



Agenda 6/11/2025

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on June 11, 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 and workshop meeting minutes for May 28, 2025. (Nora Nevarez)
- b. Consider authorizing the Board President to sign a non-binding letter in support of the City of San Angelo's 2025 Safe Streets and Roads for All (SS4A) Implementation Grant Application to the U.S. Department of Transportation Project (Robert Schneeman)

5. Regular Agenda

- a. Discussion regarding the West Texas Water Partnership. (Presentation by Shane Kelton, Executive Director of Public Works)
- b. Consider a resolution authorizing the COSADC Board President to evaluate and provide written non-binding support for grant-related infrastructure projects, or requests for other non-binding support, at the discretion of the Board President, that provide opportunities or catalysts for economic development in the City of San Angelo. (Presentation by Michael Dane, Interim Director of Economic Development)
- c. Discuss the San Angelo Chamber of Commerce agreement and review budget (Presentation by Steve Ahlenius, President and CEO of the San Angelo Chamber of Commerce)
- d. Presentation and possible action regarding the proposed FY 2026 COSADC budget (Presentation by Tina Dierschke, Finance Director)
- e. Consider approving a resolution authorizing the termination of an economic development performance agreement by and between the City of San Angelo Development Corporation and Ethicon, Inc. dated 1 July, 2019; authorizing the Board President to execute all related documents; and recommending ratification by City Council (Presentation by Robert Schneeman, Economic Development Project Manager)

6. Closed Session

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

a. Section 551.087 - Business prospect negotiations regarding:

- Rosenberger Site Solutions
- Project Hyperspace
- Project Gateway

7. Follow Up and Administrative Issues

a. Consideration and possible action of 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 5th day of June 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: June 11, 2025

Item type: Consent Item

Caption:

Consider approving the regular and workshop meeting minutes for May 28, 2025. (Nora Nevarez)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC Meeting Minutes 5-28-2025 COSADC Meeting Minutes 5-28-2025.pdf
2. COSADC Workshop Meeting Minutes 5-28-2025 COSADC Workshop Meeting Minutes 5-28-2025.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, May 28, 2025

Present:

Rick Mantooth, President
Steven Mahaffey, First Vice President
Carlos Rodriguez, Second Vice President
Jimmy Barton, Director
Lorenzo Lasater, Director
Matt Lewis, Director
Travis Stribling, 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, May 28, 2025 at the East Mezzanine of City Hall, 72 W College Avenue, San Angelo, TX 76903

2. Prayer

Invocation was provided by Mike Hernandez, Executive Pastor with Celebration Church.

3. Public Comment

Dezaray Johnson, Director of ASU SBDC introduced her new staff, Ms. Mayra Davila, MBA Business Development Specialist, Business Advisor and Mi Ha Vu, Graduate Assistant.

4. Consent Agenda

- a. Consider approving the regular meeting minutes for April 23, 2025. (Nora Nevarez)
- b. Consider approving the necessary Corporation Disbursement. (Nora Nevarez)
- c. Consider approving the April 2025 Financials. (Tina Dierschke)
- d. Consider authorizing the Board President to sign a non-binding letter in support of the City of San Angelo's 2025 Transportation Alternatives (TA) Program application to the Texas Department of Transportation for funding of the Chadbourne Corridor Community Accessibility Project (Robert Schneeman)

Director Stribling requested to pull item b.

Motion: Director Stribling made a motion, seconded by First Vice President Mahaffey, to approve items a, c, and d as presented. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

Director Stribling questioned why an item was listed twice under Ballot for April and May disbursement list.

Nora Nevarez, Corporate Secretary, explained this item was listed twice in error. No additional check was issued.

Motion: Director Stribling made a motion, seconded by Director Lasater, to approve items b, minus the \$5,744,609.92 (Ballot). The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

5. Regular Agenda

- a. Consider appointing a President, First Vice President, and Second Vice President who shall each serve a term of one (1) year or until their successors are appointed. (Presentation by Michael Dane, Interim Director of Economic Development)

Motion: First Vice President Mahaffey made a motion, seconded by Director Rodriguez that President Rick Mantoath to continue his position as President. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

Motion: Director Lewis made a motion, seconded by Director Lasater to elect Steven Mahaffey as First Vice President. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

Motion: First Vice President Mahaffey made a motion, seconded by Director Lasater to elect Director Rodriguez as Second Vice President. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

- 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 prior year and Fiscal Year 2025 funds. (Morgan Chegwiddden, Interim Director of Neighborhood and Family Services)

This item was presented back on December 11, 2024, but the motion was not clear in regards to funding.

Morgan Chegwiddden, Interim Director of Neighborhood and Family Services provided clarity.

Motion: Director Lewis made a motion, seconded by Second Vice President Rodriguez to approve prior year funds in the amount of \$101,000.00 and Fiscal year funds in the amount of \$99,000.00 for Galilee CDC to renovate a multifamily project as part of the Affordable Housing Assistance Program (AHAP). The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

to approve prior year funds in the amount of \$101,000.00 and Fiscal year funds in the amount of \$99,000.00 for Galilee"

- c. Discussion and possible adoption of a resolution regarding setting a monthly meeting date and time for regular meetings. (Presentation by Michael Dane, Interim Director of Economic Development)

Motion: Second Vice President Rodriguez made a motion, seconded by Director Stribling to adopt a resolution changing the meeting date to the second Wednesday of the month at 8:30 AM for regular meetings. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

- d. Consideration and possible action on notices of default and foreclosure proceedings regarding Affordable Housing Program properties and authorizing the Board President to negotiate and execute all necessary documents to preserve COSADC's liens on such properties, including the expenditure of Affordable Housing Program funds. (Presentation by Brandon Dyson, Interim City Attorney)

Brandon Dyson, Interim City Attorney, updated the board in regards to the default and foreclosure proceedings. One of the two liens has taken care of delinquencies. The bank will keep him updated with the delinquent account.

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 8:59 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 HYPERSPACE
 - Project GATEWAY

No action taken on these item.

At 9:31 A.M., the Board reconvened

7. Follow Up and Administrative Issues

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

No announcements or future agenda items were requested

b. Announcement and consideration of Future Agenda items

President Mantooth reminded all that the next scheduled meeting will be June 11, 2025 at 8:30 A.M. at the East Mezzanine of City Hall.

8. Adjournment

Motion: First Vice President Mahaffey made a motion, seconded by Director Lewis 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 9:32 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
Workshop Meeting
Wednesday, May 28, 2025

Present:

Rick Mantooth, President
Steven Mahaffey, First Vice President
Carlos Rodriguez, Second Vice President
Jimmy Barton, Director
Lorenzo Lasater, Director
Matt Lewis, Director
Travis Stribling, Director

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, President Mantooth called the workshop meeting of the City of San Angelo Development Corporation to order at 9:42 A.M., on Wednesday, May 28, 2025 at the Business Resource Center, Dave Erickson Training Room, 69 N. Chadbourne St., San Angelo, TX 76903

2. Workshop Agenda

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

Michael Dane, Interim Director of Economic Development stated that the workshop meeting is intended for discussion and no action will be required.

b. Budget

Tina Dierschke reviewed the budget.

c. Discuss the 72% allocation.

- Long-term water
- Affordable Housing
- Project Obligations

Items were discussed, no action taken.

d. Discuss the 28% allocation.

- Affiliation
- Staffing
- City Services
- Industrial Park
- Chamber of Commerce - Recruitment & BREP
- BRC Building
- Business Plan Comp
- Current & future projects

Items were discussed, no action taken.

3. Follow Up and Administrative Issues

a. Announcement and consideration of Future Agenda items

No announcements or request were made.

4. Adjournment

Motion: Second Vice President Rodriguez made a motion, seconded by Director Stribling Rodriguez 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 12:02 P.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.)

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

Meeting Date: June 11, 2025

Item type: Consent Item

Caption:

Consider authorizing the Board President to sign a non-binding letter in support of the City of San Angelo's 2025 Safe Streets and Roads for All (SS4A) Implementation Grant Application to the U.S. Department of Transportation Project (Robert Schneeman)

Summary/History:

See attached non-binding letter of support

Financial Impact:

No fiscal impact. Letter of support only.

Other Information/Recommendation:

Attachments:

- | | | |
|----|----------------|--------------------|
| 1. | Support Letter | Support Letter.pdf |
|----|----------------|--------------------|

Presentation:

Approvals/Reviews:

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



June 11, 2025

U.S. Department of Transportation
1200 New Jersey Ave, SE
Washington, DC 20590

Re: City of San Angelo 2025 Safe Streets and Roads for All (SS4A) Implementation Grant Application

To whom it may concern,

The City of San Angelo Development Corporation (COSA DC) is excited to support the City of San Angelo's 2025 SS4A Implementation Grant application. The Department of Transportation's SS4A grant program funds projects to significantly reduce or eliminate roadway fatalities and serious injuries through implementation projects benefiting all road users – pedestrians, cyclists, transit users, and motorists, alike. This program empowers communities to actively prioritize roadway safety – saving lives in the process.

The City of San Angelo is requesting funding for the construction of safety-enhancing pedestrian accommodations, bicycle accommodations, and traffic calming measures along seven of the corridors on the City's High-Injury Network (HIN) identified by the Comprehensive Safety Action Plan. Of the planned corridor improvements, six selected for implementation fall within the Downtown Medical District, a hub of pedestrian activity, crucial businesses, and services. The seventh corridor abuts Angelo State University, combining significant pedestrian traffic with substantial vehicular traffic.

Within this project, are evidence-based traffic-calming measures and pedestrian improvements successfully completed on Chadbourne Street – which led to a 53% reduction in total crashes.

Key improvements include:

- Roadway restriping and lane narrowing·

- Sidewalk improvements
- Curb extensions - midblock and at crosswalks
- Lighting improvements
- Conversion of pedestal signal poles to overhead mast-arm signals

These improvements are expected to enhance the safety of all road users. The focus on providing safe multimodal access on these HIN corridors within the Downtown Medical District and Angelo State University campus will move the City closer to its safety vision, while enhancing economic vitality - inviting more pedestrians and visitors, and in turn fostering more development and redevelopment. We have seen this with the Chadbourne Street project leading to the revitalization of the downtown community. It transitioned from the vehicle-centric street to vibrant and flourishing destination, boasting far fewer accidents. COSA DC strongly supports this project's selection for the 2025 SS4A Implementation Grant.

Sincerely,

Rick Mantooth
President

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

Meeting Date: June 11, 2025

Item type: Regular Item

Caption:

Discussion regarding the West Texas Water Partnership. (Presentation by Shane Kelton, Executive Director of Public Works)

Summary/History:

Shane Kelton, Executive Director of Public Works will provide an update.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez

Tina Dierschke

Brandon Dyson

Michael Dane

Created/Initiated

Approved

Approved

Final Approval

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

Meeting Date: June 11, 2025

Item type: Consent Item

Caption:

Consider a resolution authorizing the COSADC Board President to evaluate and provide written non-binding support for grant-related infrastructure projects, or requests for other non-binding support, at the discretion of the Board President, that provide opportunities or catalysts for economic development in the City of San Angelo. (Presentation by Michael Dane, Interim Director of Economic Development)

Summary/History:

From time to time, staff receive requests for letters of support for grant applications or other letters of support for various activities that do not commit COSADC funds. Normally, these are added to an agenda, however there are occasions where the next regular COSADC meeting may fall after the response deadline. Staff is requesting Board authorization for the Board President to evaluate and potentially sign such letters. This authorization would only apply to letters that do not obligate funding by COSADC.

Financial Impact:

No fiscal impact. Non-binding letters only.

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: June 11, 2025

Item type: Regular Item

Caption:

Discuss the San Angelo Chamber of Commerce agreement and review budget (Presentation by Steve Ahlenius, President and CEO of the San Angelo Chamber of Commerce)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | |
|--------------------------------------|---------------------------------------|
| 1. Chamber Budget 2025-2026 (Master) | Chamber Budget 2025-2026 (Master).pdf |
|--------------------------------------|---------------------------------------|

Presentation:

Approvals/Reviews:

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

Proposed 2025-2026 Economic Development Budget, Target Industries and KPIs

Submitted by
San Angelo Chamber of Commerce
Economic Development Division

Key Strategic Targeted Industry Sectors 2025-2026

Advanced Manufacturing

Why it's important for San Angelo:

Advanced manufacturing includes high-tech processes like automation, robotics, and precision fabrication. San Angelo already has a base in traditional manufacturing and is well-positioned to modernize this sector. Its central location, low cost of doing business, and industrial park infrastructure make it competitive for new advanced manufacturing investments. This sector also supports the development of the supply chain and the creation of middle-skill jobs.

10-Year Growth Outlook:

- **Nationally projected growth:** 3%–5% annually
- **Texas outlook:** Strong growth in aerospace, defense, and precision components manufacturing
- **Local opportunity:** Retrofit traditional manufacturing plants and attract Tier 2 suppliers for aviation, defense, or energy tech

Logistics and Supply Chain

Why it's important for San Angelo:

As e-commerce and global trade increase, inland logistics hubs are critical. San Angelo is ideally located between I-10 and I-20 with strong freight rail and airport assets. Investment in logistics diversifies the economy and supports industries like agriculture, manufacturing, and defense.

10-Year Growth Outlook:

- **National growth rate:** 4%–6% annually
- **Texas logistics sector:** One of the fastest-growing in the U.S., driven by population, proximity to ports, and cross-border trade
- **Local opportunity:** Develop a logistics park, regional distribution hubs, and intermodal connectivity with I-27 expansion support

Aerospace and Defense

Why it's important for San Angelo:

Goodfellow AFB already anchors the region's defense presence. San Angelo can build on this by attracting aerospace suppliers, cyber training contractors, drone technology firms, and specialized workforce training programs. Defense dollars are recession-resistant and help stabilize the economy.

10-Year Growth Outlook:

- **U.S. defense spending trend:** Projected to rise modestly, with focus on cybersecurity, AI, and unmanned systems
- **Texas strength:** One of the top states for aerospace employment and military contracts
- **Local opportunity:** Collaborate with ASU and Goodfellow for dual-use training programs, drone testing zones, and cyber-defense partnerships

Renewable Energy & Advanced Energy Storage

Why it's important for San Angelo:

The Concho Valley has abundant wind and solar potential, making it ripe for renewable energy development. The future of grid reliability includes energy storage systems, hydrogen, and advanced battery tech. San Angelo can attract utility-scale projects and serve as a service/support hub.

10-Year Growth Outlook:

- **Solar & wind energy growth:** 10%–15% CAGR (compound annual growth rate)
- **Energy storage systems:** One of the fastest-growing sub-sectors nationally
- **Local opportunity:** Attract renewable developers, become a regional training center for clean energy techs, and capitalize on federal IRA incentives

Healthcare and Life Sciences

Why it's important for San Angelo:

Healthcare is both an economic engine and a community necessity. Shannon Health, ASU's nursing programs, and aging demographics provide a strong foundation. Growth in rural medicine, telehealth, and biotech opens new avenues.

10-Year Growth Outlook:

- **U.S. healthcare jobs:** Expected to grow 13%+ through 2035 (BLS)
- **Texas medical innovation zones:** Driving investment in biotech, telemedicine, and health tech
- **Local opportunity:** Expand medical training at ASU, attract rural-focused health startups, and grow allied health job pipelines

Information Technology and Cybersecurity

Why it's important for San Angelo:

IT is foundational for nearly all sectors—from defense and finance to logistics and healthcare. With ASU's computer science programs and proximity to Goodfellow's cyber training, San Angelo can become a secure IT services hub for rural Texas and government clients.

10-Year Growth Outlook:

- **Cybersecurity job growth:** 35%+ over the next decade
- **IT services overall:** 6%–8% CAGR

- **Local opportunity:** Launch a rural innovation center, partner with ASU for IT apprenticeship programs, and attract cybersecurity contractors tied to DoD and civilian agencies

Data Centers

Why it's important for San Angelo:

The demand for data storage, cloud services, and artificial intelligence computing is skyrocketing. Data centers have become essential infrastructure for the modern economy. San Angelo's location, affordable power, available land, and strong broadband capacity position it to become a prime site for regional or national data center investment. Unlike traditional industry, data centers create fewer infrastructure burdens while delivering high capital investment, strong tax base contributions, and tech-enabled job creation. The energy-rich environment of West Texas and proximity to transmission lines further enhance our competitiveness.

10-Year Growth Outlook:

- **Global data center market:** Projected to grow from \$65.6 billion (2024) to over \$150 billion by 2035
- **Compound Annual Growth Rate (CAGR):** 7.8% globally, driven by cloud computing, AI, and IoT
- **Texas impact:** Texas is projected to attract over 25% of U.S. data center growth over the next decade
- **Local opportunity:** Develop a data center park, market low energy costs and available sites, and explore renewable-powered colocation centers that align with corporate ESG goals

Sports Tourism

Why it's important for San Angelo:

Sports tourism is a rapidly expanding sector that offers significant economic benefits through visitor spending, job creation, and community engagement. San Angelo's existing sports facilities, coupled with its cultural attractions and hospitality infrastructure, position the city to capitalize on this growth. By hosting regional tournaments, youth sports events, and recreational competitions, San Angelo can attract visitors, stimulate local businesses, and enhance its profile as a destination for sports enthusiasts.

10-Year Growth Outlook:

- **U.S. sports tourism market:** Projected to grow from \$50.42 billion in 2023 to \$185.32 billion by 2033, with a CAGR of 13.9%
- **Global sports tourism market:** Estimated to reach \$2.05 trillion by 2032, growing at a CAGR of 13.0% from 2025 to 2032
- **Spectator sports tourism in the U.S.:** Generated \$47.1 billion in direct spending in 2024, with a total economic impact of \$114.4 billion
- **Local opportunity:** Develop and promote sports events, enhance facilities to attract larger tournaments, and collaborate with local organizations to create a robust sports tourism calendar that drives consistent visitor engagement.

Proposed Economic Development Budget 2025-2026

*The San Angelo Chamber of Commerce has a **\$90,000** annual economic development contract with Tom Green County, a partnership that has proven both effective and mutually beneficial. This collaboration has strengthened the alignment between the County, the City of San Angelo, and the Chamber, creating a more unified and strategic approach to regional economic development efforts that benefit all entities.*

Staffing (Payroll, Retirement, Taxes, and Health Insurance) \$421,220 **Tom Green County Funds 55% (\$49,500) Toward Staffing**

This is the key, the underlying factor driving our community's success. This is the key that reflects the Chamber's strategic investment in the talent that is driving San Angelo's economic momentum. Chief among these professionals are Michael Looney and Mike Berry, whose exceptional performance and complementary skill sets have positioned San Angelo as a regional leader in business recruitment and expansion.

Their combined expertise, vision, and execution have become the "X" factor behind several key wins and emerging opportunities. This one-two punch—uncommon in communities our size—has delivered measurable results and laid the groundwork for transformational projects that will benefit San Angelo for decades. Supporting, retaining, and fairly compensating this caliber of talent is not just prudent—it is essential for sustaining the success we are building. This number accounts for 17% of the President and CEO's time and effort dedicated to economic development.

Texas Economic Development Corporation \$30,000

The Texas Economic Development Corporation (TxEDC) is the premier economic development membership in the state, and joining this influential organization directly connects San Angelo to the highest levels of economic opportunity and strategic visibility. TxEDC provides unmatched access to the Governor's Office of Economic Development, facilitates high-value relationships with national and international site selectors, and offers exclusive participation in global trade missions, SelectUSA programs, and targeted industry recruitment campaigns.

This investment positions San Angelo as a first-tier, “open-for-business” community that is actively competing for capital investment, job creation, and strategic growth across key sectors such as advanced manufacturing, aerospace, logistics, data centers, renewable energy, defense-related industries, and more.

Membership provides the following specific advantages:

- **Statewide Recognition and Credibility:** Aligns San Angelo with the state’s top-performing economic development organizations, enhancing our community’s brand and legitimacy with corporate decision-makers.
- **Trade Mission Participation:** Opportunity to join Governor-led international trade missions, allowing San Angelo to promote itself directly to global investors and companies looking to establish U.S. operations.
- **Targeted Sector Campaigns:** Inclusion in industry-specific marketing efforts, such as the state’s efforts to recruit semiconductor, electric vehicle, or renewable energy companies.
- **Strategic Visibility:** Participation in domestic and international events where Texas is promoted as a business destination, ensuring San Angelo has a seat at the table and a voice in shaping the narrative.

Business Retention and Expansion/SARMA

\$20,700

Business Retention and Expansion (BRE) is one of the most essential pillars of a successful economic development strategy. While high-profile headlines often highlight new business recruitment, the reality is that more than 85% of all job growth comes from businesses already rooted in the community. These employers have invested in San Angelo, built their teams here, and contributed significantly to our tax base and quality of life. Supporting their continued growth isn’t just sound policy, it’s smart economics.

The San Angelo Regional Manufacturers Association (SARMA) is a vital force in this effort. As a key partner with the Chamber, SARMA brings together the region’s manufacturers to promote collaboration, drive innovation, strengthen workforce pipelines, and advocate for policies that enhance industrial competitiveness. By aligning resources and sharing best practices, SARMA ensures San Angelo remains a strong, attractive hub for manufacturing, job creation, and long-term investment.

This \$20,700 investment will support targeted outreach, relationship-building, and direct assistance to local manufacturers as they grow and adapt. While the work is often quiet and behind the scenes, its impact is powerful, fueling job stability, capital reinvestment, and the economic resilience of our entire region.

Key benefits of a strong BRE program include:

- **Business Intelligence Gathering**
- **Early Warning System**

- **Job Retention & Talent Alignment**
- **Business Appreciation:**
- **Supply Chain Development**
- **Policy Feedback Loop**
- **Support for Major Industries and Employers**
- **Increased Competitiveness**

Economic Forecasting and Intel Databases \$66,000

Tom Green County Funds 30% (\$27,000) Toward the Database

Economic intelligence and data analytics are the “secret sauce” that Mike Berry delivers through strategic insight and precision analysis. At its core, this investment is the bedrock of modern economic development, providing the tools for what’s often called Economic Gardening. High-quality economic databases and subscription services are costly but essential. They unlock access to workforce trends, industry clusters, supply-chain gaps, wage benchmarks, demographic shifts, commercial property analytics, and detailed sector forecasts. This information helps the Chamber and the City’s Development Corporation (COSADC) anticipate change, identify high-impact opportunities, and back up recruitment or retention efforts with hard numbers.

This is not overhead, it is a strategic infrastructure. It empowers the Chamber to act with speed, precision, and foresight, giving our community a competitive edge in attracting, growing, and retaining businesses.

Travel, Trade Shows, Lodging, Meals \$50,000

Strategic travel is a cornerstone of effective economic development. To successfully recruit new businesses and attract high-impact investment, the Chamber must have a visible and active presence at key trade shows, business recruitment events, and industry-specific gatherings. This includes participation in Texas Economic Development Corporation (TxEDC) functions, targeted “meet and greet” sessions with national site selectors, and curated trade missions that align with San Angelo’s growth sectors.

For too long, San Angelo has operated with limited travel resources, placing the community at a disadvantage when competing for transformational economic development opportunities. The inability to show up—where decisions are made and relationships are forged—has constrained our reach and influence. This investment directly enables San Angelo to be “at the table” in rooms where regional and national deals take shape, and where emerging trends, investment signals, and strategic partnerships are discussed.

Management and Administrative Support \$41,610
Tom Green County Funds 15% (\$13,500) Toward Administrative Costs

This overhead line item is an investment that ensures the successful operation of San Angelo's economic development efforts. It covers essential elements such as office rent, facility maintenance, utilities, and administrative support services. These are the backbone of day-to-day functioning and allow the economic development team to focus on recruitment, retention, workforce, and entrepreneurial activities without disruption.

Site Selectors Fam Tours/ Corporate Headquarters Visits \$27,000

A cornerstone of effective economic development is proactively engaging with key decision-makers, namely site selectors and corporate executives. These individuals shape the trajectory of major industrial projects, headquarters relocations, and expansion decisions that can redefine a region's economic future. For San Angelo, the ability to host and meaningfully interact with these professionals is not a luxury—it is a necessity.

Site selectors represent corporations evaluating where to invest millions—or even billions—of dollars in infrastructure, workforce, and long-term operations. Hosting them in San Angelo allows us to tell our story firsthand, showcase our assets, and highlight the strategic advantages of our community, including workforce readiness, available sites, infrastructure capacity, education pipelines, quality of life, and competitive cost structures. These visits open the door to real-time dialogue and relationship-building, giving San Angelo a chance to rise to the top of the shortlist.

Corporate visits with companies already operating in San Angelo or exploring expansion are critical touchpoints. These meetings help deepen trust, identify challenges or opportunities for growth, and reaffirm the Chamber's and City's commitment to being a responsive, business-friendly partner. They also provide invaluable insights into supply chain trends, talent needs, innovation strategies, and policy barriers that may impact broader development strategies.

These visits are not just about the immediate project—they are about planting seeds for future opportunities, building long-term professional trust, and positioning San Angelo as a credible and compelling location in the minds of the people who influence capital investment decisions.

Marketing Material, Design, and Printing

\$13,680

The design and production of high-quality marketing materials are foundational to San Angelo's economic development and community branding efforts. These materials—whether brochures, presentation folders, one-pagers, industry-specific pitch decks, trade show banners, or digital assets—are often the first tangible or visual impression that a site selector, investor, or corporate partner has of San Angelo. That first impression must be compelling.

Marketing pieces serve as a visual handshake, telling San Angelo's story in a way that is attractive, credible, and consistent. Professionally designed materials project a sense of pride, confidence, and readiness—key traits companies and partners look for when evaluating communities. They highlight our assets: quality of life, workforce, infrastructure, business climate, military presence, education pipeline, and more.

Professional Membership and Certification

\$7,635

Investing in the continuous training and development of our economic development staff is a strategic necessity. This budget item supports staff participation in critical professional memberships (such as the International Economic Development Council and Texas Economic Development Council, Economic Gardening Certification).

This investment ensures that our staff continues to grow in expertise, expand their professional networks, and bring back innovative strategies that benefit the San Angelo community. It also reinforces San Angelo's image as a serious, first-tier player in economic development led by a team that is credentialed, competent, and committed to excellence.

Total Economic Development Proposed Budget

\$677,845

Development Corporation Funding Request is:

\$587,845

**We will continue to work with the County to pursue additional funding for economic development.*

San Angelo Economic Development Program

Key Performance Indicators (KPIs) & Deliverables

2025-2026

1. **Business Recruitment Leads Generated**

- Target: Minimum of **18 qualified leads** per year in strategic sectors (data centers, logistics, energy, advanced manufacturing, etc.).
- Includes outreach via trade shows, site selectors, Texas Economic Development Corporation (TxEDC) channels, and corporate marketing.

2. **Business Retention & Expansion (BRE) Visits**

- Target: Conduct at least **50 annual retention visits** with existing San Angelo employers.
- Deliver a report to City, Development Corp, and Chamber Boards summarizing trends, expansions, threats, and feedback.
- Host four quarterly appreciation luncheons, “Focus on Business.”
- Develop a quarterly business profile publication.
- Host four SARMA meetings.
- Developed a trend analysis for a key industry sector for San Angelo’s economy.

3. **Capital Investment Secured**

- Target: Facilitate projects that generate a combined **\$100 million** or more in annual capital investment, either through new business or expansions.

4. **Jobs Created and Retained**

- Target: **Track and report a net of 90+ new or retained jobs** annually, including average wage levels for transparency.

5. **Workforce Development Partnerships**

- Deliver **quarterly coordination meetings** with SARMA.
- Launch or expand at least **one targeted workforce initiative** every two years.
- Continue to explore and develop key programs and relationships with San Angelo ISD and Howard College.

6. **Start-Up & Innovation Support**

- Host **monthly I&E Network meetups** and **at least one accelerator-style event per year**.

- Target: **10 new start-up engagements** annually (mentoring, resources, or connections).
- Host four Concho Valley Technology Alliance meetings/events

7. Trade Mission / Site Selector Engagements

- Participant in **2–3 economic development roadshows or trade engagements per year**, including one international mission with TxEDC or the Governor’s Office.

8. Marketing & Visibility Campaigns

- Launch **one major digital marketing campaign a year** to promote San Angelo’s business advantages.
- Deliver **quarterly the San Angelo Economic Quarterly review** a with key data and metrics.

9. Project Pipeline Management

- Maintain and update a confidential **active project pipeline tracker**, reported quarterly to the San Angelo Development Corporation and City liaison.
- Include number of RFI responses, project stage, and projected impact.

10. Economic Impact Reports

- Provide **annual economic impact report** on key wins (jobs, tax base, ripple effect).
- Develop and produce an Agribusiness report.

11. Goodfellow AFB Advocacy and MAC Coordination

- Hold **at least four Military Affairs Committee (MAC) events** per year to support the \$4.7 billion Goodfellow impact.
- Facilitate two Washington DC visits and one Austin, Texas, visit promoting Goodfellow AFB and its missions.
- Develop annual priorities related to base funding and mission preservation.
- Develop and promote a community-wide appreciation event for Goodfellow and families

12. Confidential Prospect Facilitation

- Coordinate **site tours, permitting guidance, and utility meetings** for all serious prospects within three **business days of inquiry**.
- Provide concierge-style service and detailed follow-ups to close prospects.

Requestor: Robert Schneeman, Economic Development Coordinator, COSADC, 325.653.7197
Meeting Date: June 11, 2025
Item type: Regular Item

Caption:

Presentation and possible action regarding the proposed FY 2026 COSADC budget (Presentation by Tina Dierschke, Finance Director)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

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

Meeting Date: June 11, 2025

Item type: Regular Item

Caption:

Consider approving a resolution authorizing the termination of an economic development performance agreement by and between the City of San Angelo Development Corporation and Ethicon , Inc. dated 1 July, 2019; authorizing the Board President to execute all related documents; and recommending ratification by City Council (Presentation by Robert Schneeman, Economic Development Project Manager)

Summary/History:

In 2019, Ethicon requested and received an economic development incentive for a capital investment of \$29,950,000 over several years. The incentive agreement provided for incentives totaling just over \$325,047 for achieving the total capital investment over three phases. Upon completion of Phase III, Ethicon then became eligible for a 75% rebate of the resulting increase in City property taxes through the end of 2030. Ethicon was also required to meet a job retention requirement of 475 FTEs (Full-time equivalents) with 1 FTE = \$40,000 per year plus benefits. Ethicon has far exceeded this requirement. Ethicon met the capital investment requirement in 2022 and began receiving tax rebates for Tax Year 2023. In 2024, the Texas Legislature passed a revision to TX Tax Code § 11.36 (2024) exempting certain Medical and Biomedical Property from ad valorem taxes, which are part and parcel to the reimbursement provision of this agreement, resulting in a net reduction of municipal ad valorem taxes paid by Ethicon, Inc. As a result, as of Tax Year 2024, Ethicon will no longer be eligible for tax rebates under the agreement based on no increase in taxes. Staff recommends mutual termination of the agreement due to the State tax revision.

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC Resolution Terminating Ethicon Agrmt COSADC Resolution Terminating Ethicon Agrmt.pdf

Presentation:

Approvals/Reviews:

Robert Schneeman
Tina Dierschke
Brandon Dyson
Michael Dane

Created/Initiated
Approved
Approved
Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS AUTHORIZING THE TERMINATION OF AN ECONOMIC DEVELOPMENT PERFORMANCE AGREEMENT BY AND BETWEEN THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION AND ETHICON, INC. DATED JULY 1, 2019, AND AUTHORIZING THE BOARD PRESIDENT TO EXECUTE ALL RELATED DOCUMENTS

WHEREAS, the City of San Angelo Development Corporation (COSADC) and Ethicon, Inc. (Ethicon) entered into an Economic Development Performance Agreement (the "Agreement"), dated effective July 1, 2019, in an amount not exceeding, ONE MILLION FIFTY-SEVEN THOUSAND, TWO HUNDRED AND THREE AND NO/100 DOLLARS (\$1,057,203) to incentivize certain capital investment and job retention; and,

WHEREAS, Ethicon has timely met all requirements under the Agreement relating to capital investment and job creation to date; and,

WHEREAS, COSADC has timely met all requirements under the Agreement relating to incentives paid to date; and,

WHEREAS, under the Agreement Ethicon is required to make certain capital investment in property resulting in an increase in municipal ad valorem taxes; and,

WHEREAS, the Agreement provides for reimbursement of up to but not to exceed 75% of the increase in municipal ad valorem taxes paid resulting from that investment in any one year through 2030; and,

WHEREAS, Texas Tax Code § 11.36 became effective January 1, 2024, and exempts certain Medical and Biomedical Property from ad valorem taxes, which are part and parcel to the reimbursement provision of the Agreement resulting in a net reduction of municipal ad valorem taxes paid by Ethicon; and,

WHEREAS, the net reduction in municipal ad valorem taxes results in no further reimbursement being warranted under the terms of the Agreement; and

WHEREAS, the COSADC Board and Ethicon mutually agree that the Agreement should be terminated due to the change in the Tax Code.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION THAT:

The Board of Directors authorizes mutual termination of the Economic Development Performance Agreement by and between the City of San Angelo Development Corporation and Ethicon, Inc. with an effective date of July 1, 2019, and authorizes the Board President to execute any necessary documents to effectuate said termination; and recommending ratification by City Council.

ADOPTED THIS 11th DAY OF JUNE, 2025

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

ATTEST:

By: _____
Rick Mantooth, President

Nora Nevarez, Corporate Secretary

APPROVED FOR CONTENT

APPROVED AS TO FORM

Robert Schneeman, Economic Development
Project Manager

Brandon Dyson, Interim City Attorney

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

Meeting Date: June 11, 2025

Item type: Executive Session Item

Caption:

Section 551.087 - Business prospect negotiations regarding:

- Rosenberger Site Solutions
- Project Hyperspace
- Project Gateway

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Michael Dane
Brandon Dyson

Created/Initiated
Approved
Final Approval

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

Meeting Date: June 11, 2025

Item type: Executive Session Item

Caption:

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

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez

Created/Initiated

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

Meeting Date: June 11, 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