



## **Agenda 1/20/2026**

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on January 20, 2026 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 for December 10, 2025. (Nora Nevarez)
- b. Consider approving the November 2025 financials. (Tina Dierschke, Director of Finance)
- c. Consider a resolution authorizing the Investment Policy for the City of San Angelo Development Corporation Fund for 2026. (Tina Dierschke, Director of Finance)
- d. Consider approving an amendment to the COSADC Bylaws, Section 8, Expenditures of Corporate Money, item 2, regarding the City of San Angelo Purchasing Policy and Procedures Manual and recommending approval by City Council. (Ryan Gaddy)

**5. Regular Agenda**

- a. Discussion regarding future construction and infrastructure to connect Knickerbocker Road, Twin Mountain, and Mertzon Highway. (Presentation by Shane Kelton, Executive Director of Public Works)
- b. Presentation regarding the quarterly San Angelo Chamber of Commerce key performance indicators and deliverables report. (Presentation by Michael Looney, Vice President of the San Angelo Chamber of Commerce, Economic Development)
- c. Discussion and possible action regarding COSADC funding participation in the City's Infill development incentive as it relates to Affordable Housing and other potential funding of infrastructure authorized under Texas Municipal Code Section 505.153 Projects Related to

Affordable Housing (Presentation by Ryan Gaddy, Director of Economic Development and Holly Crooks, Assistant City Attorney)

- d. Public Hearing regarding an economic development agreement with the San Angelo Chamber of Commerce in an amount not to exceed \$75,000 for promoting and supporting Goodfellow Air Force Base, in continuing or enhancing its mission, a project authorized under Section 501.104 of the Texas Local Government Code, and recommending approval by City Council (Presentation by Robert Schneeman, Economic Development Project Manager )
- e. Public Hearing regarding an economic development incentive agreement in an amount not to exceed \$300,000 with True Lightning Protection, LLC, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act necessary to promote economic development and expand business enterprises which create or retain primary jobs; and recommending approval by City Council. (Presentation by Robert Schneeman, Economic Development Project Manager)
- f. Consider authorizing the Board President to negotiate and execute a marketing contract with Media Advantage, LLC for marketing services as follows:
  - 1. Not to exceed \$38,700 for business plan competition, social media, annual report, annual website maintenance, website hosting cost;
  - 2. Not to exceed \$50,750 for SEO / AEO, website updates & case studies, Branding updates & rollout, national target industry campaign, site selector targeted campaign, and Airport promotional video;and recommending approval by City Council (Presentation by Ryan Gaddy, Director of Economic Development)
- g. Discussion regarding the Strategic Planning Workshop. (Presentation by Ryan Gaddy, 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 the sale of 8.48 +/- acres at the Industrial Park to DLH Real Estate, LLC
- b. Section 551.071 – Consultation with attorney regarding legal issues related to the COSADC/Chamber of Commerce Professional Services Performance Agreement

## **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 13th day of January 2026, at 4:55 P.M.

RG

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Ryan Gaddy

Economic Development 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](http://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: January 20, 2026

Item type: Consent Item

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**Caption:**

Consider approving the regular meeting minutes for December 10, 2025. (Nora Nevarez)

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

- |    |                                  |                                      |
|----|----------------------------------|--------------------------------------|
| 1. | COSADC Meeting Minute 12-10-2025 | COSADC Meeting Minute 12-10-2025.pdf |
|----|----------------------------------|--------------------------------------|

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Ryan Gaddy	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

City of San Angelo, Texas  
Development Corporation Meeting  
Wednesday, December 10, 2025

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Present:

Rick Mantooh, 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 Mantooh called the regular session of the City of San Angelo Development Corporation to order at 8:30 a.m., on Wednesday, December 10, 2025 at the East Mezzanine of City Hall, 72 W College Avenue, San Angelo, TX 76903

**2. Prayer**

An invocation was provided by First Presbyterian Church Pastor Joel Moore.

**3. Public Comment**

Ms. Heather Wylie (SMD 3) and Ms. China Yang (SMD 4) voiced their concerns regarding the data center.

**4. Consent Agenda**

- a. Consider approving the regular meeting minutes from November 12, 2025. (Nora Nevarez)
- b. Consider approving the October 2025 financials. (Tina Dierschke)

**Motion:** Director Lewis made a motion, seconded by Director Lasater, to approve the consent agenda as presented. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

**5. Regular Agenda**

- a. Consider approving a resolution authorizing the Board President to negotiate and execute an economic development agreement with the San Angelo Chamber of Commerce in an amount not to exceed \$75,000 for promoting and supporting Goodfellow Air Force Base, in continuing or enhancing its mission, a project authorized under Section 501.104 of the Texas Local Government Code, and recommending approval by City Council (Presentation by Michael Dane, Interim Director of Economic Development)

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

- b. Consider a resolution authorizing the Board President to negotiate and execute an economic development incentive agreement with True Lightning Protection, LLC, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act necessary to promote economic development and expand business enterprises which create or retain primary jobs; and recommending approval by City Council. (Presentation by Robert Schneeman, Economic Development Project Manager)

**Motion:** First Vice President Mahaffey made a motion, seconded by Director Lewis to approve the resolution in an amount not to exceed \$300,000 for Capital investment and job creation as presented. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment

- c. Public Hearing regarding a resolution authorizing the Board President to negotiate and execute a Memorandum of Understanding with the City of San Angelo in an amount not to exceed \$255,000.00 for funding of the Northeast Sector Plan (master plan), 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 by Robert Schneeman, Economic Development Project Manager)

Public Comment: Mr. Tyler Wilson (SMD 5) voiced his opinion and concerns about the growth of San Angelo.

Robert Schneeman reviewed the project.

Public Hearing regarding a resolution authorizing the Board President to negotiate and execute a Memorandum of Understanding with the City of San Angelo in an amount not to exceed \$50,000 for partial funding of the Santa Fe / Downtown River Parks Plan, a project authorized under Section 505.152 of the Texas Development Corporation Act, for projects related to Recreational or Community Facilities. (Presentation by Robert Schneeman, Economic Development Project Manager)

Director Lewis recused himself at 8:59 A.M.

Mr. Schneeman reviewed the project.

No public comment.

Director Lewis returned to the board at 9:02 A.M.

- d. Presentation and possible action regarding the fiscal year 2025 year-end summary for Affordable Housing and allocation of Fiscal Year 2026 funds in the amount not to exceed \$321,615 (Presentation by Stephanie Hamby, Director of Galilee)

Ms. Stephanie Hamby presented the fiscal year 2025 summary for Affordable Housing projects.

**Motion:** First Vice President Mahaffey made a motion, seconded by Director Stribling to approve the fiscal year 2025-2026 budget (including Multi-family remodel) in the amount of \$321,615. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment

- e. Discussion and update regarding the Development Task Force meeting. Presentation by Lorenzo Lasater, COSADC Board of Director)

Director Lasater provided an update regarding the Development Task Force meeting he attended. The meeting consisted of City Staff, builders and developers. He provided valuable information for the board.

First Vice President Mahaffey asked if COSADC is allowed to help fund with housing. Staff will bring this item back at the January 14<sup>th</sup> meeting.

- f. Discussion regarding future construction and infrastructure to connect Knickerbocker Road, Twin Mountain, and Mertzson Highway. (Presentation by Shane Kelton, Executive Director of Public Works)

Mr. Shane Kelton was not able to attend the meeting. This item will be discussed at the January 14<sup>th</sup> meeting.

- g. Presentation regarding marketing efforts for Fiscal Year 2025 and 2026. (Presentation by Andi Markee, Media Advantage, LLC)

Ms. Andi Markee discussed and demonstrated the new website for COSADC. She asked the board to review and provide feedback.

- h. Consider approving the proposed COSADC meeting calendar for 2026. (Presentation made by Nora Nevarez, Economic Development Coordinator)

**Motion:** Director Lewis made a motion, seconded by First Vice President Mahaffey to approve the 2026 COSADC meeting calendar as presented. The motion carried unanimously seven (7) ayes to zero (0) nays, with no public comment.

- i. Update and discussion regarding the Economic Development Director position, job description, and search process. (Presentation by Michael Dane, Interim Director of Economic Development)

Mr. Michael Dane introduced Ryan Gaddy as the new Economic Development Director.

## **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 9:49 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
  - Apex
  - Allen's Transport Expansion II

**No action taken on these items.**

**At 10:56 A.M., the Board reconvened**

## **7. Follow Up and Administrative Issues**

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

None

- b. Announcement and consideration of Future Agenda items.

President Mantooth publically thanked Michael Dane for his work as the Interim Economic Development Director.

First Vice President Mahaffey asked if staff would research regarding how funding can help development for housing.

**Adjournment**

**Motion: Director Stribling made a motion, seconded by Second Vice President 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 11:00 A.M.**

THE CITY OF SAN ANGELO

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Corporation President

ATTEST:

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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: January 20, 2026

Item type: Regular Item

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**Caption:**

Consider approving the November 2025 financials. (Tina Dierschke, Director of Finance)

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

- |    |                        |                            |
|----|------------------------|----------------------------|
| 1. | 2511 COSADC Financials | 2511 COSADC Financials.pdf |
|----|------------------------|----------------------------|

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Ryan Gaddy	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

# **City of San Angelo Development Corporation**

## **Financial Information and Schedules As of November 30, 2025**

### Contents

Executive Summary

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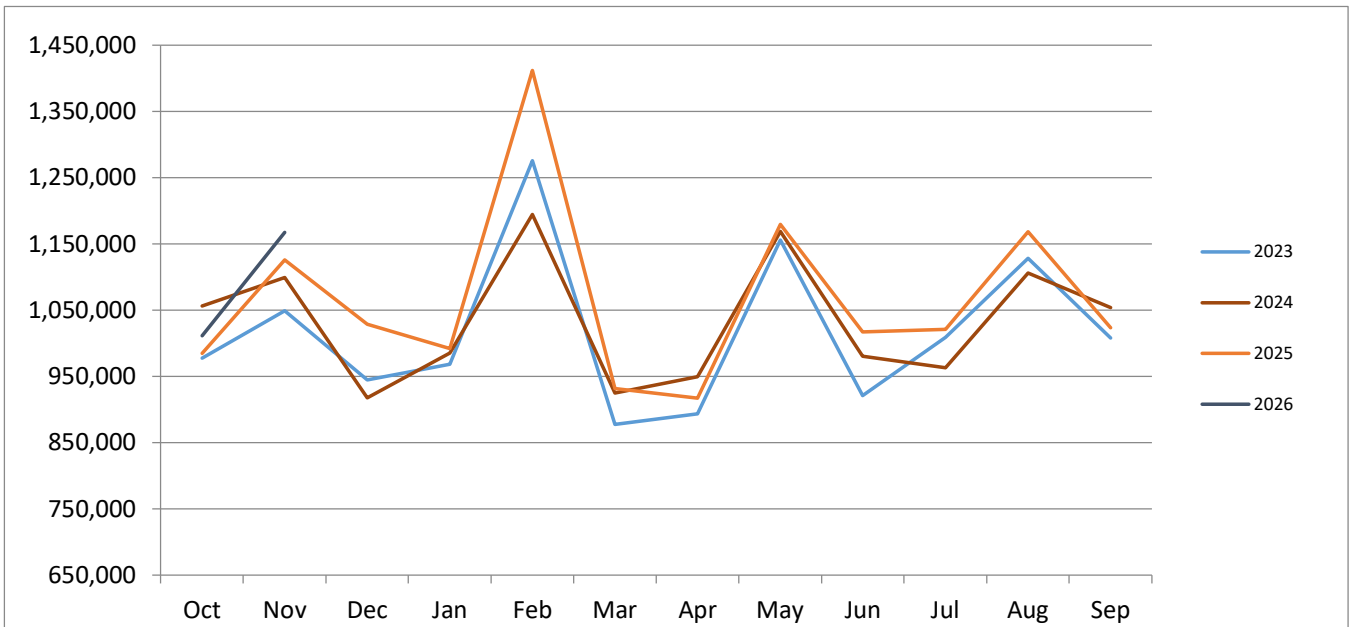
**City of San Angelo Development Corporation  
Executive Summary  
November 2025**

Available Fund Balances

Unassigned Fund Balance-Economic Development	7,435,390
Unassigned Fund Balance-Ballot	12,090,618

Sales Tax Analysis

Month	2023	2024	2025	2026	% Over/(Under)
Oct	977,628	1,056,249	984,531	1,011,170	2.71%
Nov	1,049,058	1,099,298	1,125,807	1,167,309	3.69%
Dec	944,644	917,530	1,028,803		
Jan	968,413	985,000	992,126		
Feb	1,275,717	1,194,486	1,411,985		
Mar	877,403	924,721	931,375		
Apr	893,339	949,450	916,937		
May	1,155,640	1,168,794	1,179,286		
Jun	920,877	980,358	1,017,353		
Jul	1,008,794	963,312	1,021,295		
Aug	1,128,012	1,106,232	1,168,457		
Sep	1,008,166	1,053,612	1,023,256		



**City of San Angelo Development Corporation  
Balance Sheet - Economic Development  
As of November 30, 2025**

**ASSETS**

Current Assets

Checking/Savings

Cash 1,321,672

Money Market 7,417,643

Total Checking/Savings 8,739,315

Accounts Receivable

Leases 1,817

Total Accounts Receivable 1,817

Other Current Assets

Investments 3,011,670

Total Other Current Assets 3,011,670

Total Current Assets 11,752,802

Fixed Assets

Vehicles 28,540

Land -Industrial Park 57,664

Industrial Park-Phase I 279,309

Industrial Park-Phase II 4,261,854

Industrial Park-Phase III 20,377

Building-Business Resource Ctr 2,004,967

Accumulated Depreciation (1,397,617)

Total Fixed Assets 5,255,093

**TOTAL ASSETS**

17,007,895

**LIABILITIES & FUND EQUITY**

Liabilities

Current Liabilities

Security Deposits 5,643

Accounts Payable 61

Total Current Liabilities 5,704

Total Liabilities 5,704

Fund Equity

Committed for Eco. Dev. Projects 3,617,311

Restricted for Fixed Assets 5,255,093

Reserved for Encumbrance 694,397

Unassigned Fund Balance 7,435,390

Total Fund Equity 17,002,191

**TOTAL LIABILITIES & FUND EQUITY**

17,007,895

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

	Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
<b>Revenues</b>						
Sales & Use Tax	3,563,739	326,847	609,974	609,974	(2,953,765)	17%
Interest on Investments	379,674	25,864	59,195	59,195	(320,479)	16%
Lease Income	20,010	803	803	803	(19,207)	4%
Miscellaneous Income	450	-	-	-	(450)	0%
Property Sales	-	-	-	-	-	0%
<b>Total Revenues</b>	<b>3,963,873</b>	<b>353,514</b>	<b>669,972</b>	<b>669,972</b>	<b>(3,293,901)</b>	<b>17%</b>
<b>Expenditures</b>						
Operations Maintenance	109,352	2,090	5,562	14,059	(95,293)	13%
Partnership Affiliations	14,500	-	2,500	2,500	(12,000)	17%
COSADC Staff	397,642	-	-	-	(397,642)	0%
City Services	188,743	-	-	-	(188,743)	0%
Industrial Park Ops & Maint	31,782	32	64	470	(31,312)	1%
Marketing-Chamber of Commerce	476,000	119,000	119,000	476,000	-	100%
Advertising	32,700	-	-	-	(32,700)	0%
Building Maintenance/Utilities	122,766	1,310	4,281	68,829	(53,937)	56%
Capital	35,000	-	-	78	(34,922)	0%
Business Factory	224,556	625	1,250	9,029	(215,527)	4%
<b>Total Operating Expenditures</b>	<b>1,633,041</b>	<b>123,057</b>	<b>132,657</b>	<b>570,965</b>	<b>(1,062,076)</b>	<b>35%</b>
<b>Projects</b>						
US Customs Retention II	57007	151,762	-	-	(151,762)	0%
SMC Global	57008	118,401	-	-	(118,401)	0%
Ind Park Clearing	57021	6,186	-	-	(6,186)	0%
Rosenberger Site Sol.	57028	75,000	-	-	(75,000)	0%
Lip Chip	57032	29,700	-	-	(29,700)	0%
Splash Pad	57033	19,626	-	-	(19,626)	0%
Housing Study	57038	7,823	-	573	(7,250)	7%
Parkhill Smith Cooper	57040	275,000	-	247,000	(28,000)	90%
Northeast Sector Plan	57044	255,000	-	-	(255,000)	0%
Santa Fe Master Plan	57045	50,000	-	-	(50,000)	0%
<b>BREP Projects</b>						
SMC Global - BREP	57018	12,500	-	-	(12,500)	0%
Technology Tower, LLC	57030	150,000	-	100,000	(50,000)	67%
Allen's Transport	57034	150,000	-	-	(150,000)	0%
Talk of Texas	57035	100,000	-	-	(100,000)	0%
Skyline BREP	57039	1,000,000	500,000	500,000	(500,000)	50%
Residential Flood Relief	57042	816,313	-	-	(816,313)	0%
Business Flood Relief	57043	1,000,000	-	-	(1,000,000)	0%
Future Projects		1,925,143	-	-	(1,925,143)	0%
<b>Total Project Expenditures</b>	<b>6,142,454</b>	<b>500,000</b>	<b>600,000</b>	<b>847,573</b>	<b>(5,294,881)</b>	<b>10%</b>
<b>Total Expenditures</b>	<b>7,775,495</b>	<b>623,057</b>	<b>732,657</b>	<b>1,418,538</b>	<b>(6,356,957)</b>	<b>9%</b>
<b>Revenue Over/(Under) Expenditures</b>	<b>(3,811,622)</b>	<b>(269,543)</b>	<b>(62,685)</b>	<b>(748,566)</b>		

**City of San Angelo Development Corporation**  
**Economic Development Projects**  
**As of November 2025**

Project	Code	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
<b>Projects</b>						
US Customs Retention II	57007	46,435	1,149,225	-	997,463	151,762
SMC Global	57008	200,000	200,000	-	81,599	118,401
Ind Park Clearing	57021	25,000	25,000	-	18,814	6,186
Rosenberger Site Sol.	57028	75,000	75,000	-	-	75,000
Lip Chip	57032	29,700	29,700	-	-	29,700
Splash Pad	57033	150,000	150,000	-	130,374	19,626
Housing Study	57038	59,500	66,750	-	58,927	7,823
Parkhill Smith Cooper	57040	275,000	275,000	-	-	275,000
Northeast Sector Plan	57044	255,000	255,000	-	-	255,000
Santa Fe Master Plan	57045	50,000	50,000	-	-	50,000
<b>BREP Projects</b>						
SMC Global - BREP	57018	362,500	362,500	-	350,000	12,500
Technology Tower, LLC	57030	250,000	250,000	100,000	200,000	50,000
Allen's Transport	57034	150,000	150,000	-	-	150,000
Talk of Texas	57035	100,000	100,000	-	-	100,000
Skyline BREP	57039	1,000,000	1,000,000	500,000	500,000	500,000
Residential Flood Relief	57042	816,313	816,313	-	-	816,313
Business Flood Relief	57043	1,000,000	1,000,000	-	-	1,000,000
		<u>9,892,172</u>	<u>11,579,859</u>	<u>600,000</u>	<u>7,962,548</u>	<u>3,617,311</u>

Total Committed, Not Expended

3,617,311

**City of San Angelo Development Corporation  
Balance Sheet - Ballot  
As of November 30, 2025**

<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Cash	1,771
Money Market	11,077,854
Total Checking/Savings	11,079,625
Other Current Assets	
Investments	5,995,159
Total Other Current Assets	5,995,159
Total Current Assets	17,074,783
<b>TOTAL ASSETS</b>	<b>17,074,783</b>
 <b>LIABILITIES &amp; FUND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	-
Total Current Liabilities	-
Total Liabilities	-
Fund Equity	
Committed for Ballot Projects	840,265
Assigned for Debt Service	4,143,900
Unassigned Fund Balance	12,090,618
Total Fund Equity	17,074,783
<b>TOTAL LIABILITIES &amp; FUND EQUITY</b>	<b>17,074,783</b>

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

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
<b>Revenues</b>						
Sales & Use Tax	9,163,900	840,463	1,568,505	1,568,505	(7,595,395)	17%
Interest on Investments	397,526	35,236	74,597	74,597	(322,929)	19%
<b>Total Revenues</b>	<b>9,561,426</b>	<b>875,699</b>	<b>1,643,102</b>	<b>1,643,102</b>	<b>(7,918,324)</b>	<b>17%</b>
<b>Expenditures</b>						
City Services	34,105	-	-	-	(34,105)	0%
Ballot Projects Debt Service	1,243,900	-	-	-	(1,243,900)	0%
Affordable Housing						
City Admin	13,385	-	-	-	(13,385)	0%
Programmed	356,370	-	321,615	321,615	(34,755)	90%
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	4,290,401	-	-	-	(4,290,401)	0%
<b>Total Expenditures</b>	<b>9,406,053</b>	<b>-</b>	<b>131,487</b>	<b>131,487</b>	<b>(9,274,566)</b>	<b>1%</b>
<b>Revenue Over/(Under) Expenditures</b>	<b>155,373</b>	<b>875,699</b>	<b>1,511,615</b>	<b>1,511,615</b>		

**City of San Angelo Development Corporation  
Cash Receipts and Disbursement Listing  
November 2025**

Group #	PO #	Type	Date	Number	Description	Amount	
<b>FUND 700 DEVELOPMENT CORPORATION</b>							
<b>7000000-31200 COSADC Sales &amp; Use Tax</b>							
	JE000275	02/26	11/30/2025	JV00334	Eco Dev Sales Tax - November 2	(326,846.53)	
<b>7000000-36100 COSADC Interest on Investments</b>							
	JE000248	02/26	11/30/2025	JV00307	Bank Interest ED	(2,373.25)	
	JE000248	02/26	11/30/2025	JV00307	MM Interest ED	(23,490.90)	
<b>7000000-36300 COSADC Rent</b>							
	AR000387	02/26	11/17/2025	AR005208	DC - MONTHLY SERVICE FEE	(525.00)	
	AR000387	02/26	11/17/2025	AR005208	DC - OFFICE SPACE	(68.25)	
	AR000387	02/26	11/17/2025	AR005208	DC - OFFICE SPACE 204	(144.90)	
	AR000387	02/26	11/17/2025	AR005208	DC - OFFICE SPACE 210.2	(65.00)	
<b>7000700-41360 COSADC - Econ Dev Contract Services</b>							
	OH007575	P002407	02/26	11/10/2025	24373	SAN ANGELO CHAM Contract Servi	119,000.00
<b>7000700-41410 COSADC - Econ Dev Water/Sewer Utilities</b>							
	CX000605	02/26	11/4/2025	00541	CIS BATCH 2026-02	15.60	
<b>7000700-41412 COSADC - Econ Dev Electricity</b>							
	GEXA1025A	02/26	11/24/2025	34603216	GEXA ENERGY, LP GEXA OCT 2025	1,294.14	
<b>7000700-41440 COSADC - Econ Dev Rent of Equipment</b>							
	OH007784	P002044	02/26	11/12/2025	1723965	CTWP lease (\$30 per month/ \$36	60.54
	OH007785	P002075	02/26	11/12/2025	1723985	CTWP Copier lease \$420 per mon	475.66
<b>7000700-41462 COSADC - Econ Dev Communications</b>							
	JE000277	02/26	11/30/2025	JV00336	Mthly Budgeted Transfers	1,413.09	
<b>7000700-41465 COSADC - Econ Dev Legal Notice</b>							
	TR000033	PC0000002490	02/26	11/5/2025	PC.0700.251003.2	Legal notice ad	81.00
<b>7000700-41480 COSADC - Econ Dev Special Projects "A"</b>							
	POSTAGE1125	02/26	11/13/2025	2511	POSTMASTER POSTAGE	23.00	
<b>7000700-41560 COSADC - Econ Dev Food</b>							
	TR000032	PC0000002491	02/26	11/10/2025	PC.0700.251003.1	Coffee for COSADC meeting	37.26
<b>7000700-57039 COSADC - Econ Dev DC0217</b>							
	WIRES110525	02/26	11/12/2025	251022	SKYLINE AVIATIO PHASE 1	500,000.00	
<b>7000705-41410 COSADC - Industrial Park Water/Sewer Utilities</b>							
	CX000614	02/26	11/7/2025	00552	CIS BATCH 2026-02	31.92	
<b>FUND 700 COSADC - BALLOT</b>							
<b>7110000-31200 COSADC - Ballot Sales &amp; Use Tax</b>							
	JE000275	02/26	11/30/2025	JV00334	Ballot Sales Tax - November 20	(840,462.50)	
<b>7110000-36100 COSADC - Ballot Interest on Investments</b>							
	JE000248	02/26	11/30/2025	JV00307	MM Interest Ballot	(35,236.36)	

**THE CITY OF SAN ANGELO, TEXAS**

**Schedule of Revenues and Expenditures  
Fiscal Year through November 30, 2025**

17% of  
Year Lapsed

**Hickory Water Supply II - Fund 527  
Debt Payments Through 2045**

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
<b>Beginning Fund Balance*</b>		<b>3,176,786</b>		<b>3,176,786</b>			
<b>REVENUES:</b>							
C.O. Proceeds		-	-	-	-	69,490,001	69,490,001
Interest Income		-	-	-	-	3,222,617	3,222,617
<b>Total Revenues</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>72,712,618</b>	<b>72,712,618</b>
<b>EXPENDITURES:</b>							
Post Construction	4150	77,498	-	179,997	102,499	120,003	300,000
Design & Inspection	4157	-	-	-	-	3,097,555	3,097,555
Construction	4159	1,426,158	-	1,405,636	(20,522)	60,606,206	62,011,842
Issue Costs	9900	-	-	-	-	3,418,291	3,418,291
Transfer to Debt Service	1994	-	-	-	-	2,293,777	2,293,777
<b>Total Expenditures</b>		<b>1,503,656</b>	<b>-</b>	<b>1,585,633</b>	<b>81,977</b>	<b>69,535,832</b>	<b>71,121,465</b>
<b>Revenue Over/(Under) Expenditures</b>		<b>(1,503,656)</b>	<b>-</b>	<b>(1,585,633)</b>			
<b>Ending Fund Balance</b>		<b>1,673,130</b>		<b>1,591,153</b>			

\*Preliminary

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

Meeting Date: January 20, 2026

Item type: Regular Item

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**Caption:**

Consider a resolution authorizing the Investment Policy for the City of San Angelo Development Corporation Fund for 2026. (Tina Dierschke, Director of Finance)

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

- |    |                               |                                   |
|----|-------------------------------|-----------------------------------|
| 1. | 2026 COSADC Investment Policy | 2026 COSADC Investment Policy.pdf |
|----|-------------------------------|-----------------------------------|

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Ryan Gaddy	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

**CITY OF SAN ANGELO DEVELOPMENT CORPORATION**  
**INVESTMENT POLICY, STRATEGY AND BROKER/DEALER LIST**

**2026**

It is the policy of the City of San Angelo Development Corporation (the "COSADC") to invest its funds in a manner which will provide the highest reasonable market return within security guidelines while meeting the demands of the COSADC and conforming to all state and local statutes governing the investment of public funds.

This policy satisfies the requirement of the Public Funds Investment Act (the "Act"), Texas Government Code 2256, which requires the creation and annual adoption of a written investment policy.

**Section One: Scope**

This investment policy applies to all the financial assets of the COSADC.

**Section Two: Investment Objectives and Standard of Care**

The objectives of the COSADC's investment program shall be, in order of priority, safety, liquidity and yield. Safety of principal shall be the foremost objective of the COSADC's investment program. Investment transactions shall seek to ensure that capital losses are avoided, whether they are from securities, defaults, or erosion of market value. The portfolio shall be managed with the objective of obtaining a reasonable market yield.

The standard of prudence to be used by investment officers shall be the *prudent person standard* and shall be applied in the context of managing the overall portfolio. Investments shall be made with judgment and care under circumstances then prevailing which a person of prudence, discretion and intelligence would exercise in the management of his/her own affairs with consideration given to the probable safety of capital as well as the probable income to be derived. Investments shall not be made for speculative purposes.

**Section Three: Investment Strategy**

The COSADC funds shall recognize cash flow needs and adopt a pro-active yet conservative portfolio strategy. The total portfolio will maintain a maximum weighted average maturity of two (2) years which is based on the cash requirements of the COSADC. The long-term nature of some projects of the COSADC will allow a maximum maturity of five (5) years.

The COSADC investment portfolio shall be diversified for safety and shall consist of a variety of securities and maturities. To meet Policy objectives, securities will be of the highest credit quality and marketability. The portfolio's objectives can be attained by utilization of high credit quality securities and a structure based on cash flow needs in the short and intermediate term.

It is the intent of the COSADC to hold purchased securities to maturity. However, under conditions defined and procedures approved by the Oversight Committee securities may be traded to capture capital gains and allow for reinvestment into the portfolio.

The investment officers, or designated investment advisors, will create a strategy to project the term for such investments and will invest based on market conditions, cash flow, and diversity in the portfolio.

#### **Section Four: Authorized Investments**

The COSADC fund shall invest only in those instruments authorized by the law of the State of Texas (Texas Government Code 2256, Public Funds Investment Act) as further limited by this policy.

(1) Depository certificates of deposit issued by state and national banks doing business in Texas that do not exceed two (2) years to maturity from date of issue.

(2) Obligations of the United States Government, its agencies and instrumentalities excluding mortgage-backed securities, not to exceed five (5) years to their stated maturity date.

(3) Fully collateralized repurchase agreements having a defined termination date not to exceed six (6) months, secured by obligations of the United States or its agencies and instrumentalities, collateralized at 102%, executed under a written repurchase agreement, with securities safe-kept with a third party selected or approved by the COSADC, and placed through a bank doing business in Texas or a primary government securities dealer.

(4) Local government investment pools which strive to maintain a \$1 net asset value and as defined by the Act, rated AAA, or its equivalent, as to investment quality by a nationally recognized credit rating agency. Investment in each pool must be specifically authorized by Resolution of the COSADC Board.

(5) AAA-rated, SEC registered money market mutual funds which strive to maintain a \$1 net asset value.

(6) General obligation and revenue bonds of states, agencies, counties, cities, and other political subdivisions of any state rated "A" or better or its equivalent by one nationally recognized rating agency and with a stated maturity not to exceed five (5) years.

(7) FDIC insured brokered certificate of deposit securities from banks in any US state, delivered versus payment to the COSADC's safekeeping depository, not to exceed one year to maturity. Before purchase, the Investment Officer or advisor must verify the FDIC status of the bank on [www.fdic.gov](http://www.fdic.gov) to assure that bank is FDIC insured.

(8) Fully insured interest-bearing accounts of any bank doing business in Texas.

(9) A1/P1 domestic commercial paper with a maximum maturity of two-hundred seventy (270) days.

To provide diversification in the portfolio which reduces market and credit risk exposures, the following diversification parameters are established for the Portfolio. Diversification parameters must be met at the time of purchase although cash flows may change the percentages over time. Effort will be made to maintain the diversification guidelines through cyclical cash flow periods.

<u>Security Type</u>	<u>Max. % in Overall Portfolio</u>
Depository CDs	40 %
Per bank	10 %
US Treasuries	80 %
US Agencies & Instrumentalities	80 %
Repurchase Agreements	50 %
Constant Dollar LGIP	80 %
Ownership of the pool	10 %
Money Market Mutual Funds	75 %
Municipal and State Obligations	50 %
FDIC Brokered CDs	20 %
Commercial paper	20 %

#### **Delivery versus Payment**

All security transactions shall be purchased and settled "delivery versus payment". That is, the COSADC shall authorize release of its funds only after a purchased security has been received by its safekeeping agent.

#### **Competitive Bidding Required**

All investments shall be purchased or sold on a competitive basis with bids or offers from at least three authorized broker/dealers for the best yield and maturity. Offers of new issue agencies need not be competitively bid but must be made by COSADC authorized broker/dealers.

#### **Loss of Rating**

There is no requirement to liquidate investments that were authorized investments at the time of purchase. However, should a security that requires a minimum rating under state law not have that required rating, the investment officer shall take all prudent measures to liquidate the security.

#### **Monitoring FDIC Coverage**

The Investment Officer or Investment Advisor shall monitor, on no less than a weekly basis, the status and ownership of all banks issuing brokered CDs owned by the COSADC based upon information from the FDIC. If any bank has been acquired or merged with another bank in which brokered CDs are owned, the Investment Officer or Advisor shall immediately liquidate any brokered CD which places the COSADC above the FDIC insurance level.

### **Monitoring Credit Ratings**

The Investment Officer or investment advisor shall monitor, on no less than a weekly basis, the credit rating on all authorized investments in the portfolio based upon independent information from a nationally recognized rating agency. If any security falls below the minimum rating required by Policy, the Investment Officer or advisor shall notify the City and the COSADC Director, within three days of the loss of rating, conditions affecting the rating and possible loss of principal with liquidation options available.

### **Section Five: Collateral and Safekeeping**

As a public *corporation* the COSADC is not authorized by FDIC regulations to be pledged collateral for bank deposits. As such, all time and demand deposits shall be kept below the FDIC insurance coverage in any one institution.

### **Repurchase Agreements Owned Collateral**

Collateral under a repurchase agreement is owned by the COSADC. It will be held by an independent third-party safekeeping agent approved by the COSADC under an executed master repurchase agreement. Collateral with a market value totaling 102% of the principal and accrued interest is required and the counterparty is responsible for the monitoring and maintaining of collateral and margins at all times.

### **Safekeeping**

The laws of the State, this Policy, and prudent treasury management require that all securities be settled on a delivery versus payment basis and be held in safekeeping by an independent third-party financial institution approved by the COSADC.

Securities shall not be bought from the banking services bank to perfect delivery versus payment separation in the transaction.

All safekeeping arrangements shall be approved by the City and COSADC Board and an agreement of the terms executed in writing. The third-party safekeeping institution shall issue original safekeeping receipts to the COSADC listing each specific security, rate, description, maturity, cusip, ownership, and other pertinent information.

### **Section Six: Investment Officer Designation**

The COSADC Board hereby designates the City authorized investment officers and investment adviser as investment officers for COSADC and grants them the authority to invest COSADC funds as outlined herein on a non-discretionary basis.

No person may engage in an investment transaction except as provided under the terms of this Policy. Any disbursement of COSADC funds for the purchase of investment instruments must bear the signature of an investment officer.

The investment officers will establish and submit written procedures for the operation of the

COSADC investment program consistent with this Investment Policy.

Officers, employees, and advisors involved in the investment process shall refrain from personal business activity that could conflict with proper and unbiased execution of the investment program or which could impair their ability to make impartial investment decisions. Any business or personal relationship shall be disclosed to the COSADC Board. If the relationship falls within the second degree of blood or marriage disclosure should also be sent to the Texas Ethics Commission.

### **Section Seven: Training**

All officials designated as investment officers shall attend ten hours of training within twelve months of taking the position and eight hours in each succeeding two-year fiscal period (beginning on the first day of the fiscal year) relating to investment responsibilities. The training must include investment controls, security risks, strategy risks, market risks, portfolio diversification and compliance with the Act.

The training provider shall be an independent source approved by the City Investment Committee.

### **Section Eight: Investment Activity Reporting**

Reporting for investments will be made in accordance with state law. Reports on investments are to be prepared and presented at least quarterly to the COSADC Board. Market values shall be obtained at least monthly from an independent source.

On a quarterly basis the investment officer, or investment adviser, shall prepare a series of detail and management level reports signed by the investment officers in accordance with the Act, disclosing at a minimum:

- 1) The investment activity for the previous quarter;
- 2) The book and market value of investments at the beginning and end of the quarter;
- 3) Assessments of the market value of each investment and change in market value;
- 4) Fully accrued interest and earnings for the period in accordance with GAAP;
- 5) The change in market value; and
- 6) Compliance with the Public Funds Investment Act and this Policy.

### **Section Nine: Audit**

The COSADC independent auditor shall formally review the quarterly investment reports prepared in accordance with this Policy and applicable state statutes. The review shall be conducted annually, and the results of the review shall be reported to the COSADC Board. In addition, in conjunction with the annual audit the COSADC shall perform a compliance audit of management controls on investments and adherence to this Policy. Results of this audit will be reported to the Board.

### **Section Ten: Authorized Financial Institutions and Broker/Dealers**

The Investment Officer will maintain a list of financial institutions and broker/dealers authorized

to do business with the COSADC. These firms will be selected according to creditworthiness and service. Brokers may include "primary dealers" or regional dealers that qualify under the SEC's Rule 15C3-1 (uniform net capital rule). All broker/dealers must provide the Investment Officer with:

Proof of Financial Industry Regulatory Authority (FINRA) registration,  
Proof of registration with the Texas State Securities Commission, and  
Completed COSADC questionnaire.

Should the City utilize a Investment Adviser, the compliance files for broker dealers used by the City will be maintained by the Adviser. As well, the Adviser will provide the list of broker dealers to the City for annual approval,

In accordance with the Public Funds Investment Act, a copy of the COSADC's Investment Policy shall be presented to any pool and Investment Adviser utilized by COSADC. The pool(s) and Adviser(s) utilized must execute a written certificate in a form acceptable to the COSADC that they have (1) reviewed the Investment Policy and (2) acknowledged that they have implemented reasonable procedures and controls to preclude investment transactions conducted between the COSADC and the firm which are not authorized by the Policy.

The City Investment Committee will at least annually review, revise, and adopt a list of authorized brokers authorized to engage in investment transactions.

#### **Section Eleven: Policy Adoption and Revisions**

The COSADC Board will review the Investment Policy not less than annually and adopt a resolution stating that the Policy and incorporated strategies have been reviewed and including all changes to the Policy. This Policy may be amended only by action of the COSADC Board.

The COSADC Board and City Investment Oversight Committee are authorized to recommend revisions to the Policy to the COSADC Board whenever such revisions are necessary and prudent due to changes in State Law, the needs of the COSADC, or the economy and market opportunities. All changes to the Policy must be reviewed and adopted by the COSADC Board before any changes are made in the investment process.

ADOPTED on this the \_\_\_\_\_ day of \_\_\_\_\_, 2026.

## ADDENDUM A

By adoption of this Investment Policy, the following associations and organizations are approved for Investment Officer training:

- Texas Municipal League
- Government Finance Officers Association of Texas
- Government Treasurers Organization of Texas

## ADDENDUM B

### Authorized Broker/Dealer List

The authorized broker/dealer list for City of San Angelo Development Corporation is shown below. Each of these firms, and the individual covering the account, are sent the current COSADC Investment Policy.

The Policy establishes specific criteria for the brokers and requires that the list of broker/dealers be approved annually by the Board. Meeder Public Funds maintains the brokerage compliance files for the COSADC.

When any material changes are made to the Investment Policy the new Policy is sent out to all broker/dealers.

The broker/dealers for the City of San Angelo Development Corporation are:

Academy Securities	Mizuho Securities
Alamo Capital	Moreton Capital Markets
Arbor Research & Trading, LL	Morgan Stanley
Bank of America/Merrill Lynch	Multi-Bank Securities
Barclays Capital Inc.	Oppenheimer
Blaylock Van, LLC	Piper Sandler & Co
BMO Capital Markets	PNC Capital Markets LLC
BNY Capital Markets	Raymond James
BOK Financial	RBC Securities
Brean Capital	Rice Financial
Cantor Fitzgerald & Co.	Robert W. Bird
CastleOak Securities	Santander US Capital Markets
Citigroup Global Markets Inc	Siebert Williams Shark
D.A. Davidson	Stephens Inc
Daiwa Capital Markets	Stifel Nicolaus
FHN Financial	StoneX Group Inc
Goldman Sachs & Co.	TD Securities
Great Pacific	Truist Securities Inc
Hilltop Securities	UBS Financial
Huntington Bank	UMB Financial Services
InspereX	U.S Bancorp Investments
Jane Street	Wells Fargo
Jefferies	
JPMorgan Securities	
Keybanc Capital Markets	
Loop Capital Markets	
MarketAsexx Corporation	

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

Meeting Date: January 20, 2026

Item type: Regular Item

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**Caption:**

Consider approving an amendment to the COSADC Bylaws, Section 8, Expenditures of Corporate Money, item 2, regarding the City of San Angelo Purchasing Policy and Procedures Manual and recommending approval by City Council. (Ryan Gaddy)

**Summary/History:**

On February 22, 2023, COSADC amended its bylaws, and the City Council ratified them on March 7, 2023. The bylaws can be amended to reflect the changes made by the City of San Angelo. On September 16, 2025, City Council approved the following:

Consider a resolution updating the City Purchasing Policy pursuant to new legislation adopted in SB 1173 by increasing certain purchasing thresholds (Jeff Tomlinson, Purchasing Manager)

SB 1173 went into effect on September 1, 2025, increasing the Purchasing threshold from \$50,000.01 to \$100,000.01 for formal procurement. We had to adjust the approval thresholds to reflect this new law.

Key changes to the policy impacting Council:

- Council will only see purchases and expenditures of more than \$100,000.

Key changes impacting Vendors:

- The Formal Procurement threshold is no longer \$50,000.01 and is now \$100,000.01
- Increases the threshold at which the city must contact at least two historically underutilized businesses for an expenditure of more than \$3,000 but less than \$100,000

Key changes impacting Staff:

- Increasing the formal procurement threshold up to \$100,000.01.
- Internal approval thresholds have been shifted to reflect the increase for formal procurement.(For Department Directors and City Managers)
- Removed the use of Blanket Purchase Orders. Staff have been directed to use P-Cards or Inverted Purchase Orders instead.

\*Purchasing Manager reserves the right to update document formatting and non-financially impacting language.\*

New purchasing policy effective date is the date of resolution approval.

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Ryan Gaddy	Approved
Jeffrey Tomlinson	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197  
Meeting Date: January 20, 2026  
Item type: Regular Item

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**Caption:**

Discussion regarding future construction and infrastructure to connect Knickerbocker Road, Twin Mountain, and Mertzon Highway. (Presentation by Shane Kelton, Executive Director of Public Works)

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Shane Kelton	Approved
Ryan Gaddy	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197  
 Meeting Date: January 20, 2026  
 Item type: Regular Item

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**Caption:**

Presentation regarding the quarterly San Angelo Chamber of Commerce key performance indicators and deliverables report. (Presentation by Michael Looney, Vice President of the San Angelo Chamber of Commerce, Economic Development)

**Summary/History:**

In accordance with the agreement between COSADC and the Chamber for Marketing & Recruitment Services effective October 1, 2025, the Chamber is required to provide periodic updates on its activities under the contract.

Following is a brief summary of Chamber activities during Q4, 2025:

**BUSINESS SUPPORT/ATTRACTION**

- Meetings (QTD) : 68 (127hrs)
- Calls (QTD) : 290 (72.5hrs)
- Meetings (FYTD) : 68 (127hrs)
- Calls (FYTD) : 290 (72.5hrs)

The following table addresses Key Performance Indicators (KPIs) in accordance with the contract.

KPI	Metric	Results
Business Recruitment Leads	18	11
Business, Retention & Expansion (BRE)	50 x Visits; 4 x Events	3 visits
Capital Investment Secured	\$100 Million	\$8,989,749
Jobs Created & Retained	90	8
Workforce Development Partnerships	4 x Meetings	1
Start-Up & Innovation Support	10 thru I&E Network	4
Trade Missions & Site Selector Engagement	2	-
Quarterly Economic Reviews	4	1
Economic Impact Report	1	-
GAFB Advocacy & MAC Coordination	Advocacy & Events	1

Additional information will be provided at the meeting.

**Financial Impact:**

No fiscal impact. Presentation only.

**Other Information/Recommendation:**

No Board action required. Presentation only.

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez

Ryan Gaddy

Tina Dierschke

Holly Crooks

Created/Initiated

Approved

Approved

Final Approval

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

Meeting Date: January 20, 2026

Item type: Regular Item

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**Caption:**

Discussion and possible action regarding COSADC funding participation in the City's Infill development incentive as it relates to Affordable Housing and other potential funding of infrastructure authorized under Texas Municipal Code Section 505.153 Projects Related to Affordable Housing (Presentation by Ryan Gaddy, Director of Economic Development and Holly Crooks, Assistant City Attorney)

**Summary/History:**

Texas Local Government Code pertaining to Type "B" Economic Development Corporations states the following:

Subchapter D. Authorized Projects...

Sec. 505.153. PROJECTS RELATED TO AFFORDABLE HOUSING. For purposes of this chapter, "project" includes land, buildings, equipment, facilities, and improvements found by the board of directors to be required or suitable for the promotion of development and expansion of affordable housing, as described by 42 U.S.C. Section 12745.

Added by Acts 2007, 80th Leg., R.S., Ch. 885 (H.B. 2278), Sec. 3.01, eff. April 1, 2009.

**Financial Impact:**

No fiscal impact at this time pending Board approval of a project

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez  
Ryan Gaddy

Created/Initiated  
Approved

Holly Crooks  
Tina Dierschke

Approved  
Final Approval

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

Meeting Date: January 20, 2026

Item type: Regular Item

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**Caption:**

Public Hearing regarding an economic development agreement with the San Angelo Chamber of Commerce in an amount not to exceed \$75,000 for promoting and supporting Goodfellow Air Force Base, in continuing or enhancing its mission, a project authorized under Section 501.104 of the Texas Local Government Code, and recommending approval by City Council (Presentation by Robert Schneeman, Economic Development Project Manager )

**Summary/History:**

This project is intended to fund the Chamber of Commerce Military Affairs Committee to work with the Base and potentially other Federal Government agencies in support of the continued mission performance of Goodfellow Air Force Base.

The project will help fund efforts by the Chamber Military Affairs Committee for the following:

- Promotion of GAFB interests to Federal and State Government entities
- Organize events for military members assigned to GAFB
- Community Orientation for new base personnel
- Membership in Key Military Community Associations to remain current on military community affairs

**Financial Impact:**

\$75,000 from Future Projects to a new project.

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

Robert Schneeman

**Approvals/Reviews:**

Robert Schneeman	Created/Initiated
Ryan Gaddy	Approved
Holly Crooks	Approved
Tina Dierschke	Final Approval



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

Meeting Date: January 20, 2026

Item type: Regular Item

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**Caption:**

Public Hearing regarding an economic development incentive agreement in an amount not to exceed \$300,000 with True Lightning Protection, LLC, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act necessary to promote economic development and expand business enterprises which create or retain primary jobs; and recommending approval by City Council. (Presentation by Robert Schneeman, Economic Development Project Manager)

**Summary/History:**

True Lightning Protection, LLC manufactures and installs lightning and static mitigation solutions as well as related components, primarily for oilfield applications. These products are required to prevent fires, explosions, and equipment damage. Basically, every well site, drilling rig, storage tank requires some form of lightning protection. The company currently manufactures some of the components but is expanding to a higher level of product manufacturing and installation. (BREP Project)

A summary of the project is as follows:

- Manufacture and install lightning & static mitigation solutions
- Currently operating as Heare Services -manufacture some individual components
- Capital Investment - \$851,000
- Create 8 full time positions at an average \$ 58,750 annually
- Incentive - \$300,000 for Capital Investment & Job Creation
- 10 Year Economic Impact - \$15M
- Return on Investment (ROI) – 5.2 years / 19.3%

**Financial Impact:**

\$300,000 from Future Projects to a new project.

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

Robert Schneeman

**Approvals/Reviews:**

Robert Schneeman  
Ryan Gaddy  
Holly Crooks  
Tina Dierschke

Created/Initiated  
Approved  
Approved  
Final Approval

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

Meeting Date: January 20, 2026

Item type: Regular Item

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**Caption:**

Consider authorizing the Board President to negotiate and execute a marketing contract with Media Advantage, LLC for marketing services as follows:

1. Not to exceed \$38,700 for business plan competition, social media, annual report, annual website maintenance, website hosting cost;
2. Not to exceed \$50,750 for SEO / AEO, website updates & case studies, Branding updates & rollout, national target industry campaign, site selector targeted campaign, and Airport promotional video; and recommending approval by City Council (Presentation by Ryan Gaddy, Director of Economic Development)

**Summary/History:**

This contract is for funding the annual COSADC marketing effort to include the following budget considerations:

- 1 . Basic Annual Contract
  - a. \$32,700 – currently used for business plan competition, social media, annual report
  - b. \$6,000 – annual website maintenance and hosting cost
  
2. Optional Additional Items for Consideration:
  - a. \$8,750 - SEO / AEO and monthly website updates, video case studies
  - b. \$10,000 - COSA DC Branding updates and roll out
  - c. \$10,000 - National campaign on targeted industry
  - d. \$12,000 - Site Selector targeted campaign (magazine, online, geofence ideas - \$1500 per month for 8 months)
  - e. \$10,000 - Airport promotional video

The Board may wish to consider all or a portion of the above-listed items.

**Financial Impact:**

\$56,750 from Future Projects to Advertising Acct No.7000700-41461 - \$32,700 previously budgeted

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

Ryan Gaddy

**Approvals/Reviews:**

Robert Schneeman

Created/Initiated

Ryan Gaddy

Approved

Holly Crooks

Approved

Jeffrey Tomlinson

Approved

Tina Dierschke

Final Approval

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197  
Meeting Date: January 20, 2026  
Item type: Regular Item

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**Caption:**

Discussion regarding the Strategic Planning Workshop. (Presentation by Ryan Gaddy, Director of Economic Development)

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Ryan Gaddy	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

Requestor: Robert Schneeman, Economic Development Coordinator, COSADC, 325.653.7197  
Meeting Date: January 20, 2026  
Item type: Executive Session Item

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**Caption:**

Section 551.072 - Deliberations about real property regarding the sale of 8.48 +/- acres at the Industrial Park to DLH Real Estate, LLC

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Robert Schneeman	Created/Initiated
Ryan Gaddy	Approved
Tina Dierschke	Approved
Holly Crooks	Final Approval

Requestor: Nora Nevarez, Executive Office Coordinator, COSADC, 325-653-7197  
Meeting Date: January 20, 2026  
Item type: Executive Session Item

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**Caption:**

Section 551.071 – Consultation with attorney regarding legal issues related to the COSADC/Chamber of Commerce Professional Services Performance Agreement

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez	Created/Initiated
Ryan Gaddy	Approved
Holly Crooks	Final Approval

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

Meeting Date: January 20, 2026

Item type: Regular Item

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**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: January 20, 2026

Item type: Regular Item

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**Caption:**

Announcement and consideration of Future Agenda items

**Summary/History:**

**Financial Impact:**

**Other Information/Recommendation:**

**Attachments:**

**Presentation:**

**Approvals/Reviews:**

Nora Nevarez

Created/Initiated