the proposed Interstate 14 corridor. Further, we expect that both I-14 and I-27 will intersect in San Angelo, which would bring significant tourist and commercial attention to San Angelo. Over the next year, we will redouble our efforts to prioritize “automobiles” as a key driver of San Angelo’s economic growth.



BUSINESS RETENTION & EXPANSION EFFORTS

The City of San Angelo Development Corporation's Business Retention and Expansion Program (BREP) is an incentive program that assists local businesses who are interested in expanding their business, either through additional capital investment, hiring additional personnel, or some combination thereof. Incentives may take the form of monetary grants, tax rebates, development fee reimbursements, or other non-monetary assistance. The program can also help retain companies who may contemplate leaving San Angelo or expanding in another location. Currently, there are 14 active BREP performance agreements with incentives ranging from \$5,975 to \$1,057,203.

SAN ANGELO BUSINESS & INDUSTRIAL PARK



Phase 1 Land Sales

There were no sales of property in the Industrial Park during 2021.

There is currently a total of approximately 17.6 acres available for sale in Phase 1 of the Industrial Park and an additional approximately 7 acres also potentially available (currently under option).

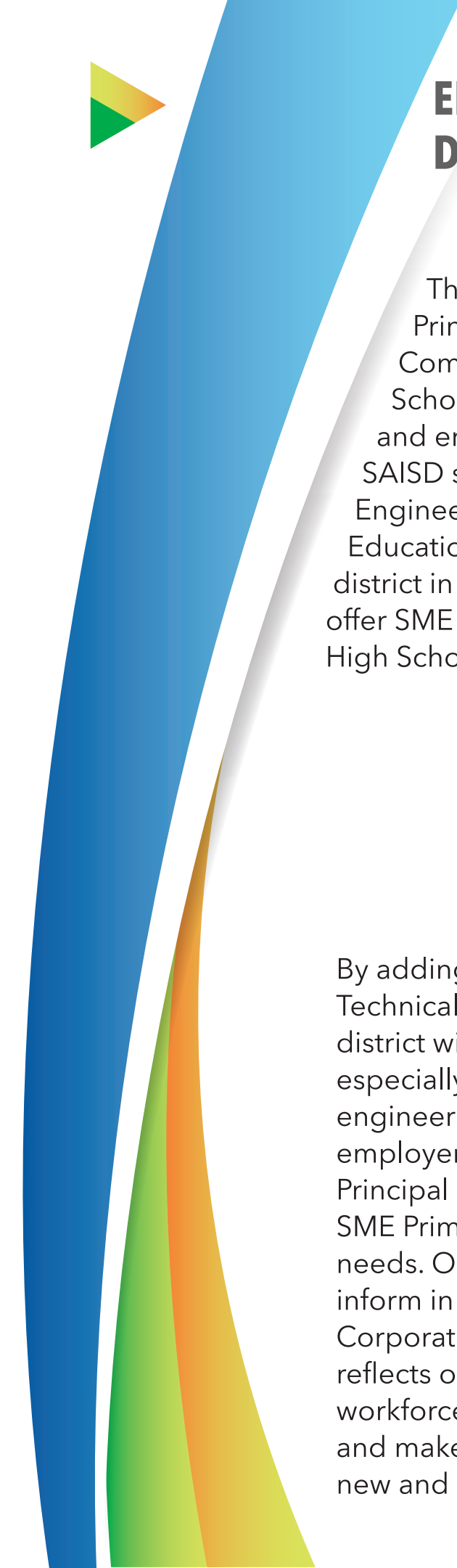
Phase 2.1 and 2.2.

Bids for Phases 2.1 and 2.2 were requested in December 2019 and the Low Bid was submitted by Reece Albert, Inc.

Phase 2.1 is funded by COSADC while Phase 2.2 is partially funded by a grant from the Federal Economic Development Administration in an amount up to \$1,250,000 requiring a 50/50 match by COSADC. The total construction cost for Phases 2.1 and 2.2 which provides water, sanitary sewer, storm drainage and street improvements, was approximately \$4.2 MM. Of that total, COSADC received a grant not to exceed \$1.25 MM from the Federal Economic Development Administration for Phase 2.2. All work was completed and approved by the City Engineering Inspectors as of September 15, 2021.

At its meeting on January 26, 2022, the Development Corporation Board of Directors selected MWC Interests, Inc. for brush and trash removal, and removal of existing surface improvements structures for a total consisting of approximately 96 acres with a total project budget of \$188,000. The project also includes requisite stormwater pollution prevention measures.

There are approximately 118 acres available in Phase 2 overall, excluding streets and drainage.



EDUCATION & WORKFORCE DEVELOPMENT EFFORTS

The Development Corporation, along with Ethicon, Principal LED, and the San Angelo Chamber of Commerce, supported the San Angelo Independent School District's efforts to bring unique manufacturing and engineering education and career opportunities to SAISD students via the Society of Manufacturing Engineers (SME) Partnership Response in Manufacturing Education (PRIME) schools initiative. SAISD will be the only district in West Texas, and only the second statewide, to offer SME PRIME opportunities to students at both Central High School and Lake View High School.



SAN ANGELO ISD

By adding the SME program to the expansive Career and Technical Education (CTE) offerings at SAISD, the school district will provide more career-readiness for students, especially those interested in manufacturing and engineering careers. Further, this program will help local employers meet their hiring needs. Currently, Ethicon and Principal LED are providing valuable industry insight to SME Prime to help align curriculum planning with industry needs. Once completed, SAISD will use this information to inform in their curriculum development. The Development Corporation's participation in this important initiative reflects our ongoing commitment to developing a skilled workforce, which ultimately benefits our local employers and makes San Angelo a more competitive site for both new and expanding enterprise.



About the Competition

The San Angelo Business Plan Competition is a three-phase business plan competition for start-up and existing businesses that plan to grow their businesses in San Angelo.

The Competition is coordinated by the City of San Angelo Development Corporation, ASU Small Business Development Center (SBDC), and the ASU Norris-Vincent College of Business. The Development Corporation provides cash and in-kind prizes to the winners.

The competition kicked off May 4th, 2021. The Competition Coordinators received thirty entries. Nine entrants advanced to Phase II. Those entrants who advanced to Phase III (Final Phase) presented their Final Business Plans to the judges on November 13th, 2021. The Competition Coordinators announced the three prize winners on November 17th, 2021, at the City of San Angelo Development Corporation meeting.



SAN ANGELO
Business
PLAN
competition



FIRST PLACE WINNER

Cowboy Up Chocolates
(\$40,000)

Owned and operated by Charles and Misty Mullin. The business has been in business for the past 12 years. They recently moved to their new location at 6 E. Concho Street.



SECOND PLACE WINNER

Lonestar Cheeseburger Company
(\$20,000)

Lonestar Cheeseburger Company is owned and operated by Tim Condon, Executive Chef.



THIRD PLACE WINNER

Medical Arts Pharmacy
(\$10,000)

Medical Arts Pharmacy is owned and operated by Bryan Abernathy. Bryan purchased the pharmacy in February 2015.



THE BUSINESS FACTORY (BUSINESS INCUBATOR)

The Business Factory (Business Incubator) program began in 2003. It was designed for small business and entrepreneurs in San Angelo and the Concho Valley area. The clients enjoy the networking benefits and a professional atmosphere. All offices suites are equipped with office furniture, utilities, and access to conference and training facilities. Incubator clients also receive training hosted by the ASU Small Business Development Center. We provide these amenities so that our clients can focus on growing their business and creating jobs for our community. Over the last 18 years, the Business Factory has assisted over 38 businesses within our community and successfully graduated 13 of those companies.

Centurion Planning and Design – 2021 Business Incubator Graduate

Centurion Planning and Design graduated in June 2021. They occupied 6 office suites and have 10 employees.

“The past three years at the Business Resource Center (incubator as we fondly refer to it), have been invaluable to us. The Development Corporation, Dave Erickson (Angelo State SBDC), and the entire Business Resource Center team were available at a minutes’ notice to answer questions or help us brainstorm challenges.”

- Molly Waller, Centurion Planning and Design





CITY OF
SAN ANGELO
— TEXAS —
Development Corporation