



Agenda 5/24/2023

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on May 24, 2023 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. Consent Agenda

- a. Consider approving the necessary Corporation disbursement
- b. Consider approving the regular meeting minutes of April 26, 2023
- c. Consider approving the April 2022 Financials (Tina Dierschke)

5. Regular Agenda

- a. Consider appointing a President, First and Second Vice President for the City of San Angelo Development Corporation (Presentation by Michael Dane, Interim Director of Economic Development)
- b. Discuss topics for the June Workshop meeting. (Presentation by Michael Dane, Interim Director of Economic Development)
- c. Presentation of the 2022 City of San Angelo Development Corporation Annual Report (Presentation by Michael Dane, Interim Director of Economic Development)
- d. Consider authorizing the Board President to negotiate and execute Amendment 1 to the 2023 COSADC-Chamber of Commerce Professional Services Performance Agreement with ratification by City Council (Presentation made by Michael Dane, Interim Director of Economic Development)
- e. Update regarding the Economic Development Director position and search process (Presentation by Michael Dane, Interim Director of Economic Development)

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 - Business prospect negotiations regarding
 - 1. Technology Tower , LLC
 - 2. ASU Pilot Training Facility at Mathis Field
 - 3. Project Monet

7. 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

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 19th day of May 2023 at 5:00 P.M.

Michael Dane
Economic Development Interim 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 will provide for reasonable accommodations for persons attending the Development Corporation 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, or the ADA Coordinator at 325-657-4407 for request, or by completing a request form online at cosatx.us/ada.

COSADC meetings are broadcast on Channel 17-Government Access at 8:00 A.M. on every Wednesday after each meeting.

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

Meeting Date: May 24, 2023

Item type: Consent Item

Caption:

Consider approving the necessary Corporation disbursement

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|-----------------------------|
| 1. | Disbursement 05-24-2023 | Disbursement 05-24-2023.pdf |
|----|-------------------------|-----------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Michael Dane	Final Approval

City of San Angelo Development Corporation
Check Disbursements
For Board Approval May 24, 2023

Economic Development

Ethicon	\$ 133,089.00	Capital Investment Incentive	
		Admin Serv & Affordable Housing	
COSA	132,460.89	(Inv.59844)	
Gulf Coast Strategic Highway	15,000.00	Annual membership (Inv. 2355)	Ck. 5887
Special Materials Co.	5,021.05	Prop. Tax Incentive	
Principal LED	2,500.00	BREP job creation incentive	
		BRC janitorial cleaning (Inv. 5999 & 5974)	
Jowers Commercial Cleaning	1,600.00	Sponsor for 2023 W TX Legislative Summit (Inv. 11450)	Ck. 5896
SA Chamber of Commerce	1,500.00	Landscape cleaning at BRC & Industrial Park (Inv. 4355 & 4354)	Ck. 5890
JR Silva Tree Service & Landscaping	1,380.00	BRC janitorial cleaning (Inv. 5984)	Ck. 5889
Jowers Commercial Cleaning	1,100.00		
Total for Board Consideration	\$ 293,650.94		
Russ Wallace	\$ 625.00	IT service for Business Factory (Inv. 1042)	Ck. 5892
CTWP	557.57	Copier lease and overage chrg (Inv. 1461066 & 1461128)	Ck. 5894
TEDC	550.00	Renew N. Nevarez membership (Inv. 19934)	
MC Electric	433.00	Bulb supply for replacement (Inv. 1849)	Ck. 5891
Rad's Window Cleaning	350.00	Interior/exterior window cleaning at BRC (Inv. 1124)	
Media Advantage	250.00	Agency Retainer (Inv. Mar-2329)	
Staples	201.59	Office supplies (Inv. 3536486099, 353648610, & 3536569923)	
Enr-tel	100.00	Mo. Security at BRC (Inv. 301368)	Ck. 5895
		Gas utilities at BRC (Inv. Date 052223)	
Atmos	99.97	Water delivery and rental cooler (Inv.date 0501-0531)	Ck. 5888
Angelo Water Serv	51.47	Electric at Airport Sign (Inv. 04/28/2023)	Ck. 5893
CVEC	46.81	Trash service at BRC (Inv. 0691-001200784)	
Republic Serv	30.49		
	\$ 3,295.90		
Total Eco Dev Disbursements	\$ 296,946.84		
<u>Ballot</u>			
First Title	\$ 65,000.00	Mortgage buydown - 4331 Bowie	Ck. 2038
Total for Board Consideration	\$ 65,000.00		
Total Routine Disbursements	\$ -		
Total Ballot Disbursements	\$ 65,000.00		
Grand Total Disbursements this Period	\$ 361,946.84		

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

Meeting Date: May 24, 2023

Item type: Consent Item

Caption:

Consider approving the regular meeting minutes of April 26, 2023

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-----------------------------------|---------------------------------------|
| 1. | COSADC Meeting Minutes 04-26-2023 | COSADC Meeting Minutes 04-26-2023.pdf |
|----|-----------------------------------|---------------------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Michael Dane	Final Approval

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, April 26, 2023

1. Call to Order

Present:

Max Puello, President
Dr. Clifton Jones, Second Vice President
Dr. Ruben Ceballos, Director
Dr. Farrah Gomez, Director
Steven Mahaffey, Director
Rick Mantooth, Director
Joe Spano, Director

2. Prayer

Second Vice President Jones provided an invocation.

3. Public Comment

Dezaray Johnson, Director of the ASU Small Business Development Center, introduced Mason Kindle. Mason will be assisting ASU SBDC.

Robert Schneeman, Project manager, provided an update to the following:

- Skyline Hangar agreement are signed, ready to move forward
- Non-potable water study at the airport, kickoff May 10th
- Sales contract for 9 acres at the Industrial Park is at the title company

4. Consent Agenda

- a. Consider approving the necessary Corporation disbursement (Nora Nevarez)
- b. Consider approving the regular meeting minutes of March 22, 2023 (Nora Nevarez)
- c. Consider a resolution in support of qualified hydrogen infrastructure within Port of Corpus Christi Authority (PCCA) Horizons Clean Hydrogen Hub as a partner of the Trans Permian H2Hub program (Robert Schneeman)
- d. Consider approving a lease agreement by and between the City of San Angelo Development Corporation and 4L Roofing & Restoration, LLC and authorizing the Board President or their designee to execute all necessary documents (Nora Nevarez)

Motion: Director Mantooth made a motion, seconded by Director Mahaffey, to approve the Consent Agenda, with the exception of item 4c. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

[Robert Schneeman, Project Manager clarified the resolution of support.]

Motion: Director Mahaffey made a motion, seconded by Second Vice President Jones, to approve the resolution of support (item 4c). The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

5. Regular Agenda

- a. Consider approving the March 2022 Financials (Presentation made by Tina Dierschke, Director of Finance)

Motion: Director Ceballos made a motion, seconded by Director Gomez to approve the June 2019 Financial Statements. The motion carried unanimously seven (7) ayes to zero (0) nays.

- b. Update and discussion regarding the 2023 Business Plan Competition (Presentation by Nora Nevarez, Economic Development Assistant)

Nora Nevarez and Dezaray Johnson, Director of ASU Small Business Development Center provided an update regarding the 2023 Business Plan Competition.

- c. Update regarding the Economic Development Director position and search process (Presentation by Michael Dane, Interim Director of Economic Development)

Michael Dane, Interim Director of Economic Development provide an update regarding the director position.

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 Meeting be Open under the following sections:

At 8:54 a.m., the Board convened Executive Session under the provision of the Government Code, Title 5. Open Government; Ethics, Subtle A. Open Government, Chapter 551. Open Meeting, Subchapter D. Exceptions to Requirement that Meeting be Open under the following sections.

- a. Section 551.071 - Consultation with attorney regarding affordable housing

- b. Section 551.087 - Business prospect negotiations regarding:
 - i. Project BESS
 - ii. Project LIPCHIP
 - iii. Project Monet
 - iv. Project Stockpile
 - v. Project TEXT-IT
 - vi. Rosenberger Site Solutions

- c. Section 551.071 - Consultation with attorney regarding the San Angelo Chamber of Commerce Professional Services Performance Agreement

No action taken on these items.

At 10:33 a.m., the Board reconvened

7. Follow Up and Administrative Issues

- a. Consideration and possible action of items discussed in Closed Session, if needed

No action was taken.

- b. Announcements and consideration of Future Agenda items

President Puello requested the following items for next month's meeting:

- Schedule a site tour for board members regarding projects, conducted after meeting or quarterly
- Appoint President, First and Second Vice-President

8. Adjournment

Motion: Director Ceballos made a motion, seconded by Director Mahaffey to adjourn the meeting. The motion carried unanimously seven (7) ayes to zero (0) nays.

There being no further business, the meeting adjourned by consensus at 10:37 a.m.

THE CITY OF SAN ANGELO

Corporation President

ATTEST:

Corporation Secretary

In accordance with Chapter 2, Article 2.3000, of the Official Code of the City of San Angelo, the minutes of this meeting consist of the preceding Minute Record and the Supplemental Minute Record. Details on Board meetings may be obtained from the City Clerk's office, or a video of the entire meeting may be purchased from the Public Information Officer at (325) 481-2727. (Portions of the Supplemental Minute Record video tape recording may be distorted due to equipment malfunction or other uncontrollable factors.)

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

Meeting Date: May 24, 2023

Item type: Consent Item

Caption:

Consider approving the April 2022 Financials (Tina Dierschke)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1.	COSADC FS 2304	COSADC FS 2304.pdf
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Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Michael Dane	Final Approval

City of San Angelo Development Corporation

Financial Information and Schedules As of April 30, 2023

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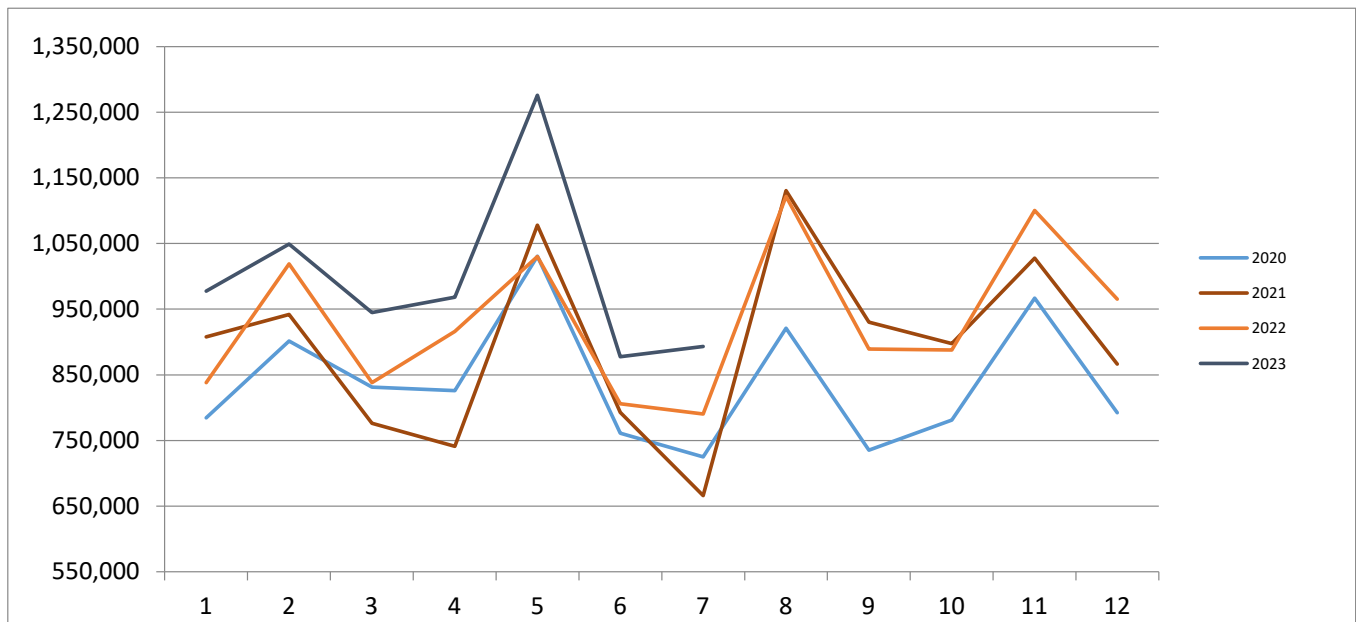
**City of San Angelo Development Corporation
Executive Summary
March 2023**

Available Fund Balances

Unassigned Fund Balance-Economic Development	5,425,582
Unassigned Fund Balance-Ballot	5,024,128

Sales Tax Analysis

Month	2020	2021	2022	2023	% Over/(Under)
Oct	784,232	907,912	837,902	977,628	16.68%
Nov	901,416	941,714	1,018,994	1,049,058	2.95%
Dec	831,209	776,336	838,245	944,644	12.69%
Jan	826,116	740,927	916,151	968,413	5.70%
Feb	1,030,912	1,077,963	1,030,426	1,275,717	23.80%
Mar	761,229	792,882	806,025	877,403	8.86%
Apr	725,032	665,954	790,185	893,339	13.05%
May	920,877	1,130,561	1,122,067		
Jun	734,988	930,276	889,239		
Jul	781,279	897,588	887,685		
Aug	966,590	1,027,915	1,100,228		
Sep	792,202	866,535	965,151		



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of April 30, 2023

ASSETS

Current Assets

Checking/Savings

Cash 420,945

Money Market 4,566,498

Total Checking/Savings 4,987,443

Accounts Receivable

Leases 1,748

Total Accounts Receivable 1,748

Other Current Assets

Investments 6,745,419

Total Other Current Assets 6,745,419

Total Current Assets 11,734,610

Fixed Assets

Land -Industrial Park 62,948

Industrial Park-Phase I 409,078

Industrial Park-Phase II 4,261,855

Industrial Park-Phase III 20,377

Building-Business Resource Ctr 2,004,967

Accum Depr-Building (1,080,184)

Total Fixed Assets 5,679,039

TOTAL ASSETS

17,413,649

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Security Deposits 2,733

Accounts Payable 114,824

Total Current Liabilities 117,557

Total Liabilities 117,557

Fund Equity

Committed for Eco. Dev. Projects 5,156,993

Restricted for Fixed Assets 5,679,039

Reserved for Encumbrance 222,705

Assigned for Operating Expenditures 811,772

Unassigned Fund Balance 5,425,582

Total Fund Equity 17,296,092

TOTAL LIABILITIES & FUND EQUITY 17,413,649

City of San Angelo Development Corporation
Revenue & Expenditure Report - Economic Development
April 2023

		Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues							
Sales & Use Tax		2,934,328	250,135	1,956,137	1,956,137	(978,191)	67%
Interest on Investments		54,570	29,781	125,503	125,503	70,933	230%
Lease Income		1,713	1,659	4,496	4,496	2,783	100%
Miscellaneous Income		-	55	505	505	505	100%
Total Revenues		2,990,611	281,630	2,086,641	2,086,641	(903,970)	70%
Expenditures							
Administrative		128,452	5,781	32,866	40,557	(87,895)	32%
Partnership Affiliations		91,297	15,000	76,297	76,297	(15,000)	84%
COSADC Staff		465,643	-	109,359	109,359	(356,284)	23%
City Services		220,408	-	110,204	110,204	(110,204)	50%
Industrial Park Ops & Maint		19,350	11,593	13,283	14,946	(4,404)	77%
Marketing-Chamber of Commerce		262,500	-	196,875	262,500	-	100%
Advertising		27,700	-	-	-	(27,700)	0%
Building Maintenance/Utilities		91,850	2,753	38,338	68,400	(23,450)	74%
Capital		40,000	-	6,610	7,134	(32,866)	18%
Business Factory		191,032	21,244	31,260	37,063	(153,969)	19%
Total Operating Expenditures		1,538,232	56,371	615,092	726,460	(811,772)	47%
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%
Parkhill	DC0139	27,024	-	-	9,212	(17,812)	34%
Industrial Park-Phase II	DC0147	2,848	52	52	2,900	52	102%
US Customs Retention II	DC0152	151,762	-	-	-	(151,762)	0%
Principle LED BREP	DC0154	2,500	-	-	-	(2,500)	0%
West Texas Steel	DC0162	59,000	-	-	-	(59,000)	0%
SMC Global	DC0163	151,423	-	-	-	(151,423)	0%
J's Deer & Wild Game	DC0164	15,000	-	-	-	(15,000)	0%
Double Barrel	DC0167	20,000	-	-	-	(20,000)	0%
Ethicon	DC0170	732,156	-	-	-	(732,156)	0%
Airport Exit Monument	DC0179	100,000	-	-	-	(100,000)	0%
TGC/GAFB II	DC0181	78,139	-	-	-	(78,139)	0%
SMC Global - BREP	DC0182	362,500	-	-	-	(362,500)	0%
Dorado Construction	DC0183	50,000	-	-	-	(50,000)	0%
SME-Prime	DC0184	50,000	-	-	-	(50,000)	0%
Ind Park Clearing	DC0188	6,186	-	-	6,186	-	100%
Skyline P3	DC0192	3,000,000	-	-	-	(3,000,000)	0%
BREP - 4540 Construction	DC0201	32,500	-	-	-	(32,500)	0%
Ind. Park Brush Clearing	DC0202	89,204	-	89,204	98,796	9,592	111%
Rosenberger Site Sol.	DC0206	75,000	-	-	-	(75,000)	0%
Airport Fire Suppression	DC0207	83,500	-	-	83,500	-	100%
Future Projects		1,403,949	-	-	-	(1,403,949)	0%
Total Project Expenditures		6,650,195	52	89,256	200,594	(6,449,601)	1%
Total Expenditures		8,188,427	56,423	704,348	927,054	(7,261,373)	9%
Revenue Over/(Under) Expenditures		(5,197,816)	225,207	1,382,293	1,159,587		

City of San Angelo Development Corporation
Economic Development Projects
As of April 30, 2023

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
Parkhill	DC0139	308,000	323,000	-	295,975	27,025
Industrial Park-Phase II	DC0147	2,000,000	4,225,568	52	4,222,771	2,797
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
West Texas Steel	DC0162	59,000	59,000	-	-	59,000
SMC Global	DC0163	200,000	200,000	-	48,577	151,423
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	1,057,203	-	325,047	732,156
Airport Exit Monument	DC0179	100,000	100,000	-	-	100,000
TGC/GAFB II	DC0181	145,000	145,000	-	66,861	78,139
SMC Global - BREP	DC0182	362,500	362,500	-	-	362,500
Dorado Construction	DC0183	150,000	150,000	-	100,000	50,000
SME-Prime	DC0184	150,000	150,000	-	100,000	50,000
Ind Park Clearing	DC0188	25,000	25,000	-	18,813	6,187
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	178,408	89,204	178,408	-
Rosenberger Site Sol.	DC0206	75,000	75,000	-	-	75,000
Airport Fire Suppression	DC0207	83,500	83,500	-	-	83,500
		8,152,807	12,462,174	89,256	7,305,181	5,156,993

Total Committed, Not Expended

5,156,993

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of April 30, 2023

ASSETS

Current Assets

Checking/Savings

Cash

7,149

Money Market

3,276,551

Total Checking/Savings

3,283,700

Other Current Assets

Investments

3,000,688

Total Other Current Assets

3,000,688

Total Current Assets

6,284,388

TOTAL ASSETS

6,284,388

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Accounts Payable

17,637

Total Current Liabilities

17,637

Total Liabilities

17,637

Fund Equity

Committed for Ballot Projects

1,242,623

Assigned for Debt Service

-

Unassigned Fund Balance

5,024,128

Total Fund Equity

6,266,751

TOTAL LIABILITIES & FUND EQUITY

6,266,751

City of San Angelo Development Corporation
Revenue & Expenditure Report - Ballot
April 2023

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	7,545,415	643,204	5,030,066	5,030,066	(2,515,349)	67%
Interest on Investments	30,430	19,741	156,298	156,298	125,868	514%
Total Revenues	7,575,845	662,945	5,186,364	5,186,364	(2,389,481)	68%
Expenditures						
City Services	40,412	-	20,206	20,206	(20,206)	50%
Affordable Housing Admin	30,135	-	15,068	15,068	(15,067)	50%
Loan/Debt Service	5,465,600	-	5,465,600	5,465,600	-	100%
Total Operating Expenditures	5,536,147	-	5,500,874	5,500,874	(35,273)	99%
Projects						
West TX Water Partnership	200,000	-	16,562	16,562	(183,438)	8%
Affordable Housing	676,319	65,000	187,775	187,775	(488,544)	28%
Water Rights	498,960	-	-	-	(498,960)	0%
Future Projects	1,035,873	-	-	-	(1,035,873)	0%
Total Project Expenditures	2,411,152	65,000	204,337	204,337	(2,206,815)	8%
Total Expenditures	7,947,299	65,000	5,705,211	5,705,211	(2,242,088)	72%
Revenue Over/(Under) Expenditures	(371,454)	597,945	(518,847)	(518,847)		

City of San Angelo Development Corporation
Ballot Projects
As of April 30, 2023

Project	Project Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	916,969	16,562	733,531	183,438
* Reclaimed Water Alternatives	1,389,965	-	1,389,965	-
* Red Arroyo Storm Water Basin	151,040	-	151,040	-
Total Expenditures	2,457,974	16,562	2,274,536	183,438
Total Water Supply Projects				183,438
Affordable Housing				
Revenues				
* Sale of Fixed Assets - Blackshear Properties	394,351	-	394,351	-
Total Revenues				
Expenditures				
Affordable Housing	4,225,072	187,775	3,664,847	560,225
* 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	5,794,068	187,775	5,233,844	560,225
Total Affordable Housing				560,225
Other Projects				
* Sports Facilities Maintenance	285,353	-	285,353	-
Total Expenditures	285,353	-	285,353	-
Total Ballot Projects Committed, Not Expended				743,663

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
April 2023

Group #	PO #	Type	Date	Number	Description	Amount
Fund 700 DEVELOPMENT CORPORATION						
700-0000-313.00-00 TAX / SALES AND USE TAX						
	4668	AJ	4/30/2023	356	COSADC Sales Tax	250,134.94
700-0000-363.11-00 RENT / RENT						
	4173	AJ	4/15/2023	MR		1,659.10
700-0000-380.10-00 MISC / MISC						
	4337	CR	4/24/2023	248705	ECI DEV FACTORY FEE	55.00
700-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL						
	3919	AP	2/27/2023	10979	CITIBANK, N.A	2.00
	3919	AP	2/27/2023	10979	CITIBANK, N.A	50.00
700-0700-411.03-23 PROFESSIONAL & TECHNICAL / LOBBYING						
	4357	AP	4/25/2023	5587	GULF COAST STRATEG	(15,000.00)
	4358	AP	4/25/2023	5887	GULF COAST STRATEG	15,000.00
	4324	AP	4/12/2023	5587	GULF COAST STRATEG	15,000.00
700-0700-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI						
	3966	AJ	4/5/2023	UT	UB CHARGE UPDATE	135.60
	3901	AJ	4/4/2023	UT	UB CHARGE UPDATE	15.00
700-0700-411.04-12 PURCHASED SERVICES / NATURAL GAS						
	4148	129403 AP	4/5/2023	5882	ATMOS ENERGY	126.31
700-0700-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAI						
	4148	129288 AP	4/13/2023	5883	HOUSE OF CHEMICALS	156.33
	4034	128880 AP	4/5/2023	5876	BUG EXPRESS, INC	85.00
	4034	129216 AP	4/4/2023	5880	MC ELECTRIC	95.00
	4034	129474 AP	4/1/2023	5879	ENER-TEL SERVICES	100.00
	3928	129501 AP	3/26/2023	5871	JOWERS COMMERCIAL	800.00
	3933	129474 AP	11/29/2022	5870	ENER-TEL SERVICES	560.00
	3933	129474 AP	11/29/2022	5870	ENER-TEL SERVICES	680.00
700-0700-411.04-42 PURCHASED SERVICES / RENT OF EQUIPMENT						
	4034	129830 AP	4/4/2023	5878	CTWP	420.00
	4034	129830 AP	4/3/2023	5878	CTWP	565.51
700-0700-411.05-21 PURCHASED SERVICES / INSURANCE-LIABILITY						
	4208	AP	4/4/2023	5884	SAM TAMBUNGA INSUR	2,374.00
700-0700-411.05-30 PURCHASED SERVICES / COMMUNICATION						
	4748	AJ	4/28/2023	386	Suddenlink April 2	580.96
	4749	AJ	4/28/2023	387	VoIP - April 23	318.00
700-0700-411.05-31 PURCHASED SERVICES / CELLULAR PHONE						
	4751	AJ	4/8/2023	361	AT&T Apr '23	9.13
	4750	AJ	3/22/2023		Verizon Chrgs Marc	55.29
700-0700-411.05-65 PURCHASED SERVICES / SPECIAL PROJECT "A"						
	4034	129830 AP	4/4/2023	5878	CTWP	30.00
	4034	129830 AP	4/3/2023	5878	CTWP	96.90
	4034	129830 AP	4/3/2023	5878	CTWP	30.00
	3864	130394 AP	4/1/2023	5875	WALLACE, RUSSELL E	625.00
	3873	AP	3/22/2023	5874	REYES DIESEL SERVI	20,000.00
	3919	AP	2/22/2023	10979	CITIBANK, N.A	49.15
	3919	AP	2/9/2023	10979	CITIBANK, N.A	129.96
	3919	AP	2/8/2023	10979	CITIBANK, N.A	59.94
	3932	130571 AP	12/13/2022	5872	KIRBO'S OFFICE SYS	149.00
	3932	130571 AP	12/1/2022	5872	KIRBO'S OFFICE SYS	73.80
700-0700-411.05-80 PURCHASED SERVICES / TRAVEL & LODGING						
	4702	AJ	4/27/2023	368	REIM MAYOR TRVL TO	393.98

City of San Angelo Development Corporation
Transaction Detail by Account
April 2023

Group #	PO #	Type	Date	Number	Description	Amount
700-0700-411.05-90 PURCHASED SERVICES / CONVENTIONS & SCHOO						
	4208	AP	4/12/2023	5886	TEXAS ECONOMIC DEV	550.00
700-0700-411.06-10 SUPPLIES / OFFICE SUPPLIES						
	4149	129285 AP	3/30/2023	5885	STAPLES ADVANTAGE	85.21
	3919	AP	3/3/2023	10979	CITIBANK, N.A	14.50
	3919	AP	2/28/2023	10979	CITIBANK, N.A	151.06
	3919	AP	2/23/2023	10979	CITIBANK, N.A	(15.35)
	3919	AP	2/22/2023	10979	CITIBANK, N.A	49.15
	3919	AP	2/6/2023	10979	CITIBANK, N.A	100.00
700-0700-411.06-30 SUPPLIES / FOOD						
	3928	129293 AP	3/23/2023	5869	ANGELO WATER SERVI	45.22
	3919	AP	2/22/2023	10979	CITIBANK, N.A	12.82
	3919	AP	2/22/2023	10979	CITIBANK, N.A	20.98
	3919	AP	2/22/2023	10979	CITIBANK, N.A	50.00
700-0705-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI						
	4017	AJ	4/10/2023	UT	UB CHARGE UPDATE	68.06
700-0705-411.05-21 PURCHASED SERVICES / INSURANCE-LIABILITY						
	3873	AP	3/20/2023	5873	PK KELLEY INSURANC	11,525.00
Fund 711 BALLOT						
711-0000-313.00-00 TAX / SALES AND USE TAX						
	4668	AJ	4/30/2023	356	COSADC Sales Tax	643,204.13
711-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL						
	4400	AP	4/26/2023	2038	FIRST TITLE CO	65,000.00
711-0700-901.08-14 TRANSFER / TRANS TO DEBT SERVICE						
	4208	AP	4/13/2023	2037	CITY OF SAN ANGELO	5,465,600.00

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures

Fiscal Year through April 30, 2023

58% of
Year Lapsed

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*		(9,372,561)		(9,372,561)			
REVENUES:							
Interest Income		-	-	-	-	206,638	206,638
C.O. Proceeds		49,725,130	5,040,431	23,290,926	(26,434,204)	6,349,871	29,640,797
Total Revenues		49,725,130	5,040,431	23,290,926	(26,434,204)	6,556,509	29,847,435
EXPENDITURES:							
Post Construction	4150	150,000	-	150,000	-	-	150,000
Design & Inspection	4157	2,400,764	-	2,353,263	(47,501)	744,292	3,097,555
Construction	4159	37,486,845	1,002,802	37,508,891	22,046	11,421,337	48,930,228
Issue Costs	9900	-	-	-	-	1,469,664	1,469,664
Transfer to Debt Service	1994	-	-	-	-	2,293,777	2,293,777
Total Expenditures		40,037,609	1,002,802	40,012,154	(25,455)	15,929,070	55,941,224
Revenue Over/(Under) Expenditures		9,687,521	4,037,629	(16,721,228)			
Ending Fund Balance		314,960		(26,093,789)			

*Preliminary

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date: May 24, 2023
Item type: Regular Item

Caption:

Consider appointing a President, First and Second Vice President for the City of San Angelo Development Corporation (Presentation by Michael Dane, Interim Director of Economic Development)

Summary/History:

Per the COSADC bylaws, the president and first and second vice presidents shall be appointed by and subject to the control of the Board of Directors and shall serve a term of one (1) year or until successors are appointed.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Brandon Dyson	Approved
Michael Dane	Final Approval

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date: May 24, 2023
Item type: Regular Item

Caption:

Discuss topics for the June Workshop meeting. (Presentation by Michael Dane, Interim Director of Economic Development)

Summary/History:

Discuss topics for the June Workshop meeting.

- a. Board Member Orientation
- b. Presentation of Corporation Financials and discussion of the Corporation's current financial position (Tina Dierschke, Director of Finance)
- c. Future projects and budgetary considerations (Bob Schneeman, Project Manager)
- d. Presentation of the 2023 Chamber of Commerce Economic Development Plan of Action (Michael Looney, Vice President of Economic Development-San Angelo Chamber of Commerce)
- e. Discuss policy updates
- f. Discuss field trips

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Michael Dane	Final Approval

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

Meeting Date: May 24, 2023

Item type: Regular Item

Caption:

Presentation of the 2022 City of San Angelo Development Corporation Annual Report (Presentation by Michael Dane, Interim Director of Economic Development)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|---------------------------|-------------------------------|
| 1. | 2022 COSADC Annual Report | 2022 COSADC Annual Report.pdf |
|----|---------------------------|-------------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Tina Dierschke	Approved
Brandon Dyson	Approved
Michael Dane	Approved
Michael Dane	Final Approval



2022 ANNUAL REPORT HIGHLIGHTS

CITY OF
SAN ANGELO
TEXAS
Development Corporation



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
- Dr. Clifton Jones, Second Vice President
- Joe Spano, Director
- Dr. Ruben Ceballos, Director
- Rick Mantooth, Director
- Steven Mahaffey, Director
- Dr. Farah Gomez, Director

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.

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



Michael Dane
Interim Director of Economic Development



Bob Schneeman
Economic Development Project Manager



Nora Nevarez
Economic Development Assistant

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



Walt Koenig
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, or COSADC, plays a key role in helping determine the economic health of San Angelo. By working with numerous partners and strategically allocating your sales tax dollars, we help promote and develop businesses that will strengthen our job base and create a robust business climate in this region.

We continue to stay on track with the City Council's directive to invest in our top economic development priority: transportation infrastructure. We are well-versed in the phrase "Planes, Trains and Automobiles," as we've made significant capital investments in all three of those areas with the goal of transforming San Angelo into a regional, state and national transportation hub.

It's vital that we serve San Angelo's future by improving upon our economic development opportunities today. Within this report, you will see what all we have accomplished in the past year and what we are working towards. Know that in everything we do, we work to stay aligned with our mission to ensure a thriving economy for this community.

With gratitude to the board and citizens,

Michael Dane
Interim Director - City of San Angelo Economic Development

Over the course of 2022 COSADC and Airport staff have continued to work with Skyline Aviation to finalize details including the scope of work, ground lease area and degree of participation for a Public Private Partnership to renovate and expand an existing aircraft hangar at the Airport to support a first class Fixed Base Operator facility. The total project cost includes up to \$3M from COSADC toward the total project cost which is anticipated to exceed \$5M but will be a significant revenue generator.

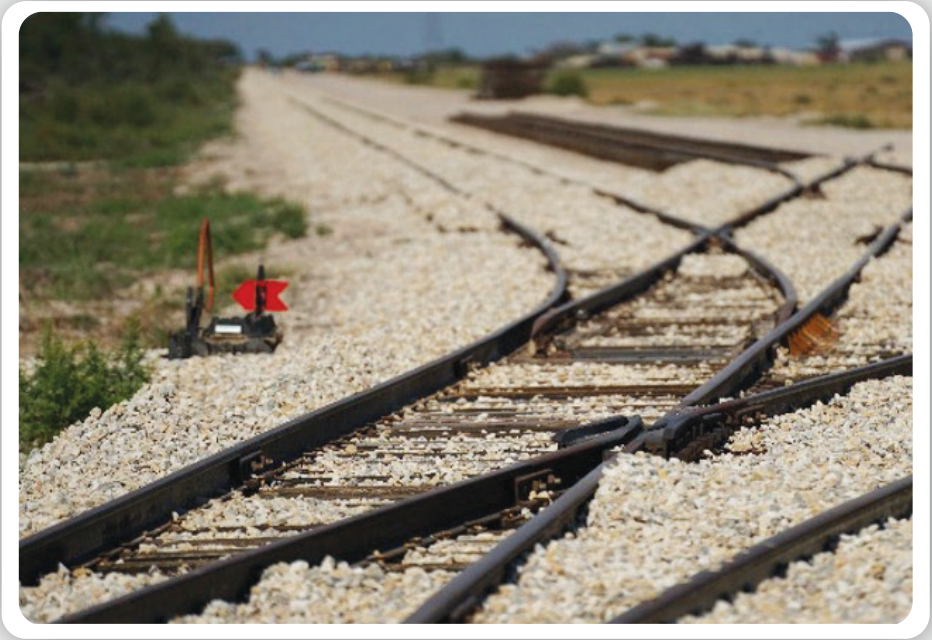




TRAINS

Building on the foundation developed in 2019, activity at the rail port has continued to grow. South Plains Lamesa Railroad is serving several clients on a regular basis with traffic continuing to increase. COSADC staff have been involved in seeking funding opportunities for a multi-million dollar project to provide water and sewer

infrastructure to both the rail port and adjacent City owned land. The Marketing and Recruitment staff at the Chamber of Commerce have begun talks with several companies who have expressed an interest in rail served property which has increased the potential future expansion of the properties.





COSADC and the City have continued involvement in the Ports to Plains (Interstate 27) and the Gulf States Strategic Highway Coalition (Interstate 14) corridors, as well as participating in the Transportation Advocates of Texas.

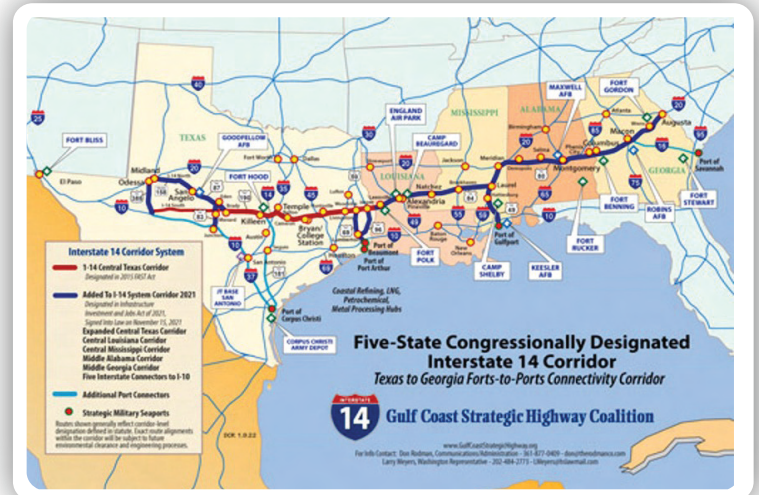
Ports to Plains

The recently signed \$1.5 trillion federal appropriations for 2022 includes the designation of a future Interstate 27 from

Texas to New Mexico. The interstate designation is the first step toward creating the interstate as a four-lane, divided federal highway. The highway would stretch out 963 miles in west and south Texas using existing highways along the way that would be upgraded to interstate standards or new interstate sections developed, according to the Texas Department of Transportation. It would eventually extend the 124 miles of I-27 completed in 1992.

Gulf States Strategic Highway

Planning is on-going within TXDOT for incremental design and construction of this project. COSADC staff and Board members will remain engaged to facilitate these efforts as appropriate.



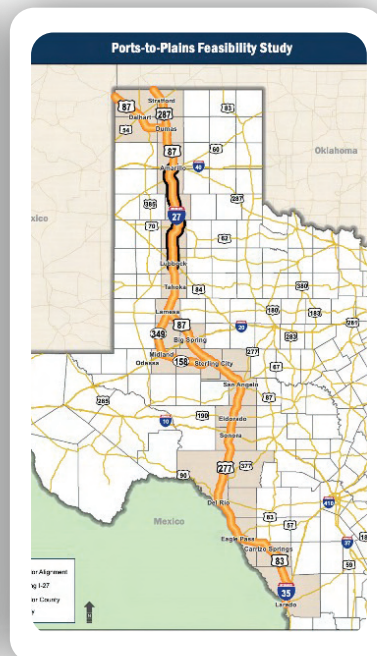
TXDOT Projects

Upcoming TXDOT projects for a US Hwy 277 overpass at TXPF rail crossing and extending Interstate width to 1.5 miles north of FM 2105 will be the next phase in the development of the Reliever Route for both I-14 and I-27

Trans Permian H2Hub

In October 2022 the COSADC

Board approved a resolution and letter of support for the Trans Permian H2Hub, LLC, a proposed project in competition for US Department of Energy funding that if approved will provide for the creation of a new hydrogen distribution hub for the Permian basin and stretching as far east as San Antonio. This project will supply fuel for hydrogen powered vehicles and equipment providing a host of new manufacturing and related industry opportunities for San Angelo. Staff is currently working with a major manufacturer in this market.





BUSINESS RETENTION & EXPANSION (BREP)

BREP is a program designed to assist businesses currently located in San Angelo to grow or to expand into new product lines, processes or areas. Incentives generally take the form of monetary grants, tax or development fee rebates, or in some cases non-monetary assistance. Potential clients may work directly with staff or be referred to the Small Business Development Center or the Business Factory. Although 2022 was not a big year for new applicants, staff did work with several new companies, and continued to work with existing clients. Total BREP incentives paid in 2022 were in excess of \$760,000.



Phase 1

There were no sales of property in Phase 1 during 2022.

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 may become available. (currently under option)

Phase 2

At their meeting on January 26, 2022, the Development Corporation Board of Directors selected MWC Interests, Inc. for brush and trash removal, and removal of existing structures for a total of approximately 96 acres with a total project budget of \$188,000. The project also includes requisite stormwater pollution prevention measures. This project was completed in November 22.

There are approximately 118 acres available in Phase 2 overall, excluding streets and drainage. Closing is pending on that sale.

In 2022 staff began negotiations with a prospective buyer for approximately 9 acres in Phase 2 at a sale price of \$405,000. Closing is pending on that sale.



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 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.

**Business Plan:**

The San Angelo Business Plan Competition 2022 is a three-phase business plan competition with a cash grant prizes as well as in-kind prizes donated by local businesses. The Competition is an opportunity for entrepreneurs to expand their business in San Angelo by competing for a cash grant and in-kind prizes through a business plan competition.

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

The competition kicked off May 10th, 2022. The Competition Coordinators received 37 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 12th, 2022. The Competition Coordinators announced the three prize winners on November 16th, 2022, at the City of San Angelo Corporation meeting.



FIRST PLACE WINNER

Plateau Brewing Company (\$40,000)

Owned and operated by Ross Baxter and his partners. They opened up the brewery in the fall of 2021 and have been incredibly successful since then. Located downtown, they are the perfect place to enjoy local craft beer and hang out with friends and family on the weekends.



SECOND PLACE WINNER

Reyes Diesel Service (\$20,000)

Reyes Diesel Service is owned and operated by Guadalupe and Patricia Reyes. They are a husband and wife team that opened up the business in 2011 and are looking forward to expanding it soon. Be on the lookout for their new location!



THIRD PLACE WINNER

Bearded Barista (\$10,000)

Owned and operated by Nathaniel and Kimberly Turney. They offer a fresh take on coffee with a custom roast. Along with amazing coffee, they have a laid-back environment at the Bearded Barista that sets the tone for everything from a great coffee get-together to a study group, business meeting, or even a late jam session with live music.



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 19 years, the Business Factory has assisted over 40 businesses within our community and successfully graduated 13 of those companies.

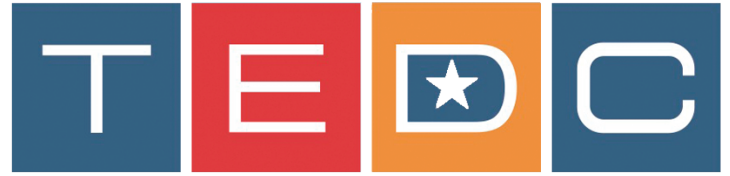
We currently have 2 incubator clients.
They are The Gold Beacon, PLLC and A&M Electric.

Guerra Electric, LLC doing business as A&M Electric was established in 1985 by Alejos Guerra . In 2021 Alejos extended his company to his son Mark Guerra. Alejos specializes in residential electrical services, while Mark specializes in commercial electrical services. Combining their expertise will benefit them to grow their business. They are members of the IBEW Local 520.

The Gold Beacon, PLLC is owned by Kimberly Henry, PLLC. She provides a full-service nonprofit development agency serving clients nationwide. Her mission is to exponentially drive social change by increasing the capacity of non-profit agencies and offering professional development services to for-profits and nonprofits.

Currently, there are 4 vacant offices remaining.





TEXAS ECONOMIC DEVELOPMENT COUNCIL

The San Angelo Economic Development Corporation was one of fifty-four recognized for the TEDC's 2022 Excellence Recognition. The Economic Excellence Recognition program provides recognition to economic development organizations that meet a desired threshold of professionalism. Recipients qualify for recognition based on training taken by their governing board/council as well as the economic development director and professional staff. Certifications, professional memberships and activities, and organizational effectiveness of the economic development staff also contribute to the standards for qualification.





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

Meeting Date: May 24, 2023

Item type: Regular Item

Caption:

Consider authorizing the Board President to negotiate and execute Amendment 1 to the 2023 COSADC-Chamber of Commerce Professional Services Performance Agreement with ratification by City Council (Presentation made by Michael Dane, Interim Director of Economic Development)

Summary/History:

On November 15, 2022, City Council declined to ratify the professional service agreement. City Council requested the agreement's scope of services be reviewed. Currently, the agreement has fourteen tasks. City Council requested the following:

1. Limit the term of the contract to one year
2. Identify COSADC funds separately from other funding sources (No co-mingling of funds)
3. Revise Scope (task list) and limit to about 5 total tasks in coordination with Chamber staff. Council

directed that the revised scope be brought back within 90 days.

At their meeting on November 16, 2022 the COSADC Board approved the revised agreement directing COSADC staff to work with Chamber staff to provide a revised scope per Council recommendation.

At their meeting on December 13, 2022 City Council ratified the revised contract

The attached Amendment 1 contains the scope changes proposed by both COSADC and Chamber staffs and extends the term of the contract by two (2) years with an option to extend the term one (1) additional year.

Financial Impact:

No fiscal impact FY 2023. Extends contract term 2 additional years at \$262,500 per year with an option to extend one additional year at \$262,500.

Other Information/Recommendation:

Attachments:

1. Amend 1 to 2023 Chamber Agrmt 5-24-2023 Amend 1 to 2023 Chamber Agrmt 5-24-2023.pdf

Presentation:

Approvals/Reviews:

Robert Schneeman
Tina Dierschke
Brandon Dyson
Michael Dane

Created/Initiated
Approved
Approved
Final Approval

**AMENDMENT 1 TO THE 2023 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 ("Chamber") entered into a Professional Services Performance Agreement ("Agreement") on December 15, 2022, to be effective January 1, 2023, under which Provider performs various marketing, recruitment and related services for COSADC; and,

WHEREAS, the Parties desire to amend the Agreement by replacing Exhibit "A" – Scope of Services with a new Scope of Services that modifies the required tasks and performance measures related to those tasks; and,

WHEREAS, the Parties further desire to delete Exhibit "B" to the Agreement and incorporate some of its provisions into the new Scope of Services.

WHEREAS, the Parties also desire to extend the term of the Agreement.

NOW, THEREFORE, the Parties agree as follows:

PART 1: That Exhibit "A" - Scope of Services, including Attachments 1 and 2, are deleted in their entirety and replaced with a new Exhibit "A" – Scope of Services attached to this Amendment 1.

PART 2: That Exhibit "B" is deleted in its entirety.

PART 3: References throughout the Agreement to Exhibits "A" and "B" shall instead refer to Exhibit "A" attached to this Amendment 1.

PART 4: Upon expiration of the Initial Term on December 31, 2023, the Term shall be automatically extended for an additional two (2) year period to expire on December 31, 2025. Thereafter, COSADC shall have one (1) option to further extend the Term for a period of one (1) year.

PART 4: All other terms and conditions of the Agreement shall remain in full force and effect unless amended and changed by further amendment.

Signature page follows.

IN WITNESS WHEREOF, the parties hereto have caused this AMENDMENT 1 to be executed by their respective duly authorized officials on this ____ day of February, 2023.

**CITY OF SAN ANGELO DEVELOPMENT
CORPORATION**

By: _____
Max puello, President

ATTEST:

By: _____
Nora Nevarez, Corporate Secretary

**SAN ANGELO CHAMBER OF COMMERCE,
INCORPORATED**

By: _____
E. Walter Koenig, President

APPROVED AS TO CONTENT:

Michael Dane
Interim Economic Development Director

APPROVED AS TO FORM:

Brandon Dyson
Deputy City Attorney

EXHIBIT "A"
SCOPE OF SERVICES

Chamber will provide such services as are necessary to conduct marketing, recruitment, and development efforts pursuant to Texas Local Government Code, Chapters 501, 502, and 505, known as the Development Corporation Act (the "Act"), as amended. Chamber provided services shall in all respects further COSADC projects and programs authorized under the Act. Specific services and performance measures related to such services shall include the following:

REQUIRED SERVICES

1. Maintain a cross-branded website between COSADC and Chamber, with links as deemed appropriate by Chamber, 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.
2. Provide professional economic development marketing and recruitment services to develop and implement an economic development marketing and recruitment program consistent with COSADC initiatives under the Act.
3. Chamber will evaluate local business eligibility under the COSADC Business Retention and Expansion Program and coordinate with such businesses where tax revenues may be utilized to assist in retention/expansion efforts.
4. Coordinate 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, organized, and reported through Chamber's project management system.
5. Maintain current community information and other relevant information required by business prospects, including information necessary for property site selection. 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 Chamber.
6. 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.
7. Provide COSADC staff a summary of job creation, taxable value, and other economic indices that demonstrate return on investment (ROI) on all business prospects and coordinate with staff to make recommendations to the COSADC Board.

8. Ensure a Chamber representative attends each regular COSADC meeting. Provide reporting and attend such other meetings as requested by the COSADC Board.

PERFORMANCE MEASURES

1. Track website activity and use data to improve web presence; include information on relevant trends in presentations to the Board, as appropriate.
2. Meet with the COSADC Economic Development Director prior to presenting to the Board for consideration and final adoption of the Chamber's program to solicit comments and input on desired outcomes and activities related to COSADC funding. Present, no later than the October meetings of each year, such program for approval at a regular meeting of the COSADC Board. Chamber will include in such presentation, detailed evaluation of prior program years, including completed outcomes and status of any pending objectives.
3. Track response rates, conversion rates, inquiries, leads generated, and leads converted to prospects for each marketing effort, and work with COSADC staff to report to the Board on a quarterly/annual basis; present trend information, as appropriate.
4. Provide written reports at least monthly related to leads received, including source of leads, number of jobs to be created/retained, capital investment, information provided to leads and outcome of leads; and use such information to refine local economic development programs.
5. Present oral and written reports at least quarterly on outcomes, activities, and expenditures relating to COSADC contracted services. Reported expenditures shall include disclosures of any consultants utilized in rendering services under this Agreement.



Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date: May 24, 2023
Item type: Regular Item

Caption:

Update regarding the Economic Development Director position and search process (Presentation by Michael Dane, Interim Director of Economic Development)

Summary/History:

Michael Dane, Interim Director of Economic Development will provide a brief update..

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Brandon Dyson	Approved
Michael Dane	Final Approval

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

Meeting Date: May 24, 2023

Item type: Executive Session Item

Caption:

Section 551.087 - Business prospect negotiations regarding

1. Technology Tower , LLC
2. ASU Pilot Training Facility at Mathis Field
3. Project Monet

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Brandon Dyson
Michael Dane

Created/Initiated
Approved
Final Approval

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

Meeting Date: May 24, 2023

Item type: Regular Item

Caption:

Consideration and possible action of items discussed in Closed Session, if needed

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez

Created/Initiated

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

Meeting Date: May 24, 2023

Item type: Regular Item

Caption:

Announcements and consideration of Future Agenda items

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez

Created/Initiated