



Agenda

3/26/2025

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on March 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. Corporate Overview

a. Discussion on the following items:

a. Discussion regarding board processes, standard procedures, and ballot language.
(Presentation by Brandon Dyson, Interim City Attorney)

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

5. Consent Agenda

a. Consider approving the regular meeting minutes for February 26, 2025. (Nora Nevarez)

b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)

c. Consider approving the February 2025 Financials. (Tina Dierschke)

6. Regular Agenda

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

b. Presentation regarding the 2024 Annual Report. (Presentation by Andi Markee, Media Advantage)

c. Consider approving the revised Business Retention & Expansion Program (BREP) Program Plan, Incentives Policy, and Guidelines. (Presentation made by Michael Dane, Interim Director of Economic Development)

d. Consider a resolution for a project to expand the existing South Plains Lamesa Railroad Ltd (SPLRR) rail park through the purchase of approximately 251.874 +/-acres out of the Sarah R. Robertson, Survey 178, Abstract 8474, from the City of San Angelo at a sale price of

\$1,400,000 plus closing costs, and subsequently conveying the same property to Wisener Holdings, LLC dba SPLRR for cash at closing in the amount of \$1,000,000, with the remainder of \$400,000 subject to repayment pursuant to the terms of an economic development performance agreement; authorizing the Board President to negotiate and execute all necessary documents; and finding that such expenditures for land, infrastructure improvements, rail port facilities and related site improvements are necessary to promote or develop new or expanded business enterprises under Chapters 501 & 505 of the Texas Development Corporation Act, and recommending ratification by City Council. (Presentation by Michael Dane, Interim Director of Economic Development).

7. Closed Session

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

- a. Section 551.072 - Deliberations about real property regarding:
 - 1. Purchase of 8.786 acres of land at the Industrial Park
 - 2. Sale of 27+/- Acres of land at the Industrial Park
 - 3. Approximately 316 acres out of Sarah R. Robertson Survey No. 178.
- b. Section 551.087 - Business prospect negotiations regarding:
 - 1. Project Falcon
 - 2. Project Falcon 2
 - 3. Project Jefferson

8. 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.

9. 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 21st day of March 2025 at 5:00 PM

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: March 26, 2025

Item type: Consent Item

Caption:

Consider approving the regular meeting minutes for February 26, 2025. (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-----------------------------------|---------------------------------------|
| 1. | COSADC Meeting Minutes 02-26-2025 | COSADC Meeting Minutes 02-26-2025.pdf |
|----|-----------------------------------|---------------------------------------|

Presentation:

Approvals/Reviews:

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

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, February 26, 2025

Rick Mantooth, President
Steven Mahaffey, Second Vice President
Max Puello, Director
Lorenzo Lasater, 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 to order at 8:30 A.M., on Wednesday, February 26, 2025 at the East Mezzanine of City Hall, 72 W College Avenue, San Angelo, TX 76903.

2. Prayer

Chaplain Stan Whites, Shannon Medical Center Chapel provided an invocation.

3. Public Comment

Citizen Jamal Schumpert (SMD 3) provided a public comment regarding the BREP policy. He suggested that TIRZ be included to the policy and funding be provided for training.

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)

Motion: Director Puello made a motion, seconded by Director Lasater to approve the consent agenda, but, with the administration correction on minutes. The motion carried unanimously four (4) ayes to zero (0) nays, with no public comment.

Correction to the regular minutes: Max Puello, President, should be listed as Max Puello, Director.

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)

Mike Berry presented the Year-end report. No questions from the board.

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

Michael Dane asked the board if they would like to (a) discuss the policy in an open meeting to discuss further changes, and/or (b) facilitate a BREP committee and who should be included. Suggested a BREP Team or Task Force with our partners.

Currently, the only change to the policy is omitting a previous staff member, Shannon Scott.

President Mantooth asked we add a placeholder on the agenda for BREP discussion and opportunities.

Director Puello suggested a committee team be created to discuss BREP. Goals can be discussed at the annual meeting. This discussion should also include updating all policies annually or biannually.

Revision will be made and presented at next meeting.

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 8:50 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 551.072 - 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

At 9:56 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

No action needed.

- b. Announcement and consideration of Future Agenda items.

Mr. Dane presented Max Puello with a plaque for his dedication to serving on the board.
Mr. Puello serviced on the board from 2018 to 2025.

8. Adjournment

Motion: Second Vice President Mahaffey made a motion, seconded by Director Lasater 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 9:56 A.M.

THE CITY OF SAN ANGELO

Corporation President

ATTEST:

Corporation Secretary

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

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

Meeting Date: March 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 03-26-2025	Disbursement 03-26-2025.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 March 26, 2025

Economic Development

The Canine Resort & Daycare	\$ 16,688.50	Reimburse BP Comp 2024 (Inv. 001)	Ck. 6309
Angelo Donuts and Kolaches	13,449.67	Reimburse BP Comp 2024 (Inv. 6)	Ck. 6301
Rankin Transmission	12,529.55	Reimburse BP Comp 2024 (Inv. 001)	Ck. 6314
Plateau Brewing Co.	4,800.00	Reimburse BP Comp 2022 (Inv. 002)	Ck. 6305
The Canine Resort & Daycare	3,310.50	Reimburse BP Comp 2024 (Inv. 002)	Ck. 6315
Angelo Donuts and Kolaches	2,644.15	Reimburse BP Comp 2024 (Inv. 008)	Ck. 6310
Total for Board Consideration	\$ 53,422.37		
Jowers Commercial Cleaning	\$ 800.00	Cleaning Serv at BRC (Inv. 6519)	Ck. 6316
Jowers Commercial Cleaning	800.00	Cleaning serv at BRC (Inv. 6505)	Ck. 6311
Bearded Barista	702.97	Reimburse BP Comp 2022 (Inv. 004)	Ck. 6308
CTWP	487.78	Copier lease for Eco Dev & Business Factory (Inv. 1653020 & 1653019)	
Advance Elevator	250.00	Mo Maint. For Elevator at BRC (Inv. 747853)	
Staples Advantage	233.09	Office supplies (Inv. 60234746735)	Ck. 6312
Angelo Water Service Co.	61.45	Water delivery and rental of cooler (Inv. 0301-0331)	Ck. 6313
CVEC	47.33	Electric utilities - airport sign (Inv. 02282025)	
Republic Serv.	36.24	Trash serv at BRC (Inv. 1347487)	Ck. 6317
	\$ 3,418.86		
Total Eco Dev Disbursements	\$ 56,841.23		
<u>Ballot</u>			
Total for Board Consideration	\$ -		
Total Routine Disbursements			
Total Ballot Disbursements	\$ -		
Grand Total Disbursements this Period	\$ 56,841.23		

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

Meeting Date: March 26, 2025

Item type: Consent Item

Caption:

Consider approving the February 2025 Financials. (Tina Dierschke)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|----------------------|--------------------------|
| 1. | COSADC FS 2502 Final | COSADC FS 2502 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 February 28, 2025

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City of San Angelo Development Corporation

Executive Summary

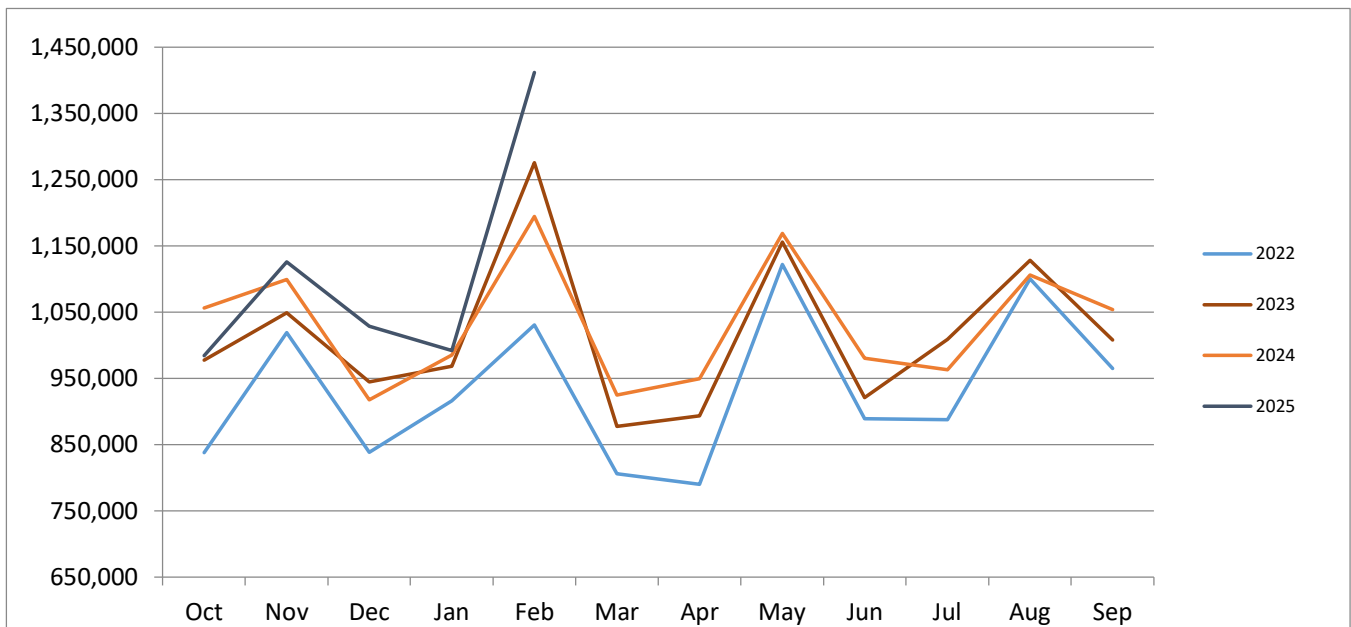
February 2025

Available Fund Balances

Unassigned Fund Balance-Economic Development	7,707,396
Unassigned Fund Balance-Ballot	10,036,233

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	1,411,985	18.21%
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 February 28, 2025

ASSETS

Current Assets

Checking/Savings

Cash 1,373,348

Money Market 4,281,989

Total Checking/Savings 5,655,337

Accounts Receivable

Leases 2,370

Total Accounts Receivable 2,370

Other Current Assets

Investments 6,006,341

Total Other Current Assets 6,006,341

Total Current Assets 11,664,048

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

16,808,895

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Security Deposits 5,156

Accounts Payable -

Total Current Liabilities 5,156

Total Liabilities

5,156

Fund Equity

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

Restricted for Fixed Assets 5,144,847

Reserved for Encumbrance 249,348

Unassigned Fund Balance 7,707,396

Total Fund Equity 16,803,739

TOTAL LIABILITIES & FUND EQUITY

16,808,895

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

		Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues							
Sales & Use Tax		3,348,558	395,356	1,552,111	1,552,111	(1,796,447)	46%
Interest on Investments		406,500	21,011	133,752	133,752	(272,748)	33%
Lease Income		20,010	1,870	6,056	6,056	(13,954)	30%
Miscellaneous Income		450	-	-	-	(450)	0%
Property Sales		-	-	437,363	437,363	437,363	100%
Total Revenues		3,775,518	418,237	2,129,282	2,129,282	(1,646,236)	56%
Expenditures							
Administrative		121,298	12,088	34,941	41,157	(80,141)	34%
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	6,150	14,444	(9,838)	59%
Marketing-Chamber of Commerce		262,500	-	131,250	262,500	-	100%
Advertising		83,799	5,070	27,057	27,799	(56,000)	33%
Building Maintenance/Utilities		100,076	4,077	26,514	81,791	(18,285)	82%
Capital		40,000	-	-	-	(40,000)	0%
Business Factory		228,355	38,969	60,553	76,872	(151,483)	34%
Total Operating Expenditures		1,502,861	60,236	449,612	667,710	(835,151)	44%
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)	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	59,500	-	100%
Skyline BREP	DC0217	1,000,000	-	-	-	(1,000,000)	0%
Parkhill Smith Cooper	DC0218	275,000	-	-	-	(275,000)	0%
Future Projects		1,044,461	-	-	-	(1,044,461)	0%
Total Project Expenditures		5,911,363	-	1,164,754	1,196,004	(4,715,359)	20%
Total Expenditures		7,414,224	60,236	1,614,366	1,863,714	(5,550,510)	22%
Revenue Over/(Under) Expenditures		(3,638,706)	358,001	514,916	265,568		

City of San Angelo Development Corporation
Economic Development Projects
As of February, 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 February 28, 2025

ASSETS

Current Assets

Checking/Savings

Cash

40,433

Money Market

13,508,948

Total Checking/Savings

13,549,381

Other Current Assets

Investments

2,995,159

Total Other Current Assets

2,995,159

Total Current Assets

16,544,540

TOTAL ASSETS

16,544,540

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Accounts Payable

-

Total Current Liabilities

-

Total Liabilities

-

Fund Equity

Committed for Ballot Projects

1,042,707

Assigned for Debt Service

5,465,600

Unassigned Fund Balance

10,036,233

Total Fund Equity

16,544,540

TOTAL LIABILITIES & FUND EQUITY

16,544,540

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

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	8,610,576	1,016,629	3,991,141	3,991,141	(4,619,435)	46%
Interest on Investments	411,000	51,401	303,161	303,161	(107,839)	74%
Total Revenues	9,021,576	1,068,030	4,294,302	4,294,302	(4,727,274)	48%
Expenditures						
City Services	34,105	-	8,526	8,526	(25,579)	25%
Ballot Projects Debt Service	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	-	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	-	337,675	337,675	(8,968,588)	4%
Revenue Over/(Under) Expenditures	(284,687)	1,068,030	3,956,627	3,956,627		

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

Group #	PO #	Type	Date	Number	Description	Amount	
FUND 700 DEVELOPMENT CORPORATION							
700-0000-313.00-00 TAX / SALES AND USE TAX							
	3435	05/25	2/28/2025	219	COSADC Sales Tax	(395,355.86)	
700-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS							
	3427	05/25	2/28/2025	214	Bank Interest ED	(4,779.13)	
	3427	05/25	2/28/2025	214	MM Interest ED	(13,999.78)	
	3427	05/25	2/28/2025	214	Investment Interest ED	(2,232.00)	
700-0000-363.11-00 RENT / RENT							
	3048	05/25	2/15/2025	MR		(1,870.35)	
700-0700-411.03-11 PROFESSIONAL & TECHNICAL / INDIRECT COSTS							
	3107	05/25	2/6/2025	0006303	CITY OF SAN ANGELO COMBINED F	44,231.75	
700-0700-411.03-12 PROFESSIONAL & TECHNICAL / ADMINISTRATIVE SERVICES							
	3107	05/25	2/6/2025	0006303	CITY OF SAN ANGELO COMBINED F	62,868.18	
700-0700-411.03-32 PROFESSIONAL & TECHNICAL / SOFTWARE MAINTENANCE							
	3114	05/25	1/31/2025	0012368	DLT SOLUTIONS LLC.	2,153.85	
700-0700-411.03-60 PROFESSIONAL & TECHNICAL / CONTRACT SERVICES							
	3083	05/25	9/30/2024	723	Reverse Incorrect COSADC	65,625.00	
700-0700-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITIES							
	2835	05/25	2/6/2025	UT	UB CHARGE UPDATE	139.80	
	2799	05/25	2/5/2025	UT	UB CHARGE UPDATE	15.60	
700-0700-411.04-12 PURCHASED SERVICES / NATURAL GAS							
	3035	134759	05/25	2/5/2025	0006302	ATMOS ENERGY	426.97
700-0700-411.04-13 PURCHASED SERVICES / ELECTRICITY							
	3159	05/25	2/17/2025	0719919	GEXA ENERGY, LP	1,104.15	
	2935	134752	05/25	1/31/2025	0006296	CONCHO VALLEY ELECTRIC COOPEF	47.10
700-0700-411.04-31 PURCHASED SERVICES / BLDG. & GROUNDS MAINT.							
	3191	135421	05/25	2/18/2025	0006311	JOWERS COMMERCIAL CLEANING	800.00
	2934	134814	05/25	2/4/2025	0006299	RADS WINDOW CLEANING	350.00
	2934	135421	05/25	2/3/2025	0006298	JOWERS COMMERCIAL CLEANING	800.00
	3036	134815	05/25	1/31/2025	0006306	REPUBLIC SERVICES, INC	31.24
	2735	05/25	1/27/2025	0006295	STATEWIDE ELEVATOR INSPECTION	363.15	
700-0700-411.04-42 PURCHASED SERVICES / RENT OF EQUIPMENT							
	2935	134760	05/25	1/30/2025	0006297	CTWP	420.00
	2935	134760	05/25	1/30/2025	0006297	CTWP	22.78
700-0700-411.05-30 PURCHASED SERVICES / INFORMATION TECHNOLOGY							
	3425	05/25	2/28/2025	212	Mthly Budgeted Transfers	1,582.91	
700-0700-411.05-40 PURCHASED SERVICES / ADVERTISING							
	3037	135711	05/25	12/31/2024	0006304	MEDIA ADVANTAGE	2,000.00
	3037	135711	05/25	12/31/2024	0006304	MEDIA ADVANTAGE	910.00
	3038	135711	05/25	11/30/2024	0006304	MEDIA ADVANTAGE	159.90
	3038	135711	05/25	11/30/2024	0006304	MEDIA ADVANTAGE	2,000.00
700-0700-411.05-65 PURCHASED SERVICES / SPECIAL PROJECT "A"							
	3240	05/25	2/19/2025	0006310	ANGELO DONUTS AND KOLACHES	2,644.15	
	2996	05/25	2/13/2025	0005359	SAN ANGELO TO GO	(30.00)	
	2997	05/25	2/13/2025	0006307	SAN ANGELO TO GO	30.00	
	3107	05/25	2/11/2025	0006309	THE CANINE RESORT & DAYCARE	16,688.50	
	3107	05/25	2/6/2025	0006301	ANGELO DONUTS AND KOLACHES	13,449.67	
	2935	134760	05/25	1/30/2025	0006297	CTWP	29.16
	2935	134760	05/25	1/30/2025	0006297	CTWP	30.00
	3107	05/25	1/30/2025	0006305	PLATEAU BREWING COMPANY, LLC	4,800.00	
	3107	05/25	10/22/2024	0006308	THE BEARDED BARISTA LLC	702.97	
	2968	134758	05/25	2/1/2024	0006300	WALLACE, RUSSELL E.	625.00

**City of San Angelo Development Corporation
Transaction Detail by Account
February 2025**

Group #	PO #	Type	Date	Number	Description	Amount
700-0700-411.05-90 PURCHASED SERVICES / CONVENTIONS & SCHOOLS						
3152		05/25	2/21/2025	0005745	PORTS-TO-PLAINS	(125.00)
700-0700-411.06-10 SUPPLIES / OFFICE SUPPLIES						
3191	134877	05/25	2/5/2025	0006312	STAPLES ADVANTAGE	233.09
700-0700-411.06-30 SUPPLIES / FOOD						
2735		05/25	1/15/2025	0006294	SAN ANGELO CHAMBER OF COMME	7,800.00
700-0705-411.04-11 PURCHASED SERVICES / WATER/SEWER UTILITIES						
2886		05/25	2/7/2025	UT	UB CHARGE UPDATE	31.92
FUND 711 COSADC - BALLOT						
711-0000-313.00-00 TAX / SALES AND USE TAX						
3435		05/25	2/28/2025	219	COSADC Sales Tax	(1,016,629.34)
711-0000-361.10-00 INTEREST / INTEREST ON INVESTMENTS						
3427		05/25	2/28/2025	214	MM Interest Ballot	(44,332.64)
3427		05/25	2/28/2025	214	Investment Interest Ball	(7,068.00)
711-0700-411.03-11 PROFESSIONAL & TECHNICAL / INDIRECT COSTS						
3111		05/25	2/6/2025	0002098	CITY OF SAN ANGELO COMBINED F	8,526.25
711-0700-411.03-13 PROFESSIONAL & TECHNICAL / ADM SVCS-AFFORD HOUSING						
3111		05/25	2/6/2025	0002098	CITY OF SAN ANGELO COMBINED F	7,533.75

THE CITY OF SAN ANGELO, TEXAS

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

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*		7,818,585		7,818,585			
REVENUES:							
C.O. Proceeds		-	-	-	-	69,490,001	69,490,001
Interest Income		-	-	-	-	3,222,617	3,222,617
Total Revenues		-	-	-	-	72,712,618	72,712,618
EXPENDITURES:							
Post Construction	4150	150,000	-	150,000	-	-	150,000
Design & Inspection	4157	255,036	167,759	207,535	(47,501)	2,890,020	3,097,555
Construction	4159	4,190,932	870,438	4,170,410	(20,522)	57,841,432	62,011,842
Issue Costs	9900	-	-	-	-	1,868,804	1,868,804
Transfer to Debt Service	1994	-	-	-	-	2,293,777	2,293,777
Total Expenditures		4,595,968	1,038,197	4,527,945	(68,023)	64,894,033	69,421,978
Revenue Over/(Under) Expenditures		(4,595,968)	(1,038,197)	(4,527,945)			
Ending Fund Balance		3,222,617		3,290,640			

*Preliminary

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

Meeting Date: March 26, 2025

Item type: Regular Item

Caption:

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

Summary/History:

On March 19th, Travis Stribling was appointed to the board, replacing Dr. Gomez, who was the First Vice President.

The board will need to appoint a new First Vice President and possibly a Second Vice President if necessary.

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: March 26, 2025

Item type: Regular Item

Caption:

Presentation regarding the 2024 Annual Report. (Presentation by Andi Markee, Media Advantage)

Summary/History:

The 2024 Annual Report will be presented via video.

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: March 26, 2025

Item type: Regular Item

Caption:

Consider approving the revised Business Retention & Expansion Program (BREP) Program Plan, Incentives Policy, and Guidelines. (Presentation made by Michael Dane, Interim Director of Economic Development)

Summary/History:

On February 26, 2025, the board directed staff to remove Shannon Scott's name from the guidelines. Staff is requesting the board approve the guidelines as presented.

Financial Impact:

Other Information/Recommendation:

Attachments:

1. BREP Policy Guidelines Updated 3-26-2025 BREP Policy Guidelines Updated 3-26-2025.pdf

Presentation:

Approvals/Reviews:

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



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

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 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 plans.
- 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 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:

- Fall within the authorized Industry Sectors (NAICS Codes).
- Have operated in the City of San Angelo for a minimum of two (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/or 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 four (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 incremental value of 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: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197

Meeting Date: March 26, 2025

Item type: Regular Item

Caption:

Consider a resolution for a project to expand the existing South Plains Lamesa Railroad Ltd (SPLRR) rail park through the purchase of approximately 251.874 +/- acres out of the Sarah R. Robertson, Survey 178, Abstract 8474, from the City of San Angelo at a sale price of \$1,400,000 plus closing costs, and subsequently conveying the same property to Wisener Holdings, LLC dba SPLRR for cash at closing in the amount of \$1,000,000, with the remainder of \$400,000 subject to repayment pursuant to the terms of an economic development performance agreement; authorizing the Board President to negotiate and execute all necessary documents; and finding that such expenditures for land, infrastructure improvements, rail port facilities and related site improvements are necessary to promote or develop new or expanded business enterprises under Chapters 501 & 505 of the Texas Development Corporation Act, and recommending ratification by City Council. (Presentation by Michael Dane, Interim Director of Economic Development).

Summary/History:

The City wishes to sell the subject property to Wisener Holdings, LLC dba South Plains Lamesa Railroad Ltd (SPLRR) through an economic development agreement. The subject property is located immediately east of and adjacent to the existing SPLRR rail yard (see location map attached). This will enable SPLRR to expand and diversify its current operation and allow for the potential development of a rail served industrial park. The process will require COSADC to purchase the land from the City and then sell it to SPLRR. The purchase price from the City will be \$1,400,000 plus closing costs. The sale price to SPLRR will be \$1,400,000 plus closing costs. The terms of the sale to SPLRR will be \$1,000,000 cash at closing and COSADC will carry a loan for \$400,000 payable over 5 years at \$80,000 per year. Loan payments will be offset at a rate of 50% for capital investment in infrastructure improvements to the property. An Economic Development Performance Agreement will be required between COSADC and SPLRR,. The exact acreage will be determined by a survey on the ground.

Financial Impact:

Up to \$1,500,000 for purchase of land and closing costs. \$1,000,000 will be paid back at closing. \$400,000 will be carried as a loan. New Project. Budget amendment required.

Other Information/Recommendation:

Attachments:

- | | | |
|----|----------------|--------------------|
| 1. | Location Map | Location Map.pdf |
| 2. | Concept Layout | Concept Layout.pdf |

Presentation:

Michael Dane

Approvals/Reviews:

Nora Nevarez

Brandon Dyson

Tina Dierschke

Michael Dane

Created/Initiated

Approved

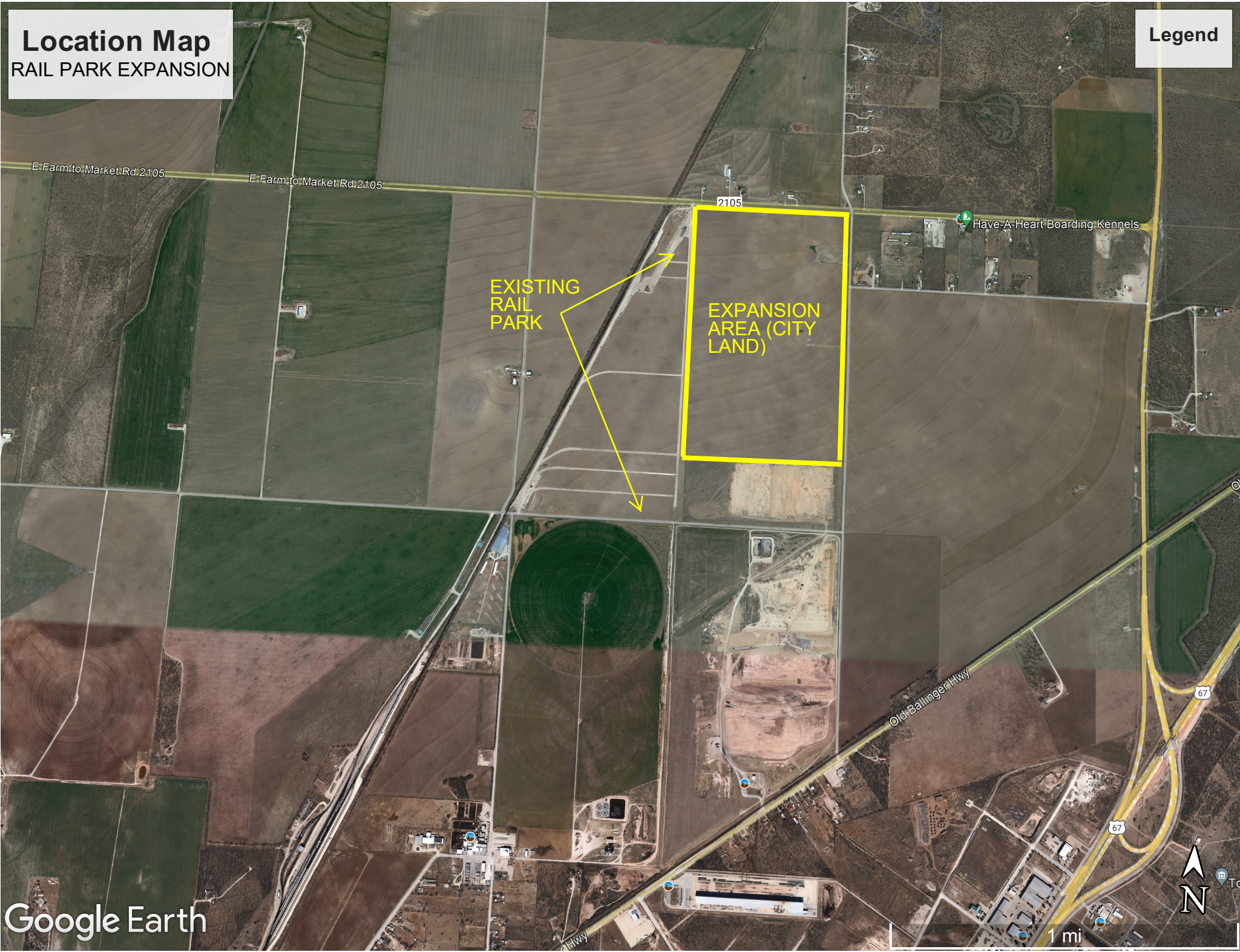
Approved

Final Approval

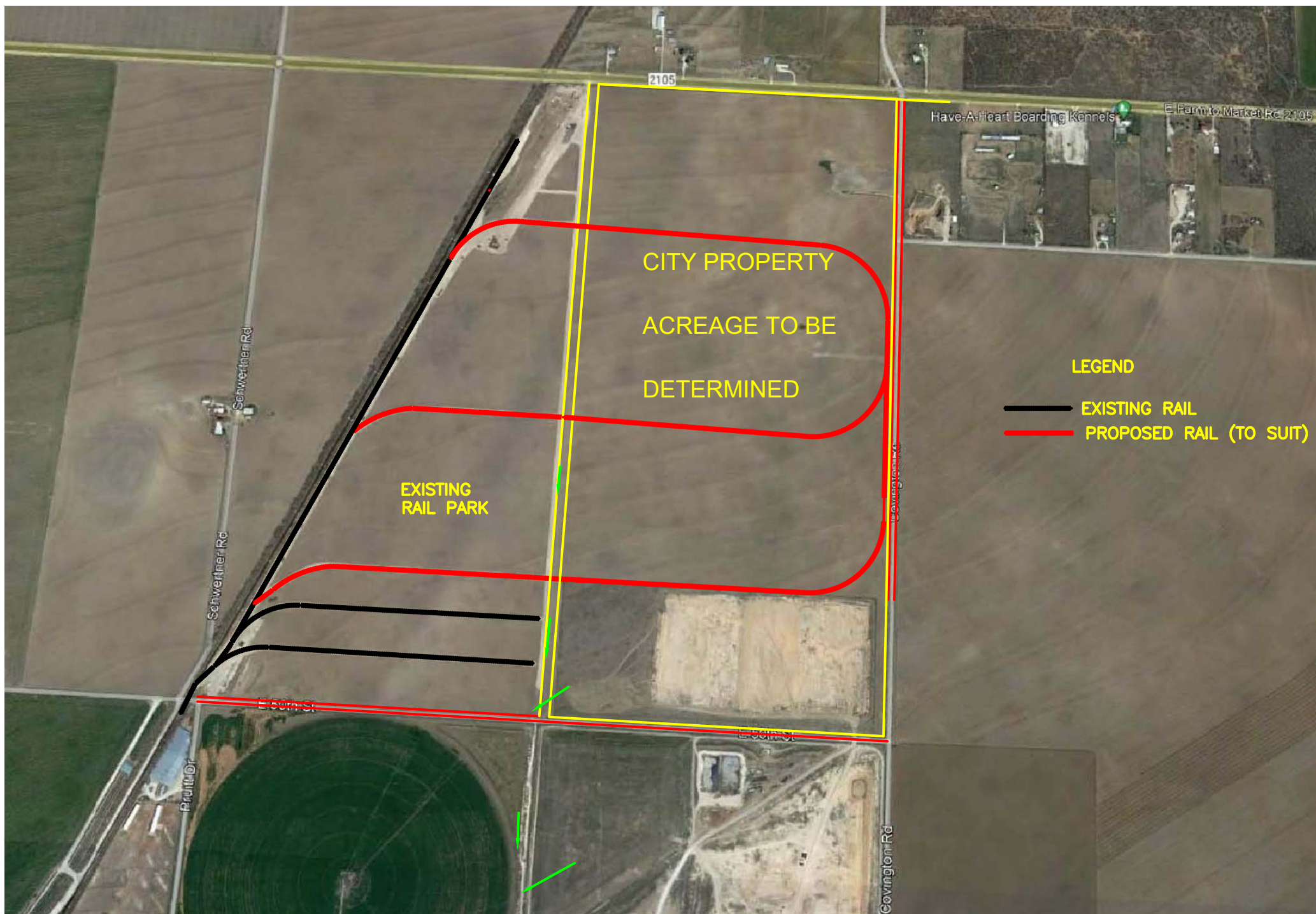
Location Map

RAIL PARK EXPANSION

Legend



CONCEPTUAL LAYOUT



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

Meeting Date: March 26, 2025

Item type: Executive Session Item

Caption:

Section 551.072 - Deliberations about real property regarding:

1. Purchase of 8.786 acres of land at the Industrial Park
2. Sale of 27+/- Acres of land at the Industrial Park
3. Approximately 316 acres out of Sarah R. Robertson Survey No. 178.

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Tina Dierschke
Brandon Dyson
Michael Dane

Created/Initiated
Approved
Approved
Final Approval

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

Meeting Date: March 26, 2025

Item type: Executive Session Item

Caption:

Section 551.087 - Business prospect negotiations regarding:

1. Project Falcon
2. Project Falcon 2
3. Project Jefferson

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Tina Dierschke
Brandon Dyson
Michael Dane

Created/Initiated
Approved
Approved
Final Approval

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

Meeting Date: March 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: March 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