



Agenda

08/23/2017

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on August 23, 2017 at 8:30 AM at the McNease Convention Center – South Meeting Room, 501 Rio Concho Drive, San Angelo, Texas, for the purpose of considering the following agenda items.

1. Call to Order

2. Prayer

3. Recognition

- a. Tommy Hiebert for his service as Director and Board President of the City of San Angelo Development Corporation

4. 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.

5. Consent Agenda

- a. Consider approving the July 26, 2017 minutes
- b. Consider approving necessary Corporation disbursements
- c. Consider approving the July 2017 Financial Statements

6. Regular Agenda

- a. Update presentation of the San Angelo Chamber of Commerce Marketing & Recruitment Report for the COSADC Program of Work - (Presentation by Michael Looney, Vice President of Marketing & Recruitment)
- b. Consider approving a resolution on the extension of the Professional Services Agreement between COSADC and the Chamber of Commerce authorizing the expenditure of up to \$225,000 in accordance with original agreement executed October 1, 2015 - (Presentation by Roland Peña, Director of Economic Development)
- c. Public hearing on the expenditure of up to \$225,000 fiscal year 2017-2018 for the Chamber of Commerce Economic Development Marketing and Recruitment Professional Services for COSADC - (Presentation by Roland Peña, Director of Economic Development)

- d. Update presentation and Board feed-back regarding master plan conceptual layout for Phase 2 of the San Angelo Business & Industrial Park - (Presentation by Robert Schneeman, Business Retention & Expansion Coordinator and Eric West, PE, Parkhill, Smith & Cooper Inc.)
- e. Public Hearing regarding the expenditure of up to \$28,000 to Parkhill Smith & Cooper, Inc. for provision of professional engineering design services for the extension of infrastructure improvements to Phase 2 of the City of San Angelo Business & Industrial Park - (Presentation by Bob Schneeman, Business Retention & Expansion Coordinator)
- f. Public Hearing regarding the expenditure of up to \$4,000 to Grant Works for the provision of grant writer and grant administration services to apply for an Economic Development Administration Grant to fund infrastructure improvements to Phase 2 of the San Angelo Business & Industrial Park - (Presentation by Roland Peña, Director of Economic Development)
- g. Consider approving a resolution authorizing submission of an application to the U.S. Department of Commerce for funding through the Economic Development Administration's (EDA) 2017-18 Public Works Investment Assistance Program for infrastructure improvements at the San Angelo Business and Industrial Park; and designating the COSADC President as authorized representative to act in all matters relating to the application and grant program - (Presentation by Roland Peña, Director of Economic Development)
- h. Consider approving a resolution authorizing the expenditure of \$5,000 to the Ports to Plains Alliance for sponsorship of the 2017 Annual Conference - (Presentation by Roland Peña, Director of Economic Development)
- i. Consider approving a resolution authorizing the expenditure of \$5,000 to the Texas Economic Development Council for sponsorship of the 2017 Annual Conference - (Presentation by Roland Peña, Director of Economic Development)
- j. Update presentations for the following:
 - 1.) GAFB Tour
 - 2.) The Chadbourne Street Pedestrian Corridor Project
 - 3.) Howard College LVN-RN commencement ceremony
 - 4.) Work Ready Communities ACT Certification status - (Presentation by Roland Peña, Director of Economic Development)

7. Closed Session

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

- a. Section 551.072 Deliberations about Real Property regarding the ASU-SBDC Lease at the Business Resource Center, RFP No. RE-03-17, and the San Angelo Business and Industrial Park
- b. Section 551.087(1) to discuss or deliberate PROJECT 2017-223G regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations

8. Follow Up and Administrative Issues

- a. Consider items discussed in Executive Session, if needed
- b. Announcements and consideration of Future Agenda Items

9. Adjournment

CERTIFICATION

I hereby certify that the above notice of meeting was posted on the bulletin board at the City Hall of the City of San Angelo, Texas, on the 18th day of August 2017, at 5:00 p.m.

Roland Pena, 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 Development Corporation will provide for reasonable accommodations for persons attending board 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. COSADC meetings are broadcast on Channel 17-Government Access at 8:00 A.M. on every Wednesday on the Wednesday after each meeting.

Requestor: Shannon Scott, Economic Development Specialist, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Consent Item

Caption:

Consider approving the July 26, 2017 minutes

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|------------------------------|
| 1. | July 26th, 2017 Minutes | 2017-0726 Draft Minutes.docx |
|----|-------------------------|------------------------------|

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Roland Pena	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

COSA DEVELOPMENT CORPORATION
City of San Angelo, Texas
Wednesday, July 26, 2017

Present:

Juan Flores - First Vice President
Todd Kolls - Second Vice President
David Cummings - Director
John Bariou- Director
Bill Dendle - Director
Roland A. Peña, Executive Director

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, First Vice President Juan Flores called the regular session of the City of San Angelo Development Corporation meeting to order at **8:30 a.m. on** Wednesday, **July 26, 2017** in the San Angelo McNease Convention Center, 501 Rio Concho Drive, San Angelo, Texas 76903. **President Edward Carrasco and Director Scott Tankersley were absent.**

2. Prayer

An invocation was provided by John Bariou.

3. PUBLIC COMMENT:

Dave Erickson, Director, ASU Small Business Development Center

4. CONSENT AGENDA

- a. Approval of the June 28, 2017 minutes of the City of San Angelo Development Corporation (COSADC)
- b. Approval of the necessary Corporation disbursements

Motion: John Bariou made a motion, seconded by David Cummings to approve the Consent Agenda. The motion carried unanimously four (4) ayes to zero (0) nays

Second Vice President Todd Kolls joined the meeting.

5. REGULAR AGENDA

- a. Approval of the June 2017 Financial Statements. Presentation made by Finance Director Tina Dierschke.

Motion: John Bariou made a motion seconded by Todd Kolls to approve the June 2017 Financial Statements as presented. The motion carried unanimously five (5) ayes to zero (0) nays

- b. Public Hearing and consideration of a Project to create or retain primary jobs authorized under the Development Corporation Act, Chapters 501 and 505 of the Local Government Code, providing for the expenditure of up to \$190,000 for economic development incentives to Netco Energy Products, Inc.; and authorizing the Board President to negotiate and execute an Economic Development Performance Agreement in substantially the same form as the attached Presentation made by Robert Schneeman, Business Retention and Expansion Coordinator.

Vice President Juan Flores opened the Public Hearing.

Public comments:

Shannon Kendall, President, Netco Energy Products Inc.
Brad L. Fly, CPA, Armstrong, Backus & Co., LLP

Vice President Juan Flores closed the Public Hearing.

Motion: Todd Kolls made a motion seconded by John Bariou to approve the Project to create or retain primary jobs; providing for the expenditure of up to \$190,000 for economic development incentives to Netco Energy Products, Inc.; and, authorizing the Board President to negotiate and execute an Economic Development Performance Agreement. The motion carried unanimously five (5) ayes to zero (0) nays

6. CLOSED SESSION

At 8:48 A.M., The Board convened in 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:

- Section 551.087 to discuss an offer of financial or other incentives to Project 2017-130A and to companies with whom the City of San Angelo Development Corporation is conducting economic development negotiations and which the City of San Angelo Development Corporation seeks to have, locate, stay or expand in San Angelo
- Section 551.072 to deliberate the purchase, exchange, lease, or value of real property RFP No. RE-03-17 and the San Angelo Business and Industrial Park

7. RECONVENE

At 9:13 A.M., The Board reconvened, and the following business was transacted:

8. CONSIDERATION OF ITEMS DISCUSSED IN EXECUTIVE SESSION

No action taken from Executive Session

9. **ADJOURNMENT**

**Motion: John Bariou made a motion, seconded Todd Kolls, to adjourn the meeting.
The motion carried unanimously five (5) ayes to zero(0) nays**

There being no further business, the meeting was adjourned at 9:14 A.M.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

ATTEST:

Juan Flores, Vice President

Bryan Kendrick, 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 or a video of the entire meeting may be purchased from the Public Information Officer at 481-2727. (Portions of the Supplemental Minute Record video tape recording may be distorted due to equipment malfunction or other uncontrollable factors.)

Requestor: Shannon Scott, Economic Development Specialist, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Consent Item

Caption:

Consider approving necessary Corporation disbursements

Summary/History:

Financial Impact:

Total \$331,826.90 (\$268,833.15 Economic Development and \$62,993.75 Ballot)

Other Information/Recommendation:

Attachments:

- | | | |
|----|---------------|-----------------------------|
| 1. | Disbursements | Disbursement 08-23-2017.pdf |
|----|---------------|-----------------------------|

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Roland Pena	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

**City of San Angelo Development Corporation
Check Disbursements
For Board Approval August 23, 2017**

Economic Development

COSA	\$	181,328.25	Admin staff service contract	Ck. 3998
			Marketing & Recruitment for May 2017 =	
			\$18,750.00; June 2017 = \$16,676.00; & July	
			2017 = \$17,615.00	
Chamber of Commerce		53,041.00	BP 1st Place Reimbursement	
HR Onboarding Solutions		7,117.72	BP 2nd Place Reimbursement	Ck. 3989
Moontime		6,250.00	2017 Annual Conference (Inv. 6717)	
TEDC		5,000.00	Gold Sponsor/2017 PtP Annual Conference (Inv. 1367 & 1372)	
Ports to Plains		5,000.00	ACT Work Ready testing	
Concho Valley Workforce Solutions		4,316.75		
			Reimburse Purchasing for P-card charges: For the month of July 2017 - N. Nevarez = \$1,734.59	
COSA		1,734.59	BP 2nd Place Reimbursement	
Moontime		1,348.80		

Total for Board Consideration \$ 265,137.11

Dirt Doctor	\$	725.00	Monthly cleaning services at BRC	Ck. 4005
Clare's Heating & Air		643.91	Quarterly Maint. At BRC (Inv. 3238)	
WorkZone, LLC		600.00	License & Hosting Fee	Ck. 4006
Staples Advantage		376.08	Office Supplies	Ck. 4007
Conexion Hispana		274.70	Legal Public Notice	Ck. 4008
			Registration for J. Bariou attend Sales Tax Workshop (Inv. 6708)	Ck. 3999
TEDC		175.00	Water & sewer @ BRC	
COSA Utility Billing		159.24	Water & sewer @ BRC	Ck. 4009
COSA Utility Billing		126.64	Burglar & Fire alarm serv. (Inv. 117604513)	Ck. 4002
Protection 1 Alarm Monitoring		124.94	Change light bulbs at BRC (Inv. 2162)	Ck. 4000
Electrical By Deb		120.00	Trash Service at BRC	Ck. 4003
Republic Services, Inc.		70.05	Cleaning Supplies (Inv. 548033)	Ck. 4004
House of Chemicals		61.26	Electric bill @ Industrial Park	Ck. 4010
Liberty Power		54.32	Gas bill @ BRC	Ck. 4011
Atmos Energy		52.72	Water delivery	Ck. 3994
Angelo Water Solutions		51.00	Elevator Telephone	Ck. 4012
Suddenlink		39.33	Registration for R. Pena attend Choosing a Legal Structure	Ck. 4001
ASU SBDC		20.00	Reimb. Name plate purchase	Ck. 4013
Nora Nevarez		11.85	Business Brown Bag (Inv. 78473)	Ck. 3996
Chamber of Commerce		10.00		

Total Routine Disbursements \$ 3,696.04

Total Economic Development Disbursements \$ 268,833.15

Ballot

COSA	\$	60,442.75	Admin staff service contract	Ck. 1471
COSA		2,551.00	Reimburse COSA for W TX Water Partnership	

Total for Board Consideration \$ 62,993.75

Total Routine Disbursements \$ -

Total Ballot Disbursements \$ 62,993.75

Grand Total Disbursements this Period \$ 331,826.90

Requestor: Shannon Scott, Economic Development Specialist, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Consent Item

Caption:

Consider approving the July 2017 Financial Statements

Summary/History:

Financial Impact:

N/A

Other Information/Recommendation:

Attachments:

1. Financials COSADC Stmtns 1707.pdf

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

City of San Angelo Development Corporation

Financial Information and Schedules As of July 31, 2017

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2011 Bond Issue

Hickory Water Supply

**City of San Angelo Development Corporation
Executive Summary
July 2017**

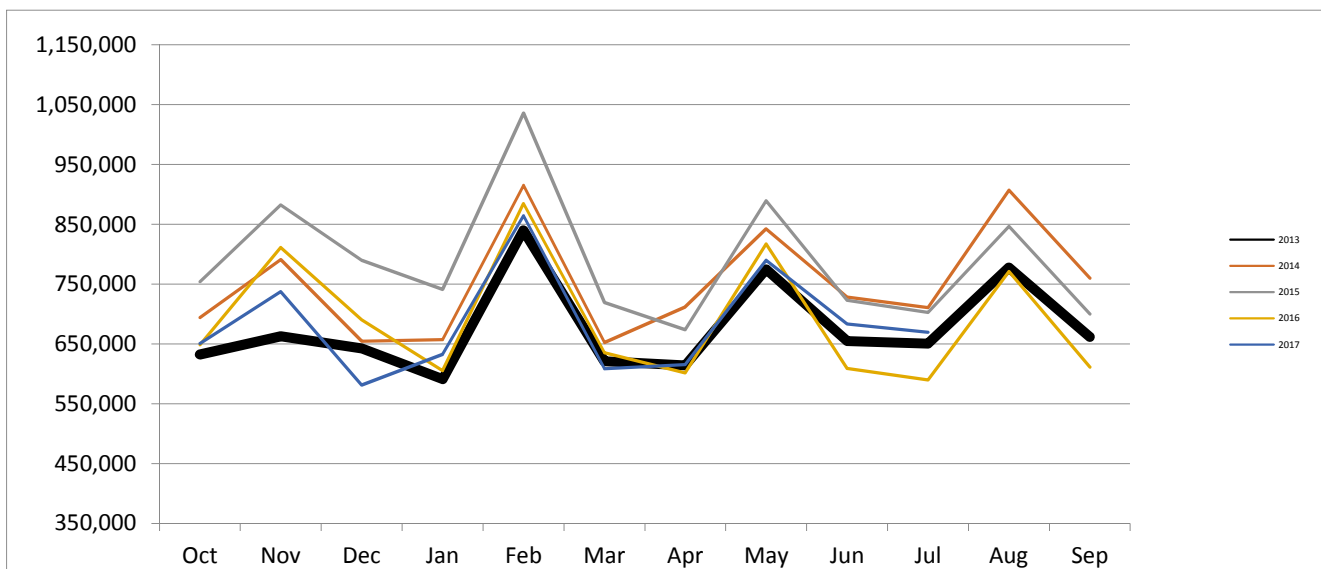
Available Fund Balances

Unrestricted Fund Balance-Economic Development	9,556,586
Unrestricted Fund Balance-Ballot	2,643,119

Sales Tax Analysis

Month	2013	2014	2015	2016	2017	% Over/(Under)
Oct	632,193	694,238	754,116	648,367	650,926	0.39%
Nov	662,925	791,077	882,259	811,466	737,436	(9.12)%
Dec	642,574	654,425	789,859	690,231	581,382	(15.77)%
Jan	591,152	657,448	741,227	605,393	632,603	4.49%
Feb	839,679	914,889	1,035,939	884,468	864,339	(2.28)%
Mar	621,308	652,229	719,149	635,021	608,253	(4.22)%
Apr	613,901	711,587	673,524	601,420	615,673	2.37%
May	774,434	842,090	889,509	816,925	789,680	(3.34)%
Jun	654,636	728,545	723,051	608,947	683,530	12.25%
Jul	650,253	710,555	702,893	590,012	669,686	13.50%
Aug	778,086	907,050	846,650	771,109		
Sep	661,480	759,728	700,008	611,361		

Estimated Year to Date Sales Tax Budget 83.00% = 6,714,797
excess/(shortage) 15,170



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of July 31, 2017

ASSETS

Current Assets

Checking/Savings

101101 · Cash 20,076

103200 · Money Market 1,878,771

Total Checking/Savings 1,898,847

Accounts Receivable

115000 · Sales Tax Receivables 393,359

Total Accounts Receivable 393,359

Other Current Assets

117000 · Investments 12,320,658

Total Other Current Assets 12,320,658

Total Current Assets 14,612,864

Fixed Assets

140500 · Land -Industrial Park 85,728

141000 · Industrial Park-Phase I 1,013,908

143000 · Industrial Park-Phase II 51,609

144000 · Industrial Park-Phase III 20,377

152000 · Building-Business Resource Ctr 2,004,967

159999 · Accum Depr-Building (559,720)

Total Fixed Assets 2,616,869

TOTAL ASSETS 17,229,733

Fund Equity

Committed for Eco. Dev. Projects 4,384,564

Restricted for Fixed Assets 2,616,869

Assigned for Equipment Replacement 671,714

Unassigned Fund Balance 9,556,586

Total Fund Equity 17,229,733

TOTAL LIABILITIES & FUND EQUITY 17,229,733

City of San Angelo Development Corporation
Revenue Expenditure Report - Economic Development
July 2017

	<u>Budget</u>	<u>Month Actual</u>	<u>YTD Actual</u>	<u>Over/(Under) Budget</u>	<u>% of Budget</u>
Revenues					
313000 · Income-Sales & Use Tax	2,265,233	192,634	1,884,391	(380,842)	83%
360000 · Interest on Investments	6,000	12,280	80,112	74,112	1,335%
363101 · Lease Income	86,913	35	24,609	(62,304)	28%
363109 · Lease Income - Business Factory	0	1,165	2,679	2,679	100%
366000 · Reimbursements	28,800	0	18,915	(9,885)	66%
380000 · Misc. Income	0	4,276	4,276	4,276	100%
380500 · Misc. Income - Hirschfeld	1,100,435	0	1,100,435	0	100%
392200 · Gain on Sale Assets	1,612,840	0	1,611,565	(1,275)	100%
Total Revenues	<u>5,100,221</u>	<u>210,390</u>	<u>4,726,982</u>	<u>(373,239)</u>	<u>93%</u>
Expenditures					
410000 · Administrative	207,650	7,303	67,904	(139,746)	33%
412000 · Partner Affiliations	89,397	15,000	72,566	(16,831)	81%
414000 · ED Conferences	24,800	0	15,627	(9,173)	63%
415000 · City Services	410,376	0	0	(410,376)	0%
415331 · Annual Report	1,200	0	375	(825)	31%
420000 · Industrial Park Ops & Maint	23,050	49	3,690	(19,360)	16%
432000 · Outside Legal Services	25,000	0	2,386	(22,614)	10%
440000 · Marketing-Chamber of Commerce	325,000	0	100,453	(224,547)	31%
440200 · Business Ret & Exp Prog	16,001	1,501	14,095	(1,906)	88%
445000 · Promotion (SADC Marketing)	10,300	0	300	(10,000)	3%
446000 · Marketing Videos	6,100	0	0	(6,100)	0%
450000 · Business Resource Ctr	43,779	1,983	25,770	(18,009)	59%
452101 · Business Factory	83,873	10,212	32,707	(51,166)	39%
452112 · Project-Martifer-Hirschfeld	1,390,435	0	0	(1,390,435)	0%
452115 · Project-Blue Cross Blue Shield	148,473	0	0	(148,473)	0%
452119 · Project-Air Service Marketing	62,075	62,075	62,075	0	100%
452121 · Project-MedHab	796,250	0	0	(796,250)	0%
452124 · Project-DeCoty Coffee	98,289	0	1,387	(96,902)	1%
452125 · Project-Howard College LVN	75,000	0	75,000	0	100%
452131 · Project-Time Clock Plus	336,500	0	326,000	(10,500)	97%
452132 · Project-TGC/GAFB	633,000	0	0	(633,000)	0%
452133 · Project-Phase I Sewer Line	110,000	0	0	(110,000)	0%
452134 · Project-Principle LED	550,001	355,996	355,996	(194,005)	65%
452136 · Project-Phase II Sewer Line	100,000	0	4,000	(96,000)	4%
452137 · Project-TXDOT Aside Prog. Grant	100,000	0	0	(100,000)	0%
452138 · Project-CalTech	603,999	0	20,000	(583,999)	3%
452139 · Project-Parkhill	28,000	0	0	(28,000)	0%
452140 · Project-Grant Works	4,000	0	0	(4,000)	0%
452141 · Project-Houston Harte	8,000	5,000	5,000	(3,000)	63%
452142 · Project-Netco	190,000	0	0	(190,000)	0%
452900 · Project-Future Projects	946,523	0	0	(946,523)	0%
453000 · Capital Purchases	31,612	0	0	(31,612)	0%
Total Expenditures	<u>7,478,683</u>	<u>459,119</u>	<u>1,185,331</u>	<u>(6,293,352)</u>	<u>16%</u>
Revenue Over/(Under) Expenditures	<u>(2,378,462)</u>	<u>(248,729)</u>	<u>3,541,651</u>	<u>5,920,113</u>	

City of San Angelo Development Corporation
Economic Development Projects
As of July 31, 2017

Project	Budget	Current Year Activity	Inception to Date	Remaining Budget
Blue Cross Blue Shield	408,522	0	260,049	148,473
DeCoty Coffee	101,835	1,387	4,933	96,902
Howard College LVN Program	150,000	75,000	150,000	0
Martifer-Hirschfeld	3,684,743	0	2,294,308	1,390,435
Air Service Marketing	62,075	62,075	62,075	0
MedHab	797,750	0	1,500	796,250
Time Clock Plus	336,500	326,000	326,000	10,500
TGC/GAFB	633,000	0	0	633,000
Principle LED	550,001	355,996	355,996	194,005
Phase I Sewer Line	110,000	0	0	110,000
Phase II Sewer Line TGC	100,000	4,000	4,000	96,000
TXDOT Aside Prog. Grant	100,000	0	0	100,000
CalTech	603,999	20,000	20,000	583,999
Parkhill	28,000	0	0	28,000
Grant Works	4,000	0	0	4,000
Houston Harte	8,000	5,000	5,000	3,000
Netco	190,000	0	0	190,000
	10,148,891	849,458	3,601,770	4,384,564
Total Committed, Not Expended				4,384,564

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of July 31, 2017

ASSETS

Current Assets

Checking/Savings

101101 · Cash

3,727

103200 · Money Market

903,562

Total Checking/Savings

907,289

Accounts Receivable

115000 · Sales Tax Receivables

1,007,928

115201 · Note Receivable

20,000

Total Accounts Receivable

1,027,928

Other Current Assets

117000 · Investments

2,679,804

Total Other Current Assets

2,679,804

Total Current Assets

4,615,021

TOTAL ASSETS

4,615,021

LIABILITIES & FUND EQUITY

Fund Equity

Committed for Ballot Projects

79,702

Assigned for Debt Service

1,892,199

Unrestricted Fund Balance

2,643,119

Total Fund Equity

4,615,021

TOTAL LIABILITIES & FUND EQUITY

4,615,021

City of San Angelo Development Corporation
Revenue & Expenditure Report - Ballot
July 2017

	<u>Budget</u>	<u>Month Actual</u>	<u>YTD Actual</u>	<u>Over/(Under) Budget</u>	<u>% of Budget</u>
Revenues					
313000 · Income-Sales & Use Tax	5,824,884	495,345	4,845,576	(979,308)	83%
360000 · Interest on Investments	2,437	549	10,538	8,101	432%
380000 · Miscellaneous Income	68,326	0	68,326	0	100%
Total Revenues	<u>5,895,647</u>	<u>495,894</u>	<u>4,924,440</u>	<u>(971,207)</u>	<u>84%</u>
Expenditures					
415000 · City Services	136,632	0	0	(136,632)	0%
430000 · Loan/Debt Service	4,967,728	0	2,247,574	(2,720,154)	45%
451102 · Project-Sports Facilities Maint	279,758	0	279,758	0	100%
451200 · Project-Affordable Housing	480,073	91,135	457,399	(22,674)	95%
452123 · Project-W. Tx Water Partnership	80,770	7,694	62,211	(18,559)	77%
452126 · Project-Red Arroyo SW Basin	38,470	0	0	(38,470)	0%
452900 · Project-Future Projects	65,766	0	0	(65,766)	0%
Total Expenditures	<u>6,049,197</u>	<u>98,829</u>	<u>3,046,942</u>	<u>(3,002,255)</u>	<u>50%</u>
Revenue Over/(Under) Expenditures	<u>(153,550)</u>	<u>397,065</u>	<u>1,877,498</u>	<u>2,031,048</u>	

City of San Angelo Development Corporation
Projects
As of July 31, 2017

Project	Budget	Current Year Activity	Inception to Date	Remaining Budget
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	413,793	62,211	395,234	18,559
Reclaimed Water Alternatives	1,389,965	0	1,389,965	-
Red Arroyo Storm Water Basin	189,510	0	151,040	38,470
Total Expenditures	1,993,268	62,211	1,936,239	57,029
Total Water Supply Projects				57,029
Affordable Housing				
Revenues				
Sale of Fixed Assets - Blackshear Properties	394,351	0	394,351	0
Total Revenues				
Expenditures				
Affordable Housing	2,519,330	457,399	2,496,656	22,674
Administrative Contract	120,405	0	120,405	0
Blackshear Neighborhood Boundary	28,300	0	28,300	0
Blackshear Properties	404,125	0	404,125	0
Neighborhood Blitz	550,000	0	550,000	0
Neighbors Helping Neighbors	53,000	0	53,000	0
Rebuilding Together - Housing One Stop	23,759	0	23,759	0
Rebuilding Together - Housing Repair	74,920	0	74,920	0
Rehabs	114,487	0	114,487	0
Roofing Grant	200,000	0	200,000	0
Total Expenditures	4,088,326	457,399	4,065,653	22,673
Total Affordable Housing				22,673
Other Projects				
Sports Facilities Maintenance	279,758	279,758	279,758	-
Total Expenditures	279,758	279,758	279,758	-
Total Ballot Projects Committed, Not Expended				79,702

Voter Approved Projects:

Fort Concho Improvements	900,000	900,000	900,000	-
Sports & Athletics Facilities	708,744	708,744	708,744	-
29th Street Sports Complex	1,750,000	1,750,000	1,750,000	-
Total Expenditures	3,358,744	3,358,744	3,358,744	-
Total Voter Approved Projects Committed, Not Expended				-

City of San Angelo Development Corp
Transaction Detail by Account
July 2017

Economic Development

313000 · Income-Sales & Use Tax

Num	Name	Memo	Amount
665	City of San Angelo	Adj May Sales Tax Receivable	15,167.40
666	City of San Angelo	Record July Sales Tax Receivable	<u>177,466.57</u>
Total 313000 · Income-Sales & Use Tax			192,633.97

360000 · Interest on Investments

669		Interest on Sec #3133EGKN4	3,450.00
671		Interest on matured sec #3132X0HY0	3,580.56
672		Interest on Sec #3134G92H9	4,250.00
674		Interest for July	182.96
675		Interest for July	<u>816.17</u>
Total 360000 · Interest on Investments			12,279.69

363101 · Lease Income

363103 · BRC - Rental of Conf Rm

667		Training Room Rental	<u>35.00</u>
Total 363103 · BRC - Rental of Conf Rm			<u>35.00</u>

Total 363101 · Lease Income

35.00

363109 · Lease Income - Business Factory

661	Earth Partners, LP	Rent for the month of August	299.24
662	OdomRD, Dietian Consultant	Rent for the month of August	273.00
663	Gill Fine Arts, Inc.	Rent for the month of August	352.30
664	West Texas Beacon	Rent for the month of August	<u>240.88</u>
Total 363109 · Lease Income - Business Factory			1,165.42

380000 · Miscellaneous Income

668		Travel Reimb. from Concho Valley Workforce	<u>4,276.09</u>
Total 380000 · Miscellaneous Income			4,276.09

410000 · Administrative

410530 · Admin-Communication

3978	Suddenlink	Acc 100001-8615-721194301	<u>(39.31)</u>
Total 410530 · Admin-Communication			(39.31)

410550 · Admin-Printing

3997	City of San Angelo (COSA)	Reimb PCard Purchases	<u>(302.23)</u>
Total 410550 · Admin-Printing			(302.23)

410580 · Admin-Travel & Lodging

3990	City of San Angelo (COSA)	Reimb COSA for PCard Purchases	(579.63)
3997	City of San Angelo (COSA)	Reimb PCard Purchases	<u>(3,090.47)</u>
Total 410580 · Admin-Travel & Lodging			(3,670.10)

410590 · Admin-Training

3990	City of San Angelo (COSA)	Reimb COSA for PCard Purchases	<u>(485.00)</u>
Total 410590 · Admin-Training			(485.00)

410591 · Admin-Professional Dues

3990	City of San Angelo (COSA)	Reimb COSA for PCard Purchases	(500.00)
3997	City of San Angelo (COSA)	Reimb PCard Purchases	<u>(500.00)</u>
Total 410591 · Admin-Professional Dues			(1,000.00)

410600 · Admin-Fees & Subscriptions

3997	City of San Angelo (COSA)	Reimb PCard Purchases	<u>(75.00)</u>
Total 410600 · Admin-Fees & Subscriptions			(75.00)

410605 · Admin-Public Notices

3983	San Angelo Standard Times	Order #1670168	<u>(295.85)</u>
Total 410605 · Admin-Public Notices			(295.85)

410610 · Admin-Office Supplies

City of San Angelo Development Corp
Transaction Detail by Account
July 2017

	Num	Name	Memo	Amount
	3974	Staples Advantage	Inv 3343232270	(37.25)
	3985	Nora Nevarez	Reimb Purchased Office Supplies	(113.31)
	3997	City of San Angelo (COSA)	Reimb PCard Purchases	(880.00)
Total 410610 · Admin-Office Supplies				(1,030.56)
410630 · Admin-Food				
	3986	Kenny Blane's Village Cafe & Catering	Catered Event Gratuity	(60.00)
	3990	City of San Angelo (COSA)	Reimb COSA for PCard Purchases	(207.70)
	3993	Kenny Blane's Village Cafe & Catering	Inv 02507	(65.00)
	3993	Kenny Blane's Village Cafe & Catering	Inv 48472	(72.00)
Total 410630 · Admin-Food				(404.70)
Total 410000 · Administrative				(7,302.75)
412000 · Partner Affiliations				
412030 · I-14 Gulf Coast Strategic Hwy				
	3981	Gulf Coast Strategic Hwy Coalition	Inv 1729	(15,000.00)
Total 412030 · I-14 Gulf Coast Strategic Hwy				(15,000.00)
412000 · Partner Affiliations - Other				
	3996	San Angelo Chamber of Commerce	Inv 78156	(10.00)
	3996	San Angelo Chamber of Commerce	Inv 78473	(10.00)
	673		Reclass expense, ck#3996, charged to wrong acc	20.00
Total 412000 · Partner Affiliations - Other				-
Total 412000 · Partner Affiliations				(15,000.00)
420000 · Industrial Park Ops & Maint				
420413 · Ind Park-Electricity				
	3988	Liberty Power	Acc 95329064-832 6/5 to 7/5	(48.75)
Total 420413 · Ind Park-Electricity				(48.75)
Total 420000 · Industrial Park Ops & Maint				(48.75)
440200 · Business Ret & Exp Prog				
	3990	City of San Angelo (COSA)	Reimb COSA for PCard Purchases	(1,501.04)
Total 440200 · Business Ret & Exp Prog				(1,501.04)
450000 · Business Resource Ctr				
450010 · BRC-Water/Sewer Utilities				
	3984	City of San Angelo Utility Billing	Acc 171939-179340 Srvc 5/30 to 6/28	(83.73)
	3984	City of San Angelo Utility Billing	Acc 186765-50710 Srvc 5/30 to 6/28	(15.00)
Total 450010 · BRC-Water/Sewer Utilities				(98.73)
450011 · BRC-Electricity				
	3991	Liberty Power	Acc 07502869-290 Srv 6/12 to 7/12	(930.48)
Total 450011 · BRC-Electricity				(930.48)
450012 · BRC-Gas Utilities				
	3995	Atmos Energy	Acc 3036648466 Srv 6/8 to 7/6	(25.15)
Total 450012 · BRC-Gas Utilities				(25.15)
450013 · BRC-Trash Utilities				
	3977	Republic Services, Inc	Inv 0691-000733432	(52.54)
Total 450013 · BRC-Trash Utilities				(52.54)
450000 · Business Resource Ctr - Other				
	3972	Electrical by Deb	Inv 2128	(91.13)
	3973	Angelo Water Service	Acc 7005	(68.44)
	3976	Protection 1 Alarm Monitoring Inc.	Inv 117080754	(93.71)
	3987	MDK Services	Inv 9469	(41.25)
	3992	Dirt Doctor of San Angelo	Inv 2860	(543.75)
	3994	Angelo Water Service	Acc 7005	(38.25)
Total 450000 · Business Resource Ctr - Other				(876.53)

City of San Angelo Development Corp
Transaction Detail by Account
July 2017

	<u>Num</u>	<u>Name</u>	<u>Memo</u>	<u>Amount</u>
Total 450000 · Business Resource Ctr				(1,983.43)
452101 · Business Factory				
	3972	Electrical by Deb	Inv 2128	(30.37)
	3973	Angelo Water Service	Acc 7005	(22.81)
	3976	Protection 1 Alarm Monitoring Inc.	Inv 117080754	(31.23)
	3977	Republic Services, Inc	Inv 0691-000733432	(17.51)
	3982	Moontime LLC	FY17 BPC 2nd Place Award	(1,674.00)
	3982	Moontime LLC	FY17 BPC 2nd Place Award	(1,611.89)
	3984	City of San Angelo Utility Billing	Acc 171939-179340 Srv 5/30 to 6/28	(27.91)
	3987	MDK Services	Inv 9469	(13.75)
	3989	Moontime LLC	FY17 BPC 2nd Place Award	(6,250.00)
	3991	Liberty Power	Acc 07502869-290 Srv 6/12 to 7/12	(310.15)
	3992	Dirt Doctor of San Angelo	Inv 2860	(181.25)
	3994	Angelo Water Service	Acc 7005	(12.75)
	3995	Atmos Energy	Acc 3036648466 Srv 6/8 to 7/6	(8.38)
	673		Reclass expense, ck#3996, charged to wrong acc	(20.00)
Total 452101 · Business Factory				(10,212.00)
452119 · Project-Air Service Marketing				
	3979	City of San Angelo (COSA)	Inv 47083	(62,075.00)
Total 452119 · Project-Air Service Marketing				(62,075.00)
452134 · Project-Principle LED				
	3971	Principal LED	Capital Investment Grant, Job Creation Incentive, Development Fee Rebate	(305,996.00)
	3980	Principal LED	Training Incentive	(50,000.00)
Total 452134 · Project-Principle LED				(355,996.00)
452141 · Project-Houston Harte				
	3975	City of San Angelo (COSA)	Bid Security for RE 03-17	(5,000.00)
Total 452141 · Project-Houston Harte				(5,000.00)
TOTAL				(248,728.80)

Ballot

313000 · Income-Sales & Use Tax				
	206	City of San Angelo	Adj May Sales Tax Receivable	39,001.90
	207	City of San Angelo	Record July Sales Tax Receivable	456,342.61
Total 313000 · Income-Sales & Use Tax				495,344.51
360000 · Interest on Investments				
	209		Interest for July	147.10
	210		Interest for July MM	401.99
Total 360000 · Interest on Investments				549.09
451200 · Project-Affordable Housing				
	1469	City of San Angelo (COSA)	Rapid Rehousing Program	(41,000.00)
	1469	City of San Angelo (COSA)	Neighborhood Blitz	(20,000.00)
	1469	City of San Angelo (COSA)	Affordable Housing	(30,135.00)
Total 451200 · Project-Affordable Housing				(91,135.00)
452123 · Project-W. Tx Water Partnership				
	1470	City of San Angelo (COSA)	Inv 801017123	(2,977.33)
	1470	City of San Angelo (COSA)	Inv 801017125	(4,716.63)
Total 452123 · Project-W. Tx Water Partnership				(7,693.96)
TOTAL				397,064.64

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures

Fiscal Year through July 31, 2017

2011A Tax/Revenue C.O. - Fund 514

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
*Beginning Fund Balance		1,334,488		1,334,488			
REVENUES:							
C.O. Proceeds		-	-	-	-	13,780,000	13,780,000
Municipal Pool Donation		-	-	-	-	21,225	21,225
SASSRA Stock Barn		-	-	-	-	157,722	157,722
Transfer from Dev. Corp.		-	-	-	-	4,220,000	4,220,000
Interest Income		-	2,856	6,472	6,472	140,657	147,129
Total Revenues		-	2,856	6,472	6,472	18,319,604	18,326,076
EXPENDITURES:							
Airport Terminal Rehab	3925	10,865	-	-	(10,865)	500,000	500,000
Concho River	4119	312,326	-	(12,513)	(324,839)	8,287,675	8,275,162
Parks	6000	602,005	-	16,471	(585,534)	322,994	339,465
Red Arroyo Trail	6040	-	-	-	-	325,000	325,000
Recreation	6100	77,026	-	2,023	(75,003)	2,595,794	2,597,817
Fort Concho Improvements	6301	90,000	10,452	88,196	(1,804)	10,000	98,196
Auditorium	6602	231,773	-	231,773	-	3,518,228	3,750,001
Fairgrounds	6636	-	-	-	-	1,157,722	1,157,722
Issue Costs	9900	-	-	-	-	260,363	260,363
Contingencies	9900	-	-	-	-	-	-
Total Expenditures		1,323,995	10,452	325,950	(998,045)	16,977,776	17,303,726
Revenue Over/(Under) Expenditures		(1,323,995)	(7,596)	(319,478)			
Ending Fund Balance		10,493		1,015,010			

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures

Fiscal Year through July 31, 2017

Hickory Water Supply - Fund 516

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance		2,604,589		2,604,589			
REVENUES:							
Interest Income		-	6,497	12,209	12,209	500,566	512,775
C.O. Proceeds		1,644,590	-	978,038	(666,552)	118,355,409	119,333,447
Total Revenues		<u>1,644,590</u>	<u>6,497</u>	<u>990,247</u>	<u>(654,343)</u>	<u>118,855,975</u>	<u>119,846,222</u>
EXPENDITURES:							
Easements/Property Damage	4150	419,826	-	-	(419,826)	106,865	106,865
Engineering	4157	210,961	5,364	210,960	(1)	16,629,040	16,840,000
Well Field Pipelines	4152	3,083	-	-	(3,083)	3,026,918	3,026,918
30 " Transmission Main	4153	428,978	-	-	(428,978)	38,681,022	38,681,022
Well Field Pumps	4154	21,961	-	-	(21,961)	12,831,038	12,831,038
Well Field Pump Station	4155	1,382,861	-	-	(1,382,861)	1,617,139	1,617,139
Well Field Expansion	4158	1,102,677	-	687,398	(415,279)	6,468,888	7,156,286
Treatment Plant	4156	1	-	-	(1)	27,132,194	27,132,194
Well Field Expansion #2	4159	178,269	-	178,269	-	9,586,031	9,764,300
Issue Costs	9900	-	-	-	-	172,251	172,251
Total Expenditures		<u>3,748,617</u>	<u>5,364</u>	<u>1,076,627</u>	<u>(2,671,990)</u>	<u>116,251,386</u>	<u>117,328,013</u>
Revenue Over/(Under) Expenditures		<u>(2,104,027)</u>	<u>1,133</u>	<u>(86,380)</u>			
Ending Fund Balance		<u>500,562</u>		<u>2,518,209</u>			

	Revenues
Previous Years Activity	118,855,975.00
Current Year Budget	1,644,590.00
Less Interest Earned	(500,566.00)
TOTAL	<u>120,000,000.00</u>

Report to Board



Requestor: Roland Pena, Economic Development Director, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Update presentation of the San Angelo Chamber of Commerce Marketing & Recruitment Report for the COSADC Program of Work - (Presentation by Michael Looney, Vice President of Marketing & Recruitment)

Summary/History:

This is a summary of the activity of the Chamber of Commerce to date. COSADC staff presented the Program of Work update minus the Chamber of Commerce report since they were unable to attend the June meeting. The presentation was rescheduled for the August meeting. The Chamber's portion of the COSADC Program of Work - Target Marketing is attached for the Board's review. During the later months of 2016 and at the January Board meeting, COSADC Staff sought feedback and input from the COSADC Board on a new Program of Work for 2017. In January of 2017, the COSADC staff and the Chamber of Commerce presented a united effort and Program of Work that would reflect a united effort and reporting to be presented twice a year. The COSADC Board by consensus was receptive to the collaborative 2017 Program of Work.

Financial Impact:

N/A

Other Information/Recommendation:

Target Marketing Matrix and Chamber of Commerce report.

Attachments:

- | | |
|--|---|
| 1. Chamber Marketing & Recruitment update for COSADC Program of Work | 2017 COSADC - Chamber Power Point - August 23, 2017 - Mid-Year Report.pdf |
| 2. Program of Work Target Marketing | COSADC 2017 Draft Updated 8-17-2017.docx |

Presentation:

Michael Looney

Approvals/Reviews:

Roland Pena	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval



COSADC

August 23, 2017



What is the Chamber of Commerce

...is a membership association whose purpose is to foster and promote a business and tourism environment which assures the economic growth and well being of our members and our community.



What do we do?

- Chamber Programs and Membership Services
- Tourism Bureau
 - Manage State Visitors Center
- Economic Development Department



Economic Development Division Mission

The Economic Development Division of the San Angelo Chamber of Commerce is dedicated to the support and advancement of business in the city of San Angelo.



Economic Development Division Mission

Goal

To promote job growth and increase the tax base for the community through marketing to attract new companies and assist existing businesses.



COSADC PARTNERSHIP

The Chamber EDD partners with, and is contracted by COSADC to conduct marketing and recruitment efforts for the community through a wide variety of actions



COSADC contract

Community profile	Monthly reports
Maintain professional relationships	Consultants as needed
Direct mailers	Site visits
Prospect research	Walk-ins
Market research	Print marketing
Cost of living index	Lead sharing
Public relations	Site selection assistance
Plan of action reports	Attend trade shows
Business barometer	Marketing at state level
Assist with incentives	Industrial park brochure
Internet marketing	Goodfellow outreach
Referrals	Build and maintain website



Chamber Econ. Dev. objectives

- Target industries most compatible with San Angelo
- Prep work and follow up with prospects
- Attend trade shows related to targeted industries
- Conduct San Angelo prospect tours
- External outreach site visits
- Be an invaluable resource to the prospect
- Relationship Building



2017 Mid-Year Marketing Review

- Two out-of-town manufacturing tradeshow
- Call trip to Odessa, Texas to visit manufacturing prospects and call on leads
- 400 + piece mailers to Site Selectors and Manufacturing Companies
- Initiated 7 new prospect company contacts
- Hosted 3 prospective companies in San Angelo
- 5 local facilities toured, including Industrial Park



2017 recruitment prospects

- Chamber Economic Development Department working with 5 prospective services and manufacturing companies
- 1 has committed but will announce later as operations move to full capacity
- 1 commenced operations in San Angelo in the spring of 2017
- 3 have toured San Angelo facilities and met with economic development partners



2017 targeted industrial sectors

- Biotech/medical manufacturing - 2 prospective companies engaged
- Trucking/warehouse/distribution - 1 prospect engaged
- Food production/pet food – 1 prospect engaged



Actively engaged prospects

Project name	Industry type	Source
Project MEDCENTER	Manufacturing	Chamber
Project HOMECARE	Medical Arts	Chamber
Project PAK	Manufacturing	Chamber
Project MEDTECH	Manufacturing	COSADC referral
Project TANK	Manufacturing	Chamber



Transactions in Progress

- Project PIPESTEEL – Toured San Angelo industrial facility. Est 75 jobs.
- Project MEDCENTER – Toured San Angelo commercial real estate options. Est. 30-40 jobs.
- Project HOMECARE – Sent RFI to developer of assisted care facility. Awaiting feedback. Est. 100 jobs.
- Project MEDTECH – Toured San Angelo. Site visit conducted at San Diego factory. Est. 33 jobs.
- Project PACK – Toured San Angelo twice. Interested in the Industrial Park. Awaiting feedback from contractor. Est. 40 jobs.
- Project TANK – Recruited in 2015. Assisting with expansion plans for five new buildings. Est. 20 jobs.



Transaction assistance

Project MEDCENTER – Conducted two-day site tour and relationship-building meetings with prospect.

Project HOMECARE – RFI submitted and assisted with letters of support from community leaders

Project MEDTECH – Visited their California facility and arranged personal direct call to the prospect from Texas Secretary of State, Rolando Pablos, to offer assistance and relocation encouragement.



Successful Projects



- First Flight Air Ambulance 2017
- Fixed-wing medical transport
- 8 new jobs
- Strong Salaries
- 7,000 sf hangar leased
- \$1 million capital investment
- No dollar incentives



Governors Office Leads

- Project Laminate TX – 15-20 acre site – RFI Submitted
- Project Red Oriole – 165,000 sf – RFI Submitted
- Project Capitol Reef – 150,000 sf – RFI Submitted
- Project Kings Canyon – 35,000 sf – RFI Submitted



Properties Marketed and Toured

- 3922 Tractor Trail Drive
- 4541 Bentwood Drive
- 1182 Gas Plant Road
- 1188 Gas Plant Road
- 4702 North Bryant
- 4431 Petro Drive
- 4124 Dan Hanks Drive
- 1221 Grand Canal
- San Angelo Industrial Park
- 6738 Side View Road
- 1109 East Gas Plant Road
- 6033 Loop 306
- 4238 Sunset Drive (Hastings)
- 4240 Southwest Blvd. (Greens)



Reporting to COSADC

- Chamber/COSADC Standing Committee meetings
- Weekly Work Zone System Entries
- Monthly Detailed Invoices
- Attend Friday morning COSADC staff meetings
- Weekly written reports
- On-going in-person, voice & email communication
- Quarterly / Semi Annual reporting



Chamber Economic Development Actions

- Chamber – COSADC Standing committee meeting
- Agreed to update and modify the Chamber contract to allow for enhanced recruitment activities, simpler invoicing and Business Retention and Expansion actions



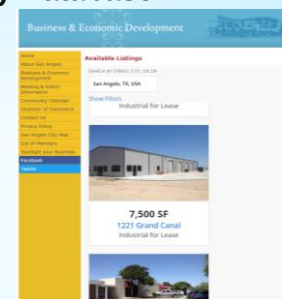
Trade shows 2017

- BIO International convention
 - San Diego, CA – June 19-22
 - *State of Texas Booth attendee*
- WESTECH trade show
 - California – September 12-14
 - Team Texas (TEDC) Booth





- **Linked to Chamber and COSADC website**
- **Updated and searchable property database**



GO TEXAS

TEXAS

ECONOMIC DEVELOPMENT 2007



BIOMEDICAL
We do this in San Angelo, Texas

SAN ANGELO

**San Angelo, Texas
Biomedical Industry Leaders**

BIOMEDICAL
We do this in San Angelo, Texas

SAN ANGELO

**Available Medical Manufacturing/2500
Clean Room Space in San Angelo, Texas**

Developer and manufacturer of wearable devices
reducing remote monitoring

MedHub
Based in San Angelo since 2008

041 medical device manufacturing company
a Johnson & Johnson company

Developer manufacturer of surgical devices

Formed, and is driven because it allows
manufacturers to increase and maximize

2022 Tractor Trail Drive, San Angelo, Texas

- Manufacturing space: 25,000 sq ft
- Clean Room Space: 10,000 sq ft
- Manufacturing space: 10,000 sq ft
- Warehouse space: 1,000 sq ft
- Warehouse space: 5,000 sq ft

Production and sale of various agricultural products
based in San Angelo since 1917

27 million agricultural technology employees

100,000 sq ft of space available
for manufacturing and distribution

**TEXAS A&M
AGRI LIFE
RESEARCH**

San Angelo, Texas AgLife AgLife
Research Center
Manufacturing operations of
various agricultural
products

**TEXAS A&M
AGRI LIFE
RESEARCH**

San Angelo, Texas AgLife AgLife
Research Center
Manufacturing operations of
various agricultural
products



Targeted Marketing Materials MANUFACTURING/FABRICATION Mailers sent to 80 west Texas manufacturers explaining advantages of San Angelo market



Marketing Outreach - Global Trade Magazine Contributing Writer

AMERICA'S MANUFACTURING RENAISSANCE ALREADY ON THE UPSWING BEFORE THE ELECTION, AMERICAN INDUSTRY READIES FOR A "TRUMP BUMP"

The search for talent is also forcing manufacturers to look outside of the traditional hubs. San Angelo, Texas, has seen notable growth in manufacturers setting up shop in the region. San Angelo Vice President of Economic Development Michael Looney says continuing to build a talented workforce is the primary need that the sector needs to grow on a national scale. He stresses the importance of encouraging more kids to enter the trades and proposes a "European model" of testing and moving certain students into the trades. "The creation of many products still has to be done by sharp minds and skilled hands. Fortunately for our region, we are home to thousands of skilled fabricators," says Looney.

Nelson says Michigan is retaining its heritage and legacy of traditional auto manufacturing while also trying to remain competitive in the environment of new advanced manufacturing. She says that as assembly line workers are "somewhat a thing of the past," the state is trying to ensure its labor pool can meet the need for technicians, operators and machinists. "Automation can be good. We just need to make sure that we are training our folks here within Michigan to be able to work on the more automated technology that's coming out," says Nelson.

U.S. leading through innovation and flexibility



Public Outreach – TV, Radio and Speeches

- 1) KLST – Interview on regional oil industry trends – March 23, 2017
- 2) KLST – Interview on San Angelo economic trends – March 30, 2017
- 3) Economic development speech to Sunrise Rotary Club – March 22, 2017
- 4) Economic development speech to the Eden, Texas chamber of commerce – March 23, 2017
- 5) KIXY - Economic development trends radio spot – March 31, 2017
- 6) KLST – Interview on San Angelo economic development trends – July 6, 2017
- 7) KIXY – Economic development trends radio spot – July 6, 2017



Transportation Initiatives

- MPO Board and TAC Positions
- Ports to Plains Trade Corridor (Hwy 87/277) lobbying
- Forts to Ports Interstate 14 project promotion, research and lobbying
- Air Service to San Angelo – Serve on the Airport Task Force Committee



Goodfellow AFB - Lobbying Mission

- Met with pentagon and congressional leaders
- Showcased critical mission of training over 14,000 military personnel each year
- Coordinated and hosted Senator Cornyn and Representative Conaway visit to Goodfellow AFB
- Serve on the Goodfellow Advisory Committee



San Angelo market update

MLS Statistics – Single Family Residential

MAY	2017	2016
Total Sold	153	150
Dollar Volume	\$28,635,716	\$27,297,498
Total Sold YTD	558	536
Dollar Volume YTD	\$100,695,568	\$93,225,989



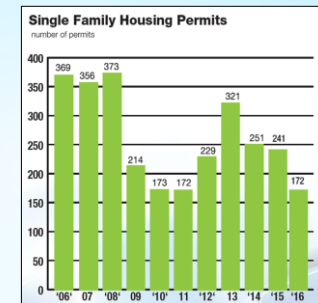
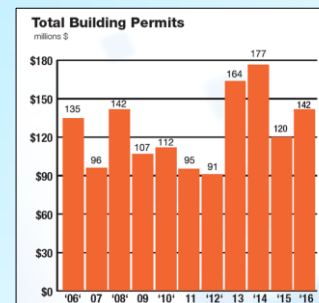
San Angelo market update

Labor Market Statistics

MAY	2017	2016
Civilian Labor Force	54,635	55,441
Total Employment	52,465	53,058
Total Unemployment	2,170	2,383
Unemployment Rate	4.0%	4.3%



San Angelo market update



Industry update

- Chamber is receiving an increase in oil field-related companies inquiring about property and workforce
- ED partner, Concho Valley Workforce, reports increase in requests for commercial drivers and other skills related to oil production
- Texas rig counts have increased since last year



Industry update

- San Angelo-area oil field equipment fabricators are reporting steady hiring increases since January 2017.
- August 2017 - 466 active rigs in Texas
- August 2016 - 177 active rigs in Texas
- 289 new rigs added in Texas over 12 months
- Of 466 rigs in Texas, 379 are in the Permian Basin = 81%



Industry update

- Highest rig count since March 2015, with 379 recorded
- Investors deployed \$28 billion into Permian land acquisitions in 2016-2017
- More than triple what was invested in 2015
- In 2015, the Permian accounted for 35% of all US rigs. Today, it's 51%.



Industry update

San Angelo is experiencing an increase in the following job fields:

- Commercial drivers
- Oil production field service technicians
- Pipe/casing/component fabricators
- Experienced oil field managers
- There are many employment opportunities



Chamber Economic Development Initiatives

- Formed a joint COSADC/Chamber standing committee for enhanced communication and collaboration
- Researching and developing a refined COSADC/Chamber contract
- Formed an Economic Development Advisory Board
- Increased EDC membership to Cornerstone Investors





2017

Program of Work

GUIDING PRINCIPLES

- Increase the tax base to reduce the tax burden.
- Generate more sales tax revenues to maintain ED programs.
- Improve wages and salaries.
- Attract new businesses from higher skilled industries.
- Retain and expand existing businesses.
- Create and retain jobs.

SIX STRATEGIES

1. Business Retention and Expansion
2. Workforce Development Infrastructure
3. Entrepreneurial and Small Business Development
4. Industry Target Marketing
5. Infrastructure and Capital Investment
6. Proficiency and Compliance

Business Retention/Expansion

Objective: Assist in the development of local expansion projects. These new projects, along with projects currently underway, will create new jobs and retain existing jobs.			2017 GOALS	2017 RESULTS TO DATE
	Awareness Campaign		1	
	Appreciation Event(s)		2	1
	Retention Visits		30	7
	Local expansion projects –ED Agreements		6	1
	New Jobs/Indirect Jobs		50/100	50/31
	Retained Jobs/Indirect		150-200	51/50
	Capital Investment		\$15 M	\$2.87M
	Annual Economic Output		\$40 M	\$21 M
	Local Industry Support		3	1
Tasks	Who	When Completed	Status	
Promote the BREP Business to Business & BRE Programs via multimedia including print, radio, TV, the new COSADC website and other electronic / social media	BRE Coordinator	4 th Quarter	Implementation scheduled for second half. Although direct calling and network will be most of the efforts.	
Create 2 BREP appreciation/educational event with local company CEOs/GMs	BRE Coordinator	4 th Quarter	1) 1st Event held March 16, 2017 2) 2nd Event planned for Fall 2017	
Conduct 30 retention/expansion visits and determine business trends/needs.	BRE Coordinator	4 th Quarter	1) Principal LED 2) Netco Co. 3) Project Box 4) Project Prime C 5) Project Rain 6) Project Overwatch	

			7) Project Texan
<i>Tasks</i>	<i>Who</i>	<i>When Completed</i>	
Negotiate 6 economic development performance agreements creating the retention and creation of jobs.	Business Retention Expansion Coordinator	4th Quarter	1) Principal LED (\$516,123 incentives) - \$2,870,000 capital investment for Real Property purchase, improvements, fixtures and equipment by company for expansion. Retaining 51 direct /50 indirect jobs to add 50 new jobs and 31 indirect jobs with an economic output of \$21 M and increase in gross area product \$8.4 million annually.
Support local industry companies on legislative/regulatory/economic development issues by submitting testimony or letters to local, state or federal elected officials or committees.	Business Retention Expansion Coordinator ED Director/Board	4th Quarter	1) Letter of Support submitted to the Finance Legislative Committee on behalf of SBDC and its continued funding for small business services.

Entrepreneurial and Small Business Development

Objective: *To support entrepreneurship and new business development by growing the client base in the business factory, utilizing the BRC as intended and supporting the Business Plan Competition.*

	2017 GOALS	2017 RESULTS
Development of Marketing Plan	1	
Execution of Business Plan Competition	1	1
Business Plan Agreements	3	3
Business Factory Contracts	2	1
Increase activity at BRC by 10% (People/Events)	3087 / 436.7	1627 / 258

Tasks	Who	When Completed	Status
Develop and execute a marketing plan that will create an awareness of the Business Factory and Business Resource Center. The plan will result in two additional clients for the Business Factory and increase activity of the events and people utilizing the BRC facilities.	Executive Assistant Coordinator	4 th Quarter	Development of plan to start in July.
Work with ASU-SBDC and the ASU Business Class to conduct the Business Plan Competition.	Executive Assistant Coordinator SBDC	2 nd Quarter	ASU-SBDC and COSADC performed the following: - Announcement of BP completed 10/26/16 - Business Plan Phase I completed 02/06/17 - Meeting w. semifinalists 03/08/17 - Phase II Deadline for Draft BP on 03/27/17 - Announcement of Winners at COSADC Board Mtg - 04/26 Winners included: 1st Place HR Onboarding Solutions, LLC. - provides an electronic form transactional solution that integrates into third party software systems seamlessly eliminating the need for paper forms, manual processes, and manual data entry., 2nd Place – Moontime - a new start-up manufacturing a monthly subscription membership box of healing products designed specifically for women during their moontime cycle; & 3rd

			Place Longhorn Coffee Company - offers fresh roasted and blended coffees. Produces and sells specialty coffee sold at local community events, grocery stores, and online. • Scheduling meetings to execute contracts with winners. • Executed agreement w. Longhorn Coffee Co 05/03/17 • Executed agreement on 5/8 with Moontime • Executed agreement w. HR Onboarding on 05/18. Business Competition 2017 is complete. • Planning for next year's competition begins in the next month.
Execute 2 Business Factory performance contracts for incubation and creation of new jobs.	Executive Assistant Coordinator	4 th Quarter	1) Executed agreement on 03/20/17 with W. TX Beacon - provides an affordable technology to local businesses and community organization as a means for advertising and communication.
Increase by 10% the level of activity in terms of meetings and participants through enhancing BRC programs. 2016 Year use: -SBDC conference room (111 times) -BRC Training room(143 meetings and events) -BRC Conference room (143 times) Total of people 2807 and 397 events, with 7.07 people average per event.	ASU-SBDC ED Staff	4 th Quarter	Activity through June 23: Projected to be over 10% on events (454) and 1% over total people (shy by 222 people). 2017 use to date: • SBDC conference room (85 times) • BRC Training room (62 meetings and events) • BRC Conference room (111 times) Total of people 1627 and 258 events, with 6.31 people average per event.

Targeted Marketing

	2017 GOALS	2017 RESULTS	Objective: Support the marketing activities to generate response packages, prospect visits, and formal proposals to prospects. These activities will result in the relocation of more primary employers, the attraction of more new jobs, and the sale of sites in San Angelo.
Response Packages / Formal Proposals	25 / 4	12 / 0	
Prospect Incoming Visits / External Trips	5 / 2	3 / 1	
Develop leads through ED Allies	7	15	
Trade Shows	2	1	
New Sales Tax Initiative	1	-	
Develop Site Database	1	1	
Marketing, Lease, or Sale of local sites	4	18 / 0 / 2	
Successful Company Locations	2	-	
New Jobs/Indirect	100 / 200	-	
Capital Investment	\$6 M	-	
Economic Output	\$25 M	-	

Tasks	Who	When Completed	Status
Prepare response packages or formal proposals to company prospects.	Chamber Marketing & Recruitment (CM)	4 th Quarter	1. CM - Project MEDTECH - The formal proposal sent 03/01/2017. 2. CM - BREP Project TANKS – Awaiting financials for discussion about local expansion of up to 23 acres including 5 new manufacturing buildings. 03/21/2017 3. CM - BREP Project SPRING - sent information on the market and community profiles were delivered to local and national leadership. 04/24/2017
	Economic Development Staff (ED)		
	Chamber Marketing & Recruitment (CM) Economic Development Staff (ED)		4. CM - Project PACK - Response package sent 01/30/2017. 5. CM - Project VTEX - Response package sent 02/22/2017. 6. CM - Project ASPEN - Response package sent 02/10/2017. 7. CM - Project LUKE (call center) - Response package sent 02/02/2017.

Tasks	Who	When Completed	Status
	Chamber Marketing & Recruitment (CM) Economic Development Staff (ED)		8. CM - Project STEEL - Sent response to questionnaire to site selector firm on May 2, 2017. 9. CM - Project GRANITE – Response package and workforce research personally delivered 02/21/17 10. ED – Project AT – Response package provided 05/23/2017
Work with commercial brokers, utility providers, Texas Department of Agriculture, Governor's Office of Economic Development, site selector consultants, Existing Businesses and other allies	Chamber Marketing & Recruitment (CM) Economic Development Staff (ED)	4 th Quarter	1. CM - Project KINGS CANYON – Governor's office sent response per request. 2. CM - Project GREEN LIGHT – Governor's office sent response per request. 3. CM - Project CAPITOL REEF – Governor's office sent response per request 4. CM – Project DSConxtech – RFI to Gov.EDO 5/23/2017 5. CM - Project RED ORIOLE - RFI to Gov. Econ Dev office sent. 6/14/2017 6. ED - Principal LED purchase of the Taylor Publishing Building involved the ED's utilization of local commercial broker. 7. ED – AEP purchase of 52 acres in Phase 2 involved utility provider and local commercial broker participation. 8. CM-Project Laminate – RFI to Gov. EDT 7/1/2017 9. CM- Project Trucking Co – worked with commercial real estate broker to assist in searching for a new location to San Angelo.
Attend 2 trade shows with industrial allies or ED Partners	Chamber Marketing (CM) / ED Staff (ED)	4 th Quarter	1. CM - BIO International - with the Texas Wide Open for Business recruiting and promotion booth. Office of the Governor. Met with potential prospects that visited the booth.

Tasks	Who	When Completed	Status
Prospect meeting inbound and coordination of tour of San Angelo facilities and meetings / External outbound site visit to prospect	Chamber Marketing (CM) / ED Staff (ED)	4 th Quarter	1. CM - Inbound - Project PACK on May 25, 2017. Toured industrial park and met with COSADC and workforce ED partners. Focus is on 10 acres Tract 17 in the Industrial Park. 2. CM - Inbound - Project MEDTECH medical device manufacturer. – July 5-6/2017 3. CM - Inbound - Project VTEX - Industrial components fabricator. 4. ED – Inbound – Project AT – May 10, 2017 5. CM - Inbound – Project WING
Make prospecting trips to 2 firms in “target” (energy, agribusiness, regional goods-services, information tech, customer support, advance manufacturing & logistics) industries	Chamber Marketing (CM) / ED Staff (ED)	4 th Quarter	1. CM - External – Project GRANITE – Met with staff in their Odessa office to discuss facility and workforce needs. 2. CM - External – Project MEDTECH – Met with ownership in San Diego, CA, toured facility. Discussed facility, workforce and prospective timing of a potential relocation to San Angelo. 3. CM - External - Project BKAT - Toured out of town facility with owner. Provided San Angelo market data and property options
Create a new initiative to identify sales tax leakage.	ED Staff	2 nd Quarter	1. Move to 4th quarter
Develop a Building and Site Database for recruitment and expansion purposes	Chamber Marketing	1 st Quarter	(CM) - Property Search Database (Xceligent) - installed on chamber website. COSADC website linked to the property search database.

<i>Tasks</i>	<i>Who</i>	<i>When Completed</i>	<i>Status</i>
Market available local office, buildings, and industrial sites to targeted NAICS Code prospects. / Affordable housing, mixed use and retail sites are marketed by City Staff Only.	Chamber Marketing (CM) / ED Staff (ED)	4 th Quarter	1. CM - 6455 US 277 industrial bldg. 2. CM - 808 Strawn Road - Ind. bldg. 3. CM - 4431 Petro Drive - Ind. bldg/land 4. CM - 4124 Dan Hanks Road 5. CM - 1221 Grand Canal Road 6. CM - 1710 Cox Lane - land 7. CM - 1221 Hill Street 8. CM - 3430 Jackson/Foster - land 9. CM - 6033 Loop 306 - bldg 10. C/ED - San Angelo Industrial Park - land (tract 17) 11. CM - 22 Acres - Petro Drive 12. CM - 6738 Side View Road – NOV 13. ED – 6738 Side View Road - NOV 14. ED - San Angelo Industrial Park – land (tracts 21 & 22) 15. ED – Ind. Park – May Closing Invermex - 4.25 acre track 24) 16. ED – Ind. Park – March Closing AEP – 52 acre 17. ED – Retail sites on Sherwoodway, Knickerbocker, Loop 306 18. ED – Affordable Housing – Martin Luther King 19. ED – Project Rain – Industrial Park

Workforce Development

Objective: To support the development of training and workforce certifications ensuring an educated, trained and skilled workforce for business and industry.

	2017 GOALS	2017 RESULTS
Support of funding the RN Program at Howard College	\$75,000	\$75,000
Support of Howard College with recognition of the program	1	1
Howard College – Angelo State University new program/curriculum or project	1	-
Achieve or exceed ACT Tom Green County WRC Goals	Emerging workforce (students) 256 Currently employed 40 Transitioning goals (job seekers) 253 EMPLOYER GOALS 68	Emerging workforce (students) 222 Currently employed 323 Transitioning goals (job seekers) 504 EMPLOYER GOALS 96

Tasks	Who	When Completed	Status
Support Howard College along with other partners the 2 nd year of the accelerated Licensed Vocational Nurse (LVN) to Registered Nurse (RN) Associate Degree Nursing (ADN) program	ED Staff	4 th Quarter	- HC compliant with agreement and second Year payment of \$75,000 made February 28, 2017. - Program recognized with Workforce Excellence Award at the annual TEDC Spring Conference in Plano, Texas on June 8, 2017. Partners involved in the development of the program attended. - Recognized by the City Council – where 24 students were introduced to the public as a result of the program and graduating 7/20/2017. Partners involved in development of the program attended.

Work with Howard College Angelo State University for the development of new program/curriculum or project that supports workforce development.	ED Staff	4 th Quarter	Working with Howard College on three initiatives: • Training for higher IT skills • Construction Trades • Welding
In collaboration with private sector business and industry team meet the ACT Workforce Ready Goals for Certification of Tom Green County Workforce.	ED Staff	4 th Quarter	Steering Committee has been working diligently to meet the ACT Goals. The following actions have evolved in the last six months: • Mike buck assumed the ACT Texas Council role • Roland assumed the lead position on the local steering committee • COSADC approved MOU with ASU for AmeriCorp Vista professional to work out of COSADC. 3-22-2017 Sara LaMog hired by AmeriCorp Vista 3-22-2017 and the following tasks have been accomplished through her efforts. • Program and Marketing Plan Developed and finalized May 16 • Wagner Peyser Grant Application submitted for year 2 on June 9th • Employer luncheons scheduled: First luncheon held June 21st, 2017. Second luncheon is scheduled for June, 27th 2017. • Educator Luncheons scheduled: First luncheon is scheduled for July, 11th 2017. Second luncheon is scheduled for July, 25th 2017.

Infrastructure and Capital Investment

Objective: *Provide support to projects and site locations where business development has the potential of a higher economic impact.*

	2017 GOALS	2017 RESULTS
Infrastructure Projects	2	2
Development Agreements	2	3
Memberships / PTP & I-14 Conferences	4	4
TIRZ funded agreements	7	3

Tasks	Who	When Completed	Status
Combine ED Sales Tax with other sources of private, state, federal funds to provide infrastructure to business and industrial sites in San Angelo for development.	ED Staff	4th Quarter	Grant Works to perform grant administration services on behalf of COSADC related to an Economic Development Assistance (EDA) grant application preparation, submission to the U. S. Economic Development Administration, and project implementation. 1) 6-1-2017 Notice to Proceed issued to Grant Works 2) 4-26-2017 COSADC Board approved Professional Services Agreement with Grant Works to perform grant administration services on behalf of COSADC related to an Economic Development Assistance (EDA) grant application preparation, submission to the U. S. Economic Development Administration, and project implementation. 3) EDA Engineer – April 26, 2017 COSADC Board passed a resolution approving a professional services agreement with Parkhill Smith & Cooper (PSC) at its

			meeting on April 26, 2017 to provide conceptual design only at this stage. Once concept is approved actual design will begin.. Notice to Proceed issued June 1, 2017. PSC is currently working with Grant Works to provide information for the initial grant application. 4) Providing Telcom Fiber to the SA Industrial Park.
Utilize staff and all available municipal/state/federal economic development tools /resources for accomplishing development agreements of economic development projects, i.e.; housing, retail, business or industrial development.	ED Staff	4 th Quarter	4-17-2017 Performance Agreement #1 - Zimmerman Properties LLC Company for execution of a Promissory Note payable to COSADC in the sum of TWENTY THOUSAND AND NO/100 DOLLARS (\$20,000). The Note shall be secured by Deed of Trust of even date therewith. The loan allowed the company to secure Texas Housing Tax Credits. The project was awarded and the estimated capital investment is over \$10 M and encompasses approximately 18 acres. The project will feature 72 units and possible phase two. 3-8-2017 MOU Agreement #2 COSADC executed with the City of San Angelo providing funding not to exceed \$100,000 for the engineering studies and application to TxDot Set Aside Program. Commitment approved by COSADC for \$750,000 for 5 years to help in collaborative funding of \$26 M project to upgrade 16 blocks of Chadbourne for safety, pedestrian, linkage, infrastructure improvements. 3-8-2017 COSADC executed MOU Agreement #3 for the Extension of Sewer

			Main into Phase 2 of the San Angelo Business and Industrial Park. The new sewer main will run by the northern portion of the industrial park and will provide the infrastructure needed for a future company (ies) locating in Phase 2. The estimated cost of a new sewer main for the portion in Phase II is shared with Tom Green County. However, the Memorandum of Understanding provides for an upfront payment of \$4000 with the remainder to occur once a company connects to the sewer main. The total costs are estimates at this time since the project has not been completed.
Support the Ports to Plains Alliance (I-27) and Gulf Coast Strategic Highway Coalition (I-14) initiatives.	ED Staff	4 th Quarter	- February 7, 2017; I-14 GCSC held annual meeting in Austin. ED Director and Tommy Hiebert COSADC President attended. - February 7, 2017; I-27 held board meeting in Austin. City Councilmember Charlotte Farmer and COSADC Director John Bariou attended. - April 22, 2017; ED Director attended the I-14 sign unveiling ceremony for 25 miles from Copperas Cove to Belton on Hwy 190. The event was held in Killeen, Texas and was attended by several Congressional Representatives. - April 24th-28th City Council member Lane Carter attended the annual Ports to Plains Congressional trip to Washington DC along with other PTP Board members.
Continue TIRZ administrative duties to assist infill redevelopment and or rehabilitation of existing land and buildings.	ED Specialist	4 th Quarter	There are currently 3 TIRZ North agreements underway with a total capital investment of \$207,977. Seven TIRZ South agreements have been approved by the TIRZ Board and awaiting City Council approval that would have a total of \$1,156,794 in capital investment. There are also 2 TIRZ North

			projects that total \$200,500 in capital investment and 2 TIRZ South Projects that total \$95,570 in capital investment that are awaiting approval from the TIRZ Board and City Council.
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Proficiency and Compliance

Objective: Ensure staff is adequately trained with necessary skills, has the economic data required to perform their tasks, and meets state regulatory compliance.

	2017 GOALS	2017 RESULTS
Professional Training for personnel	6	4
Update / Create Economic Data	1	-
Annual Compliance Review	1	-

Tasks	Who	When Completed	Status
Continue the development of professional skills through economic development training.	ED Staff	4 th Quarter	1 - Leadercast held at the LeGrand Alumni and Visitors Center on May 5th. Shannon Scott attended. The event invites community business and organization leaders to access the knowledge and experience of world-renowned leadership experts. During Leadercast, The Leadercast event ran from 7:30 a.m. to 3:30 p.m. as it broadcasted live from Atlanta, Ga., to hundreds of sites around the world, including ASU. More than 100,000 people around the world attended this year's 18th annual Leadercast. 2 - May 17 – TEDC Webinar "Financing Programs to Support Rural Development" 3 - ED Director attended the TEDC's 2017 Mid-Year Conference on June 6-9. Served on a Workforce Panel and presented on Contract Compliance using recent Lawsuit as Case Study. Other presenters included Theresa James City Attorney and Outside Counsel Todd Harlow. The two and one-half day event featured numerous general and breakout sessions on economic development topics and trends, Peer Group Roundtables and networking receptions. - ED Director serves on the IEDC Awards Committee.

			Attending the Excellence in Economic Development Awards Committee Judging event on June 10-13, Arlington, VA.
<i>Tasks</i>	<i>Who</i>	<i>When Completed</i>	<i>Status</i>
Work to update or create Economic and Market Assessment Data.	ED Staff	4 th Quarter	ASU Business College evaluating ability to update the data.
Maintain the Annual Compliance Review.	ED Staff	4 th Quarter	The current CPA firm that COSADC served notice of a conflict of interest and notifying inability to conduct the annual compliance review. The CPA firm as conducted the review for the past two years.

Requestor: Roland Pena, Economic Development Director, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Consider approving a resolution on the extension of the Professional Services Agreement between COSADC and the Chamber of Commerce authorizing the expenditure of up to \$225,000 in accordance with original agreement executed October 1, 2015 - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

The San Angelo Chamber of Commerce Professional Services Agreement is a contract for marketing and recruitment services. The terms of the contract including scope of service, clarification of targeted industries, compensation reimbursement, and performance measures/tasks were negotiated in advance and agreed to by staff from both organizations and approved by the COSADC Board at its regular meeting on August 26, 2015.

The 3 year contract is renewable annually subject to Board approval, funding, and performance. Today's Resolution approval is for the third and final year of the contract.

Financial Impact:

\$225,000

Other Information/Recommendation:

Resolution and copy of the contract is attached. Staff recommends approval.

Attachments:

- | | | |
|----|--------------------|-------------------------------------|
| 1. | Resolution | Chamber of Commerce Resolution.docx |
| 2. | Executed Agreement | Signed Agreement.pdf |

Presentation:

Approvals/Reviews:

Roland Pena	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS, AUTHORIZING THE USE OF SALES AND USE TAX FUNDS IN AN AMOUNT NOT TO EXCEED \$225,000 TO THE SAN ANGELO CHAMBER OF COMMERCE FOR A PROJECT UNDER SECTION 505.103 PROJECTS RELATED TO PROMOTIONAL PURPOSES AND 502.051 PROJECTS RELATED TO BUSINESS RECRUITMENT OR DEVELOPMENT AUTHORIZED UNDER THE TYPE B CORPORATION IN LOCAL GOVERNMENT CODE CHAPTERS; 505 SUBCHAPTER C AND 502 SUBCHAPTER B.

WHEREAS, The voters of the City of San Angelo on November 2, 2010 approved the use of sales and use tax proceeds for the continued economic development projects authorized under Section 4B of the Act, including but not limited to, the development, promotion, creation, retention, or expansion of business enterprises that create or retain primary jobs, including suitable infrastructure, and

WHEREAS, COSADC is in need of professional economic development marketing and recruitment services to develop and implement an economic development marketing and recruitment program which will be conducive to ensuring the continued economic growth of the City of San Angelo ("Services"), and

WHEREAS, the San Angelo Chamber of Commerce agrees to provide Services as specifically described, and subject to the special terms and conditions set forth in a professional services agreement, and

WHEREAS, the COSADC Board approved a three (3) year term Agreement in August 26, 2015, commencing on the effective date, to be renewed annually in September with the approval of the COSADC Board and ending September 30, 2018, provided unless either COSADC or Provider terminates the Agreement in accordance with the agreement terms, and

WHEREAS, at least sixty (60) days prior to undertaking a project, a public notice of the specific project shall be published and at least one public hearing shall be held by the Development Corporation prior to expending funds on the Project in compliance with the requirements of the Development Corporation Act, Sections 505.159 and 505.160 of the Local Government Code and

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

The City of San Angelo Development Corporation offers this Resolution authorizing the use of sales and use tax funds for promotional, and business recruitment services or development services ("Project"), payable to the San Angelo Chamber of Commerce, in an amount not to exceed \$225,000; City Council ratification of the project, publication of notice of the Project; and holding public hearing(s) as required.

PASSED, APPROVED, and ADOPTED on this the 23rd day of August, 2017.

CITY OF SAN ANGELO DEVELOPMENT
CORPORATION

By:

Edward Carrasco, President

ATTEST:

By:

Bryan Kendrick, Corporation Secretary

NOTE: PLEASE ENSURE ALL FIELDS ARE COMPLETED IN ROUTING INFORMATION BEFORE SUBMISSION TO CITY CLERK

2015-2018 COSADC-CHAMBER OF COMMERCE

PROFESSIONAL SERVICES AGREEMENT

This Agreement is entered into this 1st day of October 2015 by and between the City of San Angelo Development Corporation, a Texas nonprofit economic development corporation ("COSADC") and the San Angelo Chamber of Commerce, Inc. a non-profit corporation ("Provider").

RECITAL

A. COSADC is in need of professional economic development marketing and recruitment services to develop and implement an economic development marketing and recruitment program which will be conducive to ensuring the continued economic growth of the City of San Angelo ("Services").

B. Provider possesses all necessary qualifications and expertise to perform Services.

C. COSADC wishes to engage the services of Provider, and Provider wishes to perform Services for COSADC, under the terms and conditions set forth herein ("Agreement").

NOW THEREFORE, in consideration of the mutual covenants and promises herein contained, COSADC and Provider agree as follows:

TERMS

1. **RECITAL:** The recitals are true and correct and are hereby incorporated into and made a part of this Agreement.

2. **TERM:** The term of this Agreement shall commence on the effective date and shall be in effect for three (3) years, renewed annually in September with the approval of the

COSADC Board and ending September 30, 2018 ("Term"), provided unless either COSADC or Provider terminates this Agreement in accordance with 7. "TERMINATION" hereunder.

3. SCOPE OF SERVICE:

A. Provider agrees to provide Services as specifically described, and subject to the special terms and conditions set forth in Exhibit "A", "SCOPE OF SERVICES", and the estimated costs, hereto, both of which by this reference are incorporated into and made a part of Agreement as if fully set forth herein.

B. Provider represents and warrants to COSADC that: (i) it possesses all qualifications, licenses and expertise required by COSADC for the performance of Services; (ii) it is not delinquent in the payment of any sums due COSADC, including payment of permit fees, occupational licenses, etc., nor in the performance of any obligations to COSADC; (iii) all personnel assigned to perform Services are and shall be, at all times during the term hereof, fully qualified and trained to perform the tasks assigned to each; and (iv) Services will be performed in the manner described in Exhibit "A".

4. COMPENSATION:

A. The total compensation payable by COSADC to Provider shall be up to the described amount in Exhibit "C" "BUDGET LINE ITEMS", hereto, which by this reference is incorporated into and made a part of Agreement as if fully set forth herein; provided, however, that in no event shall the total amount of compensation under Agreement exceed Two Hundred Twenty Five Thousand and No/100 Dollars (\$225,000.00) per fiscal year.

B. Provider shall maintain sufficient supporting documentation that contains sufficient detail to reflect work performed under Agreement to allow a proper audit of expenditures should COSADC require one to be performed.

C. Compensation payable by COSADC to Provider under 4(A) "COMPENSATION" shall be paid by an itemized invoice reimbursement and not to exceed a monthly reimbursement cap ("Monthly Cap") of Eighteen Thousand Seven Hundred Fifty and 00/100 Dollars (\$18,750.00). This amount includes a monthly value \$105 per hour for operations and personnel costs. In the event the actual itemized monthly reimbursement exceeds \$18,750.00, any overage shall be accrued to the following month's itemized invoice and identified as an overage (above the Monthly Cap) of the preceding month, and shall be noted on the invoice as a charge from the preceding month. Itemized invoices must contain backup and justification of expenses including receipts not submitted but unpaid, or to-be-paid invoices.

D. Provider shall refund and remit to COSADC any and all compensation paid to Provider by COSADC, not later than sixty (60) days after expiration of each fiscal year or after termination of Agreement under 7. "TERMINATION" hereunder, which are verified as being attributable to Services not actually performed or rendered by Provider under Agreement.

5. **AUDIT AND INSPECTION RIGHTS:** Provider shall allow COSADC to, upon five (5) days advance notice, audit all books and records of Provider directly pertinent to Agreement.

6. **INDEPENDENT PROVIDER:** Agreement is not intended to create a joint enterprise. Provider is and shall at all times be considered as an independent provider and is in no way an employee of the COSADC or City of San Angelo ("City").

A. Provider agrees that this Agreement does not entitle Provider or its employees, agents, or volunteers to workers' compensation benefits, unemployment compensation benefits, or any other benefits or protections that accrue from an employment relationship, all of which shall remain the sole and exclusive responsibility of Provider or its employees or agents.

B. Provider, its employees or agents shall be responsible for any business registration or licenses required by any governmental entity.

C. Neither Provider nor its employees, agents or volunteers are to be considered agents or employees of COSADC or City for any purpose, including that of federal and state taxation, and neither Provider nor its employees or agents are entitled to any of the benefits that the COSADC or City may provide to its employees.

7. **TERMINATION:** It is understood and agreed that either COSADC or Provider may terminate this Agreement upon thirty (30) days prior written notice.

8. **AMENDMENT:** Agreement constitutes the sole and entire agreement between COSADC and Provider. No modification or amendment hereto shall be valid unless in a written instrument entered into by COSADC and Provider, approved by COSADC and City Council.

9. **CONTINGENCY CLAUSE:** Funding for Agreement is contingent on the availability of funds and continued authorization for Services and Agreement is subject to amendment or termination due to lack of funds, reduction of funds or change in regulations, upon thirty (30) days notice by COSADC.

10. **ASSIGNMENT:** This Agreement is not be assigned by Provider, in whole or in part, and Provider shall not assign any part of its operations.

11. **REPORTING:** Provider shall report to COSADC on its activities in relation to this Agreement no less than quarterly during the term of this Agreement as described in Exhibit B, or when otherwise requested by COSADC.

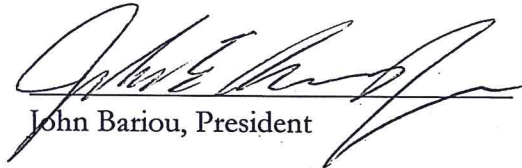
12. **HOLD HARMLESS:** Each party agrees to indemnify, save harmless, and defend the other from any and all claims, causes of action, and damages of every kind arising from the operations of the other, its officers, agents and employees, carried out in furtherance of this Agreement.

[Signature Page to Follow]

EXECUTED in duplicate originals this day of _____, 2015.

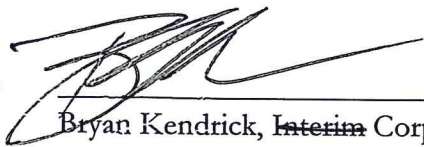
CITY OF SAN ANGELO DEVELOPMENT
CORPORATION

By:


John Bariou, President

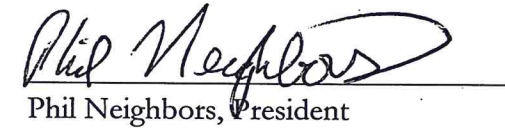
ATTEST:

By:


Bryan Kendrick, ~~Interim~~ Corporate Secretary

SAN ANGELO CHAMBER OF
COMMERCE, INC.

By:


Phil Neighbors, President

ATTEST:

By:

Corporate Secretary

APPROVED AS TO CONTENT


Roland Peña, Economic Development Director

APPROVED AS TO FORM

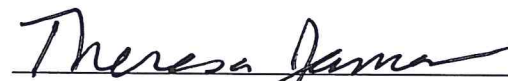

Theresa James, City Attorney

EXHIBIT "A"

SCOPE OF SERVICES AND ESTIMATED COSTS

The scope of services provided under this agreement includes marketing and recruitment activities to targeted industries mentioned in the COSADC Strategic Plan and specific NAICS Codes as outlined Exhibit "B", herein defined as "Task(s)". The task descriptions below contain a number of required actions

Task 1

Marketing and recruitment services.....Estimated annual amount: \$136,500*.

- A. Provider shall provide professional economic development marketing and recruitment services to develop and implement an economic development marketing and recruitment program with all necessary qualifications and expertise to perform services. These services consist of time spent on: direct emails, phone calls, and personal visits to leadership of qualified companies/employers classified as *primary jobs creators** and visits to corporate leadership at trade shows. (*Employers with NAICS codes that designate them as eligible for potential half-cent sales tax-funded incentives.) This includes personnel costs allocated by an hourly rate for the staff of the Economic Development Division of the Provider including insurance, retirement, office costs, etc. related to the marketing and recruitment. Budget category: Personnel & Related Operating Costs. This estimated annual amount shall increase 2% each fiscal year.
- B. Public Relations: Provider shall publish public relations articles, blog-site postings, interviews on radio, public speeches/presentations, conferences, Youtube/internet, and television appearances.

- C. Provider shall participate in statewide marketing efforts with the Governor's Office or Texas Economic Development Council to promote San Angelo for job creation and capital investment.
- D. Provider shall meet with the COSADC Economic Development Director prior to presenting to the Board for consideration and final adoption of the Provider's *Plan of Action* as it relates to economic development marketing and recruitment to solicit comments and input on desired outcomes and activities related to COSADC funding.
- E. No later than the October meetings of each year, Provider shall present such *Plan of Action* as it relates to economic development marketing and recruitment for approval at a regular meeting of the COSADC. COSADC and Provider staff will review such report and modify, if necessary, the Provider's Plan of Action as it relates to evaluating the success of efforts in the plan.
- F. In January, April, July and October of each year the Provider shall present a written report at a regular meeting of COSADC on the status of each task in scope of services to include the effectiveness of each Task to the date of each report.
- G. Provider will maintain and publish a Community Profile, cost of living index, specialized brochures advertising land and buildings, general community information necessary for the site selection process, and a current website relative to the community and COSADC, Chamber of Commerce, County, assistance.
- H. Provider shall provide any and all background information for any projects deemed eligible of COSADC assistance including, but not limited to, the site requirement form, economic impact analysis (which may be written in cooperation with COSADC on a case-by-case basis), prospect summary reports for use by COSADC staff in their preparation of a formal incentive application, financial due diligence reviews and/or presentations to the COSADC Board of

Directors and City Council. Upon award of a financial incentives as recommended by COSADC and approved by the City Council, COSADC shall become the primary point of contact for said business.

- I. Provider will work in cooperation with local economic development partners through the One-Stop-Shop Business Resource Center model.
- J. Provider shall maintain a cross-branded website between COSADC and Provider website, with links as deemed appropriate by Provider, to other local, state, and federal business resources, by implementation of a front page/interface portal that will direct traffic through a single portal to other partner websites including but not limited to: San Angelo Development Corporation, Downtown San Angelo, The Business Factory, Concho Valley Workforce Development, the ASU Small Business Development Center, Howard College/West Texas Training Center, and the San Angelo Chamber of Commerce.
- K. Provider shall coordinate San Angelo responses to all Provider-generated prospect leads, ensuring complete information sharing and involvement of all relevant economic development partners. All contacts and actions on leads, existing and potential companies/employers will be maintained and organized by Provider using an on-line contact and project management system or mutually-agreeable Excel or other format.
- L. Provider shall maintain current community information and other relevant information required by business prospects, both on-line and in printed marketing collateral. This information must be updated in December (or as soon as relevant new market data is available)* of each year and coordinated with COSADC Staff to ensure consistency of data provided by COSADC and Provider. Provider's products include monthly Business Barometer, the San Angelo Chamber of Commerce's Community Profile, San Angelo Industrial Park brochure, and collateral units used, cost per each prospect attraction effort; (Example: direct

mail, responding to prospect inquiry, etc.) *Some market data is not available until after the end of the year, and is available in January or February after year's end.

- M. Provide COSADC staff on a monthly basis, a summary of actual or best estimated job creation, actual or best estimated taxable value, and other economic indices that demonstrate ROI (actual or best estimates) on all business prospects and coordinate with City staff to make recommendations to Board.

Task 2

Internet & Print Marketing:.....Estimated annual amount: \$22,250.

This may include websites, customized micro or single-page websites, subscriptions to online interactive sites, and internet advertising costs. Budget category: Internet & print marketing materials/Design and printing costs/Advertising costs/Website design and hosting.

Task 3

Direct Mail and Email Campaigns:.....Estimated annual amount. \$3,000.

Provider shall send marketing materials/brochures to prospective primary job creators that have expressed an interest in further engagement. Provider shall mail letters to potential prospective employers highlighting the benefits of the regional market, labor pool, facilities, amenities, and encourage them to consider San Angelo for expansion, relocation or merger/acquisition with existing primary employers. Provider shall consider and encourage when feasible, cooperative working and supply relations between prospective employers and existing San Angelo companies.

Task 4

Prospect Meeting and Coordinating:.....Estimated annual amount: \$7,000.

For companies/employers that are primary jobs creators, touring San Angelo: Provider shall encourage personal visits of San Angelo to discuss investment in the City, site/facility tours and in-

person meetings with Provider, COSADC staff, City/County staff, Workforce and all other economic development partners, when applicable.

Task 5

Trade Shows:Estimated annual amount: \$20,000.

Provider shall engage in attendance at, exhibitor participation in, or the hosting of national or regional trade shows.

Task 6

Site Selector/Prospect generation services.....Estimated annual amount: \$15,500.

Related website services and electronic advertising; Provider shall engage the services of qualified professional site selection/prospect generation services to create greater awareness of the benefits of the San Angelo market, workforce, facilities and incentives.

Task 7

Goodfellow AFB outreachEstimated annual amount: \$7,000.

Base/mission expansion related; Provider shall work with personnel at Goodfellow AFB, Department of Defense, Department of the Air Force, NSA and related personnel to preserve and increase the AFB facility size and missions.

Task 8

Provider shall engage third-party.....Estimated annual amount: \$1,750.

Expert consultants when appropriate to assist in the capture of new employers or the expansion of existing employers into San Angelo.

Task 9

Provider shall maintain professional memberships;Estimated annual amount: \$12,000.

And contact with economic development allies, and resource providers, such as (but not exclusively) the Governor's Economic Development Office, Southern Economic Development

Council, Texas Economic Development Council, Private Lead Generation/Site Selector
Companies and Utility Companies.

EXHIBIT "B"

NAICS CODE – ELIGIBLE "TARGETED INDUSTRIES"

NAICS code-eligible "targeted industries" that provide "Primary jobs" as approved under the Development Corporation Act of 1979 are listed in the table below. A "Primary job" means;

(A) a job that is: (i) available at a company for which a majority of the products or services of that company are ultimately exported to regional, statewide, national, or international markets infusing new dollars into the local economy; and, (ii) included in one of the following sectors of the North American Industry Classification System (NAICS):

<u>Sector Number</u>	<u>Description</u>
111	Crop Production
112	Animal Production
113	Forestry and Logging
115	Support Activities for Agriculture and Forestry
211-213	Mining
221	Utilities
311-339	Manufacturing
42	Wholesale Trade
48-49	Transportation and Warehousing
523-525	Securities, Commodity Contracts, and other Financial Investments and related activities; Insurance Carriers and Related Activities; Funds, Trusts, and Other Financial Vehicles
5413, 5415	Scientific Research and Development Services
5416, 5417, 5419 and 551	Management of Companies and Enterprises
56142	Telephone Call Centers
922140	Correctional Institutions

(B)

<u>Sector Number</u>	<u>Description</u>
928110	A job that is included in NAICS sector number 928110, National Security, for the corresponding index entries for Armed Forces, Army, Navy, Air Force, Marine Corps, and Military Bases.

EXHIBIT "C"

BUDGET LINE ITEMS

Task 1	Personnel & Related Operating Expenses	\$136,500
Task 2	Internet & Print Marketing Materials/Design and Printing costs/Postage and Shipping/Advertising costs	\$22,250
Task 3	Direct mail & email campaign costs	\$3000
Task 4	Prospect Meeting and coordination for companies touring San Angelo	\$7,000
Task 5	Call trips, Trade Show Registration, Fees, Travel	\$20,000
Task 6	Site selectors/Prospect generation services, Websites/SEO/Electronic Advertising	\$15,500
Task 7	Military (Goodfellow AFB) outreach and collaboration/DOD/NSA Pentagon travel	\$7,000
Task 8	Third party consulting	\$1,750
Task 9	Professional Memberships	\$12,000

Requestor: Roland Pena, Economic Development Director, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Public hearing on the expenditure of up to \$225,000 fiscal year 2017-2018 for the Chamber of Commerce Economic Development Marketing and Recruitment Professional Services for COSADC - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

This item is administrative in nature. The Public Hearing is a requirement under Chapter 505, Section 505.159 of the Local Government Code to undertake the project and before expending funds on the project. The COSADC Board allows for public input on the proposed expenditure of \$225,000 for Marketing & Recruitment Professional Services from the San Angelo Chamber of Commerce.

Financial Impact:

\$225,000

Other Information/Recommendation:

Attachments:

Presentation:

Roland Pena

Approvals/Reviews:

Roland Pena	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

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

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Update presentation and Board feed-back regarding master plan conceptual layout for Phase 2 of the San Angelo Business & Industrial Park - (Presentation by Robert Schneeman, Business Retention & Expansion Coordinator and Eric West, PE, Parkhill, Smith & Cooper Inc.)

Summary/History:

At its meeting on June 22, 2016 the COSADC Board approved allocating up to \$2 Million as matching funds for an Economic Development Administration (EDA) grant for construction of infrastructure in Phase 2 or Phase 3 of the Industrial Park. Due to recent land sales the Phase 2 improvements have become the higher priority. In order to obtain the EDA grant, COSADC will be required to secure the services of an Engineering firm to prepare design drawings and cost estimates. Parkhill Smith & Cooper, Inc were selected via the City's Request for Qualifications process.

Due to the relatively fast rate at which parcels are selling in Phase 1 of the Industrial Park, staff is proposing PSC provide a conceptual layout of the Park with emphasis on Phase 2, particularly a recommended conceptual layout that would include providing additional smaller lots (5 acres +/-) and the potential additional infrastructure to support the proposed layout. Parkhill, Smith & Cooper have developed several concept plans which have been reviewed by staff. Staff seeks COSADC Board feedback on the proposed layout prior to giving final approval of the concept. In addition, staff will negotiate the fees for the balance of the project.

Financial Impact:

No impact. Requesting Board feedback only.

Other Information/Recommendation:

Attachments:

Presentation:

Eric West PE Parkhill Smith & Cooper Inc., Robert Schneeman

Approvals/Reviews:

Robert Schneeman
Roland Pena

Created/Initiated
Approved

Dan Saluri
Julia Antilley
Tina Dierschke
Dan Saluri
Becky Dunn
Bryan Kendrick

Approved
Approved
Approved
Approved
Approved
Final Approval

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

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Public Hearing regarding the expenditure of up to \$28,000 to Parkhill Smith & Cooper, Inc. for provision of professional engineering design services for the extension of infrastructure improvements to Phase 2 of the City of San Angelo Business & Industrial Park - (Presentation by Bob Schneeman, Business Retention & Expansion Coordinator)

Summary/History:

At its meeting on June 22, 2016 the COSADC Board approved allocating up to \$2 Million as matching funds for an Economic Development Administration (EDA) grant for construction of infrastructure in Phase 2 or Phase 3 of the Industrial Park. Due to recent land sales the Phase 2 improvements have become the higher priority. In order to obtain the EDA grant COSADC will be required to secure the services of an Engineering firm to prepare design drawings and cost estimates. Staff have advertised a Request for Qualifications (RFQ) for engineering services. Staff requested and received Board approval to review the qualifications, conduct interviews and negotiate a contract with the most qualified firm selected for approval by the COSADC Board and City Council. Staff conducted interviews and selected Parkhill Smith Cooper (PSC) as the most highly qualified.

Due to the relatively fast rate at which parcels are selling in Phase 1 of the Industrial Park, staff is proposing PSC provide a conceptual layout of the Park with emphasis on Phase 2, particularly a recommended conceptual layout that would include providing additional smaller lots (5 acres +/-) and the potential additional infrastructure to support the proposed layout. Once the proposed layout is approved, staff will negotiate the fees for the balance of the project. The proposed fee to perform the required background investigation and prepare the conceptual layout is based on PSC hourly rates not to exceed \$28,000.00. At its meeting on April 26, 2017 COSADC approved a resolution authorizing the Board President to execute a Professional Services Agreement with Parkhill, Smith & Cooper, Inc. (PSC) to perform Professional Engineering and Surveying Services for infrastructure for Phase 2 of the San Angelo Business & Industrial Park.

Financial Impact:

Not to exceed \$28,000 for conceptual design. Balance of contract will be negotiated once a concept is approved. Acct. No. 452139. Budget amendment and purchase requisition approved.

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Robert Schneeman

Created/Initiated

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

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Public Hearing regarding the expenditure of up to \$4,000 to Grant Works for the provision of grant writer and grant administration services to apply for an Economic Development Administration Grant to fund infrastructure improvements to Phase 2 of the San Angelo Business & Industrial Park - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

The Public Hearing is a requirement under Chapter 505, Section 505.159 of the Local Government Code to undertake the project and before expending funds on the project. This allows COSADC Board to take public input on the proposed expenditure of \$4,000. At its meeting on June 22, 2016 the COSADC Board approved allocating up to \$2 Million as matching funds for an Economic Development Administration (EDA) grant for construction of infrastructure in Phase 2 or Phase 3 of the Industrial Park. Due to recent land sales the Phase 2 improvements have become the higher priority. In order to obtain the EDA grant, COSADC was required to secure the services of a Grant Administrator to oversee the grant aspects of the project. Grant Works was selected via the City RFP process and approved by both COSADC and City Council. At its meeting on April 26, 2016 COSADC approved a resolution authorizing the Board President to execute a Professional Services Agreement with Grant Works to perform grant administration services on behalf of COSADC related to an Economic Development Assistance (EDA) grant application preparation, submission to the U. S. Economic Development Administration, and project implementation. The negotiated price for the grant application preparation is \$4,000. The fee for grant administration is yet to be determined but will be 4% of the grant amount awarded.

Financial Impact:

\$4,000 for grant application preparation. Cost of grant administration is to be determined based on 4% of the actual grant amount received. Acct. No. 452140 budget amendment and requisition complete.

Other Information/Recommendation:

Attachments:

Presentation:

Robert Schneeman

Approvals/Reviews:

Robert Schneeman

Roland Pena

Dan Saluri

Julia Antilley

Created/Initiated

Approved

Approved

Approved

Tina Dierschke
Dan Saluri
Roland Pena
Becky Dunn
Bryan Kendrick

Approved
Approved
Approved
Approved
Final Approval

Requestor: Roland Pena, Economic Development Director, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Consider approving a resolution authorizing submission of an application to the U.S. Department of Commerce for funding through the Economic Development Administration's (EDA) 2017-18 Public Works Investment Assistance Program for infrastructure improvements at the San Angelo Business and Industrial Park; and designating the COSADC President as authorized representative to act in all matters relating to the application and grant program - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

A resolution from the Board is required by the Economic Development Administration for the submission of an application to it's Public Works Investment Assistance program. At its meeting on June 22, 2016 the COSADC Board approved allocating up to \$2 Million as matching funds for an Economic Development Administration (EDA) grant for construction of infrastructure in Phase 2 or Phase 3 of the Industrial Park. Due to recent land sales the Phase 2 improvements have become the higher priority. In order to obtain the EDA grant, COSADC was required to secure the services of a Grant Administrator to oversee the grant aspects of the project. Grant Works was selected via the City RFP process and approved by both COSADC and City Council. At its meeting on April 26, 2016 COSADC approved a resolution authorizing the Board President to execute a Professional Services Agreement with Grant Works to perform grant administration services on behalf of COSADC related to an Economic Development Assistance (EDA) grant application preparation, submission to the U. S. Economic Development Administration, and project implementation.

Financial Impact:

Up to \$625,000 for matching of the grant.

Other Information/Recommendation:

Resolution attached. Staff recommends approval

Attachments:

1. Resolution COSADC_EDA_2017-18_GRANT_RESO_.docx

Presentation:

Roland Pena

Approvals/Reviews:

Roland Pena	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved

Dan Saluri
Becky Dunn
Bryan Kendrick

Approved
Approved
Final Approval

RESOLUTION

A RESOLUTION OF THE CITY OF SAN ANGELO ECONOMIC DEVELOPMENT CORPORATION (COSADC) AUTHORIZING SUBMISSION OF AN APPLICATION TO THE U.S. DEPARTMENT OF COMMERCE FOR FUNDING THROUGH THE ECONOMIC DEVELOPMENT ADMINISTRATION'S (EDA) 2017-18 PUBLIC WORKS INVESTMENT ASSISTANCE PROGRAM FOR INFRASTRUCTURE IMPROVEMENTS AT THE SAN ANGELO BUSINESS AND INDUSTRIAL PARK; AND DESIGNATING THE COSADC PRESIDENT AS AUTHORIZED REPRESENTATIVE TO ACT IN ALL MATTERS RELATING TO THE APPLICATION AND GRANT PROGRAM.

WHEREAS, the City of San Angelo Development Corporation (COSADC) desires to develop a viable community, including expanding economic opportunities and creating a suitable living environment; and

WHEREAS, the City of San Angelo Development Corporation has been approached by one or more potential businesses seeking to expand into the community;

WHEREAS, there is a lack of adequate drainage, electrical, telecommunications, natural gas, sewer, street, and/or water system capacities to attract and support new businesses at the San Angelo Business and Industrial Park; and

WHEREAS, it is necessary and in the best interests of the City of San Angelo Development Corporation to apply for funding under the EDA's FY 2017-18 Economic Development Assistance Programs – Public Works Investment Assistance program to provide capital to be used to foster economic development activity.

NOW, THEREFORE, BE IT RESOLVED:

- Section 1. That an application is hereby authorized to be filed with the US Department of Commerce for funding consideration under EDA's FY 2017-18 Economic Development Assistance Programs – Public Works Investment Assistance program;
- Section 2. That the application be for up to \$1,250,000 of grant funds to carry out drainage, electrical, natural gas, sewer, street, and/or water system improvements for the City of San Angelo Development Corporation, San Angelo Business and Industrial Park;
- Section 3. That minimum matching funds in the amount of up to \$625,000 in cash will be provided by the City of San Angelo Development Corporation to fund project activities; and
- Section 4. That the COSADC President is designated as the Chief Executive Officer and Authorized Representative to act in all matters in connection with this application and participation in EDA's 2017-18 Economic Development Assistance Programs – Public Works Investment Assistance program project.

PASSED and **APPROVED** by majority vote of the Board of Directors of the City of San Angelo Development Corporation, Texas, on the 23rd day of August, 2017, by the following vote:

AYES: _____

NAYS: _____

ABSENT: _____

ATTEST:

EDWARD CARRASCO, PRESIDENT

BRYAN KENDRICK, BOARD SECRETARY

Report to Board



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

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Consider approving a resolution authorizing the expenditure of \$5,000 to the Ports to Plains Alliance for sponsorship of the 2017 Annual Conference - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

The Ports to Plains Annual Conference will be held September 12-14, 2017 in Lubbock, Texas. The budget approved by the Board for this event is \$5,000. The sponsorship will be shown in all Conference literature and on the Ports to Plains website as a "Gold" sponsorship jointly between the City of San Angelo and COSADC.

Financial Impact:

\$5,000 budgeted acct. # 412010

Other Information/Recommendation:

Attachments:

1. Resolution COSADC_PORTS-TO-PLAINS_2017_RESO.pdf

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

**A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS
AUTHORIZING THE USE OF SALES AND USE TAX FUNDS IN AN AMOUNT NOT TO EXCEED \$5,000 IN
SPONSORSHIP OF THE PORTS TO PLAINS ALLIANCE, AS PERMITTED UNDER SECTION 505.103 OF THE
TEXAS DEVELOPMENT CORPORATION ACT FOR PROMOTIONAL PURPOSES.**

WHEREAS, The voters of the City of San Angelo on November 2, 2010 approved the use of sales and use tax proceeds for continued economic development projects authorized under Section 4B of the Development Corporation Act, which includes authority for the expenditure of not more than ten percent of corporate revenues for promotional purposes; and,

WHEREAS, the COSADC Board has deemed that it is advantageous to COSADC and the City of San Angelo to promote the economic development opportunities in the City by a "Gold Sponsorship" at the 2017 Ports to Plains Annual Conference;

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

The City of San Angelo Development Corporation offers this Resolution authorizing the use of sales and use tax revenues payable to the Ports to Plains Alliance, as a "Silver Sponsorship" of the 2017 Ports to Plains Annual Conference, in an amount not to exceed \$5,000;

PASSED, APPROVED, and ADOPTED on this the 23rd day of August, 2017.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

By: _____
Edward Carrasco, President

ATTEST:

By: _____
Bryan Kendrick, Corporate Secretary

Report to Board



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

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Consider approving a resolution authorizing the expenditure of \$5,000 to the Texas Economic Development Council for sponsorship of the 2017 Annual Conference - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

The Texas Economic Development Council (TEDC) Annual Conference will be held October 18-20, 2017 in Houston Texas. COSADC will be sponsoring a breakfast during the event. Benefits for this sponsorship include Four (4) complimentary registrations to the event, logo recognition on conference agenda, event signage and event registration page, and podium recognition.

Financial Impact:

\$5,000 from acct # 445000 - Promotions

Other Information/Recommendation:

Attachments:

1. Resolution COSADC_TEDC_2017_RESO.pdf

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

**A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS,
AUTHORIZING THE USE OF SALES AND USE TAX FUNDS IN AN AMOUNT NOT TO EXCEED \$5,000 TO THE
TEXAS ECONOMIC DEVELOPMENT COUNCIL (TEDC) AS AUTHORIZED UNDER SECTION 505.103 OF THE
TEXAS DEVELOPMENT CORPORATION ACT**

WHEREAS, The voters of the City of San Angelo on November 2, 2010 approved the use of sales and use tax proceeds for continued economic development projects authorized under Section 4B of the Development Corporation Act, which includes authority for the expenditure of not more than ten percent of corporate revenues for promotional purposes, and

WHEREAS, COSADC has deemed it advantageous to COSADC and the City of San Angelo to promote the economic development opportunities in the City of San Angelo by representation at the 2017 TEDC Annual Conference to include sponsorship of a breakfast;

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

The City of San Angelo Development Corporation offers this Resolution authorizing the use of sales and use tax revenues payable to the Texas Economic Development Council for representation at the 2017 TEDC Annual Conference to include sponsorship of a breakfast, in an amount not to exceed \$5,000;

PASSED, APPROVED, and ADOPTED on this the 23rd day of August, 2017.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

By: _____
Edward Carrasco, President

ATTEST:

By: _____
Bryan Kendrick, Corporate Secretary

Report to Board



Requestor: Shannon Scott, Economic Development Specialist, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Update presentations for the following:

- 1.) GAFB Tour
- 2.) The Chadbourne Street Pedestrian Corridor Project
- 3.) Howard College LVN-RN commencement ceremony
- 4.) Work Ready Communities ACT Certification status - (Presentation by Roland Peña, Director of Economic Development)

Summary/History:

Financial Impact:

N/A

Other Information/Recommendation:

Attachments:

- | | | |
|----|--------------------|---------------------------------|
| 1. | GAFB | BaseOrientation.pdf |
| 2. | Chadbourne | Project Update 08-11-2017.pdf |
| 3. | Chadbourne Map | Map Phases.pdf |
| 4. | RN Inaugural Class | Inaugural Class.pdf |
| 5. | ACT Certification | TGC WRC Validation, 8-16-17.pdf |
| 6. | ACT Badge | 451_43_lg.png |

Presentation:

Roland Pena

Approvals/Reviews:

Shannon Scott	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Julia Antilley	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

Base Orientation for Community Officials



7 July 2017



17TH TRAINING WING

GOODFELLOW AFB, SAN ANGELO, TX

Mission & Vision

- Train, Develop and Inspire Exceptional Intelligence, Surveillance, and Reconnaissance (ISR) and Fire Protection Professionals for America and her Allies.
- Set the standard for Innovation, Agility and Professionalism.

Air Force Growth will Impact ISR Growth

Anticipated near future student population increase at Goodfellow:

Air Force	200
Army	200
Navy	250
Marine	50-100
International	50

5 Mission Drivers

5 mission drivers exist that shape Goodfellow's future:

- Cyber
- Intelligence, Surveillance, and Reconnaissance
- F-35 Joint Strike Fighter
- Joint Service Training
- International Intelligence Training

International Training

- The international training program is critical to building partnership capacity
- Intel training campus includes a Royal Saudi Air Force intelligence training facility
- 30 plus countries have expressed interest in Goodfellow's training program
- The International Intelligence Training Center (IITC) supported by a Texas/City grant (approx. \$3M) is slated to become fully operational in Summer 2017

Housing

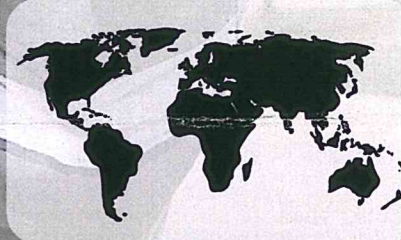
- Need: replace 96 1940's era homes previously identified for destruction by Congress in the 1960's
- Community is working towards finding a solution to fund new homes

Construction

- Goodfellow has a 15 year plan in place to meet future mission needs
- In 2017, Goodfellow AFB will account for 28% of AETC's total for centrally funded infrastructure projects
- Projected funding for over 30 projects, \$25M including: intel schoolhouse restoration, fire academy trainers and new lodging facility
- Working towards: 200-person dormitory and new intelligence training facility

Public-Public Public-Private (P4)

- Goodfellow and San Angelo have 22 signed agreements, ranked #1 of 61 installations
- Further initiatives are in progress
- Current agreements include: Lake Nasworthy Rec Camp Public Use and maintaining city fire trucks in exchange for free ambulance service



PROJECT UPDATE

CHADBOURNE STREET / TA SET-ASIDE (TxDOT) GRANT

FROM: Rick Weise

DATE: August 11, 2017

On May 16, 2017, in conjunction with the proposed Chadbourne Street Project, City Council authorized submission of an application to the Texas Department of Transportation (TxDOT) for a Transportation Alternatives Set-Aside (TA Set-Aside) Grant, and approved an associated Funding Plan. (See attachments) The TA Set-Aside program, as administered by TxDOT, provides funding to assist in construction of alternative transportation projects that improve mobility for non-motorized users.

Due to Chadbourne Street being scheduled for infrastructure and road repair between 2016 and 2018, Staff proposed combining the infrastructure project with a non-motorized alternatives project, thus creating one cohesive Chadbourne Street Corridor Project. In doing so, allocated funds could be maximized through partnerships and grant opportunities. Staff worked with Halff Associates, INC., for planning and engineering services, conceptual design, cost estimates and public engagement associated with the proposed project. An estimated cost of \$19,901,000 was projected by Halff for completion of the project between W 6th Street and the Concho River.

On May 22, 2017, the City of San Angelo submitted a grant application to TxDOT requesting \$4,926,682 to assist in construction of Phase I of the non-motorized transportation alternative project along Chadbourne Street from West 6th to the Concho River. The City also agreed to provide a \$2,111,435 (30%) match towards the project.

On July 14, 2017, Teri Kaplan, State TA Set-Aside Program Manager at TxDOT, contacted City Staff alerting us that in her opinion our grant application was too large, and stood little chance of being funded unless the project was reduced to a smaller scope. She stated that TxDOT had approximately \$6 million to distribute to cities of our size, and that successful applications typically ranged between \$1 million and \$1.3 million. She also suggested that we cut costs by dividing our project into multiple phases. Upon formal receipt of a letter sent by TxDOT stating the above, we were given 15 days to resubmit our application with any proposed scope/design changes, updated application, and all associated references/attachments.

After discussing this item with Mayor Gunter, Council Member Gonzales, and Council Member Thomas, staff submitted an amended TA Set-Aside application for Phase A of

the Chadbourne Street Project. The new scope for Phase A was defined as the area between West Beauregard Avenue to the Concho River (See attached Project Location Map). A revised application was submitted on August 1, 2017, within the allowed resubmission window offered by TxDOT. The revised submission requests \$1,767,398 from TxDOT for non-motorized construction elements, with the City providing an additional \$757,456 as its 30% Match requirement. Total Phase A costs, which include both street reconstruction (non-grant eligible) and non-motorized elements (grant eligible), are estimated at \$7,729,760.

Based on the new scope of Phase A, an adjusted funding plan has been developed. Please see attachment -Grant vs. Non-Grant Eligible Cost Details, which provides the total estimated Phase A costs of street reconstruction not eligible for grant funding and the non-motorized elements eligible for grant dollars. In addition, the Project Details – Attachment B, provide you the amended Funding Plan for Phase A.

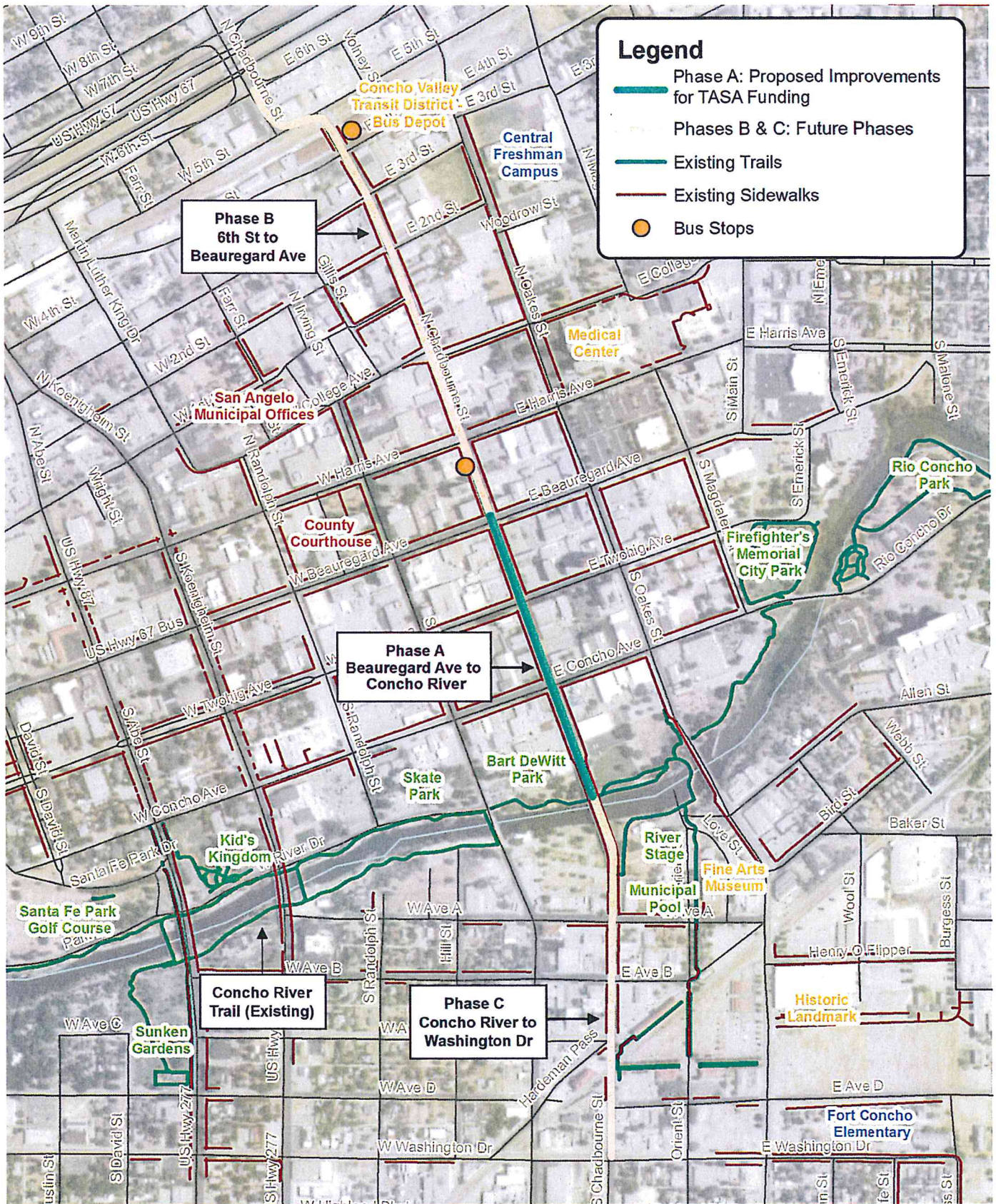
While an adjusted funding plan has been developed, please keep in mind that an additional grant round of the TA Set-Aside program through TxDOT may be available in 2019. During a visit with Ms. Kaplan from the State TxDOT Office overseeing these grants, she noted that Phase B of our proposed Chadbourne Project would be eligible for an application at that time. With that said, it is essential that we maintain each of our current funding options and levels identified in our original funding plan. This will allow for potential design of Phase A & B, and leverage of additional grant funds in the 2019 call for projects if and when that occurs.

Hopefully this helps to summarize where we are with this project, and how things are progressing. If we are successful with our TxDOT grant request, we will then bring forward an agenda item for formal acceptance of the grant and associated funding plan. If you need clarification or have any additional questions about this project, please don't hesitate to give me a call.

Project Details - Attachment B
Full Project Budget / Funding Sources
Phase A - Concho River to W. Beauregard Ave.

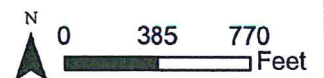
Funding Source	Funds
Streets	\$1,235,234
MPO	\$1,976,374
TIRZ South	\$555,905
COSADC	\$1,852,850
Stormwater	\$241,000
Sewer Fund	\$101,000
TxDOT Grant	\$1,767,398
Total Available Funding	\$7,729,760

<i>Grant Eligible Cost</i>	<i>\$2,524,854</i>
<i>City Cost (Non-Grant Eligible)</i>	<i>\$5,204,906</i>
Total Project Cost	\$7,729,760
Total Available Funding	\$7,729,760



HALFF

CHADBOURNE STREET PROJECT LOCATION MAP



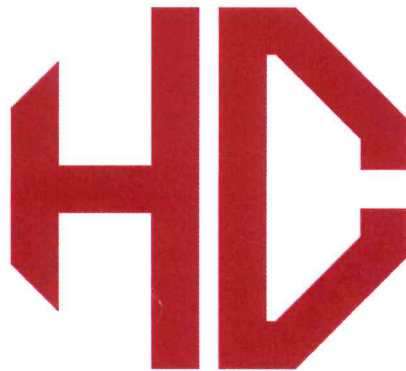
HOWARD COLLEGE

SAN ANGELO

2016-2017

Associate of Applied Science in Nursing

Pinning and Commencement Ceremony



July 20, 2017

6:00PM

Lifepoint Baptist Church

810 Austin Street

San Angelo, Texas

"Howard College ... for Learning, for Earning, for Life!"



Inaugural Associate Degree Nursing Class 2017

***Norma Lisa Bradford**

Sara Brannan

***Laura Charlton**

Kalyn Daniels

***Laura DelaCruz**

Natalie Duerstine

Crystal Lynn Evans

Anna Fitzgerald

***Kyle Foust**

Erick Galindo

Valarie Gomez

Noemi Gonzalez

Yvonne Guanajuato

Randi Hunt

Kelsey Jetton

***Monica Leshea Kerrigan**

Jennifer Martin

***Lauren Mata**

Somer Moses

***Whitney Powell**

Jamie Sanchez

***Lisa Stewart**

***Penny Stewart**

Joe Zapata, Jr.

Graduating With Honors

Candidates with an overall grade point average of 3.25 or above in college-level courses will graduate with honors. These students will wear a gold cord. This list is subdivided into three divisions based on a grade point average as follows -

Summa Cum Laude - 4.0 - Magna Cum Laude - 3.50 - 3.99 - Ampla Cum Laude - 3.25 - 3.49

*Phi Theta Kappa

Phi Theta Kappa is the National Honor Society for Junior Colleges. Students will wear a gold stole.

ACT Work Ready Communities Goal Attainment Verification Form

ACT is pleased to inform you that your county has met its ACT Work Ready Community Common Criteria goals as tracked on the ACT Work Ready Communities website to become a certified ACT Work Ready Community. The final step in this process is for you to review, verify the employer supporting information and return completed form.

Category	NCRC Emerging	NCRC Current	NCRC Transitioning	Employer supporting
Goal	256	40	253	68
Actuals	272	347	578	85

Texas

State

Tom Green County

August 2017

Date of Attainment

The certification is valid for two years from the date the county attained its ACT Work Ready Communities Common Criteria goals. Counties will have the opportunity to maintain their ACT Certified Work Ready Community status.

By signing this form, I verify that I have reviewed the employer supporting information and confirm good faith entry of employer information according to established employer supporting goals and that any edits or modifications to the employer supporting information completed as a result of my review have been provide to ACT. I verify that the County has met or exceed the established employer supporting goals.

Evan Medley
County Representative Signature

8/15/17
Date

Project Director
Title

ACT[®] Work Ready
Communities

**TOM GREEN COUNTY
TEXAS**

CERTIFIED AUG 2017

Report to Board



Requestor: Roland Pena, Economic Development Director, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Regular Item

Caption:

Section 551.072 Deliberations about Real Property regarding the ASU-SBDC Lease at the Business Resource Center, RFP No. RE-03-17, and the San Angelo Business and Industrial Park

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Roland Pena
Dan Saluri
Becky Dunn
Bryan Kendrick

Created/Initiated
Approved
Approved
Final Approval

Requestor: Roland Pena, Economic Development Director, COSADC, 325.653.7197

Meeting Date: August 23, 2017

Item type: Executive Session Item

Caption:

Section 551.087(1) to discuss or deliberate PROJECT 2017-223G regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Roland Pena	Created/Initiated
Roland Pena	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

