



Agenda 03/28/2018

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on March 28, 2018 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. Public Comment

Issues or items that are not on the agenda may be raised by the public at this time. Citizens should speak from the podium, begin by stating their name and limit remarks to less than three minutes. Board members may request that a discussed item be placed on a future agenda. The Board takes public comment on all Regular Agenda items during the discussion of those items.

4. Consent Agenda

- a. Consider approving the February 28, 2018 minutes
- b. Consider approving the necessary Corporation disbursements
- c. Consider approving the February 2018 Financial Statements

5. Regular Agenda

- a. Discussion and consideration of FY 2018-2019 Draft Budget and FY2017-2018 current budget. (Presentation by Tina Dierschke, Director of Finance)
- b. Public Hearing regarding the use of sales and use tax funds in an amount not to exceed \$5,975 to provide an Economic Development Incentive to Engine Pro Machine, LLC for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 504 Subchapter C. (Presentation by Robert Schneeman, Business, Retention & Expansion Coordinator)
- c. Public Hearing regarding the bid secured by AEP Texas North Company (AEP) from Crossland Construction Company, Inc. in the sum of \$582,809 for construction of utilities and other infrastructure within the San Angelo Business and Industrial Park pursuant to the Development Agreement by and between COSADC and AEP, authorized by resolution of the City Council adopted on January 9, 2018. (Presentation by Robert Schneeman, Business Retention & Expansion Coordinator)

- d. Consider appointing a President, First Vice President and Second Vice President for the City of San Angelo Development Corporation. (Presentation by Shannon Scott, Economic Development Specialist)
- e. Update presentation on the approval of the use of sales and use tax funds in an amount not to exceed \$300,000, to provide an Economic Development Incentive to Detmar Logistics, LLC., for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 501 Subchapter C. (Presentation by Shannon Scott, Economic Development Specialist)
- f. Consider 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 \$25,000, to provide an economic development incentive to U.S. Customs & Border Protection Air and Marine Operations, with participation by the City of San Angelo for a project authorized under the Local Government Code For Type B Development Corporations, Chapter 505, Subchapter D, Section 505.155, Projects Related To Business Enterprises That Create Or Retain Primary Jobs (presentation by Robert Schneeman, Business, Retention & Expansion Coordinator)

6. Closed Session

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

- a. Section 551.087 to discuss an offer of financial or other incentives 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
- b. Section 551.072 Deliberations about Real Property regarding 17.58 acre parcel of real property fronting on Houston Harte Expressway, within an area bounded by Southwest Boulevard, Sherwood Way and Sunset Drive.
- c. Section 551.072 Deliberations about Real Property regarding lease agreements for office space at 69 North Chadbourne Street.

7. Follow Up and Administrative Issues

- a. Consideration and possible action of items discussed in Executive Session, if any
- b. Announcements and consideration of Future Agenda Items

8. Adjournment

CERTIFICATION

I hereby certify that the above notice of meeting was posted on the bulletin board at the City Hall of the City of San Angelo, Texas, on the 23rd day of March 2018, at 4:00 p.m.

Michael Dane, Assistant City Manager

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, Economic Development, 325.653.7197

Meeting Date: March 28, 2018

Item type: Consent Item

Caption:

Consider approving the February 28, 2018 minutes

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-----------------------|---------------------------|
| 1. | 2-28-18 Draft Minutes | 2-28-18 Draft Minutes.pdf |
|----|-----------------------|---------------------------|

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Tina Dierschke	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

City of San Angelo, Texas
Development Corporation Meeting
Wednesday, February 28, 2018

Present:

Edward Carrasco- President
Todd Kolls- Second Vice President
John Bariou- Director
Bill Dendle- Director
Dr. David Cummings- Director

1. Call to Order

2. Prayer

An invocation was provided by Director Bariou

3. Public Comment

Issues or items that are not on the agenda may be raised by the public at this time. Citizens should speak from the podium, begin by stating their name and limit remarks to less than three minutes. Board members may request that a discussed item be placed on a future agenda. The Board takes public comment on all Regular Agenda items during the discussion of those items.

Assistant City Manager, Michael Dane informed the Board that he would be taking over responsibilities as the Acting Director of Economic Development until a replacement Director can be hired

Chamber of Commerce President, Mike Boyd gave an update on the Goodfellow Air Force Base Housing Project

Chamber of Commerce Vice President of Economic Development, Michael Looney gave updates on several recruitment projects including Project Roll, Project Homecare, Project Longrun, Project Power and Project North

Business, Retention and Expansion Coordinator, Robert Schneeman informed the Board that Sara Lamog, the Work Ready VISTA will be leaving in March

Deputy City Attorney, Dan Saluri announced that a reception would be held after the meeting for former Director of Economic Development Director, Roland Pena

4. Consent Agenda

- a. Consider approving the January 31, 2018 minutes
- b. Consider approving the necessary Corporation disbursements
- c. Consider approving the January 2018 Financial Statements

Motion: Director Bariou made a motion seconded by Director Dendle to approve the Consent Agenda as presented. The motion carried unanimously five (5) ayes to zero (0) nays

5. Regular Agenda

- a. Update presentation on status of I-14 Gulf Coast Strategic Highway - (Presentation by Gulf Coast Strategic Highway Coalition, Executive Director Gary Bushell)

No action was taken on this item

- b. Public Hearing regarding the expenditure of up to \$75,000 for professional services required to develop design specifications and related construction documents for future improvements to the Sunken Garden Park, a project authorized under the Development Corporation Act; and, authorizing the Board President to negotiate and execute a Memorandum of Understanding with the City of San Angelo for such purposes. (Presentation by Economic Development Specialist, Shannon Scott)

There was no public comment on this item. President Carrasco closed the Public Hearing

- c. Consider appointing a staff member as Board Secretary in accordance with the Bylaws of the City of San Angelo Development Corporation Article III, Section 2.B. which states "The Secretary of the Corporation shall be a City staff member assigned to the Corporation under a contract between the Corporation and the City of San Angelo, as approved by the Board of Directors."
(Presentation by Economic Development Specialist, Shannon Scott)

Motion: Director Dendle made a motion seconded by Director Cummings to approve the appointment of Executive Office Coordinator, Nora Nevarez as Board Secretary for the City of San Angelo Development Corporation. The motion carried unanimously five (5) ayes to zero (0) nays

- d. Consider a resolution of COSADC Board of Directors authorizing the use of sales and use tax funds in an amount not to exceed \$5,975 to provide an Economic Development Incentive to Engine Pro Machine, LLC. for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 501 Subchapter C, and authorizing the Director of Economic Development to prepare an economic development performance agreement with ENGINE PRO MACHINE, LLC in compliance with the Development Corporation Act in a form approved by the City Attorney's Office; authorizing the COSADC Board President to execute said agreement and related documents; and recommending to City Council ratification of the incentive and approval of the economic development performance agreement (Presentation by Business Retention & Expansion Coordinator Robert Schneeman)

Motion: Director Bariou made a motion seconded by Second Vice President Kolls to approve the resolution as presented. The motion carried unanimously five (5) ayes to zero (0) nays

- e. Consider authorizing the negotiation and execution of a real estate sales contract for the sale of approximately 2 acres of land out of Block 2, Lot 1, Section 1, San Angelo Gateway Addition (the

San Angelo Business & Industrial Park) to CBJ1, LLC d/b/a Munn Properties at a price of \$29,000 per acre; the exact location, meets and bounds description, access to public right-of-way and perimeter of such Property is to be as agreed to by the parties and surveyed on the ground; contract to be in substantially the same form as the attached real estate sales contract with such changes, insertions, and omissions, as may be approved by the COSADC Board President after consultation with the City Attorney; and recommendation that City Council approve the contract. (Presentation by Business, Retention and Expansion Coordinator Robert Schneeman)

Motion: **Second Vice President Kolls made a motion seconded by Director Bariou to approve the real estate contract as presented. The motion carried unanimously five (5) ayes to zero (0) nays**

- f. Consider a resolution of the City of San Angelo Development Corporation (COSADC) reaffirming support for the proposed VCZ Development, LLC affordable housing apartment development known as Glen Park Apartments, located at 4001 S. Chadbourne Street, City of San Angelo, Texas ("project"); providing for the allocation of up to five hundred dollars (\$500) in one half cent sales tax revenues in support of the project; providing an effective date; and authorizing and directing the Board Secretary to certify the resolution to the Texas Department of Housing and Community Affairs (Presentation by Business Retention & Expansion Coordinator Robert Schneeman)

Motion: **Second Vice President Kolls made a motion seconded by Director Dendle to approve the resolution as presented. The motion carried unanimously five (5) ayes to zero (0) nays**

- g. Consider a resolution of the City of San Angelo Development Corporation (COSADC) reaffirming support for the proposed Generation Housing Development, LLC affordable housing apartment development known as The Trails, located at the 2600 block of Era street, City of San Angelo, Texas ("project"); providing for the allocation of up to five hundred dollars (\$500) in one half cent sales tax revenues in support of the project; providing an effective date; and authorizing and directing the Board Secretary to certify the resolution to the Texas Department of Housing and Community Affairs (Presentation by Business Retention & Expansion Coordinator Robert Schneeman)

Motion: **Director Cummings made a motion seconded by Director Bariou to approve the resolution as presented. The motion carried unanimously five (5) ayes to zero (0) nays**

- h. Presentation of alternative construction bids by Crossland Construction Company, Inc. dated February 14, 2018, addressed to AEP Service Corporation, for Board review and consideration of a resolution selecting and approving one of the alternative bids pursuant to the Real Estate Sales contract by and between AEP Texas, Inc. (AEP) and COSADC, dated October 11, 2016, for the purchase by AEP of a 51.897 acre tract of land at the San Angelo Business and Industrial Park, and the Development Agreement with AEP, effective January 9th, 2018, providing for construction of utilities and other infrastructure within the industrial park to the AEP tract (Presentation by Business Retention & Expansion Coordinator Robert Schneeman)

Motion: Director Bariou made a motion seconded by Second Vice President Kolls to approve Bid C in the amount of \$582,809. The motion carried unanimously five (5) ayes to zero (0) nays

6. Closed Session

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

At 9:25 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. Exception to Requirements that Meetings be Open under the following sections:

- a. Section 551.071(2) consultation with attorney on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter—regarding statutory obligations of the Board.

At 10: 16 a.m. the Board reconvened with nothing to report from Executive Session

7. Follow Up and Administrative Issues

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

- Note: A reception will follow the meeting in appreciation of Roland Pena, Economic Development Director

8. Adjournment

Motion: At 10:16 a.m., Director Bariou made a motion seconded by Director Cummings to adjourn the meeting. The motion carried unanimously five (5) ayes to zero (0) nays

THE CITY OF SAN ANGELO

Corporation President

ATTEST:

Corporation Secretary

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



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

Meeting Date: March 28, 2018

Item type: Consent Item

Caption:

Consider approving the necessary Corporation disbursements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|-----------------------------|
| 1. | Disbursement 03-28-2018 | Disbursement 03-28-2018.pdf |
|----|-------------------------|-----------------------------|

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Tina Dierschke	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

City of San Angelo Development Corporation
Check Disbursements
For Board Approval March 28, 2018

Economic Development

Parkhill Smith & Cooper	51,000.00	Prof. Serv from Jan. 1-31, 2018 Phase II Industrial Park (Inv. 1940617006)	Ck. 4205
		Reimburse COSA - 1st Qtrly H T E expenses:	
		Admin. Comm. = \$740.57; Admin. Cell - \$609.26;	
		Admin. Travel & lodging = \$5,5409.09; Admin.	
		Office supplies = \$591.75 & Admin. Postage =	
COSA	7,543.11	\$52.44	
HR Onboarding Solutions	2,212.35	Business Plan 1st Place - Reimburse for legal	
Standard Times	1,359.15	service	
Lamar	1,135.00	Legal notice (Ad 1896921)	Ck. 4189
		Advertisement for BREP (Inv. 108884349)	Ck. 4217
Total for Board Consideration	\$ 63,249.61		
Liberty Power	\$ 840.14	Electric service for BRC (Statement 7625059)	Ck. 4219
Dirt Doctor	725.00	Monthly cleaning service at BRC (Inv. 3162)	Ck. 4213
		Advertisement for Business Plan (Inv 1392 &	
McLaughlin Advertising	663.71	1373)	Ck. 4191
J&R Silva Tree Service & Landscaping	621.00	Landscape service at BRC & Industrial Park	
		signage (Inv 2107 & 2106)	Ck. 4215
Canon	351.27	Monthly copier rental for Business Factory (Inv.	
West Office Technology	350.00	716664)	
Standard Times	330.46	IT service for Business Factory (Inv. F10132)	Ck. 4203
Atmos Energy	179.34	Legal Notice (Ad 1916652)	Ck. 4204
		Gas utilities at BRC	Ck. 4206
MediaJaw Hosting, LLC	149.70	Hosting & email for Business Factory (Inv 7164 &	
ATIS Elevator	140.00	6803)	Ck. 4216
COSA Utility Billing	138.44	Annual Inspec of elevator at BRC (Inv. IN19082)	Ck. 4218
		Water utilities at BRC	Ck. 4207
Protection1 Alarm Monitoring Inc.	124.94	Monthly Securinty Alarm Service at BRC (Inv.	
		121331036)	Ck. 4202
MC Electric	121.80	Replace 4 bulbs, 1 ballast, and 1 compact	
		flourescent (Inv. 203)	
House of Chemicals	91.93	Cleaning supplies for BRC (Inv. 551840)	Ck. 4214
COSA Utility Billing	85.85	Water utilities service at Industrial Park	Ck. 4212
Republic Service	72.08	Trash service at BRC (Inv. 0691000783642)	Ck. 4201
COSA Utility Billing	53.36	2 water meters at Industrial Park	Ck. 4186
Liberty Power	49.59	Electric Service at Industrial Park (State #	
ASU Small Business Development Center	45.00	97854049)	Ck. 4219
Suddenlink	39.50	2018 TX Economic Development (Inv. 377)	Ck. 4210
		Telephone service for Business Factory	Ck. 4200
Suddenlink	39.50	Emergency Telephone service for elevator at	
Angelo Water Service	36.75	BRC	Ck. 4208
		Water deliver & water cooler rent	Ck. 4194
COSA	36.00	Reimburse COSA for N. Nevarez P-card charges	
		for the month of Feb. 2018: Partner affiliation	
Nora Nevarez	22.70	Reimburse-Purchase drinks for monthly Business	
COSA	0.30	Brown Bag Lunch Series.	
		Sewer Extension Balance	Ck. 4211

Total Routine Disbursements **\$ 5,308.36**

Total Economic Development Disbursements **\$ 68,557.97**

Ballot

COSA	\$ 285,353.00	Sports Complex Maintenance (Inv. 49024)
Total for Board Consideration	\$ 285,353.00	

Total Routine Disbursements **\$ -**

Total Ballot Disbursements **\$ 285,353.00**

Grand Total Disbursements this Period **\$ 353,910.97**

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

Meeting Date: March 28, 2018

Item type: Consent Item

Caption:

Consider approving the February 2018 Financial Statements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------|-----------------------|
| 1. | COSADC Stmts 1802 | COSADC Stmts 1802.pdf |
|----|-------------------|-----------------------|

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Tina Dierschke	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

City of San Angelo Development Corporation

Financial Information and Schedules As of February 28, 2018

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Transaction Detail by Account

2011 Bond Issue

Hickory Water Supply

City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of February 28, 2018

ASSETS

Current Assets

Checking/Savings

101101 · Cash 230,660

103200 · Money Market 4,000,891

Total Checking/Savings 4,231,551

Accounts Receivable

115000 · Sales Tax Receivables 327,414

Total Accounts Receivable 327,414

Other Current Assets

117000 · Investments 10,307,016

Total Other Current Assets 10,307,016

Total Current Assets 14,865,981

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 17,482,850

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

201000 · Accounts Payable 9,057

Total Current Liabilities 9,057

Total Liabilities 9,057

Fund Equity

Committed for Eco. Dev. Projects 7,661,636

Restricted for Fixed Assets 2,616,869

Assigned for Equipment Replacement 671,714

Unassigned Fund Balance 6,523,574

Total Fund Equity 17,473,793

TOTAL LIABILITIES & FUND EQUITY 17,482,850

City of San Angelo Development Corporation
Revenue Expenditure Report - Economic Development
February 2018

	<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	2,380,000	220,895	1,059,830	(1,320,170)	45%
360000 · Interest on Investments	23,000	17,722	67,352	44,352	293%
363101 · Lease Income	74,965	968	28,734	(46,231)	38%
392200 · Gain on Sale Assets	250,000	0	0	(250,000)	0%
Total Revenues	<u>2,727,965</u>	<u>239,585</u>	<u>1,155,916</u>	<u>(1,572,049)</u>	<u>42%</u>
Expenditures					
410000 · Administrative	139,674	5,152	21,367	(118,307)	15%
412000 · Partner Affiliations	76,197	56,633	57,433	(18,764)	75%
415000 · City Services	433,566	0	0	(433,566)	0%
415331 · Annual Report	1,200	0	0	(1,200)	0%
420000 · Industrial Park Ops & Maint	30,650	137	2,085	(28,565)	7%
432000 · Outside Legal Services	25,000	125	125	(24,875)	1%
440000 · Marketing-Chamber of Commerce	225,000	28,904	62,620	(162,380)	28%
440200 · Business Ret & Exp Prog	355,740	628	996	(354,744)	0%
445000 · Promotion (SADC Marketing)	10,300	0	1,300	(9,000)	13%
450000 · Business Resource Ctr	35,281	4,851	13,800	(21,481)	39%
452101 · Business Factory	94,373	2,929	21,518	(72,855)	23%
452112 · Project-Martifer-Hirschfeld	1,390,435	0	0	(1,390,435)	0%
452115 · Project-Blue Cross Blue Shield	111,355	0	0	(111,355)	0%
452119 · Project-Air Service Marketing	60,000	4,343	14,045	(45,955)	23%
452121 · Project-MedHab	796,250	0	0	(796,250)	0%
452124 · Project-DeCoty Coffee	96,902	0	0	(96,902)	0%
452131 · Project-Time Clock Plus	10,500	0	0	(10,500)	0%
452132 · Project-TGC/GAFB	633,000	624,601	624,601	(8,399)	99%
452133 · Project-Phase I Sewer Line	39,560	0	0	(39,560)	0%
452134 · Project-Principle LED	194,005	0	0	(194,005)	0%
452136 · Project-Phase II Sewer Line	96,000	0	0	(96,000)	0%
452137 · Project-TXDOT Aside Prog. Grant	100,000	0	0	(100,000)	0%
452138 · Project-CalTech	583,999	0	1,100	(582,899)	0%
452139 · Project-Parkhill	280,000	17,095	122,241	(157,759)	44%
452140 · Project-Grant Works	4,000	0	4,000	0	100%
452141 · Project-Houston Harte	103,000	0	51,643	(51,357)	50%
452142 · Project-Netco	190,000	50,000	50,000	(140,000)	26%
452143 · Project-Detmar	300,000	0	0	(300,000)	0%
452145 · Project-Elite Solutions	40,260	0	0	(40,260)	0%
452146 · Project-GAFB	1,500,000	0	0	(1,500,000)	0%
452147 · Project-Ind Park Phase II	2,000,000	0	0	(2,000,000)	0%
452900 · Project-Future Projects	478,603	0	0	(478,603)	0%
453000 · Capital Purchases	31,612	0	0	(31,612)	0%
Total Expenditures	<u>10,466,462</u>	<u>795,398</u>	<u>1,048,874</u>	<u>(9,417,588)</u>	<u>10%</u>
Revenue Over/(Under) Expenditures	<u>(7,738,497)</u>	<u>(555,813)</u>	<u>107,042</u>	<u>7,845,539</u>	

City of San Angelo Development Corporation
Economic Development Projects
As of February 28, 2018

Project	Budget	Current Year Activity	Inception to Date	Remaining Budget
Martifer-Hirschfeld	3,684,743	0	2,294,308	1,390,435
Blue Cross Blue Shield	408,522	0	297,167	111,355
Air Service Marketing	60,000	14,045	14,045	45,955
MedHab	797,750	0	1,500	796,250
DeCoty Coffee	101,835	0	4,933	96,902
Time Clock Plus	336,500	0	326,000	10,500
TGC/GAFB	633,000	624,601	624,601	8,399
Phase I Sewer Line	110,000	0	70,440	39,560
Principle LED	550,001	0	355,996	194,005
Phase II Sewer Line TGC	100,000	0	4,000	96,000
TXDOT Aside Prog. Grant	100,000	0	0	100,000
CalTech	603,999	1,100	21,100	582,899
Parkhill	308,000	122,241	150,241	157,759
Grant Works	4,000	4,000	4,000	0
Houston Harte	108,000	51,643	56,643	51,357
Netco	190,000	50,000	50,000	140,000
Detmar	300,000	0	0	300,000
Elite Solutions	40,260	0	0	40,260
GAFB	1,500,000	0	0	1,500,000
Ind Park Phase II	2,000,000	0	0	2,000,000
	<u>8,436,610</u>	<u>867,630</u>	<u>4,274,974</u>	<u>7,661,636</u>
Total Committed, Not Expended				<u><u>7,661,636</u></u>

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of February 28, 2018

ASSETS

Current Assets

Checking/Savings

101101 · Cash

1,693

103200 · Money Market

1,653,654

Total Checking/Savings

1,655,347

Accounts Receivable

115000 · Sales Tax Receivables

841,119

115201 · Note Receivable

19,800

Total Accounts Receivable

860,919

Other Current Assets

117000 · Investments

2,679,804

Total Other Current Assets

2,679,804

Total Current Assets

5,196,070

TOTAL ASSETS

5,196,070

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

201000 · Accounts Payable

1,831,217

Total Current Liabilities

1,831,217

Total Liabilities

1,831,217

Fund Equity

Committed for Ballot Projects

647,147

Assigned for Debt Service

1,976,785

Unassigned Fund Balance

740,921

Total Fund Equity

3,364,853

TOTAL LIABILITIES & FUND EQUITY

5,196,070

City of San Angelo Development Corporation
Revenue & Expenditure Report - Ballot
February 2018

	<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	6,120,000	568,017	2,725,276	(3,394,724)	45%
360000 · Interest on Investments	4,000	4,266	19,837	15,837	496%
Total Revenues	<u>6,124,000</u>	<u>572,283</u>	<u>2,745,113</u>	<u>(3,378,887)</u>	<u>45%</u>
Expenditures					
410000 · Administrative	3,500	0	2,467	(1,033)	70%
415000 · City Services	144,522	0	0	(144,522)	0%
430000 · Loan/Debt Service	5,126,270	0	0	(5,126,270)	0%
451102 · Project-Sports Facilities Maint	285,353	0	0	(285,353)	0%
451200 · Project-Affordable Housing	357,674	95,175	189,841	(167,833)	53%
452123 · Project-W. Tx Water Partnership	200,000	0	6,040	(193,960)	3%
452126 · Project-Red Arroyo SW Basin	0	0	0	0	0%
452900 · Project-Future Projects	80,305	0	0	(80,305)	0%
Total Expenditures	<u>6,197,624</u>	<u>95,175</u>	<u>198,348</u>	<u>(5,999,276)</u>	<u>3%</u>
Revenue Over/(Under) Expenditures	<u>(73,624)</u>	<u>477,108</u>	<u>2,546,765</u>	<u>2,620,389</u>	

City of San Angelo Development Corporation
Projects
As of February 28, 2018

Project	Budget	Current Year Activity	Inception to Date	Remaining Budget
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	601,313	6,040	407,352	193,961
Reclaimed Water Alternatives	1,389,965	0	1,389,965	-
Red Arroyo Storm Water Basin	151,040	0	151,040	-
Total Expenditures	2,142,318	6,040	1,948,357	193,961
Total Water Supply Projects				193,961
Affordable Housing				
Revenues				
Sale of Fixed Assets - Blackshear Properties	394,351	0	394,351	0
Total Revenues				
Expenditures				
Affordable Housing	2,854,330	189,841	2,686,497	167,833
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	4,423,326	189,841	4,255,494	167,833
Total Affordable Housing				167,833
Other Projects				
Sports Facilities Maintenance	285,353	0	0	285,353
Total Expenditures	285,353	0	0	285,353
Total Ballot Projects Committed, Not Expended				647,147

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
February 2018

	Num	Name	Memo	Amount
Economic Development				
313000 · Income-Sales & Use Tax (700-0000-313.00-00)				
	796	City of San Angelo	Adjustment to December Sales Tax Receivable	57,734.80
	797	City of San Angelo	Record February Sales Tax Receivable	163,160.63
Total 313000 · Income-Sales & Use Tax (700-0000-313.00-00)				220,895.43
360000 · Interest on Investments (700-0000-361.10-00)				
	788		Record Interest on Sec #3135G0TG8	3,694.27
	792		Record Interest on Sec #3130A8VQ3	4,162.50
	792		Record Interest on Sec #3134G93S4	4,810.00
	800		Record Interest for February	930.98
	800		Record MM Interest for February	4,124.04
Total 360000 · Interest on Investments (700-0000-361.10-00)				17,721.79
363101 · Lease Income				
363103 · BRC - Rental of Conf Rm				
	799	Young Professionals of San Angelo	YPSA Rental of BRC Conference Room	75.00
Total 363103 · BRC - Rental of Conf Rm				75.00
Total 363101 · Lease Income				75.00
363109 · Lease Income - Business Factory				
	793	Earth Partners, LP	Lease Income for the Month of Feb	299.24
	794	West Texas Beacon	Lease Income for the Month of Feb	240.32
	795	OdomRD, Dietian Consultant	Lease Income for the Month of Feb	353.58
Total 363109 · Lease Income - Business Factory				893.14
410000 · Administrative				
410530 · Admin-Communication				
	4178	Suddenlink	Acc 100001-8615-721194301 Service Period 02/10/18 - 03/09/18	-29.63
Total 410530 · Admin-Communication				-29.63
410550 · Admin-Printing				
	4170	City of San Angelo (COSA)	Reimburse P-card for Oct. and Nov.	-63.73
Total 410550 · Admin-Printing				-63.73
410580 · Admin-Travel & Lodging				
	4169	City of San Angelo (COSA)	Reimburse P-card for Nov. and Dec.	-1,449.05
	4170	City of San Angelo (COSA)	Reimburse P-card for Oct. and Nov.	-1,765.27
Total 410580 · Admin-Travel & Lodging				-3,214.32
410591 · Admin-Professional Dues				
	4175	Texas Economic Development Council	Inv. 7798	0.00
Total 410591 · Admin-Professional Dues				0.00
410605 · Admin-Public Notices				
	4189	Standard Times	Acc 836826 Service Period 01/19/18 - 01/21/18	-1,359.15
Total 410605 · Admin-Public Notices				-1,359.15
410610 · Admin-Office Supplies (700-0000-411.06-10)				
	4170	City of San Angelo (COSA)	Reimburse P-card for Oct. and Nov.	-484.97
Total 410610 · Admin-Office Supplies (700-0000-411.06-10)				-484.97
Total 410000 · Administrative				-5,151.80
412000 · Partner Affiliations				
	4169	City of San Angelo (COSA)	Reimburse P-card for Nov. and Dec.	-586.00
	4174	Ports-to-Plains	Inv. 1479	-56,046.80
Total 412000 · Partner Affiliations				-56,632.80
420000 · Industrial Park Ops & Maint				
420411 · Ind Park-Water/Sewer Utilities				
	4177	City of San Angelo Utility Billing	Acc 118947-187774 Service Period 12/29/17 - 02/01/18	-32.49
	4186	City of San Angelo Utility Billing	Acc 118947-187770 Service Period 12/29/17 - 02/01/18	-26.68
	4186	City of San Angelo Utility Billing	Acc 118947-187772 Service Period 01/02/18 - 02/01/18	-26.68
Total 420411 · Ind Park-Water/Sewer Utilities				-85.85
420413 · Ind Park-Electricity				
	4181	Liberty Power	Acc 95329064-832 Service Period 01/05/18 - 02/05/18	-51.55
Total 420413 · Ind Park-Electricity				-51.55
Total 420000 · Industrial Park Ops & Maint				-137.40
432000 · Outside Legal Services				
	4169	City of San Angelo (COSA)	Reimburse P-card for Nov. and Dec.	-125.48
Total 432000 · Outside Legal Services				-125.48

City of San Angelo Development Corp
Transaction Detail by Account
February 2018

	Num	Name	Memo	Amount
440000 · Marketing-Chamber of Commerce (700-0000-411.05-40)				
	4190	San Angelo Chamber of Commerce	Marketing and Recruitment for Dec 17	-13,607.00
	4190	San Angelo Chamber of Commerce	Marketing and Recruitment for Jan 18	-15,297.00
Total 440000 · Marketing-Chamber of Commerce (700-0000-411.05-40)				-28,904.00
440200 · Business Ret & Exp Prog				
	4170	City of San Angelo (COSA)	Reimburse P-card for Oct. and Nov.	-628.23
Total 440200 · Business Ret & Exp Prog				-628.23
450000 · Business Resource Ctr				
450010 · BRC-Water/Sewer Utilities				
	4177	City of San Angelo Utility Billing	Acc 186765-50710 Service Period 12/27/17 - 01/30/18	-11.25
	4177	City of San Angelo Utility Billing	Acc 171939-179340 Service Period 12/21/17 - 01/30/18	-88.07
Total 450010 · BRC-Water/Sewer Utilities				-99.32
450011 · BRC-Electricity				
	4188	Liberty Power	Acc 07502869-290 Service Period 01/12/18 - 02/12/18	-648.67
	4195	Liberty Power	Acc 07502869-290 Service Period 01/12/18 - 02/12/18	0.00
Total 450011 · BRC-Electricity				-648.67
450012 · BRC-Gas Utilities				
	4176	Atmos Energy	Acc 3036648466 Service Period 01/09/18 - 02/06/18	-231.41
Total 450012 · BRC-Gas Utilities				-231.41
450013 · BRC-Trash Utilities				
	4179	Republic Services, Inc	Inv. 0691-000777758	-54.06
Total 450013 · BRC-Trash Utilities				-54.06
450000 · Business Resource Ctr - Other				
	4171	MC Electric	Inv. 167	-90.00
	4172	Protection 1 Alarm Monitoring Inc.	Inv. 120807003	-93.71
	4180	House of Chemicals Inc	Inv. 551244	-38.03
	4187	Dirt Doctor of San Angelo	Inv. 3134	-543.75
	4187	Dirt Doctor of San Angelo	Inv. 3098	-543.75
	4187	Dirt Doctor of San Angelo	Inv. 3065	-543.75
	4187	Dirt Doctor of San Angelo	Inv. 3027	-543.75
	4193	MC Electric	Inv. 179	-255.94
	4194	Angelo Water Service	Acc 7005 Service Period 03/01/18 - 03/31/18	-27.57
	4199	Schindler Elevator Corp	Inv. 7152669020	-1,137.31
Total 450000 · Business Resource Ctr - Other				-3,817.56
Total 450000 · Business Resource Ctr				-4,851.02
451200 · Project-Affordable Housing				
	4185	First Title Company	Sell of 108 W. 10th	-48,455.80
	798		Reclass Affordable Housing Expense	48,455.80
Total 451200 · Project-Affordable Housing				0.00
452101 · Business Factory				
	4171	MC Electric	Inv. 167	-30.00
	4172	Protection 1 Alarm Monitoring Inc.	Inv. 120807003	-31.23
	4177	City of San Angelo Utility Billing	Acc 186765-50710 Service Period 12/27/17 - 01/30/18	-3.75
	4177	City of San Angelo Utility Billing	Acc 171939-179340 Service Period 12/21/17 - 01/30/18	-29.36
	4178	Suddenlink	Acc 100001-8615-721194301 Service Period 02/10/18 - 03/09/18	-9.87
	4179	Republic Services, Inc	Inv. 0691-000777758	-18.02
	4180	House of Chemicals Inc	Inv. 551244	-12.67
	4182	West Office Technology	Inv. F1115	-350.00
	4183	Kirbo's Office Systems	Inv. 247667	-7.56
	4184	Canon Financial Services, Inc.	Inv. 18173176	-171.32
	4187	Dirt Doctor of San Angelo	Inv. 3134	-181.25
	4187	Dirt Doctor of San Angelo	Inv. 3098	-181.25
	4187	Dirt Doctor of San Angelo	Inv. 3065	-181.25
	4187	Dirt Doctor of San Angelo	Inv. 3027	-181.25
	4188	Liberty Power	Acc 07502869-290 Service Period 01/12/18 - 02/12/18	-216.22
	4191	McLaughlin Advertising	Inv 1392	-625.50
	4191	McLaughlin Advertising	Inv 1373	-38.21
	4193	MC Electric	Inv. 179	-85.31
	4194	Angelo Water Service	Acc 7005 Service Period 03/01/18 - 03/31/18	-9.18
	4195	Liberty Power	Acc 07502869-290 Service Period 01/12/18 - 02/12/18	0.00
	4196	Canon Financial Services, Inc.	Inv. 18282593	-186.22
	4199	Schindler Elevator Corp	Inv. 7152669020	-379.10
Total 452101 · Business Factory				-2,928.52
452119 · Project-Air Service Marketing				
	4197	McLaughlin Advertising	Inv. 1475	-4,342.50
Total 452119 · Project-Air Service Marketing				-4,342.50
452132 · Project-TGC/GAFB				
	4173	Tom Green County	TGC DEAA Grant Matching Funds	-624,600.61
Total 452132 · Project-TGC/GAFB				-624,600.61

City of San Angelo Development Corp
Transaction Detail by Account
February 2018

	Num	Name	Memo	Amount
452139 · Project-Parkhill				
	4198	Parkhill Smith & Cooper	Inv. 01940617.00-5	-17,095.41
Total 452139 · Project-Parkhill				-17,095.41
452142 · Project-Netco				
	4192	Netco	Performance Agreement - Incentive for One Time Capital Investment	-50,000.00
Total 452142 · Project-Netco				-50,000.00
TOTAL				-555,812.41

Ballot

313000 · Income-Sales & Use Tax				
	259	City of San Angelo	Adjustment to December Sales Tax Recievable	148,460.93
	260	City of San Angelo	Record Feburary Sales Tax Recievable	419,555.89
Total 313000 · Income-Sales & Use Tax				568,016.82
360000 · Interest on Investments				
	252		Interest on Note Recievable from ZP Kirby Park	50.00
	258		Record Interest on Sec #3130A8VQ3	1,462.50
	258		Record Interest on Sec #3134G93S4	1,690.00
	261		Interest on Note Recievable from ZP Kirby Park Villas	50.00
	263		Recorded MM Interest for Febuary	1,009.79
	263		Recorded Interest for Febuary	4.01
Total 360000 · Interest on Investments				4,266.30
451200 · Project-Affordable Housing				
	1485	First Title Company	Sell of 414 Baker St.	-46,719.07
	262		Reclass Affordable Housing Expense from ED to Ballot	-48,455.80
Total 451200 · Project-Affordable Housing				-95,174.87
TOTAL				477,108.25

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures

Fiscal Year through February 28, 2018

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		1,081,095		1,081,095			
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		-	144	4,216	4,216	142,978	147,194
Total Revenues		-	144	4,216	4,216	18,321,925	18,326,141
EXPENDITURES:							
Airport Terminal Rehab	3925	-	-	-	-	500,000	500,000
Concho River	4119	327,650	-	12,153	(315,497)	8,272,352	8,284,505
Parks	6000	585,535	3,998	37,283	(548,252)	339,465	376,748
Red Arroyo Trail	6040	-	-	-	-	325,000	325,000
Recreation	6100	75,000	-	-	(75,000)	2,597,817	2,597,817
Fort Concho Improvements	6301	61,892	-	60,088	(1,804)	38,109	98,197
Auditorium	6602	-	-	-	-	3,750,001	3,750,001
Fairgrounds	6636	-	-	-	-	1,157,722	1,157,722
Issue Costs	9900	-	-	-	-	260,363	260,363
Contingencies	9900	-	-	-	-	-	-
Total Expenditures		1,050,077	3,998	109,524	(940,553)	17,240,829	17,350,353
Revenue Over/(Under) Expenditures		(1,050,077)	(3,854)	(105,308)			
Ending Fund Balance		31,018		975,787			

*Preliminary

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures Fiscal Year through February 28, 2018

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		2,216,538		2,216,538			
REVENUES:							
Interest Income		-	416	11,186	11,186	520,568	531,754
C.O. Proceeds		666,552	-	665,303	(1,249)	119,333,447	119,998,750
Total Revenues		666,552	416	676,489	9,937	119,854,015	120,530,504
EXPENDITURES:							
Easements/Property Damage	4150	419,826	-	-	(419,826)	106,865	106,865
Engineering	4157	79,092	11,445	79,089	(3)	16,760,910	16,839,999
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	-	-	-	-	7,668,888	7,668,888
Treatment Plant	4156	-	-	-	-	27,132,194	27,132,194
Well Field Expansion #2	4159	124,049	-	-	(124,049)	9,640,252	9,640,252
Issue Costs	9900	-	-	-	-	172,251	172,251
Total Expenditures		2,459,850	11,445	79,089	(2,380,761)	117,637,477	117,716,566
Revenue Over/(Under) Expenditures		(1,793,298)	(11,029)	597,400			
Ending Fund Balance		423,240		2,813,938			

*Preliminary

	Revenues
Previous Years Activity	119,854,015
Current Year Budget	666,552
Less Interest Earned	(520,568)
TOTAL	120,000,000

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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Discussion and consideration of FY 2018-2019 Draft Budget and FY2017-2018 current budget. (Presentation by Tina Dierschke, Director of Finance)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|--|--|
| 1. | COSADC 2017-18 Approved Budget Final | COSADC 2017-18 Approved Budget Final.pdf |
| 2. | COSADC 2018-19 Proposed Budget 3.28.18 | COSADC 2018-19 Proposed Budget 3.28.18.pdf |

Presentation:

Tina Dierschke

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Michael Dane	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2017

Account	Description	Explanation	Amended 2017-2018	Ballot	Eco Dev
Revenue					
313000	Income-Sales & Use Tax	Sales Tax Receipts based on Finance Dept Estimate	8,500,000	6,120,000	2,380,000
360000	Interest on Investments	Interest	27,000	4,000	23,000
363101	Lease Income				
363102		Airport Hangar Agreement (L-3 Income Lindberg)	44,303	-	44,303
363103		BRC - rental of conference room	1,000	-	1,000
363104		Business Factory	14,877	-	14,877
363105		ASU-SBDC	13,493	-	13,493
363107		Chamber of Commerce	-	-	-
363108		Work Force Development/Howard College	1,291	-	1,291
366000	Reimbursements			-	-
392200	Gain on Sale of Current Assets	Industrial Park sales, etc.	250,000	-	250,000
Total Revenue			\$ 8,851,964	\$ 6,124,000	\$ 2,727,964
Expenditures					
410000	Administrative				
410332	Admin - Software	Web Analytics \$10,000 Website and annual tracking license \$17,000 Search Engine Optimization and Maintenance \$40,000 Ec. Impact Analysis Tool \$5,000 Sales Tax Analysis Tool \$5,000	77,000	-	77,000
410335	Admin-Technology Capital	Purchase new computer monitors (3 - reduce to 1) Software	125	-	125
410350	Admin-Special Services	Temporary Employment Services (Intern) \$7000 - reduce to 0	-	-	-
410520	Admin-Insurance	COSADC board D & O insurance for Board of Directors \$14,000 up from \$12,133 BRC building insurance 69 N. Chadbourne & CVCED building insurance 2009 W Beauregard \$9,600 up from \$7,500	23,600	3,500	20,100
410530	Admin-Communication	6 VoIP phones for Director, Eco Dev Coord, Senior Admin (CVCED) and fax line @ \$263.76 per month (\$2584.20 per year) and 2 fire security phone lines \$67 per month (*804 per year). Long distance chrg \$100	3,969	-	3,969
410531	Admin-Cellular	4 Cell usage \$290.80 mo \$3950 reduce to \$2460 est plus \$ 150 stipend (\$50 each)	2,700	-	2,700
410550	Admin-Printing	Letters, in-house marketing pieces, invitations, stationary, etc.	1,200	-	1,200

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2017

Account	Description	Explanation	Amended 2017-2018	Ballot	Eco Dev
410580	Admin-Travel & Lodging	3 staff for TEDC, IEDC, Ports to Plains, Texas Downtown Association, Economic Development Regional Meetings, Corridor, and other events \$15,000 Ports to Plains - DC Board Congression Visits \$4,000	19,000	-	19,000
410590	Admin-Training	Board development: sales tax training, TEDC workshops, etc. \$4,500 Consultant Services/travel expenses for board training \$2,500 Conference and training registration fees \$5,000	12,000	-	12,000
410591	Admin-Professional Dues	TEDC memberships for 4 staff @ \$550 ea. \$ 2,200 IEDC membership for 3 staff \$635	4,105	-	4,105
410600	Admin-Fees & Subscriptions	Misc. Fees	100	-	100
410605	Admin - Public Notices	Publication of Funds - \$1000 increase to	3,400		3,400
410610	Admin-Office Supplies	Paper, pens, CDs, files, ED info folders, office machinery/repair, plaques, door name plates, logo signage COSADC copier \$250 mo/\$3,000 + color copies \$900	2,800 3,900	-	2,800 3,900
410614	Admin - Postage	Mail outs for regular mail - \$450 increase to \$1175	1,175	-	1,175
410630	Admin-Food	Coffee for COSADC Board meetings @ \$20 ea; lunches for workshop; water for meetings (4)	2,800	-	2,800
412000	Partner Affiliations	Ports to Plains \$60,047 City Membership + \$250 COSADC Membership Chamber Luncheons 11 x \$15 x 2 & 1 x \$15 x 8 =\$450 reduce to 0 Chamber Banquet \$600 x 1.5 NAACP Banquet \$250 reduce to 0 Community Event Banquets Luncheons =\$3500 reduce to 0 I-14 Partnership	60,297 900 15,000	- - - -	60,297 900 15,000
412010	PTP Summit	Ports to Plains Summit = \$5000 reduce to 0		-	-
414000	Economic Dev. Conference	Governor Small Business Forum			-
415310	Staff Services	Staff Service Contract Dev Corp staff \$385,930 up from \$370,730 Legal \$36,190 down from \$39,014 (-\$2,824) Real estate \$17,950 up from \$2,308 (+\$15,642) PIO \$5,699 down from \$7,542 (-\$1,843) City Manager Office \$19,226 down from \$25,854 (-\$6,628) Clerk \$7,522 down from \$9,840 (-\$2,318) Audit \$1,886 down from \$2,519 (-\$633) Finance \$8,702 down from \$13,372 (-\$4,670) Accounting \$46,392 up from \$16,392 (+\$30,000) Information Tech. \$16,430 (New) Purchasing \$431 (New) Billing & Receipt \$82 (New) Human Resources \$1,403 (New) Communications \$110 (New) Neighborhood & Family Services \$30,135 (No change)	578,088	144,522	433,566
415331	Annual Report	Design and printing of annual report	1,200	-	1,200

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2017

Account	Description	Explanation	Amended 2017-2018	Ballot	Eco Dev
420000	Ind Park Ops & Maint	Maintenance: mowing of land, landscaping maintenance for signage, water irrigation system	6,500	-	6,500
420360	Ind. Park-Contract Services	Platting, surveying, sale listing, engineering	22,000	-	22,000
420411	Ind Park-Water Utilities	Water & Sewer Utilities	800	-	800
420413	Ind Park-Electricity	Electric utilities	350	-	350
420521	Ind Park-Insurance	Property general liability - Sam Tambunga Insurance Agency	1,000	-	1,000
430000	Debt Service	2005, 2008, 2011, & 2012 Debt Issues including add. water supply	5,126,270	5,126,270	-
432000	Outside Legal Services	Contract services - outside legal	20,000	-	20,000
		Performance Agreement Outside Audit	5,000	-	5,000
440000	Chamber Contract	Marketing and Recruitment Services	225,000	-	225,000
440200	BREP Budget	Promotion	36,000	-	36,000
		Special Projects	650,000	-	650,000
		ACT WorkReady Communities - NCRC Assessments	10,000		10,000
445000	Promotion	COSADC Marketing	10,300		10,300
450000	Business Resource Center	Repairs & maintenance for building \$16,000	27,579	-	27,579
		HVAC maintenance \$2580			
		Annual security monitoring - Fire P.Maint. \$1499.28			-
		Pest control			-
		Water delivery service x 50%			-
		Janitorial services and supplies			-
453000	Capital Purchases	BRC - Useful Life Repair Placement Program	31,612		31,612
		BRC-Exterior parking black top \$4329.73			-
		BRC-Library/Work Area-File Drawers \$1749.09			-
		BRC-Offices Furniture \$1255			-
		BRC-Art Décor. \$2706.08			-
		Business Factory Furniture			
		BF- Lobby \$572.61			
		BF-Suites \$16028.86			
		BF-Common Area \$2,725.56			
		BF-Office Chairs \$2,505.42			
450010	BRC-Water/Sewer Utilities	Utilities: Water & Sewer \$1500 reduce to \$1000	1,000	-	1,000
450011	BRC-Electricity	Direct Energy \$12,000 reduce to \$5000	5,000	-	5,000
450012	BRC-Gas Utilities	Atmos Energy \$1,500 reduce to \$802	802	-	802
450013	BRC-Solid Waste Svcs	Republic Services \$1200 reduce to \$900	900	-	900
451101	Project-Affordable Housing	Annual Ballot amount	335,000	335,000	-
451102	Project-Sports Facility Maint	Pay-As-You-Go with annual growth factor of 2% =279,758 x 2%	285,353	285,353	-

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2017

Account	Description	Explanation	Amended 2017-2018	Ballot	Eco Dev
	West Texas Water Partnership	Amount budgeted by Fund 512	200,000	200,000	-
452101	CVCED Expenses	Costs based on current CVCED operations	-	-	-
		National Business Incubator Association dues	525	-	525
		Office Supplies, copier paper	500	-	500
		West Texas Technologies - Email & Server Maintenance	4,200	-	4,200
		Mediajaw host for CVCED website	300	-	300
		Suddenlink phone & internet \$335 mo. N. Chadbourne	4,020	-	4,020
		Kirbos Coper Rental	1,800	-	1,800
		Mr. Insurance directors & officers liability policy	1,500	-	1,500
		Oliver, Rainey & Wojtek, LLP prepare tax return N. Chadbourne	500	-	500
		Rental of water cooler \$9.50 mo. N. Chadbourne	114	-	114
		Water delivery serv. \$405 x 50% N. Chadbourne Business Factory	203	-	203
		Republic Services Business Factory	336	-	336
		ASG Security -	375	-	375
		CVCED Grant	5,000	-	5,000
		Business Plan Competition (up from \$65,000)	75,000	-	75,000
	Subtotal		7,908,197	6,094,645	1,813,552
452900	Future Projects		943,766	29,355	914,411
Total Expenditures			<u>\$ 8,851,964</u>	<u>\$ 6,124,000</u>	<u>\$ 2,727,964</u>
Revenue Over/(Under) Expenditures			<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2018

Account	Description	Explanation	Proposed 2018-2019	Ballot	Eco Dev
Revenue					
313000	Income-Sales & Use Tax	Sales Tax Receipts based on Finance Dept Estimate	8,500,000	6,120,000	2,380,000
360000	Interest on Investments	Interest	65,000	15,000	50,000
363101	Lease Income				
363102		Airport Hangar Agreement (L-3 Income Lindberg)	44,303	-	44,303
363103		BRC - rental of conference room	1,000	-	1,000
363104		Business Factory	14,877	-	14,877
363105		ASU-SBDC	13,493	-	13,493
363107		Chamber of Commerce	-	-	-
363108		Work Force Development/Howard College	1,291	-	1,291
366000	Reimbursements			-	-
392200	Gain on Sale of Current Assets	Industrial Park sales, etc.	250,000	-	250,000
Total Revenue			\$ 8,889,964	\$ 6,135,000	\$ 2,754,964
Expenditures					
410000	Administrative				
410332	Admin - Software		77,000	-	77,000
		Web Analytics \$10,000			
		Website and annual tracking license \$17,000			
		Search Engine Optimization and Maintenance \$40,000			-
		Ec. Impact Analysis Tool \$5,000			
		Sales Tax Analysis Tool \$5,000			
410335	Admin-Technology Capital	Purchase new computer monitors (3 - reduce to 1)	125	-	125
		Software			
410350	Admin-Special Services	Temporary Employment Services (Intern) \$7000 - reduce to 0	-	-	-
410520	Admin-Insurance	COSADC board D & O insurance for Board of Directors \$14,000 up from \$12,133 BRC building insurance 69 N. Chadbourne & CVCED building insurance 2009 W Beauregard \$9,600 up from \$7,500	23,600	3,500	20,100
410530	Admin-Communication	6 VoIP phones for Director, Eco Dev Coord, Senior Admin (CVCED) and fax line @ \$263.76 per month (\$2584.20 per year) and 2 fire security phone lines \$67 per month (*804 per year). Long distance chrg \$100	3,969	-	3,969
410531	Admin-Cellular	4 Cell usage \$290.80 mo \$3950 reduce to \$2460 est plus \$ 150 stipend (\$50 each)	2,700	-	2,700
410550	Admin-Printing	Letters, in-house marketing pieces, invitations, stationary, etc.	1,200	-	1,200

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2018

Account	Description	Explanation	Proposed 2018-2019	Ballot	Eco Dev
410580	Admin-Travel & Lodging	3 staff for TEDC, IEDC, Ports to Plains, Texas Downtown Association, Economic Development Regional Meetings, Corridor, and other events \$15,000 Ports to Plains - DC Board Congression Visits \$4,000	19,000	-	19,000
410590	Admin-Training	Board development: sales tax training, TEDC workshops, etc. \$4,500 Consultant Services/travel expenses for board training \$2,500 Conference and training registration fees \$5,000	12,000	-	12,000
410591	Admin-Professional Dues	TEDC memberships for 4 staff @ \$550 ea. \$ 2,200 - decrease to 3 staff IEDC membership for 3 staff \$635	3,555	-	3,555
410600	Admin-Fees & Subscriptions	Misc. Fees	100	-	100
410605	Admin - Public Notices	Publication of Funds - \$1000 increase to	3,400		3,400
410610	Admin-Office Supplies	Paper, pens, CDs, files, ED info folders, office machinery/repair, plaques, door name plates, logo signage COSADC copier \$250 mo/\$3,000 + color copies \$900	2,800 3,900	-	2,800 3,900
410614	Admin - Postage	Mail outs for regular mail - \$450 increase to \$1175	1,175	-	1,175
410630	Admin-Food	Coffee for COSADC Board meetings @ \$20 ea; lunches for workshop; water for meetings (4)	2,800	-	2,800
412000	Partner Affiliations	Ports to Plains \$60,047 City Membership + \$250 COSADC Membership Chamber Luncheons 11 x \$15 x 2 & 1 x \$15 x 8 =\$450 reduce to 0 Chamber Banquet \$600 x 1.5 NAACP Banquet \$250 reduce to 0 Community Event Banquets Luncheons =\$3500 reduce to 0 I-14 Partnership	60,297 900 15,000	- - - -	60,297 900 15,000
412010	PTP Summit	Ports to Plains Summit = \$5000 reduce to 0		-	-
414000	Economic Dev. Conference	Governor Small Business Forum			-
415310	Staff Services	Staff Service Contract Dev Corp staff \$385,930 up from \$370,730 Legal \$36,190 down from \$39,014 (-\$2,824) Real estate \$17,950 up from \$2,308 (+\$15,642) PIO \$5,699 down from \$7,542 (-\$1,843) City Manager Office \$19,226 down from \$25,854 (-\$6,628) Clerk \$7,522 down from \$9,840 (-\$2,318) Audit \$1,886 down from \$2,519 (-\$633) Finance \$8,702 down from \$13,372 (-\$4,670) Accounting \$46,392 up from \$16,392 (+\$30,000) Information Tech. \$16,430 (New) Purchasing \$431 (New) Billing & Receipt \$82 (New) Human Resources \$1,403 (New) Communications \$110 (New) Neighborhood & Family Services \$30,135 (No change)	578,088	144,522	433,566
415331	Annual Report	Design and printing of annual report	1,200	-	1,200

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2018

Account	Description	Explanation	Proposed 2018-2019	Ballot	Eco Dev
420000	Ind Park Ops & Maint	Maintenance: mowing of land, landscaping maintenance for signage, water irrigation system	6,500	-	6,500
420360	Ind. Park-Contract Services	Platting, surveying, sale listing, engineering	22,000	-	22,000
420411	Ind Park-Water Utilities	Water & Sewer Utilities	800	-	800
420413	Ind Park-Electricity	Electric utilities	350	-	350
420521	Ind Park-Insurance	Property general liability - Sam Tambunga Insurance Agency	1,000	-	1,000
430000	Debt Service	2005, 2008, 2011, & 2012 Debt Issues including add. water supply	5,279,175	5,279,175	-
432000	Outside Legal Services	Contract services - outside legal	20,000	-	20,000
		Performance Agreement Outside Audit	5,000	-	5,000
440000	Chamber Contract	Marketing and Recruitment Services	225,000	-	225,000
440200	BREP Budget	Promotion	36,000	-	36,000
		Special Projects	650,000	-	650,000
		ACT WorkReady Communities - NCRC Assessments	10,000		10,000
445000	Promotion	COSADC Marketing	10,300		10,300
450000	Business Resource Center	Repairs & maintenance for building \$16,000	27,579	-	27,579
		HVAC maintenance \$2580			
		Annual security monitoring - Fire P.Maint. \$1499.28			-
		Pest control			-
		Water delivery service x 50%			-
		Janitorial services and supplies			-
453000	Capital Purchases	BRC - Useful Life Repair Placement Program	31,612		31,612
		BRC-Exterior parking black top \$4329.73			-
		BRC-Library/Work Area-File Drawers \$1749.09			-
		BRC-Offices Furniture \$1255			-
		BRC-Art Décor. \$2706.08			-
		Business Factory Furniture			
		BF- Lobby \$572.61			
		BF-Suites \$16028.86			
		BF-Common Area \$2,725.56			
		BF-Office Chairs \$2,505.42			
450010	BRC-Water/Sewer Utilities	Utilities: Water & Sewer \$1500 reduce to \$1000	1,000	-	1,000
450011	BRC-Electricity	Direct Energy \$12,000 reduce to \$5000	5,000	-	5,000
450012	BRC-Gas Utilities	Atmos Energy \$1,500 reduce to \$802	802	-	802
450013	BRC-Solid Waste Svcs	Republic Services \$1200 reduce to \$900	900	-	900
451101	Project-Affordable Housing	Annual Ballot amount	335,000	335,000	-
451102	Project-Sports Facility Maint	Pay-As-You-Go with annual growth factor of 2% =279,758 x 2% - was \$285,353 reduced to \$0 per City Attorney	-	-	-

City of San Angelo Development Corporation
Proposed Budget
Fiscal Year Beginning October 1, 2018

Account	Description	Explanation	Proposed 2018-2019	Ballot	Eco Dev
	West Texas Water Partnership	Amount budgeted by Fund 512	200,000	200,000	-
452101	CVCED Expenses	Costs based on current CVCED operations	-	-	-
		National Business Incubator Association dues	525	-	525
		Office Supplies, copier paper	500	-	500
		West Texas Technologies - Email & Server Maintenance	4,200	-	4,200
		Mediajaw host for CVCED website	300	-	300
		Suddenlink phone & internet \$335 mo. N. Chadbourne	4,020	-	4,020
		Kirbos Coper Rental	1,800	-	1,800
		Mr. Insurance directors & officers liability policy	1,500	-	1,500
		Oliver, Rainey & Wojtek, LLP prepare tax return N. Chadbourne	500	-	500
		Rental of water cooler \$9.50 mo. N. Chadbourne	114	-	114
		Water delivery serv. \$405 x 50% N. Chadbourne Business Factory	203	-	203
		Republic Services Business Factory	336	-	336
		ASG Security -	375	-	375
		CVCED Grant	5,000	-	5,000
		Business Plan Competition (up from \$65,000)	75,000	-	75,000
	Subtotal		7,775,199	5,962,197	1,813,002
452900	Future Projects		1,114,764	172,803	941,961
			Total Expenditures		
			\$ 8,889,964	\$ 6,135,000	\$ 2,754,964
			Revenue Over/(Under) Expenditures		
			\$ -	\$ -	\$ -

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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Public Hearing regarding the use of sales and use tax funds in an amount not to exceed \$5,975 to provide an Economic Development Incentive to Engine Pro Machine, LLC for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 504 Subchapter C. (Presentation by Robert Schneeman, Business, Retention & Expansion Coordinator)

Summary/History:

Engine Pro Machine, LLC is an automotive machine shop located at 108 North Chadbourne Street employing 7 full time positions. They intend to purchase a new dynamometer which they believe will increase their business in San Angelo, particularly concerning work they do for the Texas Department of Public Safety. The capital investment required for purchase and installation of the new machine is \$50,000 and they have approached the Economic Development staff requesting COSADC assistance. Staff are recommending a "buy down" of the interest rate on the bank loan for the purchase of this machine. The current rate offered by 1st Community Federal Credit Union is 6.25%. Staff are recommending a buy down to 4.25% at a cost of \$5,975.00. Engine Pro Machine will retain 7 full time primary job positions for a minimum of three years.

On 2-28-18, the COSADC Board approved the Resolution as presented.

On 3-6-18, the City Council ratified COSADC's approval of the Resolution.

Financial Impact:

\$5,975.00 for a new project. A budget amendment is required.

Other Information/Recommendation:

Attachments:

- | | |
|-----------------------------------|------------------------------------|
| 1. COSADC_ENGINE_PRO_PROJECT_RESO | COSADC_ENGINE_PRO_PROJECT_RESO.pdf |
|-----------------------------------|------------------------------------|

Presentation:

Robert Schneeman

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved

Tina Dierschke
Dan Saluri
Michael Dane
Becky Dunn
Bryan Kendrick

Approved
Approved
Approved
Approved
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 \$5,975, TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO ENGINE PRO MACHINE, LLC FOR A PROJECT RELATED TO BUSINESS ENTERPRISES THAT CREATE OR RETAIN PRIMARY JOBS, AS AUTHORIZED FOR A TYPE B CORPORATION UNDER LOCAL GOVERNMENT CODE CHAPTER 505 SUBCHAPTER D.

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, ENGINE PRO MACHINE , LLC is engaged in the automotive machine shop, industrial and commercial machine repair, rebuilding and manufacturing industry, at its facility located in San Angelo; and,

WHEREAS, ENGINE PRO MACHINE, LLC intends to invest approximately FIFTY THOUSAND DOLLARS (\$50,000.00) in capital equipment , and,

WHEREAS ENGINE PRO MACHINE, LLC intends to retain seven (7) Full Time Equivalent (FTE) primary job positions, and,

WHEREAS, ENGINE PRO MACHINE, LLC has requested incentives from COSADC in order to make such investment and job retention at its San Angelo facility and the Board has determined that the Project will promote or develop an expanded business enterprise that creates or retains primary jobs; 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;

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 as an economic development incentive to ENGINE PRO MACHINE, LLC., in an amount not to exceed FIVE THOUSAND NINE HUNDRED SEVENTY FIVE AND NO/100 DOLLARS (\$5,975); authorizing the Director of

Economic Development to prepare an economic development performance agreement with ENGINE PRO MACHINE, LLC in compliance with the Development Corporation Act in a form approved by the City Attorney's Office; authorizing the COSADC Board President to execute said agreement and related documents; and recommending to City Council ratification of the incentive and approval of the economic development performance agreement.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

ATTEST:

By: _____
Edward Carrasco, President

, Corporate Secretary

APPROVED FOR CONTENT

Robert Schneeman, Business Retention &
Expansion Coordinator

APPROVED AS TO FORM

Dan T. Saluri, Deputy City Attorney

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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Public Hearing regarding the bid secured by AEP Texas North Company (AEP) from Crossland Construction Company, Inc. in the sum of \$582,809 for construction of utilities and other infrastructure within the San Angelo Business and Industrial Park pursuant to the Development Agreement by and between COSADC and AEP, authorized by resolution of the City Council adopted on January 9, 2018. (Presentation by Robert Schneeman, Business Retention & Expansion Coordinator)

Summary/History:

AEP purchased 51.897 acres of land in Phase 2 of the Industrial Park. According to the Real Estate contract dated October 11, 2016, AEP agreed to work with COSADC towards complying with City of San Angelo storm water drainage utility system requirements to address anticipated storm water drainage from the Subject Property. Additionally the contract required COSADC to cause all utilities necessary for AEP's intended use to be extended to the property line of Subject Property.

In order to complete all utilities and other infrastructure improvements required for the AEP construction project and to accommodate the AEP timeline, COSADC entered into a Development Agreement dated January 9th 2018. In accordance with that agreement, upon completion of design documents by Parkhill, Smith & Cooper, AEP will bid the designed utilities & infrastructure improvements as part of their facility bid package and provide all responsive bid information to COSADC. Upon approval of bids by COSADC, AEP will award the contract in accordance with COSADC's approval. AEP has engaged Crossland Construction Company, Inc. as their contractor on the facility project. Crossland has submitted three cost proposals in the form of a change order to their project in the amounts of \$3,133,598 which included all drainage improvements, \$1,236,450 which included only drainage improvements sufficient to install the box culvert at the Gateway Drive crossing, and \$582,809 which excluded all drainage improvements. (See attached exhibit) It is staff's opinion that the unit costs should come down somewhat if the drainage improvements are included with phase 2.2 of the Park based on the overall project being larger and more competitively bid. However, there is no guarantee that will be the case. The Board has the option to approve any or none of the alternates presented.

On 2-28-18, COSADC approved the proposal in the amount of \$582,809.

On 3-6-18, the City Council ratified COSADC's approval in the amount of \$582,809.

Financial Impact:

New project in the amount of \$582,809.

Other Information/Recommendation:

Attachments:

- | | |
|--|---|
| 1. Phase+2.1+Exhibit (2) | Phase+2.1+Exhibit (2).jpg |
| 2. COR#005B+Phase+2.1+Excluding+Drainage+Structure | COR#005B+Phase+2.1+Excluding+Drainage+Structure.pdf |
| 3. 17- | 17- |
| 872_COSADC_AEP_CROSSLAND_BID_APPROVE_RESO | 872_COSADC_AEP_CROSSLAND_BID_APPROVE_RESO.pdf |

Presentation:

robert schneeman

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Michael Dane	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

Wednesday, February 14, 2018

Mr. Jim Rosing
AMERICAN ELECTRIC POWER SERVICE CORPORATION
1 RIVERSIDE PLAZA
COLUMBUS, OH 43215

**RE: Change Order Request Number COR-005B
AEP San Angelo-17TX19CBUD**

Dear Mr. Rosing,

We have finalized gathering all the required quotations for PCO Number **9005B**, for the following extra work: **Phase 2.1 Excluding Drainage Structure**. We have reviewed the scopes of work and have verified that all extra work items are in compliance with our contract agreement. The following is a detailed itemization of all extra costs.

Item Number	Description	Proposed Amount	Company
001	PCO#005B \$575,475	\$0.00	
002	Phase 2.1 Excluding Drainage Structure	\$0.00	
003	Erosion Control/Clearing & Grubbing	\$33,707.00	
004	Street Construction - Material	\$82,652.00	
005	Street Construction - Labor/Equip	\$139,438.00	
006	Water & Sewer - Material	\$75,900.00	
007	Water & Sewer - Labor/Equip	\$117,150.00	
008	Landscape/Temp Irrigation - Material	\$2,527.00	
009	Landscape/Temp Irrigation - Labor/Equip	\$3,151.00	
010	Insurance	\$2,727.00	
011	CCC GC's	\$72,574.00	
012	CCC OHP	\$52,983.00	

Total Amount \$582,809.00

If you have any questions regarding this Change Order Request, please call me at your earliest convenience,

Respectfully,



Clint Brown

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS APPROVING THE CROSSLAND CONSTRUCTION COMPANY, INC. BID FOR CONSTRUCTION OF UTILITIES AND OTHER INFRASTRUCTURE WITHIN THE SAN ANGELO BUSINESS & INDUSTRIAL PARK TO THE AEP TRACT, PURSUANT TO THE REAL ESTATE SALES AGREEMENT AND DEVELOPMENT AGREEMENT BY AND BETWEEN COSADC AND AEP TEXAS, INC.

WHEREAS, the City of San Angelo Development Corporation (COSADC) sold a 52 +/- acre tract of real property out of Phase II of the San Angelo Business & Industrial Park to AEP Texas North Company (AEP) pursuant to a Real Estate Sales Contract dated October 11, 2016, duly authorized by the Board and approved by City Council, that provides COSADC will cause all utilities necessary for Buyer's intended use of the purchased tract to be extended to the property line as required for platting the tract as a subdivision lot, and,

WHEREAS, on December 13, 2017, the Board adopted a Resolution authorizing a Development Agreement with AEP pursuant to which AEP will secure bids for construction of utilities and infrastructure in the San Angelo Business & Industrial Park to extend the utilities to the AEP tract, and present the bids to the COSADC Board for selection and approval; and,

WHEREAS, AEP has secured three alternative bids from Crossland Construction Company, Inc. for extension of utilities and infrastructure to the AEP tract, and the Board having reviewed and selected the bid providing the best value for the improvements deemed necessary;

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

The City of San Angelo Development Corporation Board, pursuant to the Development Agreement by and between COSADC and AEP, effective January 9, 2018, selects and approves the bid of Crossland Construction Company, Inc. designated as Change Order Request Number COR-005B, AEP San Angelo-17TX19CBUD, in the sum of \$582,809.00, a copy of which is attached to this Resolution as **Exhibit "A"**

PASSED and APPROVED on the 28th day of February, 2018.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

ATTEST:

By: _____
Edward Carrasco, President

, Corporate Secretary

APPROVED FOR CONTENT

APPROVED AS TO FORM

Robert Schneeman, Business Retention &
Expansion Coordinator

Dan T. Saluri, Deputy City Attorney

EXHIBIT "A"



Wednesday, February 14, 2018

Mr. Jim Rosing
AMERICAN ELECTRIC POWER SERVICE CORPORATION
1 RIVERSIDE PLAZA
COLUMBUS, OH 43215

RE: Change Order Request Number COR-005B
AEP San Angelo-17TX19CBUD

Dear Mr. Rosing,

We have finalized gathering all the required quotations for PCO Number **9005B**, for the following extra work: **Phase 2.1 Excluding Drainage Structure**. We have reviewed the scopes of work and have verified that all extra work items are in compliance with our contract agreement. The following is a detailed itemization of all extra costs.

Item Number	Description	Proposed Amount	Company
001	PCO#005B \$575,475	\$0.00	
002	Phase 2.1 Excluding Drainage Structure	\$0.00	
003	Erosion Control/Clearing & Grubbing	\$33,707.00	
004	Street Construction - Material	\$82,652.00	
005	Street Construction - Labor/Equip	\$139,438.00	
006	Water & Sewer - Material	\$75,900.00	
007	Water & Sewer - Labor/Equip	\$117,150.00	
008	Landscape/Temp Irrigation - Material	\$2,527.00	
009	Landscape/Temp Irrigation - Labor/Equip	\$3,151.00	
010	Insurance	\$2,727.00	
011	CCC GC's	\$72,574.00	
012	CCC OHP	\$52,983.00	

Total Amount \$582,809.00

If you have any questions regarding this Change Order Request, please call me at your earliest convenience,

Respectfully,

Clint Brown

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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Consider appointing a President, First Vice President and Second Vice President for the City of San Angelo Development Corporation. (Presentation by Shannon Scott, Economic Development Specialist)

Summary/History:

The annual meeting occurs in March in accordance with the By-laws of the COSADC. The officers are appointed by Board of Directors and shall serve a term of one (1) year. The President and Vice Presidents shall continue to serve until their successors are appointed.

President. The President shall be the Chief Executive Officer of the Corporation and shall preside at all meetings of the Directors. The President shall, subject to the authority of the Board and approval of the City Council, supervise and control all of the business and affairs of the Corporation. When the execution of any contract or instrument shall have been authorized by the Board of Directors, the President shall execute same except where such power is expressly delegated to another officer of the Corporation. The President shall perform other duties prescribed by the Board of Directors and all duties incident to the office of President.

In addition, the President shall:

1. Have the authority to appoint standing or study committees to aid and assist the Board in its business undertaking or other matters incidental to the operation and functions of the Board (this authority is in addition to the authority of the Board to establish committees pursuant to Article II, Section 3D of these Bylaws);
2. Appear before the City Council on a periodic basis to give a report on the status of activities of the Corporation; and
3. Appear or designate a board member to appear before the City Council, regarding any item being considered by the City Council concerning the Corporation.

First Vice President. The First Vice President shall exercise the powers of the President during that officer's absence or inability to act. The first and second Vice Presidents shall also perform other duties as from time to time may be assigned by the president or the Board.

Second Vice President. The Second Vice President shall exercise the powers of the President during the absence of the President and the First Vice President. The First and Second Vice Presidents shall also perform other duties as from time to time may be assigned by the President or the Board.

Financial Impact:

N/A

Other Information/Recommendation:

Attachments:

Presentation:

Shannon Scott

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Michael Dane	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Update presentation on the approval of the use of sales and use tax funds in an amount not to exceed \$300,000, to provide an Economic Development Incentive to Detmar Logistics, LLC., for a project related to Business Enterprises that create or retain primary jobs, as authorized for a Type B Corporation under Local Government Code Chapter 501 Subchapter C. (Presentation by Shannon Scott, Economic Development Specialist)

Summary/History:

On September 27th, 2017, the COSADC Board approved a resolution for up to \$300,000 in BREP incentives for Detmar Logistics, LLC. Detmar anticipated hiring up to 120 new employees and COSADC agreed to pay \$2,500 per employee. On October 3rd, 2017, City Council ratified COSADC's approval of this resolution. The performance agreement was emailed out via DocuSign on November 7th, 2017, but it never materialized and we are making the determination that Detmar is not ready to move forward at this time. Numerous attempts were made via phone calls and emails to get a status update on the state of the contract with no success.

Financial Impact:

The \$300,000 that was allocated for Detmar Logistics, LLC will be added back into the future projects budget.

Other Information/Recommendation:

Attachments:

1. 17-939_COSADC_DETMAR_EDA_RESO 17-939_COSADC_DETMAR_EDA_RESO.docx

Presentation:

Shannon Scott

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Michael Dane	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 \$300,000., TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO DETMAR LOGISTICS, LLC FOR A PROJECT RELATED TO BUSINESS ENTERPRISES THAT CREATE OR RETAIN PRIMARY JOBS, AS AUTHORIZED FOR A TYPE B CORPORATION UNDER LOCAL GOVERNMENT CODE CHAPTER 501 SUBCHAPTER C.

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, DETMAR LOGISTICS, LLC is engaged in the transportation and logistics of frac sand throughout the nation but more specifically in the Permian Basin and Eagle Ford Shales, based out of San Antonio, Texas, with a local facility at San Angelo; and,

WHEREAS, DETMAR LOGISTICS, LLC intends to invest approximately FIVE MILLION DOLLARS (\$5,000,000.) in personal property, equipment, trucks and capital improvements , and,

WHEREAS DETMAR LOGISTICS, LLC intends to create up to 120 new Full Time Equivalent (FTE) primary job positions, and,

WHEREAS, DETMAR LOGISTICS, LLC has requested incentives from COSADC in order to make such investment and job creation at its San Angelo facility and the Board has determined that the Project will promote or develop an expanded business enterprise that creates or retains primary jobs; 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;

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 as an economic development incentive to DETMAR LOGISTICS, LLC., in an amount not to exceed THREE HUNDRED THOUSAND AND NO/100 DOLLARS (\$300,000.); authorizing the Director of

Economic Development to prepare an economic development performance agreement with DETMAR LOGISTICS, LLC in compliance with the Development Corporation Act in a form approved by the City Attorney's Office; authorizing the COSADC Board President to execute said agreement and related documents; and recommending to City Council ratification of the incentive and approval of the economic development performance agreement.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

ATTEST:

By: _____
Edward Carrasco, President

Bryan Kendrick, Corporate Secretary

APPROVED FOR CONTENT

APPROVED AS TO FORM

Roland Peña, Director of Economic Development

Dan T. Saluri, Deputy City Attorney

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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Consider 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 \$25,000, to provide an economic development incentive to U.S. Customs & Border Protection Air and Marine Operations, with participation by the City of San Angelo for a project authorized under the Local Government Code For Type B Development Corporations, Chapter 505, Subchapter D, Section 505.155, Projects Related To Business Enterprises That Create Or Retain Primary Jobs (presentation by Robert Schneeman, Business, Retention & Expansion Coordinator)

Summary/History:

The U.S. Customs and Border Protection Air and Marine Operations (CBPAMO) presently operates an aviation operations & maintenance facility on Airport premises that includes a hangar, located at 8210 Hangar Road, San Angelo Regional Airport—Mathis Field under a lease agreement with the City;

CBPAMO currently employs sixty (60) employees at their locations at the Airport and proposes to continuously retain at the Hangar at least sixty (60) full-time employees. CBPAMO from time to time, based on mission requirements, provide operations and maintenance space for the temporary operation of Unmanned Aircraft Systems (UAS) requiring the accommodation of additional personnel and equipment on the second floor of their leased building. All personnel, including those temporarily assigned, are very well paid positions. The additional personnel and significant increase in high tech electronic equipment generate a substantial amount of additional heat. The air conditioning units currently installed will not provide sufficient cooling, and a total of four new units are required. The City received quotes for the required units, and Superior Services provided the lowest cost quote. (See attached.) In addition, there is a small amount of electrical upgrade required to support the new units. A cost quote from MC Electric is also attached.

Financial Impact:

Not to exceed \$25,000; New Project; Budget Amendment Required

Other Information/Recommendation:

Attachments:

- | | | |
|----|------------------------------------|--|
| 1. | 18-420_COSADC_CITY_CBPAMO_MOU_RESO | 18-420_COSADC_CITY_CBPAMO_MOU_RESO.pdf |
| 2. | CBP Exhibit | CBP Exhibit.pdf |
| 3. | Superior Svc Quote Cover Sheet | Superior Svc Quote Cover Sheet.pdf |
| 4. | _MC_Electric Quote | _MC_Electric Quote.pdf |

Presentation:

Robert Schneeman

Approvals/Reviews:

Robert Schneeman
Dan Saluri
Theresa James
Candice Blake
Tina Dierschke
Dan Saluri
Michael Dane
Bryan Kendrick

Created/Initiated
Approved
Approved
Approved
Approved
Approved
Approved
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 \$25,000, TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO U.S. CUSTOMS & BORDER PROTECTION AIR AND MARINE OPERATIONS, WITH PARTICIPATION BY THE CITY OF SAN ANGELO FOR A PROJECT AUTHORIZED UNDER THE LOCAL GOVERNMENT CODE FOR TYPE B DEVELOPMENT CORPORATIONS, CHAPTER 505, SUBCHAPTER D, SECTION 505.155, PROJECTS RELATED TO BUSINESS ENTERPRISES THAT CREATE OR RETAIN PRIMARY JOBS.

WHEREAS, on November 2, 2010, voters of the City of San Angelo adopted a ballot proposition approving the use of sales and use tax proceed for the continued economic development projects authorized under Section 4B of the Texas Development Corporation Act (hereinafter the “Act”), and,

WHEREAS, CITY is the owner and operator of the San Angelo Regional Airport-Mathis Field (“Airport”) located at 8618 Terminal Circle, San Angelo, Texas (“Airport”); and,

WHEREAS, Customs and Border Protection Air and Marine Operations (CBPAMO) presently operates an aviation and aeronautical facility on Airport premises located at 8210 Hangar Road, that includes a hangar (“Site”) under a lease agreement with the CITY; and,

WHEREAS, CBPAMO proposes to continuously retain at the Site at least sixty (60) full time employees in Primary Jobs, at current hourly wage rates and pay levels (hereinafter “FTE positions”); and,

WHEREAS, CBPAMO from time to time based on federal government mission requirements provides operations and maintenance space at the Site for Unmanned Aircraft Systems (UAS) requiring the accommodation of additional personnel and equipment ; and,

WHEREAS, CITY and COSADC desire to enter into an economic development project funding and performance agreement (EDA) for purposes of providing funding to assist CITY in the acquisition and installation of HVAC equipment required by CBPAMO for the retention of at least 60 FTE positions and to accommodate potential business expansion including UAS operations at the Site (the “Project”); and,

WHEREAS, the board of directors of COSADC has determined that the Project and provision of Project funding to be incorporated into the EDA are in compliance with the requirements and purposes of the Act, COSADC Articles of Incorporation, and the COSADC Business Retention and Expansion Program (BREP) approved by City Council; and, that the Project and direct incentives serve the public purposes set forth in the Act; 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; finding that the foregoing recitals are true and correct and incorporating them as part of the resolution; authorizing the use of sales and use tax funds not to exceed \$25,000, as an economic development incentive for CBPAMO. with participation by the City of San Angelo to provide funding for the acquisition and installation of additional HVAC equipment at the City's hangar, 8210 Hangar Road, San Angelo Regional Airport, under lease to CBPAMO pursuant to terms of an Economic Development Project Funding and Performance Agreement (EDA) by and between COSADC, and the City of San Angelo; authorizing the Director of Economic Development to prepare and negotiate the EDA in substantially the attached form approved by the City Attorney; authorizing the COSADC Board President to execute the EDA; and recommending to the City Council that it approve and authorize execution of the EDA.

PASSED, APPROVED, and ADOPTED on this the 28nd day of March, 2018.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

ATTEST:

Edward Carrasco, President

Nora Nevarez, Corporation Secretary

APPROVED AS TO FORM

APPROVED AS TO CONTENT

Dan T. Saluri, Deputy City Attorney

Robert Schneeman, Economic
Development Coordinator



Customs & Border Protection Exhibit



PLUMBING • HEATING • AIR CONDITIONING

M-19640
TACLB021895C
TACLA020367E

City of San Angelo City Hall
72 W. College Ave
San Angelo, TX 76903

December 11, 2017

Ref: Border Patrol Command Center

Scope of work: Phase 1

- A. Install two 24,000 btu Lennox low ambient heat pump system
- B. Install two 24,000 btu Lennox ceiling cassettes
- C. Install wall mounted Thermostats for each
- D. Install Manual Damper in small room
- E. Install refrigeration and drain lines
- F. Cap off existing supply air to room
- G. Furnish all labor and materials to complete our job
- H. Furnish all permits and inspections.
- I. Warranties 12 yr Compressor
12 yr parts
1 yr labor

Total estimate..... \$ 9,524.00

Note: With Lennox, Phase 2 would be the same Price.

Thank you for the opportunity to give this estimate.
Questions or concerns please call our office.

Donnie Watkins/Air Conditioning/Comfort Advisor
Texas License #19640
TACLB021895C

Customer Acceptance _____ Date _____

Estimate is Valid for Thirty (30) Days Only

**Texas State Board of Plumbing Examiners 929E. 41st P.O.Box4200Austin TX.
78765-4200(800)845-0584 (512)458-2145.**

**Texas Department of Licensing & Regulation: P.O. Box 12157, Austin, TX 78711.
(800)803-9202 or (512)463-6599.**

**5556 US Hwy. 87N • San Angelo, Texas 76901
Ph 325.223.5442 • Fax 325.658.3602**

MC Electric

817 Culwell Street
San Angelo, TX 76903
TECL # 32813

Phone # 325-227-1128
Email: mcelectric1591@gmail.com

Estimate

Date	Estimate #
12/6/2017	39

City of San Angelo
72 W College Ave
San Angelo, Texas 76903

			Project
			Customs building airp...
Description	Qty	Rate	Total
Customs building - Phase 2 replace and mount disconnects and repair cover on existing GFCI			
Russell	6	50.00	300.00
Debbie	6	60.00	360.00
Cover WP S/G Bubble	1	16.25	16.25
GFCI 20A	1	26.00	26.00
Disconnect Sq D	2	144.38	288.76
Box W/P S/G	1	4.80	4.80
Unistrut thin	15	1.88533	28.28
Screws	16	0.15625	2.50
Washer	16	0.195	3.12
We shouldn't need an electrical permit on these 2. We are just replacing equipment not extending circuits or adding load.			
Thank you for considering us for your project!		Subtotal	\$1,029.71
Regulated by the Texas Dept. of Licensing and Regulation, PO Box 12157, Austin, TX 78711, 1800-803-9202, 512-461-6599		Sales Tax (8.25%)	\$0.00
		Total	\$1,029.71

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

Meeting Date: March 28, 2018

Item type: Executive Session Item

Caption:

Section 551.087 to discuss an offer of financial or other incentives 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

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

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

Meeting Date: March 28, 2018

Item type: Executive Session Item

Caption:

Section 551.072 Deliberations about Real Property regarding 17.58 acre parcel of real property fronting on Houston Harte Expressway, within an area bounded by Southwest Boulevard, Sherwood Way and Sunset Drive.

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Michael Dane	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

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

Meeting Date: March 28, 2018

Item type: Executive Session Item

Caption:

Section 551.072 Deliberations about Real Property regarding lease agreements for office space at 69 North Chadbourne Street.

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Michael Dane	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval

Report to Board



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

Meeting Date: March 28, 2018

Item type: Regular Item

Caption:

Consideration and possible action of items discussed in Executive Session, if any

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Tina Dierschke	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval



Requestor: Bryan Kendrick, City Clerk, Accounting,

Meeting Date: March 28, 2018

Item type: Consent Item

Caption:

Announcements and consideration of Future Agenda Items

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Bryan Kendrick	Created/Initiated
Michael Dane	Approved
Dan Saluri	Approved
Tina Dierschke	Approved
Becky Dunn	Approved
Bryan Kendrick	Final Approval