



Agenda

01/23/2019

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on January 23, 2019 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. Proclamation/Recognition

5. Consent Agenda

- a. Consider approving the December 19, 2018 and January 9, 2019 meeting minutes
- b. Consider Approving the necessary Corporation Disbursements

6. Regular Agenda

- a. Consider approving the December 2018 Financial Statements (Presentation made by Tina Dierschke, Director of Finance)
- b. Presentation of the Chamber of Commerce 4th Quarter Report, October - December 2018- (Presentation made by Michael Looney, Vice President of Economic Development)
- c. Update presentation regarding the Texas A&M Transportation Institute Forum (Presentation by John Bariou, Director COSADC Board)

- d. Consider a resolution of COSADC Board of Directors authorizing the use of sales and use tax funds in an amount not to exceed \$300,147 to provide an Economic Development Incentive to Principal LED, 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 PRINCIPAL LED, 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 made by Shannon Scott, Business, Retention & Expansion Coordinator)
- e. Consider a resolution of COSADC Board of Directors authorizing the use of sales and use tax funds in an amount not to exceed \$20,000 to provide an Economic Development Incentive to Carter-Fentress Engineering, 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 Carter-Fentress Engineering, 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 made by Shannon Scott, Business, Retention & Expansion Coordinator)
- f. Consideration of approving updates to the Business, Retention & Expansion Program Plan, Incentives Policy, Guidelines and Marketing Plan (Presentation made by Shannon Scott, Business, Retention & Expansion Coordinator)
- g. Consider a resolution authorizing the use of Sales and Use Tax funds in an amount not to exceed \$49,000, for professional marketing and consulting services relating to an assessment of industrial transportation facilities, industry needs, and identification of markets essential to the promotion of new industrial development opportunities as authorized under Chapter 505 of the Texas Local Government Code for Type B Development Corporation; and, authorizing the Board President to enter into a personal services marketing and consultant contract for such purposes with Roger Horton, d/b/a Shea Transportation Consulting Services (Presentation by Robert Schneeman, Economic Development Project Manager)

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 551.087 to deliberate regarding commercial or financial information that the Board is receiving from business prospects with whom economic development negotiations are being conducted, and discuss financial or other incentives relating to the following projects:

MedHab, LLC

Martifer-Hirschfeld

Project RENO

Project ICET

Project PAK

8. Follow Up and Administrative Issues

- a. Announcements and consideration of Future Agenda Items

9. Public Work Session (Discussion and tour of Warren Cat facilities only; no action will be taken)

- a. 10:30 a.m.: Tour of Warren Cat, 3370 Loop 306 North, San Angelo Texas
- b. Discussion relating to observations on tour

10. 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 January, 2019 at 5:00 p.m.

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

Meeting Date: January 23, 2019

Item type: Consent Item

Caption:

Consider approving the December 19, 2018 and January 9, 2019 meeting minutes

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|---------------------------|-------------------------------|
| 1. | COSADC MINUTES 12-19-18 | COSADC MINUTES 12-19-18.pdf |
| 2. | COSADC Minutes 01-09-2019 | COSADC Minutes 01-09-2019.pdf |

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Consent Item

Caption:

Consider Approving the necessary Corporation Disbursements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|-----------------------------|
| 1. | Disbursement 01-23-2019 | Disbursement 01-23-2019.pdf |
|----|-------------------------|-----------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Consider approving the December 2018 Financial Statements (Presentation made by Tina Dierschke, Director of Finance)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|------------------|----------------------|
| 1. | COSADC Stmt 1812 | COSADC Stmt 1812.pdf |
|----|------------------|----------------------|

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Presentation of the Chamber of Commerce 4th Quarter Report, October - December 2018- (Presentation made by Michael Looney, Vice President of Economic Development)

Summary/History:

The Chamber of Commerce Marketing & Recruitment division makes regular quarterly update presentations to the Board regarding the status of on going projects, new recruitment prospects and other matters of interest to the Board.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

Report to Board



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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Update presentation regarding the Texas A&M Transportation Institute Forum (Presentation by John Bariou, Director COSADC Board)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Consider a resolution of COSADC Board of Directors authorizing the use of sales and use tax funds in an amount not to exceed \$300,147 to provide an Economic Development Incentive to Principal LED, 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 PRINCIPAL LED, 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 made by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. 19-264_COSADC_PRINCIAL LED_EDA_RESO_REDLINE 19-264_COSADC_PRINCIAL LED_EDA_RESO_REDLINE
(002) (002).docx

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Consider a resolution of COSADC Board of Directors authorizing the use of sales and use tax funds in an amount not to exceed \$20,000 to provide an Economic Development Incentive to Carter-Fentress Engineering, 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 Carter-Fentress Engineering, 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 made by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

1. 19-218_COSADC_CARTER_FENTRESS_P_RESO 19-218_COSADC_CARTER_FENTRESS_P_RESO.docx

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Consideration of approving updates to the Business, Retention & Expansion Program Plan, Incentives Policy, Guidelines and Marketing Plan (Presentation made by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | |
|---|---|
| 1. BREP Policy_Guidelines (Updated Draft) | BREP Policy_Guidelines (Updated Draft).docx |
| 2. BREP Marketing Plan (Updated Draft) | BREP Marketing Plan (Updated Draft).docx |

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

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

Meeting Date: January 23, 2019

Item type: Regular Item

Caption:

Consider a resolution authorizing the use of Sales and Use Tax funds in an amount not to exceed \$49,000, for professional marketing and consulting services relating to an assessment of industrial transportation facilities, industry needs, and identification of markets essential to the promotion of new industrial development opportunities as authorized under Chapter 505 of the Texas Local Government Code for Type B Development Corporation; and, authorizing the Board President to enter into a personal services marketing and consultant contract for such purposes with Roger Horton, d/b/a Shea Transportation Consulting Services (Presentation by Robert Schneeman, Economic Development Project Manager)

Summary/History:

Staff is recommending engaging Shea Transportation Consulting Services to assist in evaluating future transportation requirements, Industrial needs related to transportation and the feasibility of providing for those needs. There are several transportation related proposals at the Federal, State and National level potentially affecting the City of San Angelo including the proposed IH 14, & IH 27 corridors and the proposed rail crossing to be completed in 2019 at the Texas – Mexico border in Presidio, Texas.

Staff believes an assessment of transportation related facilities and industrial needs will aid in identifying and promoting new industrial development opportunities in the region and provide for growth and expansion of business enterprises that create and retain primary jobs.

Financial Impact:

\$49,000 from Acct No. 452-900 Future Projects to a new Project. Budget amendment required.

Other Information/Recommendation:

Attachments:

1. 19-121_COSADC_HORTON_SHEA__CONSULT_RESO 19-121_COSADC_HORTON_SHEA__CONSULT_RESO.pdf

Presentation:

Approvals/Reviews:

Robert Schneeman
Dan Saluri
Candice Blake
Tina Dierschke

Created/Initiated
Approved
Approved
Approved

Dan Saluri
Guy Andrews

Approved
Final Approval

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

Meeting Date: January 23, 2019

Item type: Executive Session Item

Caption:

Section 551.087 to deliberate regarding commercial or financial information that the Board is receiving from business prospects with whom economic development negotiations are being conducted, and discuss financial or other incentives relating to the following projects:

MedHab, LLC

Martifer-Hirschfeld

Project RENO

Project ICET

Project PAK

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

Shannon Scott	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

