CITY OF SAN ANGELO TEXAS
Development Corporation

Agenda
6/26/2024

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on June 26, 2024 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 regular meeting and workshop minutes from May 22, 2024
   b. Consider approving the necessary Corporation Disbursement (Nora Nevarez)
   c. Consider approving the May 2024 Financial Statements (Tina Dierschke, Corporate Treasurer)
5. **Regular Agenda**
   a. Consider appointing a Second Vice President for the City of San Angelo Development Corporation board. (Presentation Michael Dane, Interim Director of Economic Development)
   b. Discussion and direction on Affordable Housing initiatives. (Presentation by Bob Salas, Director of Neighborhood and Family Services)
   c. Discussion and possible action regarding an agreement between Media Advantage and COSADC for professional services to secure webmaster services not to exceed $40,000 to create a new ED website, to include an annual budget of $6,000 for an annual support plan, and authorizing the Board President or their designee to execute all necessary documents and recommending City Council Approval (Presentation made by Michael Dane, Interim Director of Economic Development)
   d. Consider approving the fiscal year 2025 Development Corporation budget and authorizing staff to present said budget to the San Angelo City Council for formal adoption (Presentation by Tina Dierschke, Corporate Treasurer)
   e. Discussion and Board input regarding the possible establishment of a partnership with the ASU Small Business Development Center to conduct a study of Best Practices regarding various Economic Development Corporation operations (Presentation made by Michael Dane, Interim Director of Economic Development)

f. Discuss and possible action regarding the previously approved allocation of $110,000 for the Business Plan Competition and request an additional increase of $2,000 for expenses. (Presentation by Nora Nevarez, Economic Development Coordinator)

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 - Economic development negotiations regarding a resolution authorizing the Board President to negotiate and execute an Economic Development Incentive Agreement with Talk O' Texas Brands, Inc., a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act necessary to promote economic development and expand business enterprises which create or retain primary jobs and recommending approval by City Council

b. Section 551.072 - Deliberations about real property regarding the sale of approximately 17.5 +/- acres of land at the Industrial Park

7. Follow Up and Administrative Issues

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

b. Announcement 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 20th day of June 2024 at 4:00 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.

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

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

Meeting Date: June 26, 2024

Item type: Consent Item

Caption:

Consider approving the regular meeting and workshop minutes from May 22, 2024

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1.	COSADC Meeting Minutes 5-22-2024	COSADC Meeting Minutes 5-22-2024.pdf
2.	COSADC Workshop Meeting Minutes 5-22-2024	COSADC Workshop Meeting Minutes 5-22-2024.pdf

Presentation:

Approvals/Reviews:

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

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, May 22, 2024

Present:
Max Puello, President
Dr. Clifton Jones, First Vice President
Rick Mantooth, Second Vice President
Dr. Farrah Gomez, 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 8:34 A.M., on Wednesday, May 22, 2024 at the East Mezzanine of City Hall, 72 W College Avenue, San Angelo, TX 76903

2. **Prayer**

Second Vice President Mantooth provided an invocation.

3. **Public Comment**

Jamal Schumpert spoke. Suggested using ½ Cent Sales Tax to create Electronic Robotic Program the schools to teach and prepare for the future.

Michael Dane, Interim Director of Economic Development state per Mike Berry, a program is already in place with SME Prime.

Michael Looney, thanked Jamal for being proactive and hoped to discuss further with him.

4. **Consent Agenda**

a. Consider approving the regular meeting minutes from April 24, 2024. (Nora Nevarez)
b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)
c. Consider approving the April 2024 Financials. (Tina Dierschke)
d. Consider approving a lease agreement by and between the City of San Angelo Development Corporation and Angelo Networks and authorizing the Board President or their designee to execute all necessary documents. (Nora Nevarez)

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

5. **Regular Agenda**

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

Motion: Second Vice President Mantooth made the motion for First Vice President Jones to be appointed as President and Second Vice President Mantooth appointed as First Vice President, seconded by Director Gomez. The motion carried unanimously four (4) ayes to zero (0) nays.

First Vice President Mantooth requested to table the appointment of the Second Vice President.

No public comment.

b. Discuss and possible action regarding the previously approved allocation of $110,000 for the Business Plan competition and request an additional increase of $2,000 for expenses. (Presentation by Nora Nevarez, Economic Development Coordinator)

Nora Nevarez, Economic Development Coordinator presented the item.

First Vice President Mantooth abstained from the vote. No further discussion or vote, due to lack of quorum. This item will be presented at the next COSADC meeting on June 26, 2024.

6. **Follow Up and Administrative Issues**

a. Consideration and possible action of the items discussed in Closed Session, if needed
b. Announcement and consideration of Future Agenda items.

Michael Looney, Vice President of the San Angelo Chamber of Commerce provide a quick update in regards to Amazon construction, the Skilled Nursing facility, and Allen's Transport.

7. **Adjournment**

Motion: President Jones made a motion, seconded by First Vice President Mantooth 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 8:57 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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City of San Angelo, Texas
Development Corporation Workshop Meeting
Wednesday, May 22, 2024

Present:

Dr. Clifton Jones, President
Rick Mantooth, First Vice President
Dr. Farrah Gomez, Director

1. Call to Order

There not being a quorum of the City of San Angelo Development Corporation Workshop, Board Members President Jones called the workshop session of the City of San Angelo Development Corporation to order at 9:32 a.m., on Wednesday, May 22, 2024 at the Business Resource Center, Dave Erickson Training Room located at 69 N. Chadbourne St., San Angelo, TX 76903

2. Workshop Agenda

a. Introduction by Michael Dane, Interim Director of Economic Development.

Michael Dane, Interim Director of Economic Development addressed those in attendance. He informed those present that the workshop is more informational and discussion. Should those in attendance like any item discussed be presented at the next regular COSADC meeting, please let staff know.

b. Presentation of Corporation Financials and discussion of the corporation's current financial position. (Tina Dierschke, Corporate Treasurer)

Tina Dierschke presented the financials.

c. Discuss Affordable Housing. (Bob Salas)

Robert Salas, Director of Neighborhood and Family Services discussed Affordable Housing.
He discussed the housing situation and provide options that possibly the board would like to consider.

President Jones asked for this item to be presented at the next regularly scheduled meeting on June 26, 2024.

d. Discuss project needs, projections, transportation, quality of life, business issues, and current strategic priorities. (Economic Development Staff)

Robert Schneeman, Project Manager presented an update on all current projects.

e. Marketing update and projects on the horizon by San Angelo Chamber of Commerce. (Michael Looney)

Michael Looney, Vice President of the San Angelo Chamber of Commerce provided an update.

Discuss policies, contracts, training, and other administrative-related items. (Economic Development Staff)

Michael Dane reviewed currently polices.

President Jones requested the Sub-committee should have a meeting in July, to discuss the Administrative Service agreement.

3. Adjournment

There being no further business, the meeting adjourned by consensus at 11:44 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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Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: June 26, 2024

Item type: Consent Item

Caption:

Consider approving the necessary Corporation Disbursement (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1.	Disbursement 06-26-2024	Disbursement 06-26-2024.pdf

Presentation:

Approvals/Reviews:

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

City of San Angelo Development Corporation
Check Disbursements
For Board Approval June 26, 2024

Economic Development

Skyline Aviation	$ 332,786.34	Hangar Renovation (Inv. FBO 12)	
San Angelo Chamber of Commerce	65,625.00	Marketing & recrutement (Inv. 17485)	
SMC Global	7,482.52	Property Taxabatement (Inv 240524)	*Ck. 6144*
Taurus Tech	7,107.75	Technology update (Inv. 22167)	*Ck. 6137*
Media Advantage	1,060.00	Marketing (Inv. 2440)	*Ck. 6143*
Total for Board Consideration	**$ 414,061.61**		
Jowers Commercial Cleaning	$ 800.00	Cleaning at BRC (Inv. 6282)	*Ck. 6142*
Jowers Commercial Cleaning	800.00	Cleaning at BRC (Inv. 6293)	
TEDC	550.00	Renew membership N. Nevarez (Inv. 23732)	*Ck. 713664*
Go San Angelo	542.13	2 Legal notices (Ad 10193807 & 10010488)	
House of Chemicals	474.60	Cleaning and toiletries supply (Inv. 1026667 & 1027017)	*Ck. 6141*
MC Electric	319.20	Replace bulbs (Inv. 2164)	*Ck. 6135*
Staples	228.67	Office Supplies (Inv. 3516728869, 3474177535, & 6001048021)	*Ck. 6136*
Duncan	212.50	Repair leak in a/c unit (Inv. 67628)	
Atmos Energy	131.99	Gas Utilities at BRC (Inv. 62424)	*Ck. 6139*
Atmos Energy	112.56	Gas Utilities at BRC (Inv. 52224)	*Ck. 6124*
CTWP	63.74	Copier lease (Inv. 1574633)	*Ck. 6140*
Angelo Water	58.46	Water deliver and cooler rental (Inv. 7005/2405)	*Ck. 6138*
CVCEC	44.53	Electric serv for Airport sign (Inv. 05312024)	
Republic Services	31.45	Trash service (Inv. 1290147)	
	$ 4,369.83		
Total Eco Dev Disbursements	**$ 418,431.44**		
Ballot			
COSA	$ 14,483.25	Indirect cost (Inv. 61535_	*Ck. 2080*
Total for Board Consideration	**$ 14,483.25**		
Total Routine Disbursements			
Total Ballot Disbursements	**$ 14,483.25**		
Grand Total Disbursements this Period	**$ 432,914.69**		

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: June 26, 2024

Item type: Consent Item

Caption:

Consider approving the May 2024 Financial Statements (Tina Dierschke, Corporate Treasurer)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC FS 2405 Final — COSADC FS 2405 Final.pdf

Presentation:

Approvals/Reviews:

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

City of San Angelo Development Corporation

Financial Information and Schedules
As of May 31, 2024

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Economic Development

- Balance Sheet
- Revenue & Expenditure Report
- Project Commitments

Ballot

- Balance Sheet
- Revenue & Expenditure Report
- Project Commitments

Transaction Detail by Account

Hickory Water Supply

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

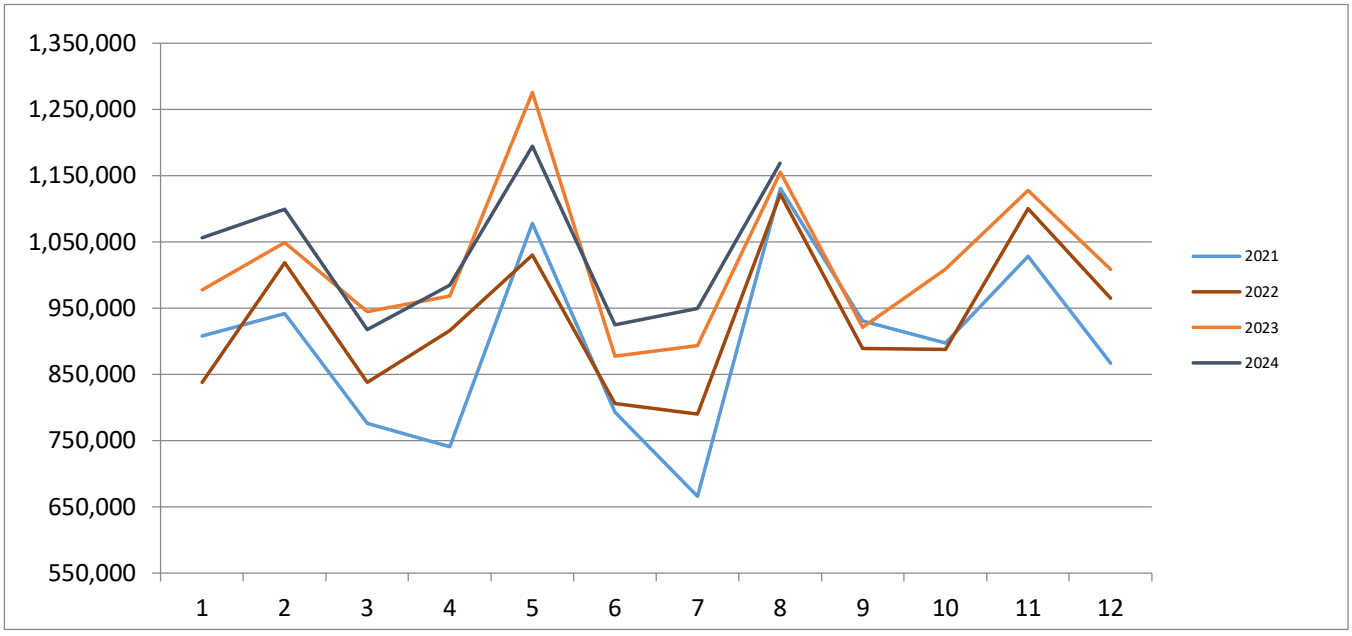
City of San Angelo Development Corporation
Executive Summary
May 2024

Available Fund Balances

Unassigned Fund Balance-Economic Development	6,601,426
Unassigned Fund Balance-Ballot	8,960,287

Sales Tax Analysis

Month	2021	2022	2023	2024	% Over/(Under)
Oct	907,912	837,902	977,628	1,056,249	8.04%
Nov	941,714	1,018,994	1,049,058	1,099,298	4.79%
Dec	776,336	838,245	944,644	917,530	-2.87%
Jan	740,927	916,151	968,413	985,000	1.71%
Feb	1,077,963	1,030,426	1,275,717	1,194,486	-6.37%
Mar	792,882	806,025	877,403	924,721	5.39%
Apr	665,954	790,185	893,339	949,450	6.28%
May	1,130,561	1,122,067	1,155,640	1,168,794	1.14%
Jun	930,276	889,239	920,877		
Jul	897,588	887,685	1,008,794		
Aug	1,027,915	1,100,228	1,128,012		
Sep	866,535	965,151	1,008,166		



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of May 31, 2024

ASSETS	
Current Assets	
Checking/Savings	
Cash	980,407
Money Market	4,367,863
Total Checking/Savings	5,348,270
Accounts Receivable	
Leases	1,794
Total Accounts Receivable	1,794
Other Current Assets	
Investments	5,999,283
Total Other Current Assets	5,999,283
Total Current Assets	11,349,347
Fixed Assets	
Vehicles	28,540
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
Accumulated Depreciation	(1,291,807)
Total Fixed Assets	5,495,957
TOTAL ASSETS	16,845,304
LIABILITIES & FUND EQUITY	
Liabilities	
Current Liabilities	
Security Deposits	5,108
Accounts Payable	105,484
Total Current Liabilities	110,592
Total Liabilities	110,592
Fund Equity	
Committed for Eco. Dev. Projects	4,485,153
Restricted for Fixed Assets	5,467,417
Reserved for Encumbrance	180,715
Unassigned Fund Balance	6,601,426
Total Fund Equity	16,734,711
TOTAL LIABILITIES & FUND EQUITY	16,845,304

City of San Angelo Development Corporation
Revenue and Expenditure Report - Economic Development
May 2024

		Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues							
Sales & Use Tax		3,235,804	327,262	2,322,748	2,322,748	(913,056)	72%
Interest on Investments		173,891	33,458	240,362	240,362	66,471	138%
Lease Income		12,154	1,459	10,327	10,327	(1,827)	85%
Miscellaneous Income		450	-	50	50	(400)	11%
Gain on Sale Assets		-	-	392,395	392,395	392,395	100%
Total Revenues		3,422,299	362,179	2,965,882	2,965,882	(456,417)	87%
Expenditures							
Administrative		118,903	4,667	56,901	66,898	(52,005)	56%
Partnership Affiliations		86,297	-	71,297	71,297	(15,000)	83%
COSADC Staff		370,019	-	120,554	120,554	(249,465)	33%
City Services		199,714	-	99,857	99,857	(99,857)	50%
Industrial Park Ops & Maint		25,032	32	7,018	13,718	(11,314)	55%
Marketing-Chamber of Commerce		262,500	-	196,875	262,500	-	100%
Advertising		52,449	-	9,884	52,449	-	100%
Building Maintenance/Utilities		106,876	2,153	31,660	62,049	(44,827)	58%
Capital		40,000	7,108	12,305	33,628	(6,372)	84%
Business Factory		279,759	1,117	15,367	19,483	(260,276)	7%
Total Operating Expenditures		1,541,549	15,077	621,718	802,433	(739,116)	52%
Projects							
Phase II Sewer Line	DC0136	96,000	-	-	-	(96,000)	0%
TXDOT Aside Program Grant	DC0137	60,500	-	-	-	(60,500)	0%
Parkhill	DC0139	27,024	-	-	-	(27,024)	0%
Industrial Park-Phase II	DC0147	2,796	-	-	-	(2,796)	0%
US Customs Retention II	DC0152	151,762	-	-	-	(151,762)	0%
SMC Global	DC0163	146,401	-	-	-	(146,401)	0%
J's Deer & Wild Game	DC0164	15,000	-	-	-	(15,000)	0%
Double Barrel	DC0167	20,000	-	-	-	(20,000)	0%
Ethicon	DC0170	599,067	-	167,234	167,234	(431,833)	28%
TGC/GAFB II	DC0181	234,409	-	234,409	234,409	-	100%
SMC Global - BREP	DC0182	362,500	-	350,000	350,000	(12,500)	97%
Dorado Construction	DC0183	50,000	-	-	-	(50,000)	0%
SME-Prime	DC0184	50,000	-	50,000	50,000	-	100%
Ind Park Clearing	DC0188	6,186	-	-	-	(6,186)	0%
Skyline P3	DC0192	3,000,000	-	1,939,549	1,939,549	(1,060,451)	65%
Rosenberger Site Sol.	DC0206	75,000	-	-	-	(75,000)	0%
Airport Fire Suppression	DC0207	10,903	-	10,903	10,903	-	100%
Technology Tower, LLC	DC0209	250,000	-	100,000	100,000	(150,000)	40%
ASU Airport Facility	DC0210	2,000,000	-	-	-	(2,000,000)	0%
Lip Chip	DC0212	29,700	-	-	-	(29,700)	0%
Splash Pad	DC0213	150,000	-	-	-	(150,000)	0%
Future Projects		1,914,251	-	-	-	(1,914,251)	0%
		9,251,499	-	2,852,095	2,852,095	(6,399,404)	31%
Total Project Expenditures							
Total Expenditures		10,793,048	15,077	3,473,813	3,654,528	(7,138,520)	32%
Revenue Over/(Under) Expenditures		(7,370,749)	347,102	(507,931)	(688,646)		

City of San Angelo Development Corporation
Economic Development Projects
As of May 31, 2024

Project	Code	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
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	-	295,976	27,024
Industrial Park-Phase II	DC0147	2,000,000	4,225,568	-	4,222,772	2,796
US Customs Retention II	DC0152	46,435	1,149,225	-	997,463	151,762
SMC Global	DC0163	200,000	200,000	-	53,599	146,401
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	167,234	625,370	431,833
TGC/GAFB II	DC0181	145,000	301,270	234,409	301,270	-
SMC Global - BREP	DC0182	362,500	362,500	350,000	350,000	12,500
Dorado Construction	DC0183	150,000	150,000	-	100,000	50,000
SME-Prime	DC0184	150,000	100,000	50,000	100,000	-
Ind Park Clearing	DC0188	25,000	25,000	-	18,814	6,186
Skyline P3	DC0192	3,000,000	3,000,000	1,939,549	1,939,549	1,060,451
Rosenberger Site Sol.	DC0206	75,000	75,000	-	-	75,000
Airport Fire Suppression	DC0207	83,500	83,500	10,903	83,500	-
Technology Tower, LLC	DC0209	250,000	250,000	100,000	100,000	150,000
ASU Airport Facility	DC0210	2,000,000	2,000,000	-	-	2,000,000
Lip Chip	DC0212	29,700	29,700	-	-	29,700
Splash Pad	DC0213	150,000	150,000	-	-	150,000
		9,352,859	13,811,966	2,852,095	9,326,813	4,485,153

Total Committed, Not Expended	4,485,153

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of May 31, 2024

ASSETS	
Current Assets	
Checking/Savings	
Cash	5,461
Money Market	7,277,727
Total Checking/Savings	7,283,188
Other Current Assets	
Investments	2,995,159
Total Other Current Assets	2,995,159
Total Current Assets	10,278,346
TOTAL ASSETS	10,278,346
LIABILITIES & FUND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	14,484
Total Current Liabilities	14,484
Total Liabilities	14,484
Fund Equity	
Committed for Ballot Projects	1,303,575
Assigned for Debt Service	-
Unassigned Fund Balance	8,960,287
Total Fund Equity	10,263,862
TOTAL LIABILITIES & FUND EQUITY	10,263,862

City of San Angelo Development Corporation
Revenue and Expenditure Report - Ballot
May 2024

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	8,320,639	841,532	5,972,780	5,972,780	(2,347,859)	72%
Interest on Investments	217,283	34,050	343,302	343,302	126,019	158%
Total Revenues	8,537,922	875,582	6,316,082	6,316,082	(2,221,840)	74%
Expenditures						
City Services	34,105	-	17,053	17,053	(17,052)	50%
Affordable Housing Admin	30,135	-	15,068	15,068	(15,067)	50%
Loan/Debt Service	5,469,038	3,438	5,469,038	5,469,038	-	100%
Total Operating Expenditures	5,533,278	3,438	5,501,159	5,501,159	(32,119)	99%
Projects						
West Texas Water Partnership	200,000	-	-	-	(200,000)	0%
Affordable Housing	669,615	-	65,000	65,000	(604,615)	10%
Water Rights	498,960	-	-	-	(498,960)	0%
Future Projects	2,000,819	-	-	-	(2,000,819)	0%
Total Project Expenditures	3,369,394	-	65,000	65,000	(3,304,394)	2%
Total Expenditures	8,902,672	3,438	5,566,159	5,566,159	(3,336,513)	63%
Revenue Over/(Under) Expenditures	(364,750)	872,144	749,923	749,923		

City of San Angelo Development Corporation
Ballot Projects
As of May 31, 2024

Project	Project Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	933,531	-	733,531	200,000
* Reclaimed Water Alternatives	1,389,965	-	1,389,965	-
* Red Arroyo Storm Water Basin	151,040	-	151,040	-
Total Expenditures	2,474,536	-	2,274,536	200,000
Total Water Supply Projects				200,000
Affordable Housing				
Revenues				
* Sale of Fixed Assets - Blackshear Properties	394,351	-	394,351	-
Total Revenues				
Expenditures				
Affordable Housing	4,683,520	65,000	4,078,905	604,615
* 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	6,252,516	65,000	5,647,902	604,615
Total Affordable Housing				604,615
Other Projects				
* Sports Facilities Maintenance	285,353	-	285,353	-
Total Expenditures	285,353	-	285,353	-
Total Ballot Projects Committed, Not Expended				804,615
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
May 2024

	Group #	PO #	Type	Date	Number		Description	Amount
FUND 700 DEVELOPMENT CORPORATION								
700-0000-313.00-00 TAX / SALES AND USE TAX								
5834		08/24	AJ	5/31/2024		391	Eco Dev Sales Tax	327,262.32
700-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS								
5713		08/24	AJ	5/31/2024		372	BankIntED	13,460.52
5713		08/24	AJ	5/31/2024		372	MMIntED	19,997.71
700-0000-363.11-00 RENT / RENT								
5287		08/24	AJ	5/15/2024	MR			1,459.20
700-0700-411.03-32 PROFESSIONAL & TECHNICAL / SOFTWARE MAIN								
5016		08/24	AP	4/24/2024		6127	CITY OF SAN ANGELO	2,000.00
700-0700-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI								
4985		08/24	AJ	5/3/2024	UT		UB CHARGE UPDATE	139.80
4958		08/24	AJ	5/2/2024	UT		UB CHARGE UPDATE	15.60
700-0700-411.04-13 PURCHASED SERVICES / ELECTRICITY								
5062	132330	08/24	AP	4/30/2024		6128	CONCHO VALLEY ELEC	46.88
700-0700-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAI								
5330	132376	08/24	AP	5/16/2024		6135	MC ELECTRIC	319.20
5330	132279	08/24	AP	45424		6134	JOWERS COMMERCIAL	800.00
5177	132049	08/24	AP	4/30/2024		6133	REPUBLIC SERVICES,	31.45
5062	132279	08/24	AP	4/29/2024		6130	JOWERS COMMERCIAL	800.00
700-0700-411.04-42 PURCHASED SERVICES / RENT OF EQUIPMENT								
5062	132333	08/24	AP	4/30/2024		6129	CTWP	44.70
5062	132333	08/24	AP	4/30/2024		6129	CTWP	420.00
700-0700-411.05-30 PURCHASED SERVICES / COMMUNICATION								
5821		08/24	AJ	5/27/2024		386	VoIP - May 24	330.96
5830		08/24	AJ	5/26/2024		388	Optimum May 24	633.92
700-0700-411.05-31 PURCHASED SERVICES / CELLULAR PHONE								
5831		08/24	AJ	4/22/2024		389	Verizon Chrgs Apri	55.32
700-0700-411.05-65 PURCHASED SERVICES / SPECIAL PROJECT "A"								
4995	132025	08/24	AP	5/1/2024		6131	WALLACE, RUSSELL E	625.00
5062	132333	08/24	AP	4/30/2024		6129	CTWP	79.22
5062	132333	08/24	AP	4/30/2024		6129	CTWP	30.00
5331	132319	08/24	AP	4/4/2024		6136	STAPLES ADVANTAGE	356.56
5060		08/24	AP	3/13/2024		11735	CITIBANK, N.A	26.00
700-0700-411.05-91 PURCHASED SERVICES / PROF.DUES & SUBSCRI								
5060		08/24	AP	3/25/2024		11735	CITIBANK, N.A	149.90
700-0700-411.06-10 SUPPLIES / OFFICE SUPPLIES								
5231	132319	08/24	AP	8/31/2022		6136	STAPLES ADVANTAGE	(20.88)
5230	132319	08/24	AP	4/7/2021		6136	STAPLES ADVANTAGE	(107.01)
700-0700-411.06-26 SUPPLIES / GASOLINE								
5844		08/24	AJ	4/30/2024		395	Mthly Fuel Expense	53.56
700-0700-411.06-30 SUPPLIES / FOOD								
5205		08/24	AP	5/8/2024		6132	DOWNTOWN SAN ANGEL	1,000.00
5062	131781	08/24	AP	4/23/2024		6126	ANGELO WATER SERVI	68.44
5060		08/24	AP	3/27/2024		11735	CITIBANK, N.A	37.26
700-0700-800.07-43 PROPERTY / FURNITURE & FIXTURES								
5330	133734	08/24	AP	5/13/2024		6137	TAURUS TECHNOLOGIE	7,107.75
700-0705-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI								
5099		08/24	AJ	5/7/2024	UT		UB CHARGE UPDATE	31.92
FUND 711 COSADC - BALLOT								
711-0000-313.00-00 TAX / SALES AND USE TAX								
5834		08/24	AJ	5/31/2024		391	Ballot Sales Tax M	841,531.67
711-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS								
5713		08/24	AJ	5/31/2024		372	MMIntBallot	34,050.15

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures
Fiscal Year through May 31, 2024

67% 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		**20,436,774**		**20,436,774**			
REVENUES:							
C.O. Proceeds		-	-	-	-	69,490,001	69,490,001
Interest Income		-	-	-	-	1,932,432	1,932,432
Total Revenues		-	-	-	-	71,422,433	71,422,433
EXPENDITURES:							
Post Construction	4150	150,000	-	150,000	-	-	150,000
Design & Inspection	4157	1,282,944	27,338	1,235,444	(47,500)	1,862,112	3,097,556
Construction	4159	17,071,398	-	16,970,375	(101,023)	44,960,966	61,931,341
Issue Costs	9900	-	-	-	-	1,868,804	1,868,804
Transfer to Debt Service	1994	-	-	-	-	2,293,777	2,293,777
Total Expenditures		18,504,342	27,338	18,355,819	(148,523)	50,985,659	69,341,478
Revenue Over/(Under) Expenditures		**(18,504,342)**	**(27,338)**	**(18,355,819)**			
Ending Fund Balance		**1,932,432**		**2,080,955**			

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

Requestor:	Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date:	June 26, 2024
Item type:	Regular Item

Caption:

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

Summary/History:

At the last COSADC meeting on May 22nd, only the President and First Vice President were appointed. Dr. Clifton Jones will serve as President and Rick Mantooth will be First Vice President.
First Vice President Rick Mantooth asked to table the appointment of Second Vice President due to lack of board members being present.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

REPORT TO MAYOR & MEMBERS OF CITY COUNCIL

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC

Meeting Date: June 26, 2024

Item type: Regular Item

Caption:

Discussion and direction on Affordable Housing initiatives. (Presentation by Bob Salas, Director of Neighborhood and Family Services)

Staff Recommendation:

Summary/History:

A Community Housing Development Organization (CHDO) is a HUD special designation for nonprofits. CHDOs are a community-based organization with staff that possess the capacity to develop affordable housing for their community. To qualify for designation as a CHDO, the organization must meet certain requirements pertaining to its legal status, organizational structure, and capacity and experience. CHDOs must act as the owner, developer, or sponsor of a project that is an eligible activity. These eligible activities include the acquisition and/or rehabilitation of rental housing; new construction of rental housing; acquisition and/or rehabilitation of homebuyer properties; and new construction of homebuyer properties. Galilee CDC is the city's current certified CHDO.

To streamline the management of the Affordable Housing Assistance Program (AHAP), staff is recommending transferring direct management to Galilee CDC which will act as a sub-recipient of the COSADC funds with oversight by Neighborhood & Family Services staff. Galilee would be responsible for all activities including new construction and other eligible activities outlined in the guidelines which will be updated at a later date to reflect the Board's direction to include rehabilitation and multifamily housing projects. This action will remove COSADC from directly participating in loan management and foreclosures.

Funding Source(s):

Financial Impact:

No additional fiscal impact is expected.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor:	Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date:	June 26, 2024
Item type:	Regular Item

Caption:

Discussion and possible action regarding an agreement between Media Advantage and COSADC for professional services to secure webmaster services not to exceed $40,000 to create a new ED website, to include an annual budget of $6,000 for an annual support plan, and authorizing the Board President or their designee to execute all necessary documents and recommending City Council Approval (Presentation made by Michael Dane, Interim Director of Economic Development)

Summary/History:

The current Economic Development website (https://economicdevelopmentsanangelo.com) is approximately 10 years old and needs updating. A modern, fully functional website is critical to all economic development organizations. The website is the first place most Site Selectors look when investigating communities for relocation or expansion of a business enterprise. It is common knowledge among most Economic Developers that a company may have already passed over your community before you even knew they were looking. A modern, up-to-date, and informative website is crucial to the Economic Development of our community.

Financial Impact:

$40,000 from Future Projects to a new account plus $6,000 per year annual maintenance fee. A budget amendment will be required.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: June 26, 2024

Item type: Regular Item

Caption:

Consider approving the fiscal year 2025 Development Corporation budget and authorizing staff to present said budget to the San Angelo City Council for formal adoption (Presentation by Tina Dierschke, Corporate Treasurer)

Summary/History:

The Development Corporation is primarily funded through the type B sales tax, 28% of which is allocated for economic development initiatives with the remaining 72% dedicated to ballot projects and long-term water supply. Staff will propose next year's sales tax revenue budget at a 3% decrease from FY24's projected year-end. This will be updated in line with the formal adoption of the COSA General Fund budget. Other revenue and expenditure items will be discussed at the meeting.

Financial Impact:

Other Information/Recommendation:

Attachments:

1.	700 Eco Dev	700 Eco Dev.pdf
2.	711 Ballot	711 Ballot.pdf

Presentation:

Tina Dierschke

Approvals/Reviews:

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

Development Corp: Economic Development Fund
Financial Summary

Description	FY23 Actual	FY24 Original Budget	FY24 Revised Budget	FY24 Year-to-date as of April	FY25 Draft Budget	Increase (Decrease) from FY24 Original
700 REVENUES:						
Sales and Use Tax [1]	3,418,154	3,235,804	3,235,804	1,995,485	3,379,435	143,631
Other Revenue	11,749	12,604	12,604	401,313	20,460	7,856
Interest	255,222	173,891	173,891	206,904	406,500	232,609
Total Revenues	**$ 3,685,125**	**$ 3,422,299**	**$ 3,422,299**	**$ 2,603,702**	**$ 3,806,395**	**$ 384,096**
700 EXPENSES:						
Personnel	225,468	370,019	370,019	120,554	366,298	(3,721)
Partner Affiliations	338,797	348,797	348,797	333,797	348,750	(47)
Operations & Maintenance	460,440	401,811	562,103	207,925	402,896	1,085
Transfers out [2]	220,408	199,714	199,714	99,857	176,927	(22,787)
Future Projects	38,114	2,101,958	1,975,167	5,197	2,511,524	409,566
Total Expenditures	**$ 1,283,227**	**$ 3,422,299**	**$ 3,455,800**	**$ 767,330**	**$ 3,806,395**	**$ 384,096**
Revenues Over/(Under) Expenditures	2,401,898	-	(33,501)	1,836,372	-	-
Unreserved Beginning Fund Balance	10,064,337	12,466,235	12,466,235	12,466,235	12,466,235	-
Unreserved Ending Fund Balance	**$ 12,466,235**	**$ 12,466,235**	**$ 12,432,734**	**$ 14,302,607**	**$ 12,466,235**	**$ -**

[1] Sales tax is projected at a 3% decrease from FY24's projected year-end.

[2] Operations & maintenance decreased largely due to the update to indirect costs associated with current project levels.

Development Corp: Ballot Fund
Financial Summary

Description	FY23 Actual	FY24 Original Budget	FY24 Revised Budget	FY24 Year-to-date as of April	FY25 Draft Budget	Increase (Decrease) from FY24 Original
711 REVENUES:						
Sales and Use Tax [1]	8,789,538	8,320,639	8,320,639	5,131,248	8,689,977	369,338
Interest	285,554	217,283	217,283	309,252	411,000	193,717
Total Revenues	**$ 9,075,092**	**$ 8,537,922**	**$ 8,537,922**	**$ 5,440,500**	**$ 9,100,977**	**$ 563,055**
711 EXPENSES:						
Affordable Housing	334,170	335,000	699,750	80,068	335,000	-
Water [2]	515,522	698,960	698,960	-	758,020	59,060
Operations & Maintenance	5,465,600	5,469,038	5,469,038	5,465,600	5,465,600	(3,438)
Transfers Out	47,946	34,105	34,105	17,053	34,105	-
Future Projects	-	2,000,819	2,000,819	-	2,508,252	507,433
Total Expenditures	**$ 6,363,238**	**$ 8,537,922**	**$ 8,902,672**	**$ 5,562,721**	**$ 9,100,977**	**$ 563,055**
Revenues Over/(Under) Expenditures	2,711,854	-	(364,750)	(122,221)	-	-
Unreserved Beginning Fund Balance	6,761,859	9,473,713	9,473,713	9,473,713	9,473,713	-
Unreserved Ending Fund Balance	**$ 9,473,713**	**$ 9,473,713**	**$ 9,108,963**	**$ 9,351,492**	**$ 9,473,713**	**$ -**

[1] Sales tax is projected at a 3% decrease from FY24's projected year-end.

[2] Increase for Ft. Stockton water rights payment.

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor:	Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date:	June 26, 2024
Item type:	Regular Item

Caption:

Discussion and Board input regarding the possible establishment of a partnership with the ASU Small Business Development Center to conduct a study of Best Practices regarding various Economic Development Corporation operations (Presentation made by Michael Dane, Interim Director of Economic Development)

Summary/History:

The COSADC Board requested that Economic Development staff and ASU SBDC partner to conduct a Best Practice Study regarding various Economic Development Corporations' operations, staffing, and other related matters.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

Requestor:	Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date:	June 26, 2024
Item type:	Regular Item

Caption:

Discuss and possible action regarding the previously approved allocation of $110,000 for the Business Plan Competition and request an additional increase of $2,000 for expenses. (Presentation by Nora Nevarez, Economic Development Coordinator)

Summary/History:

The competition officially kicked off on June 3rd. The first deadline is August 1st. Contestants must submit a business overview and the application online at angelo.edu/bpc by 5:00 P.M.

On May 24, 2023, the board approved $110,000 to increase the prize money to $1000,00. The board also suggested allocation of the first, second, and third places.

Staff/Coordinators allocated the prized funds: First place - $50,000; Second place - $30,000; and Third Place - $20,000. In addition to the fund, winners will receive in-kind prizes from our local businesses.

The additional $2,000 will be used to purchase the plaques, oversized checks, and refreshments for the judging panel.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Michael Dane	Approved
Tina Dierschke	Approved

Brandon Dyson	Final Approval

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor:	Robert Schneeman, Economic Development Coordinator, COSADC, 325.653.7197
Meeting Date:	June 26, 2024
Item type:	Executive Session Item

Caption:

Section 551.087 - Economic development negotiations regarding a resolution authorizing the Board President to negotiate and execute an Economic Development Incentive Agreement with Talk O' Texas Brands, Inc., a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act necessary to promote economic development and expand business enterprises which create or retain primary jobs and recommending approval by City Council

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Michael Dane	Approved
Jeffrey Tomlinson	Approved
Tina Dierschke	Approved
Brandon Dyson	Final Approval

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: June 26, 2024

Item type: Executive Session Item

Caption:

Section 551.072 - Deliberations about real property regarding the sale of approximately 17.5 +/- acres of land at the Industrial Park

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Michael Dane	Approved
Tina Dierschke	Approved
Brandon Dyson	Final Approval

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: June 26, 2024

Item type: Executive Session Item

Caption:

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

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez Created/Initiated

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: June 26, 2024

Item type: Regular Item

Caption:

Announcement and consideration of Future Agenda items

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez Created/Initiated