



Agenda 7/8/2026

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on July 8, 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 June 10, 2026 Meeting Minutes (Samuel Helm)
- b. Consider approving the May 2026 Financials (Jonathan Flores)

5. Regular Agenda

- a. Presentation, discussion and possible action regarding the Chamber of Commerce Marketing & Recruitment Key Performance Indicators fiscal year 2026 performance and proposed targets for fiscal year 2027 Budget (Presentation by Michael Looney, Vice-President Economic Development, San Angelo Chamber of Commerce).
- b. Consideration and approval of an increase to the FY 2027 Budget of an amount not to exceed \$12,000 for a Marketing Campaign to generate awareness in support of a Business Retention and Expansion outbound initiative (Presentation by Andi Markee, President & CEO of Media Advantage).
- c. Consider approving the FY 2027 COSADC proposed budget (Presentation by Jonathan Flores, Director of Finance).
- d. Presentation and discussion regarding creation of the entrepreneurial economic system (Presentation by Steve Ahlenius, President & CEO, San Angelo Chamber of Commerce).
- e. Presentation and discussion of San Angelo Quarterly Economic Review (Presentation by Andrew Killingsworth, Associate Director Business Recruitment and Retention, San Angelo Chamber of Commerce).
- f. Public Hearing regarding a Memorandum of Understanding with the City of San Angelo in an amount not to exceed \$34,000, for an Airport Catchment Analytics Study, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act. (Presentation by Robert Schneeman, Economic Development Project Manager).

- g. Public Hearing regarding a Memorandum of Understanding with the City of San Angelo in an amount not to exceed \$50,000 for funding of the economic development component of the City Comprehensive Plan, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act (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:

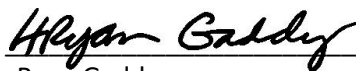
7. Follow Up and Administrative Issues

- a. 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,



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.

COSADC meetings are broadcast on Channel 17-Government Access at 8:00 A.M. on every Wednesday after each meeting.

Requestor: Samuel Helm, Executive Office Coordinator, Economic Development, 325-653-7197

Meeting Date: July 8, 2026

Item type: Consent Item

Caption:

Consider approving June 10, 2026 Meeting Minutes (Samuel Helm)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. COSADC Meeting Minutes 6-10-2026 COSADC Meeting Minutes 6-10-2026.rtf

Presentation:

Approvals/Reviews:

Samuel Helm
Ryan Gaddy
Holly Crooks

Created/Initiated
Approved
Final Approval

City of San Angelo
Development Corporation Meeting
Wednesday, June 10, 2026

Present:

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

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, President Mahaffey called the regular session of the City of San Angelo Development Corporation to order at 8:30 A.M., on Wednesday, June 10, 2026, at the East Mezzanine of City Hall, 72 W College Avenue, San Angelo, TX 76903

2. Prayer

An invocation was provided by Pastor Mark Porterfield, Sierra Vista United Methodist Church.

3. Public Comment

Jamal Schumpert provided public comment regarding the expansion of COSADC small business programs.

4. Consent Agenda

- a. Consider approving the May 13, 2026 regular meeting minutes (Samuel Helm)
- b. Consider approving the April 2026 Financials (Jonathan Flores)

Motion: Director Jimmy Barton made a motion, seconded by Director Matt Lewis, to approve the consent agenda. The motion carried unanimously six (6) ayes to zero (0) nays, with no public comment.

5. Regular Agenda

- a. Discussion and possible action 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 \$155,000 for funding the Santa Fe East Park (Kids Kingdom) Landscape Design Services, a project authorized under Section 505.152 of the Texas Development Corporation Act. for projects related to Recreational or Community Facilities. and recommending approval by City Council. (Presentation by Carl White, Director of Parks & Recreation)

Item pulled for further research for a later date, no action taken

- b. Review and consider updates to the preliminary FY 2027 Operating Budget (Presentation by Jonathan Flores. Finance Director)

San Angelo resident, Jamal Schumpert provided public comment regarding use of COSADC ballot funds.

No action taken

- c. Discuss the San Angelo Chamber of Commerce FY 2027 proposed Budget and Key Performance Indicators (Presentation by Steve Ahlenius. President and CEO of the San Angelo Chamber of Commerce)

San Angelo resident, Jamal Schumpert provided public comment regarding vision for economic future of San Angelo

No action taken

- d. Consider 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 funding of the economic development component of the City Comprehensive Plan, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act and recommending approval by City Council (Presentation by Ryan Gaddy. Director of Economic Development)

San Angelo resident, Jamal Schumpert provided public comment regarding vision for economic future of San Angelo.

Motion: Director Matt Lewis made a motion, seconded by First Vice President Rodriguez, to approve the item as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

- e. Consider 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 \$34,000, for an Airport Catchment Analytics Study, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act and recommending approval by City Council (Presentation by Ryan Gaddy. Director of Economic Development)

Motion: Second Vice President Lasater made a motion, seconded by First Vice President Rodriguez, to approve the item as presented. The motion carried unanimously six (6) ayes to zero (0) nays, with no public comment.

- f. Consider approving an amendment to the current project budget to close out the Business Flood Relief Project No. 57043 in the amount of \$1,000,000 and return the funding allocation to the Future Projects budget. (Presentation by Robert Schneeman. Economic Development Project Manager)

San Angelo Resident, Jamal Schumpert provided public comment regarding the education of local businesses to the COSADC resources available to them.

Vice President of Economic Development, Michael Looney provided a public comment regarding the success of, and access to, the Business Flood Relief Project.

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

- g. Update presentation regarding Project Heavy Metal (Presentation by Michael Looney, Vice President of Marketing & Recruitment)

San Angelo Resident, Jamal Schumpert provided public comment regarding COSADC partnership with project Heavy Metal.

No action taken

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:~~

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

Director Rick Mantooth called for future agenda item and further discussion in the possibility of providing master plans for San Angelo at the district level.

8. Adjournment

Motion: Second Vice President, Lasater made a motion, seconded by First Vice President Rodriguez to adjourn the meeting. The motion carried unanimously six (6) ayes to zero (0) nays.

There being no further business, the meeting adjourned by consensus at 9:42 A.M.

THE CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

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 of 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: Samuel Helm, Executive Office Coordinator, Economic Development, 325-653-7197

Meeting Date: July 8, 2026

Item type: Consent Item

Caption:

Consider approving the May 2026 Financials (Jonathan Flores)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|------------------------|----------------------------|
| 1. | 2605 COSADC Financials | 2605 COSADC Financials.pdf |
|----|------------------------|----------------------------|

Presentation:

Approvals/Reviews:

Samuel Helm	Created/Initiated
Ryan Gaddy	Approved
Jonathan Flores	Approved
Holly Crooks	Final Approval

City of San Angelo Development Corporation

Financial Information and Schedules As of May 31, 2026

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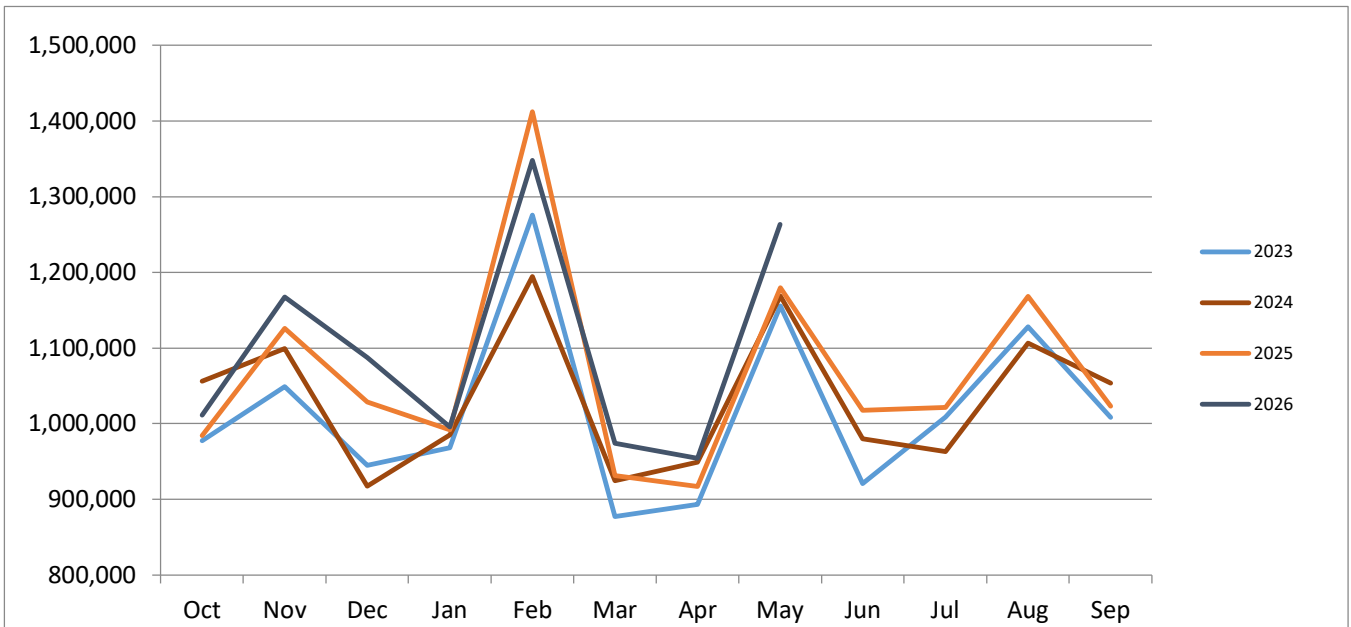
**City of San Angelo Development Corporation
Executive Summary
May 2026**

Available Fund Balances

Unassigned Fund Balance-Economic Development	8,270,312
Unassigned Fund Balance-Ballot	17,178,338

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	1,087,627	5.72%
Jan	968,413	985,000	992,126	995,523	0.34%
Feb	1,275,717	1,194,486	1,411,985	1,347,978	(4.53%)
Mar	877,403	924,721	931,375	974,133	4.59%
Apr	893,339	949,450	916,937	954,152	4.06%
May	1,155,640	1,168,794	1,179,286	1,263,223	7.12%
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 May 31, 2026

ASSETS

Current Assets

Checking/Savings

Cash 1,299,679

Money Market 8,045,442

Total Checking/Savings 9,345,121

Accounts Receivable

Leases 6,349

Total Accounts Receivable 6,349

Other Current Assets

Investments 3,009,269

Total Other Current Assets 3,009,269

Total Current Assets 12,360,739

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 (1,399,666)

Total Fixed Assets 5,253,044

TOTAL ASSETS 17,613,783

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

Security Deposits 5,643

Accounts Payable 1,287

Total Current Liabilities 6,930

Total Liabilities 6,930

Fund Equity

Committed for Eco. Dev. Projects 3,546,145

Restricted for Fixed Assets 5,253,044

Reserved for Encumbrance 537,352

Unassigned Fund Balance 8,270,312

Total Fund Equity 17,606,853

TOTAL LIABILITIES & FUND EQUITY 17,613,783

City of San Angelo Development Corporation
Revenue and Expenditure Report - Economic Development
May 2026

	Budget	Month Actual	YTD Actual	YTD Actual W/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	3,563,739	353,702	2,464,312	2,464,312	(1,099,427)	69%
Interest on Investments	379,674	31,526	279,131	279,131	(100,543)	74%
Lease Income	20,010	560	1,363	1,363	(18,647)	7%
Miscellaneous Income	450	24	24	24	(426)	5%
Total Revenues	3,963,873	385,812	2,744,830	2,744,830	(1,219,043)	69%
Expenditures						
Operations Maintenance	109,352	9,547	55,055	62,919	(46,433)	58%
Partnership Affiliations	100,750	6,000	87,797	87,797	(12,953)	87%
COSADC Staff	397,642	-	178,394	178,394	(219,248)	45%
City Services	188,743	-	94,372	94,372	(94,371)	50%
Industrial Park Ops & Maint	51,084	8,032	35,480	40,480	(10,604)	79%
Marketing-Chamber of Commerce	476,000	-	357,000	476,000	-	100%
Advertising	32,700	6,400	11,465	28,700	(4,000)	88%
Building Maintenance/Utilities	122,766	4,378	37,640	108,116	(14,650)	88%
Capital	1,432,500	-	2,388	2,466	(1,430,034)	0%
Business Factory	224,556	10,338	92,535	106,090	(118,466)	47%
Total Operating Expenditures	3,136,093	44,695	952,126	1,185,334	(1,950,759)	38%
Projects						
US Customs Retention II	57007	151,762	-	-	(151,762)	0%
SMC Global	57008	118,401	8,722	8,722	(109,679)	7%
Rosenberger Site Sol.	57028	75,000	-	-	(75,000)	0%
Housing Study	57038	8,454	-	7,250	-	100%
Parkhill Smith Cooper	57040	247,000	-	141,710	-	100%
Northeast Sector Plan	57044	255,000	46,350	127,350	-	100%
Santa Fe Master Plan	57045	50,000	33,333	33,333	(16,667)	67%
Chamber - Goodfellow	57048	75,000	-	5,000	-	100%
BREP Projects						
SMC Global - BREP	57018	12,500	-	-	(12,500)	0%
Technology Tower, LLC	57030	150,000	-	-	(150,000)	0%
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)	50%
True Lightning	57049	300,000	-	-	(300,000)	0%
Residential Flood Relief	57042	816,313	164,001	214,920	(601,393)	26%
Business Flood Relief	57043	1,000,000	-	-	(1,000,000)	0%
Goodfellow Support Services	57051	75,000	-	-	(75,000)	0%
Future Projects		1,622,567	-	-	(1,622,567)	0%
Total Project Expenditures	6,206,997	252,406	1,038,285	1,342,429	(4,864,568)	17%
Total Expenditures	9,343,090	297,101	1,990,411	2,527,763	(6,815,327)	21%
Revenue Over/(Under) Expenditures	(5,379,217)	88,711	754,419	217,067		

**City of San Angelo Development Corporation
Economic Development Projects
As of May 2026**

Project	Code	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Projects						
US Customs Retention II	57007	46,435	1,149,225	-	997,463	151,762
SMC Global	57008	200,000	200,000	8,722	90,321	109,679
Rosenberger Site Sol.	57028	75,000	75,000	-	-	75,000
Housing Study	57038	59,500	67,381	7,250	66,177	1,204
Parkhill Smith Cooper	57040	275,000	247,000	141,710	141,710	105,290
Northeast Sector Plan	57044	255,000	255,000	127,350	127,350	127,650
Santa Fe Master Plan	57045	50,000	50,000	33,333	33,333	16,667
Chamber - Goodfellow	57048	75,000	75,000	5,000	5,000	70,000
BREP Projects						
SMC Global - BREP	57018	362,500	362,500	-	350,000	12,500
Technology Tower, LLC	57030	250,000	250,000	-	100,000	150,000
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
True Lightning	57049	300,000	300,000	-	-	300,000
Residential Flood Relief	57042	816,313	816,313	214,920	214,920	601,393
Business Flood Relief	57043	1,000,000	1,000,000	-	-	1,000,000
Goodfellow Support Services	57051	75,000	75,000	-	-	75,000
		5,089,748	6,172,419	1,038,285	2,626,274	3,546,145

Total Committed, Not Expended

3,546,145

**City of San Angelo Development Corporation
Balance Sheet - Ballot
As of May 31, 2026**

ASSETS	
Current Assets	
Checking/Savings	
Cash	55,051
Money Market	11,718,798
Total Checking/Savings	<u>11,773,849</u>
Other Current Assets	
Investments	5,995,159
Total Other Current Assets	<u>5,995,159</u>
Total Current Assets	<u>17,769,008</u>
TOTAL ASSETS	<u><u>17,769,008</u></u>
LIABILITIES & FUND EQUITY	
Liabilities	
Total Liabilities	<u>-</u>
Fund Equity	
Committed for Ballot Projects	590,670
Assigned for Debt Service	-
Unassigned Fund Balance	17,178,338
Total Fund Equity	<u>17,769,008</u>
TOTAL LIABILITIES & FUND EQUITY	<u><u>17,769,008</u></u>

**City of San Angelo Development Corporation
Revenue and Expenditure Report - Ballot
May 2026**

	Budget	Month Actual	YTD Actual	YTD Actual w/ Enc	Over/(Under) Budget	% of Budget
Revenues						
Sales & Use Tax	9,163,900	909,521	6,336,803	6,336,803	(2,827,097)	69%
Interest on Investments	397,526	35,977	418,149	418,149	20,623	105%
Total Revenues	9,561,426	945,498	6,754,952	6,754,952	(2,806,474)	71%
Expenditures						
City Services	34,105	-	17,052	17,052	(17,053)	50%
Ballot Projects Debt Service	1,243,900	-	1,243,900	1,243,900	-	100%
Affordable Housing						
City Admin	13,385	-	6,693	6,693	(6,692)	50%
Programmed	321,615	-	321,615	321,615	-	100%
Unprogrammed	34,755	(20,516)	(53,160)	(53,160)	(87,915)	(153%)
Long Term Water Supply						
West Texas Water Partnership	200,000	-	-	-	(200,000)	0%
Water Rights	558,020	-	279,010	279,010	(279,010)	50%
Debt Service	2,900,000	-	2,900,000	2,900,000	-	100%
Future Projects	4,290,401	-	-	-	(4,290,401)	0%
Total Expenditures	9,596,181	(20,516)	4,715,110	4,715,110	(4,881,071)	49%
Revenue Over/(Under) Expenditures	(34,755)	966,014	2,039,842	2,039,842		

**City of San Angelo Development Corporation
Cash Receipts and Disbursement Listing
May 2026**

Group #	PO #	Type	Date	Number	Description	Amount	
FUND 700 DEVELOPMENT CORPORATION							
7000000-31200 COSADC Sales & Use Tax							
	JE000521	08/26	5/31/2026	JV00576	Eco Dev Sales Tax - May 2026	(353,702.47)	
7000000-36100 COSADC Interest on Investments							
	JE000511	08/26	5/31/2026	JV00566	Bank Interest ED	(6,525.64)	
	JE000511	08/26	5/31/2026	JV00566	MM Interest ED	(25,000.77)	
7000000-36300 COSADC Rent							
	IR1364AR01	08/26	5/14/2026	008040	Ascend Incubator Rent	(559.90)	
7000000-38000 COSADC Miscellaneous							
	IR1364AR01	08/26	5/14/2026	008040	Fernandez Pmt Loan Default	(24.00)	
7000700-41315 COSADC - Econ Dev Admin Services							
	OH016149	08/26	5/18/2026	AR013732	CITY OF SAN ANG Personnel 2nd	112,172.30	
7000700-41332 COSADC - Econ Dev Software Maintenance							
	OH016606	08/26	5/26/2026	22210	IMPACT DATASOUR ROI Software A	7,757.00	
7000700-41390 COSADC - Econ Dev Indirect Costs							
	OH016149	08/26	5/18/2026	AR013732	CITY OF SAN ANG City Services	47,185.75	
7000700-41410 COSADC - Econ Dev Water/Sewer Utilities							
	CX001114	08/26	5/4/2026	01075	CIS BATCH 2026-08	15.60	
	CX001145	08/26	5/5/2026	01079	CIS BATCH 2026-08	139.80	
7000700-41411 COSADC - Econ Dev Natural Gas							
	OH016438	P002076	08/26	5/20/2026	3036648466MAY26 ATMOS ENERGY Gas utilities at	164.33	
7000700-41412 COSADC - Econ Dev Electricity							
	OH015804	P002082	08/26	5/4/2026	6891	JOWERS COMMERCI Janitorial Ser	800.00
	OH015807	P002082	08/26	5/4/2026	6898	JOWERS COMMERCI Janitorial Ser	800.00
	OH015828	P001786	08/26	5/4/2026	749638	ADVANCE ELEVATO Mo. maint. on	250.00
	OH016134	P002065	08/26	5/12/2026	0691001433390	Republic Servc Trash Compacto	27.33
	OH016440	P001770	08/26	5/20/2026	1047105	HOUSE OF CHEMIC JANITORIAL SUP	94.29
	OH016444	P002082	08/26	5/20/2026	6914	JOWERS COMMERCI Janitorial ser	800.00
7000700-41461 COSADC - Econ Dev Advertising							
	OH014525	P004383	08/26	5/26/2026	25325	MEDIA ADVANTAGE Marketing Serv	900.00
	OH016604	P004383	08/26	5/26/2026	35512	MEDIA ADVANTAGE Marketing Serv	5,500.00
7000700-41462 COSADC - Econ Dev Communications							
	JE000523	08/26	5/31/2026	JV00578	Mthly Budgeted Transfers	1,413.09	
7000700-41466 COSADC - Econ Dev Partner Affiliations							
	OH016442	08/26	5/20/2026	2017260	TEXAS MIDWEST C ED Membership	6,000.00	
7000700-41470 COSADC - Econ Dev Travel & Lodging							
	TVL5426	08/26	5/4/2026	42926	GADDY, HENRY RY Travel - ED	185.00	
7000700-41480 COSADC - Econ Dev Special Projects "A"							
	OH015817	08/26	5/4/2026	25.005	Mad Messy / Pet Business Plan	1,236.64	
	OH016607	08/26	5/26/2026	2025.001	Barron Body Sho Business Plan	4,900.00	
	OH016608	08/26	5/26/2026	2025.006	Mad Messy / Pet Business Plan	4,201.02	
7000700-41560 COSADC - Econ Dev Food							
	OH016605	P003704	08/26	5/26/2026	7005.2605	ANGELO WATER SE Water, Bottled	191.97
7000700-57008 COSADC - Econ Dev SMC Global							
	OH015824	08/26	5/4/2026	260430	SMC GLOBAL 2025 Tax Rebate	8,721.51	
7000700-57042 COSADC - Econ Dev Afford Housing Flood Relief							
	OH015899	08/26	5/5/2026	3V3	GALILEE COMMUNI Residential FI	164,001.00	
7000700-57044 COSADC - Econ Dev Northeast Sector Plan							
	OH015827	P003778	08/26	5/4/2026	1260403784	Westwood Profes Professional S	34,855.00
	OH016610	P003778	08/26	5/26/2026	1260501275	Westwood Profes Professional S	11,495.00
7000700-57045 COSADC - Econ Dev Downtown Park							
	JE000523	08/26	5/31/2026	JV00578	Mthly Budgeted Transfers	33,333.33	
7000705-41410 COSADC - Industrial Park Water/Sewer Utilities							
	CX001150	08/26	5/7/2026	01087	CIS BATCH 2026-08	31.92	

**City of San Angelo Development Corporation
Cash Receipts and Disbursement Listing
May 2026**

Group #	PO #	Type	Date	Number	Description	Amount
7000705-41422 COSADC - Industrial Park Building & Grounds Maintenance						
	OH016439	P004846	08/26	5/20/2026 116957	Horton Timber L Stump removal	8,000.00
FUND 711 COSADC - BALLOT						
7110000-31200 COSADC - Ballot Sales & Use Tax						
	JE000521		08/26	5/31/2026 JV00576	Ballot Sales Tax - May 2026	(909,520.62)
7110000-36100 COSADC - Ballot Interest on Investments						
	JE000511		08/26	5/31/2026 JV00566	MM Interest Ballot	(35,976.71)
7110700-41362 COSADC - Ballot Econ Dev ADM SVCS						
	OH016152		08/26	5/12/2026 AR013733	CITY OF SAN ANG Affordable Hou	3,346.25
7110700-41390 COSADC - Ballot Econ Dev Indirect Costs						
	OH016152		08/26	5/12/2026 AR013733	CITY OF SAN ANG City Services	8,526.25
7110700-57012 COSADC - Ballot Econ Dev Affordable Housing						

THE CITY OF SAN ANGELO, TEXAS

**Schedule of Revenues and Expenditures
Fiscal Year through May 31, 2026**

67% of
Year Lapsed

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

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance		3,165,476		3,165,476			
REVENUES:							
C.O. Proceeds		-	-	-	-	69,490,001	69,490,001
Interest Income		-	-	-	-	3,222,617	3,222,617
Total Revenues		-	-	-	-	72,712,618	72,712,618
EXPENDITURES:							
Post Construction	4150	1,098	-	18,687	17,589	29,250	47,937
Design & Inspection	4157	-	-	-	-	3,199,618	3,199,618
Construction	4159	1,502,558	-	1,500,666	(1,892)	60,606,206	62,106,872
Issue Costs	9900	-	-	-	-	3,418,291	3,418,291
Transfer to Debt Service	1994	-	-	-	-	2,293,777	2,293,777
Total Expenditures		1,503,656	-	1,519,353	15,697	69,547,142	71,066,495
Revenue Over/(Under) Expenditures		(1,503,656)	-	(1,519,353)			
Ending Fund Balance		1,661,820		1,646,123			

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

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Presentation, discussion and possible action regarding the Chamber of Commerce Marketing & Recruitment Key Performance Indicators fiscal year 2026 performance and proposed targets for fiscal year 2027 Budget (Presentation by Michael Looney, Vice-President Economic Development, San Angelo Chamber of Commerce).

Summary/History:

Financial Impact:

No fiscal impact at this time. Presentation and budget approval only.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Jeffrey Tomlinson	Approved
Ryan Gaddy	Approved
Holly Crooks	Final Approval

Requestor: Ryan Gaddy, Economic Development
Director, COSADC, 325-657-4270

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Consideration and approval of an increase to the FY 2027 Budget of an amount not to exceed \$12,000 for a Marketing Campaign to generate awareness in support of a Business Retention and Expansion outbound initiative (Presentation by Andi Markee, President & CEO of Media Advantage).

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Ryan Gaddy	Created/Initiated
Jonathan Flores	Approved
Holly Crooks	Final Approval

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

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Consider approving the FY 2027 COSADC proposed budget (Presentation by Jonathan Flores, Director of Finance).

Summary/History:

Financial Impact:

No fiscal impact. Budget approval only.

Other Information/Recommendation:

Attachments:

- | | |
|--|---|
| 1. FY 2026-2027 COSADC Proposed Budget | FY 2026-2027 COSADC Proposed Budget.pdf |
|--|---|

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Ryan Gaddy	Approved
Jonathan Flores	Approved
Holly Crooks	Final Approval

Development Corp: Economic Development Fund Financial Summary

Description	FY 2025 Actual	FY 2026 Original Budget	FY 2026 Revised Budget	FY 2026 YTD as of May	FY 2027 Draft Budget	Inc / (Dec) from FY26
700 REVENUES:						
Sales and Use Tax	3,652,481	3,563,739	3,563,739	2,464,312	3,666,018	102,279
Interest on Investments	532,815	379,674	379,674	279,131	405,742	26,068
Lease Income	17,236	20,010	20,010	1,363	20,010	-
Misc. Income	-	450	450	24	450	-
Property Sales	302,310	-	-	-	-	-
Total Revenues	4,504,842	3,963,873	3,963,873	2,744,830	4,092,220	128,347
700 EXPENSES:						
Operations & Maintenance	116,352	118,850	104,852	79,653	104,254	(14,596)
Partner Affiliations	76,047	86,250	100,750	87,797	100,750	14,500
COSADC Staff	255,862	397,642	397,642	178,394	417,774	20,132
City Services	176,927	188,743	188,743	94,372	181,673	(7,070)
Industrial Park Ops & Maint.	11,744	31,782	51,084	35,480	52,500	20,718
Marketing-Chamber of Commerce	262,500	476,000	476,000	357,000	476,000	-
Advertising	83,689	32,700	32,700	11,465	32,700	-
Legal Notices	1,802	4,500	4,500	1,024	4,500	-
Building Maintenance/Utilities	74,434	122,766	122,766	37,640	122,766	-
Capital	147,326	35,000	1,432,500	2,388	35,000	-
Business Factory	121,133	127,652	224,556	92,535	127,652	-
Future Projects	-	2,341,988	1,622,567	-	2,436,651	94,663
Project Account	79,444	-	4,584,430	1,012,663	-	-
Transfer Out	-	-	-	-	-	-
Total Expenditures	1,407,260	3,963,873	9,343,090	1,990,411	4,092,220	128,347
Revenues Over/(Under) Expenditures	3,097,581	-	(5,379,217)	754,419	-	-

Development Corp: Economic Ballot Fund

Financial Summary

Description	FY 2025 Actual	FY 2026 Original Budget	FY 2026 Revised Budget	FY 2026 YTD as of May	FY 2027 Draft Budget	Inc / (Dec) from FY26
711 REVENUES:						
Sales and Use Tax	9,216,872	9,163,900	9,163,900	6,336,803	9,426,904	263,004
Interest	613,834	397,526	397,526	418,149	429,756	32,230
Total Revenues	9,830,706	9,561,426	9,561,426	6,754,952	9,856,660	295,234
711 EXPENSES:						
City Services	25,579	34,105	34,105	17,052	60,558	26,453
Ballot Projects Debt Service	2,565,600	1,243,900	1,243,900	1,243,900	1,245,800	1,900
Affordable Housing	581,586	335,000	369,755	275,148	335,000	-
Long Term Water Supply	3,458,020	3,658,020	3,658,020	3,179,010	3,658,020	-
Future Projects	-	4,290,401	4,290,401	-	4,557,282	266,881
Total Expenditures	6,630,785	9,561,426	9,596,181	4,715,110	9,856,660	295,234
Revenues Over/(Under) Expenditures	3,199,921	-	(34,755)	2,039,842	-	-

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

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Presentation and discussion regarding creation of the entrepreneurial economic system (Presentation by Steve Ahlenius, President & CEO, San Angelo Chamber of Commerce).

Summary/History:

Financial Impact:

No fiscal impact. Presentation only.

Other Information/Recommendation:

Attachments:

1. Building the Entrepreneurial Ecosystem (2026) (2) Building the Entrepreneurial Ecosystem (2026) (2).png

Presentation:

Approvals/Reviews:

Robert Schneeman
Ryan Gaddy
Holly Crooks

Created/Initiated
Approved
Final Approval

BUILDING AN ENTREPRENEURIAL ECOSYSTEM

in San Angelo

INNOVATION IS A COMMUNITY ECOSYSTEM, NOT A COMMUNITY PROGRAM

THE BIG IDEA

Communities often believe innovation can be created by constructing an incubator, recruiting a large employer, establishing a venture fund, or launching another program. While these investments are valuable, they are rarely enough on their own.

Innovation is not manufactured. It emerges when talented people interact in an environment built on trust, openness, collaboration, and the freedom to experiment. The strongest entrepreneurial communities focus as much on **ecosystem** as they do on infrastructure because ecosystem determines whether ideas grow or disappear.

EIGHT PRINCIPLES THAT CAN SHAPE SAN ANGELO'S FUTURE

1

RELATIONSHIPS ARE OUR GREATEST ECONOMIC ASSET

Business opportunities rarely begin with a business plan, they begin with a conversation.

The more frequently entrepreneurs, educators, investors, business leaders, students, and community organizations interact, the greater the likelihood that new ideas become successful companies. Innovation is ultimately a **people business**.

2

TRUST ACCELERATES INNOVATION

People only share their best ideas when they believe they will be respected.

Communities with high levels of trust move faster because individuals willingly exchange information, introduce opportunities, and collaborate without fear of losing credit or advantage. Trust reduces friction and allows innovation to flourish.

3

DIVERSITY CREATES BETTER SOLUTIONS

Innovation occurs where different experiences intersect. San Angelo's strength lies in the diversity of its people:

- Military
- Education
- Agriculture
- Technology
- Healthcare
- Small Business
- Manufacturing
- MANO
- Energy

When these sectors regularly collaborate, they create ideas that none could develop independently.

4

CURIOSITY MUST OUTWEIGH CERTAINTY

Communities grow when people ask better questions.

Entrepreneurial cultures encourage exploration rather than assuming existing answers are sufficient. Curiosity fuels discovery, attracts talent, and keeps communities adaptable in a rapidly changing economy.

5

FAILURE IS TUITION, NOT DEFEAT

Every successful entrepreneur has experienced setbacks.

Communities that punish failure discourage innovation.

Communities that recognize failure as part of learning encourage people to keep improving until success is achieved. The willingness to experiment is one of the defining characteristics of every successful innovation economy.

6

COLLABORATION BEATS COMPETITION

Communities succeed when organizations view one another as partners rather than competitors.

The Chamber, Angelo State University, Howard College, the SBDC, COSADC, Goodfellow Air Force Base, financial institutions, MANO, and local businesses each possess unique strengths. When these strengths are intentionally connected, the entire community becomes stronger.

7

COMMUNITY CONNECTORS MULTIPLY OPPORTUNITY (KEystone SPECIES)

Every community has individuals who naturally connect people, ideas, and resources.

These connectors often work quietly behind the scenes, introducing entrepreneurs to mentors, investors, customers, and partners. Their influence extends far beyond their formal position because they help others succeed. Strong entrepreneurial communities intentionally recognize and empower these relationship builders.

8

ECOSYSTEM BECOMES A COMPETITIVE ADVANTAGE

- Infrastructure can be built.
- Capital can be raised.
- Programs can be launched.
- But ecosystem is what determines whether talented people choose to stay, invest, collaborate, and build businesses.
- Communities known for openness, generosity, optimism, and collaboration become magnets for entrepreneurs because innovation follows environments where people believe opportunity exists.

THE OPPORTUNITY BEFORE US

San Angelo already possesses many of the essential building blocks of a thriving entrepreneurial ecosystem: strong educational institutions, Goodfellow Air Force Base, an engaged business community, committed civic leadership, and a growing network of entrepreneurs.

Our next chapter is not simply about creating more programs— it is about strengthening the ecosystem that connects these assets.

If we become a community where relationships are valued, trust is abundant, collaboration is expected, and innovation is encouraged, entrepreneurship will no longer be an occasional success story. It will become part of San Angelo's identity.

STRONGER TOGETHER. INNOVATING TOMORROW.

Requestor: Ryan Gaddy, Economic Development Director, COSADC, 325-657-4270
Meeting Date: July 8, 2026
Item type: Regular Item

Caption:

Presentation and discussion of San Angelo Quarterly Economic Review (Presentation by Andrew Killingsworth, Associate Director Business Recruitment and Retention, San Angelo Chamber of Commerce).

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

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

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Public Hearing regarding a Memorandum of Understanding with the City of San Angelo in an amount not to exceed \$34,000, for an Airport Catchment Analytics Study, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act. (Presentation by Robert Schneeman, Economic Development Project Manager).

Summary/History:

At the May 13th, 2026 COSADC Board Meeting the Airport Director, Justin Fletcher made a presentation at the request of the Board regarding additional air service either by adding a flight or flights or perhaps adding an additional carrier to the current air service. Mr. Fletcher recommended the following:

Catchment Analytics Study

Passenger Market Study by zip code

Origin/Destination Analysis

Demand – Market Opportunities

Estimated Cost - \$ 34,000

The COSADC Board requested this item be brought back for possible action. The item was approved by the COSADC Board at their meeting on June 10th, 2026.

Financial Impact:

\$34,000 from Future Projects to a new project. Budget amendment required.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Ryan Gaddy
Holly Crooks

Created/Initiated
Approved
Final Approval

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

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Public Hearing regarding a Memorandum of Understanding with the City of San Angelo in an amount not to exceed \$50,000 for funding of the economic development component of the City Comprehensive Plan, a project authorized under Chapters 501 & 505 of the Texas Development Corporation Act (Presentation by Robert Schneeman, Economic Development Project Manager).

Summary/History:

The current scope of work for the Comprehensive Plan includes the following:

"Economic and Market Assessment

Olsson shall analyze regional and local economic conditions, including industry clusters, supply and demand trends, real estate performance, and 20-year development forecasts. The analysis shall include a review of demographic projections, an evaluation of post-COVID economic shifts, interviews with key stakeholders, and the preparation of development capacity forecasts by land use classification."

In order for the Comprehensive Plan to be eligible for COSADC funding the plan must specifically address economic development strategy, target industry analysis, business recruitment and retention, workforce development, or similar activities to be eligible for funding. The COSADC Board approved this item at their meeting June 10th, 2026.

Financial Impact:

\$50,000 from Future Projects to a new project. Budget Amendment required.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman
Ryan Gaddy
Holly Crooks

Created/Initiated
Approved
Final Approval

Requestor: Samuel Helm, Executive Office Coordinator, Economic Development, 325-653-7197

Meeting Date: July 8, 2026

Item type: Regular Item

Caption:

Announcement and consideration of Future Agenda Items

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Samuel Helm
Ryan Gaddy

Created/Initiated
Final Approval