CITY OF SAN ANGELO TEXAS
Development Corporation

Agenda
7/24/2024

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on July 24, 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 minutes from June 26, 2024. (Nora Nevarez)
   b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)
5. **Regular Agenda**
   a. Consider approving the June 2024 Financials. (Presentation made by Tine Dierschke, Director of Finance)
   b. 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)
   c. Public Hearing in accordance with Section 505.159 of the Texas Local Government Code regarding an Economic Development Incentive Agreement with Talk O' Texas Brands, Inc., in the amount of $100,000, 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. (Presentation made by Robert Schneeman, Economic Development Project Manager)
   d. Consideration and possible action regarding the sale of approximately 17.611 acres +/- in the San Angelo Business & Industrial Park Phase 1 to LTG Real Estate Group, LLC, at a price of $25,000 per acre, the exact acreage and total price to be determined by a survey on the ground, and authorizing the Board President to negotiate and execute all necessary documents (presentation by Robert Schneeman, Economic Development Project Manager)

e. Discussion and direction on affordable housing issues associated with program management of the Affordable Housing Assistance Program (AHAP). (Presentation made by Bob Salas, Director of Neighborhood and Family Services)

f. Presentation and discussion regarding improvements to the Bill Aylor Sr. Memorial River Stage (Presentation by Carl White, Director of Parks and Recreation)

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

7. Adjournment

CERTIFICATION

I hereby certify that the above notice of meeting was posted on the bulletin board at the City Hall of the City of San Angelo, Texas, on the 18th day of July 2024 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.

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: July 24, 2024

Item type: Consent Item

Caption:

Consider approving the regular meeting minutes from June 26, 2024. (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC Meeting Minutes 06-26-2024 COSADC Meeting Minutes 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, Texas
Development Corporation Meeting
Wednesday, June 26, 2024

Rick Mantooth, First Vice President
Dr. Farrah Gomez, Second Vice President
Steven Mahaffey, Director
Max Puello, Director
Carlos Rodriguez, Director
Joe Spano, Director

1. **Call to Order**

   With a quorum of the City of San Angelo Development Corporation Board Members present, First Vice President Mantooth called the regular session of the City of San Angelo Development Corporation to order at 8:30 a.m., on Wednesday, June 26, 2024 at the East Mezzanine of City Hall, 72 W College Avenue, San Angelo, TX 76903

2. **Prayer**

   Reverend Kyle Toomire from Sierra Vista United Methodist Church delivered invocation.

3. **Public Comment**

   Dezaray Johnson, Director of Angelo State University, Small Business Development Center (ASU SBDC) introduced Kate Polk. Ms. Polk is the new Business Development Specialist.

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)

Motion: Director Puello made a motion, seconded by Director Mahaffey to approve the consent agenda as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

No public Comment was made.

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)

First Vice President Mantooth nominated Director Gomez as Second Vice President.

Motion: Director Mahaffey made a motion, seconded by Director Rodriguez to approve the nomination for Director Gomez as Second Vice President. The motion carried unanimously six (6) ayes to zero (0) nays.

No public comment.

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

Mr. Bob Salas provided suggested changes for the Affordable Housing Program. He also suggested transferring the program management to Community Housing Development Corporation. They are HUD certified and have knowledge for HUD standards. This would assist the COSADC liability with homes that have been in foreclosure prior. This would assist in stream lining this program.

Mr. Salas will present a proposal and new guidelines.

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)

Mr. Dane discussed the necessary needs to update the existing COSADC website.

Ms. Chrys Forbes, Media Advantage described all the updated changes they have already made to the existing website. But, also explained the technology is not up to date and has spoken with vendors who work with Economic Development driven to assist with creating a new and advance website.

With a new website, COSADC website would also be ADA compliant.

Motion: Director Rodriguez made a motion, seconded by Director Mahaffey to table the request an agreement between Media Advantage for professional services to secure webmaster services. The motion carried unanimously six (6) ayes to zero (0) nays.

No public comment.

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)

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

No public comment.

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)

Mr. Dane discussed the partnership with ASU SBDC to conduct a study of Best Practices using a grad student. The student would research and compare other existing Economic Development benchmarks.

ASU SBDC would hire and manage the student, but the student will office with Economic Development staff.

The board felt this would be a good strategy to compare what other Economic Development organizations are doing.

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)

Motion: Director Rodriguez made a motion, seconded by Director Mahaffey to approve the additional increase of $2,000 as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

No public comment.

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

Discussion and updates regarding prospects.

7. Follow Up and Administrative Issues

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

Motion: Director Rodriguez made a motion, seconded by Director Puello to approve and authorize the board President to negotiate and execute and Economic Development incentive for capital investment in the amount of $100,000 with Talk of Texas as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

No public comment.

b. Announcement and consideration of Future Agenda items

None

8. Adjournment

Motion: Director Mahaffey made a motion, seconded by Director Rodriguez to adjourn the meeting. The motion carried unanimously six (6) ayes to zero (0) nays.

There being no further business, the meeting adjourned by consensus at 9:53 A.M.

THE CITY OF SAN ANGELO

_____
Corporation First Vice 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: July 24, 2024

Item type: Consent Item

Caption:

Consider approving the necessary Corporation Disbursement. (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. Disbursement 07-24-2024 Disbursement 07-24-2024.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 July 24, 2024

Economic Development

Skyline Aviation	$	225,781.44	Hangar Renovation (Inv. FBO 13)	
Media Advantage		2,549.96	Marketin (Inv. 24020)	*Ck. 6161*
Total for Board Consideration	**$**	**228,331.40**		
Jowers Commercial Cleaning	$	800.00	Cleaning at BRC (Inv. 6315)	
Jowers Commercial Cleaning		800.00	Cleaning at BRC (Inv. 6160)	*Ck. 6160*
San Angelo Chamber of Commerce		750.00	Registration to W. TX Legislative Summit (Inv. 17925)	*Ck. 6156*
Russ Wallace		625.00	IT servs. For Business Factory (Inv. 1056)	*Ck. 6167*
CTWP		484.36	Copier lease (Inv. 1583441 & 1582959)	*Ck. 6166*
CTWP		437.87	Copier lease (Inv. 1574709)	*Ck. 6159*
Rad's Window Cleaning		350.00	Window cleaning interior/exterior (Inv. 1246)	*Ck. 6162*
Rad's Window Cleaning		350.00	Window cleaning interior/exterior (Inv. 1242)	*Ck. 6155*
Advance Elevator		250.00	Mo. Maint. Serv (Inv. 746888)	*Ck. 6157*
Advance Elevator		141.66	Mo. maint serv elevator (Inv. 746792)	*Ck. 6154*
Atmos Energy		136.58	Gas utilities (Inv. 072324)	*Ck. 6140*
Bug Express		85.00	Pest control for BRC (Inv. 92204)	*Ck. 6165*
Angelo Water Service		73.18	Water and water cooler rental (Inv. 7005/2406)	*Ck. 6158*
CVEC		46.45	Elec. utilties for airport sign (Inv. 062824)	
Republic Serv		31.45	Trash serv. for BRC (Inv. 1296624)	
	$	**5,361.55**		
Total Eco Dev Disbursements	**$**	**233,692.95**		

Ballot

First Title Co.	$	65,000.00	Affordable Housing Program - 2206 N. Poe	*Ck. 2081*
COSA	$	3,437.50	Admin. Serv. - Ballot (Inv. 62105)	*Ck. 2082*
Total for Board Consideration	**$**	**68,437.50**		
Total Routine Disbursements				
Total Ballot Disbursements	**$**	**68,437.50**		
Grand Total Disbursements this Period	**$**	**302,130.45**		

Report to Board

CITY OF SAN ANGELO TEXAS Development Corporation

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

Meeting Date: July 24, 2024

Item type: Regular Item

Caption:

Consider approving the June 2024 Financials. (Presentation made by Tine Dierschke, Director of Finance)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC FS 2406 Final — COSADC FS 2406 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 June 30, 2024

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- 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.

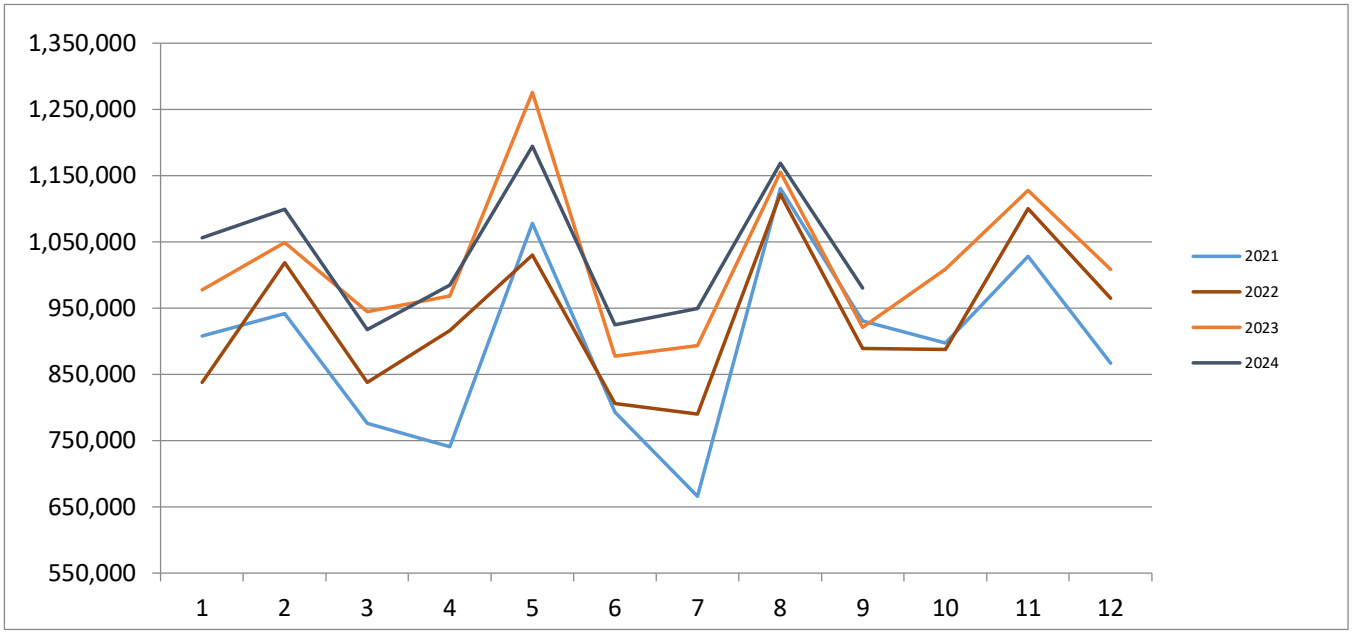
City of San Angelo Development Corporation
Executive Summary
June 2024

Available Fund Balances

Unassigned Fund Balance-Economic Development	6,764,188
Unassigned Fund Balance-Ballot	9,693,293

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	980,358	6.46%
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 June 30, 2024

ASSETS	
Current Assets	
Checking/Savings	
Cash	994,329
Money Market	4,142,071
Total Checking/Savings	5,136,400
Accounts Receivable	
Leases	1,913
Total Accounts Receivable	1,913
Other Current Assets	
Investments	5,999,283
Total Other Current Assets	5,999,283
Total Current Assets	11,137,596
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	16,633,553
LIABILITIES & FUND EQUITY	
Liabilities	
Current Liabilities	
Security Deposits	5,188
Accounts Payable	110,861
Total Current Liabilities	116,049
Total Liabilities	116,049
Fund Equity	
Committed for Eco. Dev. Projects	4,144,884
Restricted for Fixed Assets	5,495,957
Reserved for Encumbrance	112,475
Unassigned Fund Balance	6,764,188
Total Fund Equity	16,517,504
TOTAL LIABILITIES & FUND EQUITY	16,633,553

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

		Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues							
Sales & Use Tax		3,235,804	274,500	2,597,248	2,597,248	(638,556)	80%
Interest on Investments		173,891	34,493	274,855	274,855	100,964	158%
Lease Income		12,154	901	11,228	11,228	(926)	92%
Miscellaneous Income		450	-	50	50	(400)	11%
Gain on Sale Assets		-	-	392,395	392,395	392,395	100%
Total Revenues		3,422,299	309,894	3,275,776	3,275,776	(146,523)	96%
Expenditures							
Administrative		118,903	2,764	59,667	69,272	(49,631)	58%
Partnership Affiliations		86,297	-	71,297	71,297	(15,000)	83%
COSADC Staff		370,019	60,932	181,486	181,486	(188,533)	49%
City Services		199,714	49,929	149,786	149,786	(49,929)	75%
Industrial Park Ops & Maint		25,032	32	7,050	13,750	(11,282)	55%
Marketing-Chamber of Commerce		262,500	65,625	262,500	262,500	-	100%
Advertising		52,449	1,060	10,944	52,449	-	100%
Building Maintenance/Utilities		106,876	6,410	38,069	67,358	(39,518)	63%
Capital		40,000	-	12,305	33,628	(6,372)	84%
Business Factory		279,759	79	15,446	19,499	(260,260)	7%
Total Operating Expenditures		1,541,549	186,831	808,550	921,025	(620,525)	60%
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	7,483	7,483	7,483	(138,918)	5%
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	332,786	2,272,335	2,272,335	(727,665)	76%
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	340,269	3,192,364	3,192,364	(6,059,135)	35%
Total Project Expenditures							
Total Expenditures		10,793,048	527,100	4,000,914	4,113,389	(6,679,660)	37%
Revenue Over/(Under) Expenditures		(7,370,749)	(217,206)	(725,138)	(837,613)		

City of San Angelo Development Corporation
Economic Development Projects
As of June 30, 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	7,483	61,082	138,918
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	2,272,335	2,272,335	727,665
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	3,192,364	9,667,082	4,144,884

Total Committed, Not Expended	4,144,884

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of June 30, 2024

ASSETS	
Current Assets	
Checking/Savings	
Cash	5,482
Money Market	7,947,287
Total Checking/Savings	7,952,770
Other Current Assets	
Investments	2,995,159
Total Other Current Assets	2,995,159
Total Current Assets	10,947,928
TOTAL ASSETS	10,947,928
LIABILITIES & FUND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	16,060
Total Current Liabilities	16,060
Total Liabilities	16,060
Fund Equity	
Committed for Ballot Projects	1,238,575
Assigned for Debt Service	-
Unassigned Fund Balance	9,693,293
Total Fund Equity	10,931,868
TOTAL LIABILITIES & FUND EQUITY	10,931,868

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

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	8,320,639	705,858	6,678,638	6,678,638	(1,642,001)	80%
Interest on Investments	217,283	46,623	389,925	389,925	172,642	179%
Total Revenues	8,537,922	752,481	7,068,563	7,068,563	(1,469,359)	83%
Expenditures						
City Services	34,105	8,526	25,579	25,579	(8,526)	75%
Affordable Housing Admin	30,135	7,534	22,602	22,602	(7,533)	75%
Loan/Debt Service	5,469,038	-	5,469,038	5,469,038	-	100%
Total Operating Expenditures	5,533,278	16,060	5,517,219	5,517,219	(16,059)	100%
Projects						
West Texas Water Partnership	200,000	-	-	-	(200,000)	0%
Affordable Housing	669,615	65,000	130,000	130,000	(539,615)	19%
Water Rights	498,960	-	-	-	(498,960)	0%
Future Projects	2,000,819	-	-	-	(2,000,819)	0%
Total Project Expenditures	3,369,394	65,000	130,000	130,000	(3,239,394)	4%
Total Expenditures	8,902,672	81,060	5,647,219	5,647,219	(3,255,453)	63%
Revenue Over/(Under) Expenditures	(364,750)	671,421	1,421,344	1,421,344		

City of San Angelo Development Corporation
Ballot Projects
As of June 30, 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	130,000	4,143,905	539,615
* 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	130,000	5,712,902	539,615
Total Affordable Housing				539,615
Other Projects				
* Sports Facilities Maintenance	285,353	-	285,353	-
Total Expenditures	285,353	-	285,353	-
Total Ballot Projects Committed, Not Expended				739,615
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
June 2024

	Group #	PO #	Type	Date	Number	Description	Amount
FUND 700 DEVELOPMENT CORPORATION							
700-0000-313.00-00 TAX / SALES AND USE TAX							
6518		09/24	AJ	6/30/2024	439	COSADC Sales Tax	274,500.37
700-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS							
6525		09/24	AJ	6/30/2024	442	Bank Interest ED	10,474.69
6525		09/24	AJ	6/30/2024	442	MM Interest ED	16,580.60
6525		09/24	AJ	6/30/2024	442	Investment Interes	7,437.50
700-0000-363.11-00 RENT / RENT							
5964		09/24	AJ	6/15/2024 MR			268.60
6051		09/24	AJ	6/15/2024 MR			631.95
700-0700-411.03-11 PROFESSIONAL & TECHNICAL / INDIRECT COST							
5849		09/24	AP	5/30/2024	6145	CITY OF SAN ANGELO	44,755.00
700-0700-411.03-12 PROFESSIONAL & TECHNICAL / ADMINISTRATIV							
5849		09/24	AP	5/30/2024	6145	CITY OF SAN ANGELO	60,729.00
700-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL							
6105		09/24	AP	6/13/2024	11869	SKYLINE AVIATION I	332,786.34
5690		09/24	AP	5/24/2024	6144	SMC GLOBAL	7,482.52
700-0700-411.03-60 PROFESSIONAL & TECHNICAL / CONTRACT SERV							
6093	132186	09/24	AP	5/31/2024	6153	SAN ANGELO CHAMBER	65,625.00
700-0700-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI							
5779		09/24	AJ	6/4/2024 UT		UB CHARGE UPDATE	148.20
700-0700-411.04-12 PURCHASED SERVICES / NATURAL GAS							
6092	132570	09/24	AP	6/7/2024	6148	ATMOS ENERGY	131.99
5743	132,570	09/24	AP	45419	6139	ATMOS ENERGY	112.56
700-0700-411.04-13 PURCHASED SERVICES / ELECTRICITY							
6143		09/24	AP	6/17/2024	713899	GEXA ENERGY, LP	1,515.51
6093	132330	09/24	AP	5/31/2024	6149	CONCHO VALLEY ELEC	44.53
5741		09/24	AP	5/17/2024	713392	GEXA ENERGY, LP	1,332.43
700-0700-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAI							
6184	132247	09/24	AP	6/14/2024	6155	RADS WINDOW CLEANI	350.00
6184	133931	09/24	AP	6/13/2024	6154	ADVANCE ELEVATOR	141.66
6092	132279	09/24	AP	6/9/2024	6151	JOWERS COMMERCIAL	800.00
6093	132049	09/24	AP	5/31/2024	6152	REPUBLIC SERVICES,	31.45
5746	132701	09/24	AP	5/30/2024	6141	HOUSE OF CHEMICALS	430.22
5743	132279	09/24	AP	5/28/2024	6142	JOWERS COMMERCIAL	800.00
6093	132377	09/24	AP	5/28/2024	6150	DUNCAN MECHANICAL	212.50
5743	132701	09/24	AP	5/17/2024	6141	HOUSE OF CHEMICALS	44.38
6093	133658	09/24	AP	5/13/2024	6147	ADVANCED SERVICE G	315.00
700-0700-411.04-33 PURCHASED SERVICES / VEHICLE MAINTENANCE							
6219		09/24	AJ	5/31/2024		Mthly Vehicle Main	29.00
700-0700-411.05-30 PURCHASED SERVICES / COMMUNICATION							
6556		09/24	AJ	6/27/2024	449	VoIP - June 24	330.96
6559		09/24	AJ	6/26/2024	451	Optimum June 24	633.92
700-0700-411.05-31 PURCHASED SERVICES / CELLULAR PHONE							
6513		09/24	AJ	5/22/2024	435	Verizon Chrgs June	55.32
6514		09/24	AJ	5/22/2024	435	Verizon Chrgs June	55.32
700-0700-411.05-40 PURCHASED SERVICES / ADVERTISING							
5744	133032	09/24	AP	4/30/2024	6143	MEDIA ADVANTAGE	1,060.00
700-0700-411.05-65 PURCHASED SERVICES / SPECIAL PROJECT "A"							
5746	132333	09/24	AP	5/30/2024	6140	CTWP	33.74
5746	132333	09/24	AP	5/30/2024	6140	CTWP	30.00
5745		09/24	AP	4/11/2024	11789	CITIBANK, N.A	15.75
700-0700-411.05-90 PURCHASED SERVICES / CONVENTIONS & SCHOO							
6200		09/24	AP	6/20/2024	6156	SAN ANGELO CHAMBER	750.00
700-0700-411.05-91 PURCHASED SERVICES / PROF.DUES & SUBSCRI							
5934	132832	09/24	AP	3/1/2024	6146	TEXAS ECONOMIC DEV	550.00
700-0700-411.06-26 SUPPLIES / GASOLINE							
6219		09/24	AJ	5/31/2024		Mthly Fuel Expense	47.38

City of San Angelo Development Corporation
Transaction Detail by Account
June 2024

	Group #	PO #	Type	Date	Number	Description	Amount
700-0700-411.06-30 SUPPLIES / FOOD							
5743	131781	09/24	AP	5/23/2024	6138	ANGELO WATER SERVI	58.46
5745		09/24	AP	4/25/2024	11789	CITIBANK, N.A	41.40
5745		09/24	AP	4/15/2024	11789	CITIBANK, N.A	212.53
700-0705-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITI							
5837		09/24	AJ	6/6/2024	UT	UB CHARGE UPDATE	31.92
FUND 711 COSADC - BALLOT							
711-0000-313.00-00 TAX / SALES AND USE TAX							
6518		09/24	AJ	6/30/2024	439	COSADC Sales Tax	705,858.08
711-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS							
6525		09/24	AJ	6/30/2024	442	MM Interest Ballot	32,185.87
6525		09/24	AJ	6/30/2024	442	Investment Interes	14,437.50
711-0700-411.03-11 PROFESSIONAL & TECHNICAL / INDIRECT COST							
5849		09/24	AP	5/30/2024	2080	CITY OF SAN ANGELO	6,949.50
711-0700-411.03-13 PROFESSIONAL & TECHNICAL / ADM SVCS-AFFO							
5849		09/24	AP	5/30/2024	2080	CITY OF SAN ANGELO	7,533.75
711-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL							
6140		09/24	AP	6/18/2024	2081	FIRST TITLE CO	65,000.00

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures
Fiscal Year through June 30, 2024

75% 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	-	499,526	1,235,444	(47,500)	1,862,112	3,097,556
Construction	4159	17,071,398	1,716,546	8,708,247	16,970,376	(101,022)	44,960,966	61,931,342
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	1,716,546	9,207,773	18,355,820	(148,522)	50,985,659	69,341,479
Revenue Over/(Under) Expenditures		**(18,504,342)**	**(1,716,546)**	**(9,207,773)**	**(18,355,820)**			
Ending Fund Balance		**1,932,432**			**2,080,954**			

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor:	Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date:	July 24, 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:

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:	Robert Schneeman, Economic Development Coordinator, COSADC, 325.653.7197
Meeting Date:	July 24, 2024
Item type:	Regular Item

Caption:

Public Hearing in accordance with Section 505.159 of the Texas Local Government Code regarding an Economic Development Incentive Agreement with Talk O' Texas Brands, Inc., in the amount of $100,000, 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. (Presentation made by Robert Schneeman, Economic Development Project Manager)

Summary/History:

Talk O' Texas is a San Angelo Company in business for over 65 years. They are planning to purchase two new pieces of equipment to enhance their productivity at a cost of approximately $450,000.

Following is a summary of the company profile.
Full time employees - 10
Seasonal Employees – 70 (55 filled)
Average Full Time Wage - $49,000
Average Seasonal Wage - $12.28 / Hr.
Total Payroll 2023 - $1,519,213.37

The company's TY 2024 tax status is as follows:
Current Appraised Value Business Personal Property - $968,000
Current Real Property Appraised Value - $1,425,000

The proposed incentive under the Business Retention & Expansion Program (BREP) is $100,000 toward the proposed capital investment. The calculated Return on Investment (ROI) is 22.1 % or a 4.3 Year payback. The total net economic impact is $288,261 over 5 years.

The agreement will require that the company maintain its current level of payroll.

COSADC unanimously approved this incentive at their June 26, 2024 meeting.

Financial Impact:

$100,000 from Future Projects to a new Project. Budget amendment required.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
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: July 24, 2024

Item type: Regular Item

Caption:

Consideration and possible action regarding the sale of approximately 17.611 acres +/- in the San Angelo Business & Industrial Park Phase 1 to LTG Real Estate Group, LLC, at a price of $25,000 per acre, the exact acreage and total price to be determined by a survey on the ground, and authorizing the Board President to negotiate and execute all necessary documents (presentation by Robert Schneeman, Economic Development Project Manager)

Summary/History:

The proposed purchaser is the real estate branch of parent company of Lone Star Trucks,TNTX LLC LTG-TAG LLC
2051 Hughes Road Grapevine, TX 76051. Lonestar Truck Group is currently located at 1818 S. Chadbourne Street, San Angelo. Lone Star intends to build a new truck sales, leasing and maintenance center.
The location of the property is as shown on the attached aerial photo.

The current appraised value of properties at the Industrial park is $48,000 per acre however the subject tract will require additional expense to address access from Loop 306, and topographic challenges. Tee Engineer's estimate for those costs is in excess of $441,000 putting the total cost for a shovel ready project at approximately $50,000 per acre.

Staff recommends approval at the sales price of $25,000 per acre.

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Financial Impact:

Revenue of approximately $440,275 less closing costs Exact amount to be determined by a survey and determination of closing costs.

Other Information/Recommendation:

Attachments:

1. Phase 1 Aerial — Phase 1 Aerial.jpg

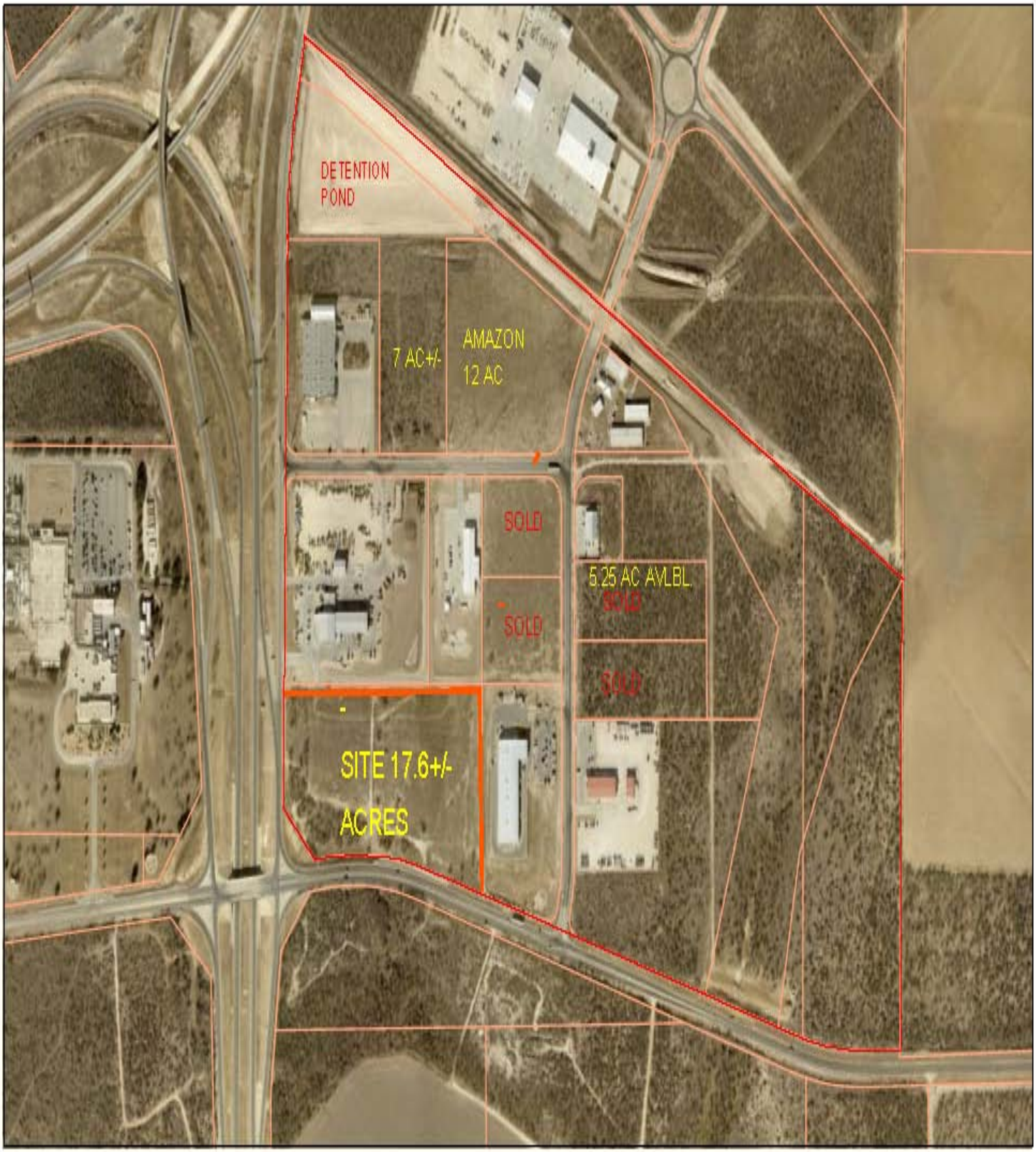
Presentation:

Robert Schneeman

Approvals/Reviews:

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

ArcGIS Web Map



9/1/2022, 8:42:00 AM

Parcels

PHASE 1

1:9,028

0 0.05 0.1 0.2 mi

0 0.1 0.2 0.4 km

COSAGIS Division

ArcGIS Web AppBuilder
COSAGIS Division | COSAGIS Division | City of San Angelo Copyright 1987-2014 |

Report to Board

CITY OF SAN ANGELO TEXAS
Development Corporation

Requestor:	Bob Salas, Neighborhood Services Director, Neighborhood and Family Services, 325-655-0824
Meeting Date:	July 24, 2024
Item type:	Regular Item

Caption:

Discussion and direction on affordable housing issues associated with program management of the Affordable Housing Assistance Program (AHAP). (Presentation made by Bob Salas, Director of Neighborhood and Family Services)

Summary/History:

Staff recommends transferring operational management of the Affordable Housing Assistance Program (AHAP) to Galilee CDC, the City's Community Housing Development Organization (CHDO). The transfer will allow Galilee CDC to create and enforce real estate binding agreements to recapture forfeited funds in cases of foreclosure or sale of properties. If approved, COSADC will enter into a subrecipient agreement with Galilee CDC that outlines the roles and responsibilities of both organizations. In addition, the COSADC Board will review and approve updated guidelines that will direct the management of specific activities to include new home construction, multi-family units, and housing rehabilitation projects. As part of the AHAP management transfer, Galilee will receive 5% for general administration, totaling $16,750 annually. Neighborhood & Family Services Department staff will oversee the subrecipient agreement and continue to monitor and take necessary action on current and past projects.

Financial Impact:

No financial impact at this time.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Bob Salas	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:	July 24, 2024
Item type:	Regular Item

Caption:

Presentation and discussion regarding improvements to the Bill Aylor Sr. Memorial River Stage (Presentation by Carl White, Director of Parks and Recreation)

Summary/History:

City Council has directed staff to proceed with developing the plans for notable improvements/renovations to the Bill Aylor Sr. Memorial River Stage. These improvements include: enhancing accessibility to all levels of the River Stage grounds and to the stage itself, improving and expanding the box office and concession stand, widening, covering and improving the main entrance next to the box office, expanding storage at the main building as well as adding green room space, a production office space and a new loading dock, expanding the hillside sitting areas, performing some utility improvements, repainting all the structures and fences, and improving the driveway to the back stage.

Future improvements envisioned, not part of this first phase, include: adding a new entrance from Avenue A (beside the pool) with a box office, arbor walkway, and entry towers, adding new restrooms at the lower level of the property (requiring a new lift station), expanding the restrooms at the upper level, adding a new concessions area at the lower level, installing a new irrigation system for the grounds, and installing digital signage.

The Bill Aylor Sr. Memorial River Stage has not been renovated since its opening in 1987. It has seen some minor improvements along the way, but no major renovations, as is proposed with this project.

Renovating the River Stage will increase events at the River Stage. It also addresses the promoter's needs for a production office, larger green room for artists and bands, and helps staff with storage of tables, chairs, and additional needs. This will also benefit the customers who come to the River Stage for events to give them better access to concessions and restrooms, as well as improving overall access and comfort.

The total project cost is estimated at $3,044,000.00. The City has identified funding for a large part of the proposed scope of improvements. Those sources include the Civic Events fund balance, Civic Events facility use fees, and roll-over debt, with an unfunded amount of $691,562.

Financial Impact:

Fiscal Impact is to be determined based on board discussion and direction.

Other Information/Recommendation:

Attachments:

Presentation:

Carlton White

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: July 24, 2024

Item type: Regular 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: July 24, 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