



Agenda 2/26/2025

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on February 26, 2025 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 December 11, 2024, and January 22, 2025. (Nora Nevarez)
- b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)
- c. Consider approving the January 2025 Financials. (Tina Dierschke)

5. Regular Agenda

- a. San Angelo Chamber of Commerce presentation regarding the Year-end report. (Presentation by Mike Berry, Manager, Research and Intelligence of the San Angelo Chamber of Commerce, Economic Development)
- b. Discuss the process for updating the Business Retention Expansion (BREP) Policy. (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 551.072 - Deliberations about real property regarding:
 - 1. Potential repurchase of 8.786 Acres of Industrial Park property in accordance with Section 12.(b) of the Declaration of Covenants, Conditions & Restrictions as recorded in Document Number 202301951, Official Records of Tom Green County, Texas
 - 2. 250 +/- Acres out of Sarah R. Robertson, Survey 178, Abstract 8474, Tom Green County, Texas

- b. Section 551.087 - Business prospect negotiations regarding:
 - 1. Project Falcon
 - 2. Project Falcon 2
 - 3. ATI Group

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 February 2025 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: February 26, 2025

Item type: Consent Item

Caption:

Consider approving the regular meeting minutes from December 11, 2024, and January 22, 2025. (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-----------------------------------|---------------------------------------|
| 1. | COSADC Meeting Minutes 12-11-2024 | COSADC Meeting Minutes 12-11-2024.pdf |
| 2. | COSADC Meeting Minutes 01-22-2025 | COSADC Meeting Minutes 01-22-2025.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, December 11, 2024

Present:

Rick Mantooth, First Vice President
Steven Mahaffey, Second Vice President
Max Puello, President
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 8:32 A.M., on Wednesday, December 11, 2024 at the McNease Convention Center, 501 Rio Concho Drive, San Angelo, TX 76903

2. Prayer

First Vice President Mantooth provided an invocation.

3. Public Comment

Jamal Schumpert, SMD 3, spoke in regarding of not having a Director/Assistant Director with the Economic Development department for two years. He feels by not having someone in place, Economic Development is missing out with working with small businesses to create programs. If this position was filled, the director could work with the university to create programs to build houses.

4. Consent Agenda

- a. Consider approving the regular meeting minutes from November 13, 2024. (Nora Nevarez)
- b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)
- c. Consider amending a lease agreement by and between the City of San Angelo Development Corporation and Branded Companies, LLC and authorizing the Board President or their designee to execute all necessary documents (Nora Nevarez)

No Public Comment.

Motion: Director Puello made a motion, seconded by Director Mahaffey to approve the consent agenda as presented. The motion carried unanimously five (5) ayes to zero (0) nays.

5. **Regular Agenda**

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

No Public Comment.

Motion: Director Rodriguez nominates Vice President Rick Mantooth to President and Second Vice President Dr. Farrah Gomez to First Vice President. Director Puello nominates Director Mahaffey to Second Vice President, seconded by Director Rodriguez.
Director Spano made a motion to approve the nominees as presented, seconded by Director Mahaffey. The motion carried unanimously five (5) ayes to zero (0) nays.

- b. Consider approving an amount not to exceed \$200K to allow Galilee CDC to renovate a multifamily project as part of the Affordable Housing Assistance Program (AHAP) using Fiscal Year 2025 funds. (Presentation by Bob Salas, Director of Neighborhood and Family Services)

Director Robert Salas announced he will be retiring in January. He introduced Morgan Chegidden. She will be serving as Interim Director.

Ms. Stephanie Hamby, Galilee CDC, was present to review the multifamily project.

Public Comment: Jamal Schumpert, SMD 3 spoke in favor of this project. He suggested this program be set up in a thirty (30) year mortgage/rent.

Motion: Second Vice President Mahaffey made a motion, seconded by Director Spano to approve as presented. The motion carried unanimously four (4) ayes to one (1) nay.

- c. Public Hearing regarding COSADC approval of professional services agreement with Parkhill Smith & Cooper, Inc. (Parkhill) in a sum not to exceed \$275,000 to perform professional engineering and design services for the preparation of engineering plans and technical specifications for infrastructure improvements in Phase II of the San Angelo Business & Industrial Park, a project authorized under Chapters 501 and 505 of the Development Corporation Act for infrastructure improvements necessary for development of a portion of the San Angelo Business and Industrial Park(Presentation by Robert Schneeman, Economic Development Project Manager).

Public comment opened at 9:16 A.M.

Public comment closed at 9:16 A.M.

No Public Comment.

- d. Public Hearing regarding an Economic Development Incentive Agreement with Skyline Aviation in the amount of \$1,000,000.00, for creation of an Aviation Mechanics School in partnership with Howard College 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).

Public comment opened at 9:17 A.M.

Public Comment: Jamal Schumpert, SMD 3, spoke regarding the number of students and the future of this program.

Public comment closed at 9:19 A.M.

6. Closed Session

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

At 9:20 A.M, the Board convened Executive Session under the provision of Government Code, Title 5. Open Government; Ethics, Subtle A. Open Government, Chapter 551. Open Meeting, Subchapter D. Exceptions to Requirement that Meetings be Open under the following sections.

- a. Section 551.072 - Deliberations about real property regarding approximately 316 acres out of Sarah R. Robertson Survey No.78

No action taken on this item.

At 9:52 A.M., the Board reconvened

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

No announcements or future agenda items were requested

8. Adjournment

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

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, January 22, 2025

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

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, President Mantooth called the regular session of the City of San Angelo Development Corporation meeting to order at 8:30 A.M., on Wednesday, January 22, 2025 at the McNease Convention Center – South Meeting Room, 501 Rio Concho Drive, San Angelo, TX 76903

2. Prayer

Pastor Chris Curran, Southland Baptist Church provided an invocation.

3. Public Comment

No public comments were made.

4. Consent Agenda

- a. Consider approving the regular meeting minutes from December 11, 2024. (Nora Nevarez)
- b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)
- c. Consider approving the October and November 2024 Financials. (Tina Dierschke)
- d. Consider a resolution authorizing the Investment Policy for the City of San Angelo Development Corporation Fund for 2025. (Tina Dierschke)

Motion: Director Puello made a motion, seconded by First Vice President Gomez to approve the Consent Agenda with the exception of item 4a. The motion carried unanimously seven (7) ayes to zero (0) nays.

No Public Comment.

Item 4a will be presented at the February 26th meeting.

5. **Regular Agenda**

- a. Consider approving the December 2024 financials. (Presentation made by Tina Dierschke, Finance Director)

Motion: Second Vice President Mahaffey made a motion, seconded by Director Rodriguez to approve the financials as presented. The motion carried unanimously seven (7) ayes to zero (0) nays.

- b. Consider appointing two (2) Board Members to the Industrial Park Review Board in accordance with the Declaration of Covenants, Conditions and Restrictions as recoded in Document Number 202301951, Official Public Records of Tom Green County, Texas. (presentation by Robert Schneeman, Economic Development Project Manager)

Robert Schneeman discussed the responsibilities as the Industrial Park Review Board.

Director Lasater volunteered to be a part of the committee.

Director Puello nominated Director Rodriguez to the committee. Director Rodriguez accepted serving on the committee.

Motion: The appointment of Lorenzo Lasater and Carlos Rodriguez to the Industrial Park Review Board was unanimous. The motion carried unanimously seven (7) 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:

At 8:43 A.M., the Board convened Executive Session under the provision of Government Code, Title 5. Open Government; Ethics, Subtitle A. Open Government, Chapter 551. Open Meeting, Subchapter D. Exceptions to Requirement that Meetings be Open under the following sections.

- a. Section 551.087 - Business prospect negotiations regarding:
Project Falcon
Project Powerhouse
Project Centipede
Project SNF
Project Zeppelin
Project Excelsior
Project 240 East

No action taken on this item.

At 9:24 A.M., the Board reconvened.

7. Follow Up and Administrative Issues

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

None

- b. Announcement and consideration of Future Agenda items.

Michael Dane, Interim Director of Economic Development recognize Director Spano. He thanked him for serving on the board and presented him with a plaque.

President Mantooth welcomed Lorenzo Lasater to the board.

Director Puello requested staff continue scheduling future site visit. He stated the tours are great knowledge for the new board. members.

8. Adjournment

Motion: Director Puello made a motion, seconded by Director Spano 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 9:37 A.M.

THE CITY OF SAN ANGELO

Corporation President

ATTEST:

Corporation Secretary

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

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

Meeting Date: February 26, 2025

Item type: Consent Item

Caption:

Consider approving the necessary Corporation Disbursement. (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1.	Disbursement 02-26-2025	Disbursement 02-26-2025.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
Check Disbursements
For Board Approval February 26, 2025

Economic Development

COSA	\$ 107,099.93	Admin Serv (Inv. 63751)	
CDS	28,250.00	Housing Study (Inv. 17182)	Ck. 6290
Sam Tambunga	11,906.06	Gen. Comm Liability coverage	Ck. 6289
		Sponsorship - Mo Luncheons and	
SA Chamber of Commerce	7,800.00	Annual Banquet (Inv. 20832)	Ck. 6294
Media Advantage	5,069.90	Marketing for COSADC	
Total for Board Consideration	\$ 160,125.89		

MC Electric	\$ 808.91	Replace bulbs and supply of bulbs for building (Inv. 2388)	Ck. 6293
Jowers Commercial Cleaning	800.00	Cleaning serv at BRC (Inv. 6494)	
Jowers Commercial Cleaning	800.00	Cleaning Serv at BRC (Inv. 6479)	Ck. 6291
Russ Wallace	625.00	IT serv for Feb. 2025 (Inv. 1063)	
		Copier lease for Eco Dev & Business Factory (Inv. 1644275 & 1644195)	
CTWP	501.94	Gas Utilities (Inv 22025)	
Atmos Energy	426.97	Inspection and certification (Inv. 29727)	Ck. 6295
Statewide Elev Inspec., LLC	363.15	Clean interior/exterior windows (Inv. 1313)	
Rad's Window Cleaning	350.00	Gas Utilities (Inv. 3036648466/2501)	Ck. 6279
Atmos Energy	271.38	Water delivery and rental of cooler (Inv. 7005/2501)	Ck. 6292
Angelo Water Service Co.	66.19	Lease on Business Factory copier (Inv. 1634632)	Ck. 6282
CTWP	54.60	Electric utilities - airport sign (Inv. 26511)	
CVEC	47.10	Electric utilities - airport sign (Inv. 26511)	
CVEC	44.72	Trash Serv (Inv. 1341303)	
Republic Serv.	31.24	Trash Serv (Inv. 1335081)	
Republic Serv.	31.24		
	\$ 5,222.44		

Total Eco Dev Disbursements **\$ 165,348.33**

Ballot

COSA	\$ 190,128.02	ED Housing (Inv. 63225)	Ck. 2096
COSA	\$ 16,060.00	Admin Serv (Inv. 63751)	

Total for Board Consideration **\$ 206,188.02**

Total Routine Disbursements

Total Ballot Disbursements **\$ 206,188.02**

Grand Total Disbursements this Period **\$ 371,536.35**

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

Meeting Date: February 26, 2025

Item type: Consent Item

Caption:

Consider approving the January 2025 Financials. (Tina Dierschke)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | |
|-------------------------|--------------------------|
| 1. COSADC FS 2501 Final | COSADC FS 2501 Final.pdf |
|-------------------------|--------------------------|

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 January 31, 2025

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City of San Angelo Development Corporation

Executive Summary

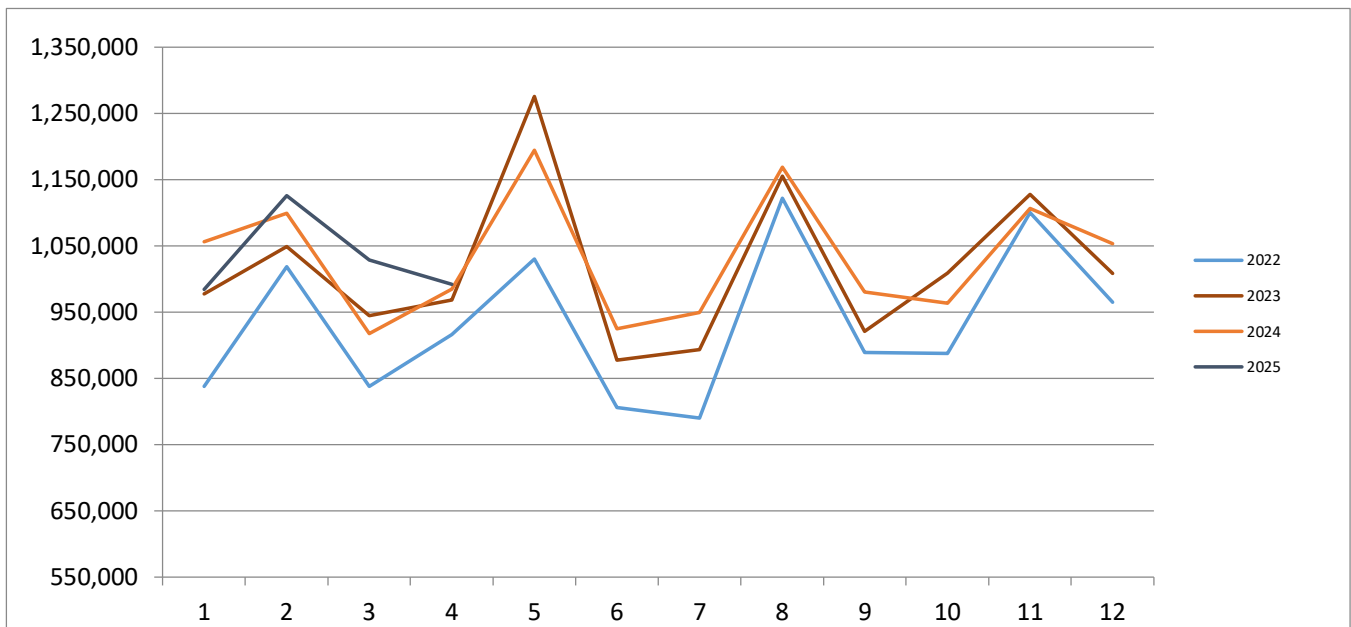
January 2025

Available Fund Balances

Unassigned Fund Balance-Economic Development	7,342,689
Unassigned Fund Balance-Ballot	8,983,246

Sales Tax Analysis

Month	2022	2023	2024	2025	% Over/(Under)
Oct	837,902	977,628	1,056,249	984,531	-6.79%
Nov	1,018,994	1,049,058	1,099,298	1,125,807	2.41%
Dec	838,245	944,644	917,530	1,028,803	12.13%
Jan	916,151	968,413	985,000	992,126	0.72%
Feb	1,030,426	1,275,717	1,194,486		
Mar	806,025	877,403	924,721		
Apr	790,185	893,339	949,450		
May	1,122,067	1,155,640	1,168,794		
Jun	889,239	920,877	980,358		
Jul	887,685	1,008,794	963,312		
Aug	1,100,228	1,128,012	1,106,232		
Sep	965,151	1,008,166	1,053,612		



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of January 31, 2025

ASSETS

Current Assets

Checking/Savings

Cash 1,339,663

Money Market 4,067,941

Total Checking/Savings 5,407,604

Accounts Receivable

Leases 1,382

Total Accounts Receivable 1,382

Other Current Assets

Investments 6,006,341

Total Other Current Assets 6,006,341

Total Current Assets 11,415,327

Fixed Assets

Vehicles 28,540

Land -Industrial Park 60,312

Industrial Park-Phase I 409,078

Industrial Park-Phase II 4,019,191

Industrial Park-Phase III 20,377

Building-Business Resource Ctr 2,004,967

Accumulated Depreciation (1,397,618)

Total Fixed Assets 5,144,847

TOTAL ASSETS

16,560,174

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Security Deposits 5,156

Accounts Payable 107,100

Total Current Liabilities 112,256

Total Liabilities 112,256

Fund Equity

Committed for Eco. Dev. Projects 3,702,148

Restricted for Fixed Assets 5,144,847

Reserved for Encumbrance 258,233

Unassigned Fund Balance 7,342,689

Total Fund Equity 16,447,917

TOTAL LIABILITIES & FUND EQUITY

16,560,174

City of San Angelo Development Corporation
Revenue and Expenditure Report - Economic Development
January 2025

		Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues							
Sales & Use Tax		3,348,558	277,795	1,156,755	1,156,755	(2,191,803)	35%
Interest on Investments		406,500	35,870	112,741	112,741	(293,759)	28%
Lease Income		20,010	2,053	4,186	4,186	(15,824)	21%
Miscellaneous Income		450	-	-	-	(450)	0%
Property Sales		-	-	437,363	437,363	437,363	100%
Total Revenues		3,775,518	315,718	1,711,045	1,711,045	(2,064,473)	45%
Expenditures							
Administrative		121,298	14,350	22,853	29,745	(91,553)	25%
Partnership Affiliations		86,250	-	56,047	56,047	(30,203)	65%
COSADC Staff		379,374	-	62,868	62,868	(316,506)	17%
City Services		176,927	-	44,232	44,232	(132,695)	25%
Industrial Park Ops & Maint		24,282	32	6,118	14,412	(9,870)	59%
Marketing-Chamber of Commerce		262,500	-	131,250	262,500	-	100%
Advertising		37,799	-	21,987	27,799	(10,000)	74%
Building Maintenance/Utilities		100,076	6,150	22,435	80,167	(19,909)	80%
Capital		40,000	-	-	-	(40,000)	0%
Business Factory		228,355	14,662	21,584	38,587	(189,768)	17%
Total Operating Expenditures		1,456,861	35,194	389,374	616,357	(840,504)	42%
Projects							
US Customs Retention II	DC0152	151,762	-	-	-	(151,762)	0%
SMC Global	DC0163	138,918	-	-	-	(138,918)	0%
Ethicon	DC0170	431,832	-	-	-	(431,832)	0%
SMC Global - BREP	DC0182	12,500	-	-	-	(12,500)	0%
Ind Park Clearing	DC0188	6,186	-	-	-	(6,186)	0%
Skyline P3	DC0192	136,504	-	136,504	136,504	-	100%
Rosenberger Site Sol.	DC0206	75,000	-	-	-	(75,000)	0%
Technology Tower, LLC	DC0209	150,000	-	-	-	(150,000)	0%
ASU Airport Facility	DC0211	2,000,000	1,000,000	1,000,000	1,000,000	(1,000,000)	50%
Lip Chip	DC0212	29,700	-	-	-	(29,700)	0%
Splash Pad	DC0213	150,000	-	-	-	(150,000)	0%
Allen's Transport	DC0214	150,000	-	-	-	(150,000)	0%
Talk of Texas	DC0215	100,000	-	-	-	(100,000)	0%
Housing Study	DC0216	59,500	28,250	28,250	59,500	-	100%
Skyline BREP	DC0217	1,000,000	-	-	-	(1,000,000)	0%
Parkhill Smith Cooper	DC0218	275,000	-	-	-	(275,000)	0%
Future Projects		1,090,461	-	-	-	(1,090,461)	0%
Total Project Expenditures		5,957,363	1,028,250	1,164,754	1,196,004	(4,761,359)	20%
Total Expenditures		7,414,224	1,063,444	1,554,128	1,812,361	(5,601,863)	21%
Revenue Over/(Under) Expenditures		(3,638,706)	(747,726)	156,917	(101,316)		

City of San Angelo Development Corporation
Economic Development Projects
As of January 31, 2025

Project	Code	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
US Customs Retention II	DC0152	46,435	1,149,225	-	997,463	151,762
SMC Global	DC0163	200,000	200,000	-	61,082	138,918
Ethicon	DC0170	47,724	1,057,203	-	625,371	431,832
SMC Global - BREP	DC0182	362,500	362,500	-	350,000	12,500
Ind Park Clearing	DC0188	25,000	25,000	-	18,814	6,186
Skyline P3	DC0192	3,000,000	3,000,000	136,504	3,000,000	-
Rosenberger Site Sol.	DC0206	75,000	75,000	-	-	75,000
Technology Tower, LLC	DC0209	250,000	250,000	-	100,000	150,000
ASU Airport Facility	DC0211	2,000,000	2,000,000	1,000,000	1,000,000	1,000,000
Lip Chip	DC0212	29,700	29,700	-	-	29,700
Splash Pad	DC0213	150,000	150,000	-	-	150,000
Allen's Transport	DC0214	150,000	150,000	-	-	150,000
Talk of Texas	DC0215	100,000	100,000	-	-	100,000
Housing Study	DC0216	59,500	59,500	28,250	28,250	31,250
Skyline BREP	DC0217	1,000,000	1,000,000	-	-	1,000,000
Parkhill Smith Cooper	DC0218	275,000	275,000	-	-	275,000
		7,770,859	9,883,128	1,164,754	6,180,980	3,702,148
Total Committed, Not Expended						3,702,148

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of January 31, 2025

ASSETS

Current Assets

Checking/Savings

Cash

40,409

Money Market

12,472,045

Total Checking/Savings

12,512,455

Other Current Assets

Investments

2,995,159

Total Other Current Assets

2,995,159

Total Current Assets

15,507,613

TOTAL ASSETS

15,507,613

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

1,042,707

Assigned for Debt Service

5,465,600

Unassigned Fund Balance

8,983,246

Total Fund Equity

15,491,553

TOTAL LIABILITIES & FUND EQUITY

15,491,553

City of San Angelo Development Corporation
Revenue and Expenditure Report - Ballot
January 2025

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	8,610,576	714,331	2,974,512	2,974,512	(5,636,064)	35%
Interest on Investments	411,000	100,668	251,760	251,760	(159,240)	61%
Total Revenues	9,021,576	814,999	3,226,272	3,226,272	(5,795,304)	36%
Expenditures						
City Services	34,105	-	8,526	8,526	(25,579)	25%
Ballot Projects	2,565,600	-	-	-	(2,565,600)	0%
Afordable Housing						
City Admin	13,385	-	7,534	7,534	(5,851)	56%
Programmed	321,615	321,615	321,615	321,615	-	100%
Unprogrammed	284,687	-	-	-	(284,687)	0%
Long Term Water Supply						
West Texas Water Partnership	200,000	-	-	-	(200,000)	0%
Water Rights	558,020	-	-	-	(558,020)	0%
Debt Service	2,900,000	-	-	-	(2,900,000)	0%
Future Projects	2,428,851	-	-	-	(2,428,851)	0%
Total Expenditures	9,306,263	321,615	337,675	337,675	(8,968,588)	4%
Revenue Over/(Under) Expenditures	(284,687)	493,384	2,888,597	2,888,597		

City of San Angelo Development Corporation
Transaction Detail by Account
January 2025

Group #	PO #	Type	Date	Number	Description	Amount
FUND 700 DEVELOPMENT CORPORATION						
700-0000-313.00-00 TAX / SALES AND USE TAX						
2844		04/25	1/31/2025	171	COSADC Sales Tax	(277,795.22)
700-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS						
2751		04/25	1/31/2025	150	Bank Interest ED	(4,080.06)
2751		04/25	1/31/2025	150	MM Interest ED	(16,840.05)
2751		04/25	1/31/2025	150	Investment Interest ED	(14,950.00)
700-0000-363.11-00 RENT / RENT						
2309		04/25	1/15/2025	MR		(2,053.10)
700-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL SERVICES						
1993		04/25	12/19/2024	0006275	ANGELO STATE UNIVERSITY	1,000,000.00
2494	136049	04/25	11/26/2024	0006290	CDS COMMUNITY DEVELOPMENT S	28,250.00
700-0700-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITIES						
2042		04/25	1/6/2025	UT	UB CHARGE UPDATE	132.60
1973		04/25	1/3/2025	UT	UB CHARGE UPDATE	15.60
700-0700-411.04-12 PURCHASED SERVICES / NATURAL GAS						
2193	134759	04/25	1/6/2025	0006279	ATMOS ENERGY	271.38
700-0700-411.04-13 PURCHASED SERVICES / ELECTRICITY						
2469		04/25	1/17/2025	0719375	GEXA ENERGY, LP	1,027.48
2194	134752	04/25	12/31/2024	0006281	CONCHO VALLEY ELECTRIC COOPEF	44.72
1929		04/25	12/17/2024	0718648	GEXA ENERGY, LP	902.12
700-0700-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAINT.						
2690	134795	04/25	1/29/2025	0006293	MC ELECTRIC	808.91
2492	135421	04/25	1/21/2025	0006291	JOWERS COMMERCIAL CLEANING	800.00
2193	134790	04/25	1/7/2025	0006283	HOUSE OF CHEMICALS INC	176.96
2193	135421	04/25	1/7/2025	0006284	JOWERS COMMERCIAL CLEANING	800.00
2193	134761	04/25	1/2/2025	0006280	BUG EXPRESS, INC	85.00
2194	134815	04/25	12/31/2024	0006285	REPUBLIC SERVICES, INC	36.24
2057	134753	04/25	12/23/2024	0006274	ADVANCE ELEVATOR	250.00
2057	135421	04/25	12/23/2024	0006277	JOWERS COMMERCIAL CLEANING	800.00
700-0700-411.04-33 PURCHASED SERVICES / VEHICLE MAINTENANCE						
2870		04/25	1/31/2025	183	Mthly Vehicle Maint Exp	33.00
700-0700-411.04-42 PURCHASED SERVICES / RENT OF EQUIPMENT						
2394	134760	04/25	12/30/2024	0006288	CTWP	420.00
2394	134760	04/25	12/30/2024	0006288	CTWP	21.43
700-0700-411.05-21 PURCHASED SERVICES / INSURANCE-LIABILITY						
2444		04/25	1/14/2025	0006289	SAM TAMBUNGA INSURANCE LLC	11,906.06
700-0700-411.05-30 PURCHASED SERVICES / INFORMATION TECHNOLOGY						
2843		04/25	1/31/2025	170	Mthly Budgeted Transfers	1,582.92
700-0700-411.05-65 PURCHASED SERVICES / SPECIAL PROJECT "A"						
2215		04/25	1/8/2025	0006278	ANGELO DONUTS AND KOLACHES	13,906.18
2193	134758	04/25	1/1/2025	0006287	WALLACE, RUSSELL E.	625.00
2194	134760	04/25	12/30/2024	0006282	CTWP	24.60
2194	134760	04/25	12/30/2024	0006282	CTWP	30.00
2623		04/25	12/19/2024	0012274	CITIBANK, N.A	1.00
2623		04/25	12/11/2024	0012274	CITIBANK, N.A	(5.61)
2623		04/25	12/9/2024	0012274	CITIBANK, N.A	20.98
2623		04/25	12/6/2024	0012274	CITIBANK, N.A	59.30
2623		04/25	12/4/2024	0012274	CITIBANK, N.A	1.00
700-0700-411.05-91 PURCHASED SERVICES / PROF.DUES & SUBSCRIPTIONS						
2623		04/25	12/6/2024	0012274	CITIBANK, N.A	200.00
700-0700-411.06-14 SUPPLIES / POSTAGE & SHIPPING						
2222		04/25	12/18/2024	0012245	POSTMASTER	20.00

City of San Angelo Development Corporation
Transaction Detail by Account
January 2025

Group #	PO #	Type	Date	Number	Description	Amount
700-0700-411.06-26 SUPPLIES / GASOLINE						
2870		04/25	1/31/2025	183	Mthly Fuel Expenses	41.71
700-0700-411.06-30 SUPPLIES / FOOD						
2596	134757	04/25	1/23/2025	0006292	ANGELO WATER SERVICE CO	66.19
2057	134757	04/25	12/23/2024	0006276	ANGELO WATER SERVICE CO	58.46
700-0705-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITIES						
2213		04/25	1/10/2025	UT	UB CHARGE UPDATE	31.92
FUND 711 COSADC - BALLOT						
711-0000-313.00-00 TAX / SALES AND USE TAX						
2844		04/25	1/31/2025	171	COSADC Sales Tax	(714,330.58)
711-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS						
2751		04/25	1/31/2025	150	MM Interest Ballot	(53,326.82)
2751		04/25	1/31/2025	150	Investment Interest Ball	(47,341.67)
711-0700-411.03-13 PROFESSIONAL & TECHNICAL / ADM SVCS-AFFORD HOUSING						
2200		04/25	1/8/2025	0002097	GALILEE COMMUNITY DEVELOPMEI	16,750.00
711-0700-411.03-20 PROFESSIONAL & TECHNICAL / PROFESSIONAL SERVICES						
2200		04/25	1/8/2025	0002097	GALILEE COMMUNITY DEVELOPMEI	304,865.00
2200		04/25	12/19/2024	0002096	CITY OF SAN ANGELO COMBINED F	190,128.02

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197
Meeting Date: February 26, 2025
Item type: Regular Item

Caption:

San Angelo Chamber of Commerce presentation regarding the Year-end report. (Presentation by Mike Berry, Manager, Research and Intelligence of the San Angelo Chamber of Commerce, Economic Development)

Summary/History:

- H&E Equipment Services – Relocation/Attraction; 11 employees, Direct sales/output: \$5,890,149 annual; Compensation: \$1,777,880 annual
- 18,795 sf facility/16.2 acres (7-year lease)
- Amazon – Relocation/Attraction, 150 employees, Direct sales/output: \$7,584,966 annual; Compensation: \$7,354,950 annual
- 35,700 sf facility/12 acres (purchased)
- St Juanita SNF – Relocation/Attraction, 110 employees, Direct sales/output: \$8,342,808 annual; Compensation: \$5,703,814 annual

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: February 26, 2025

Item type: Regular Item

Caption:

Discuss the process for updating the Business Retention Expansion (BREP) Policy. (Presentation by Michael Dane, Interim Director of Economic Development)

Summary/History:

On January 23, 2019, the COSADC board adopted the updated BREP Policy and BREP Marketing Plan. City Council ratified on February 5, 2019. The staff at that time made two changes to the policy. They are as follows:

- Contact information - Shannon Scott (no longer employed with COSA)
- Tax Abatement/Rebate table shows the percentage regarding calculating for four years

The staff has reviewed the policy and plan. Does the board have any input on the documents? Would you like to set up a committee to discuss this?

Financial Impact:

Other Information/Recommendation:

Attachments:

1. BREP Policy_Guidelines_2019 - REDLINE DRAFT BREP Policy_Guidelines_2019 - REDLINE DRAFT.doc

Presentation:

Approvals/Reviews:

Nora Nevarez

Michael Dane

Tina Dierschke

Brandon Dyson

Created/Initiated

Approved

Approved

Final Approval



Business, Retention & Expansion Program (BREP) Program Plan, Incentives Policy and Guidelines

Adopted 1-23-19
Ratified 2-5-19

BUSINESS RETENTION AND EXPANSION PROGRAM PLAN

The Business, Retention and Expansion Program is a community-based economic development strategy with a focus on “taking care of our own, by nurturing and supporting businesses already existing in the community.”

The health of our community relies on strong businesses that can sustain and create jobs. Supporting the development and growth of local businesses is fundamental in order to grow and sustain our community and our local economy. The Business, Retention & Expansion Program combines both short-term and long-term objectives in order to achieve this growth. For more information, or to see if your business qualifies, please contact Shannon Scott in the [City of San Angelo](#), Economic Development Department at 325-653-7197.

SHORT-TERM OBJECTIVES

- Build relationships with existing businesses.
- Demonstrate and provide community support for local businesses.
- Address urgent business concerns and issues.
- Improve communication between the community and local businesses.
- Retain existing businesses and jobs where there is a risk of job loss.

LONG-TERM OBJECTIVES

- Increase the competitiveness of local businesses.
- Encourage job creation and new business development.
- Establish and implement strategic actions for local economic development.
- Create a stronger more viable local economy.

FOUR STAGE PROCESS:

1. Project Planning and Business Survey:

- Identify what resources (personnel, partners, financial) are available and formulate a work plan to promote and manage the project.
- Survey businesses to gather information and learn how the City of San Angelo Development Corporation and Economic Development Partners can support businesses.
- Identify those businesses eligible (based on NAICS codes) for half cent sales tax incentives and those for which other assistance may be more applicable.

2. Immediate Follow-up:

- Respond to specific business issues that may be critical to a business remaining or expanding in the community. A quick response to issues helps to establish credibility of the community's BREP efforts and develops sincere relationships with the businesses.

3. Data Analysis and Recommendations:

- Utilize a secure and confidential BREP database to record, store and aggregate the results from the community's business survey.
- Analyze survey data and develop recommended action plans.

4. Implementation:

- Work with Economic Development Partners to address issues, opportunities and implementation of work plan.
- Establish a system of ongoing monitoring and tracking of action plans.

RESOURCES:

- Comprehensive sector-specific business survey questions (NAICS Codes).
- Promotional material.
- Information sessions for team members to learn how to effectively coordinate and implement BREP projects.

BUSINESS RETENTION AND EXPANSION ECONOMIC INCENTIVE POLICY GUIDELINES

To achieve the strategic goal of the creation and retention of primary jobs or expansion of local businesses, the City of San Angelo and the City of San Angelo Development Corporation have approved the Business, Retention & Expansion Program incentives.

These incentives are designed to encourage the support, development, and growth of local businesses by:

- Encouraging and empowering businesses that choose to expand their operations in the City of San Angelo.
- Lowering the cost of doing business for those who need the assistance to compete and retain existing jobs.
- Providing assistance to those legacy companies that have made their corporate headquarters in San Angelo.

Incentives will be available for existing business that:

- Have operated in the City of San Angelo for a minimum of 2 years.
- Will commit to a minimum of capital investment for a plant expansion and or addition of new equipment.
- Retain existing jobs and or create new jobs.
- Pay a prevailing wage rate based on the specific industry.

INCENTIVE TYPES

- 1) **Capital Investment:** A significant capital investment must be made in the form of a plant expansion, construction of a new facility, addition of equipment/inventory and any other items that the City of San Angelo Development Corporation Board deems relevant to the project.
- 2) **Job Creation:** The number of primary jobs created or retained based on the prevailing wage rate of the specific industry and may range from \$1,000 to a maximum of \$10,000 per job.
- 3) **Tax Abatement/Rebate:** An abatement or rebate of City property taxes on real property may be granted over the course of 4 years. A minimum capital investment must be made in the amount of at least \$500,000 in the form of a plant expansion, construction of a new facility, addition of equipment/inventory and any other items that the City of San Angelo Development Corporation Board deems relevant to the project. (In determining the rebate/abatement, the capital investment will be based on the rehabilitation and/or improvement).

The abatement will be calculated on the appraised value of improvements as follows:

<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>
100%	90%	80%	70%

- 4) **Other Code deficiencies:** Available to address building and fire code deficiencies including site plan issues.
- 5) **Financial assistance:**
 - a. Loan participation(s) with local financial institutions (guarantee, participate or lend directly).
 - b. Eligible infrastructure Improvements
 - c. Land Purchases, leasehold improvements, new construction, and eligible capital investments
- 6) **Business/Workforce Training:**
 - a. Business training programs which may be available through the Business Resource Center in cooperation with Howard College, and / or the Angelo State University Small Business Development Center.

- b. Reimbursement is contingent upon business/company having an eligible NAICS code, fully completing the class/course, and showing proof of payment in full.

OTHER IMPORTANT INFORMATION

- All incentives are subject to eligibility under Chapters 501 and 505 Texas Local Government Code and funding availability. All projects covered under this policy are subject to final approval by the City of San Angelo Development Corporation and the City of San Angelo City Council. Incentives are usually customized for each grant application.
- All projects must meet the definition prescribed in Chapters 501 and 505 of the Texas Local Government Code and must adhere to the City of San Angelo Development Corporation Economic Incentive Guidelines. In addition, projects must meet current building standards, codes, permitting requirements and be current on all taxing obligations. Projects must also meet all the requirements of special programs such as ASU's Small Business Development Center and Howard College. The Tax Increment Reinvestment Zone may be an alternative as another option for incentives in the downtown or central business district.

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

Meeting Date: February 26, 2025

Item type: Executive Session Item

Caption:

Section 551.072 - Deliberations about real property regarding:

1. Potential repurchase of 8.786 Acres of Industrial Park property in accordance with Section 12.(b) of the Declaration of Covenants, Conditions & Restrictions as recorded in Document Number 202301951, Official Records of Tom Green County, Texas
2. 250 +/- Acres out of Sarah R. Robertson, Survey 178, Abstract 8474, Tom Green County, Texas

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Michael Dane
Tina Dierschke
Brandon Dyson

Created/Initiated
Approved
Approved
Final Approval

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

Meeting Date: February 26, 2025

Item type: Executive Session Item

Caption:

Section 551.087 - Business prospect negotiations regarding:

1. Project Falcon
2. Project Falcon 2
3. ATI Group

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez
Brandon Dyson
Michael Dane

Created/Initiated
Approved
Final Approval

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

Meeting Date: February 26, 2025

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



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

Meeting Date: February 26, 2025

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