



Agenda

02/27/2019

Notice is hereby given of a regular meeting of the City of San Angelo Development Corporation (COSADC) to be held on February 27, 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 January 23, 2019 meeting minutes
- b. Consider Approving the necessary Corporation Disbursement
- c. Consider approving the January 2019 Financial Statements

6. Regular Agenda

- a. Update on Chadbourne Street Project and TA Set Aside Grant (Presentation by Rick Weise, Assistant City Manager)
- b. Update on Project Expenditures and Accomplishments for the Affordable Housing Assistance Program (AHAP). (Presentation by Bob Salas, Director of Neighborhood & Family Services)
- c. Public Hearing regarding 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 504 Subchapter C. (Presentation by Shannon Scott, Business, Retention & Expansion Coordinator)
- d. Public Hearing regarding 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 504 Subchapter C. (Presentation by Shannon Scott, Business, Retention & Expansion Coordinator)

- e. Consider a resolution authorizing the use of sales and use tax funds in the sum of \$65,000.00, for purposes of awarding a contract to Inter/Direct U.S.A., Ltd, d/b/a Community Development Strategies (CDS) for expert services to prepare a comprehensive housing analysis that will assess overall housing needs in the competitive market area, to include workforce and affordable housing, for a project authorized for a Type B corporation under Local Government Code Chapter 505 Subchapter D.
- f. Update and discussion regarding Airport Gateway improvements (Presentation by Guy Andrews, Director of Economic Development)
- g. Consider a resolution authorizing the sale of approximately 6.4 acres of land out of the San Angelo Business and Industrial Park to Jeff Prince Operating, LP at a price of \$25,000.00 per acre; authorizing the Board President to negotiate and execute a real estate sales contract in a form approved by the City Attorney; and recommending ratification by City Council. (Presentation by Economic Development Project Manager Robert Schneeman)
- h. Consider a resolution authorizing the Board President to negotiate and execute a professional services agreement, with Centurion Planning and Design in a sum not to exceed \$7,500, relating to an approved project for additional professional engineering and surveying services required by TXDOT on permit applications for driveway access to a portion of the Remainder of Block 1 San Angelo Gateway Addition Section 1 of the San Angelo Business & Industrial Park, subject to approval of the City Council (Presentation by Economic Development Project Manager Robert Schneeman)
- i. Consider appointing a COSADC board member or staff as the COSADC representative to the Ports-to-Plains Alliance Board (Presentation made by Guy Andrews, Director of Economic Development)
- j. Consider appointing a COSADC board representative to the Transportation Advocates of Texas (I-14) board of Directors (Presentation made by Guy Andrews, Director of Economic Development)
- k. Presentation on the last 5-years of Economic Development (Presentation by Guy Andrews, Director of Economic Development)

7. Closed Session

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

- a. Section 551.087 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:

Project 2019- J-32

Project 2019-T-35

Project 2019-S28

Project 2019- E49

Project RENO

Project ICET

Project PAK

SMC Global expansion 3

Project CHEM

Project 09-16

-

- b. Section 551.072 to deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person

8. Follow Up and Administrative Issues

- a. Announcements and consideration of Future Agenda Items

9. Adjournment

CERTIFICATION

I hereby certify that the above notice of meeting was posted on the bulletin board at the City Hall of the City of San Angelo, Texas,

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: February 27, 2019

Item type: Consent Item

Caption:

Consider approving the January 23, 2019 meeting minutes

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|---------------------------|-------------------------------|
| 1. | COSADC minutes 01-23-2019 | COSADC minutes 01-23-2019.pdf |
|----|---------------------------|-------------------------------|

Presentation:

Approvals/Reviews:

Nora Nevarez	Created/Initiated
Dan Saluri	Approved
Guy Andrews	Final Approval

City of San Angelo, Texas Development Corporation
Meeting Wednesday, January 23, 2019

Todd Kolls, President
Bill Dendle, First Vice President
Edward Carrasco, Director
John Bariou, Director
Oscar Casillas, Director
Max Puello, Director

1. Call to Order

With a quorum of the City of San Angelo Development Corporation Board Members present, President Todd Kolls called the regular session of the City of San Angelo Development Corporation meeting to order at 8:30 a.m., on Wednesday, January 23, 2019 in the San Angelo McNease Convention Center, 501 Rio Concho Drive, San Angelo, TX 76903

2. Prayer

An invocation was provided by Director John 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.

No public comment

4. Proclamation/Recognition

President Todd Kolls presented Edward Carrasco with a plaque on behalf of the COSADC board and staff for time served as Board President

5. Consent Agenda

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

Motion: First Vice President Dendle made a motion, seconded by Director Casillas to approve the consent agenda as presented. The motion carried unanimously six (6) ayes to zero (0) nays.

6. Regular Agenda

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

Director Bariou made a motion, seconded by Director Casillas to approve the December 2018 Financial Statements. The motion carried unanimously six (6) ayes to zero (0) nays.

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

No action taken on this item

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

No action taken on this item

Director Casillas left at 9:28 a.m.

- 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)

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

- 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)

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

- 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)

First Vice President Dendle made a motion, seconded by Director Carrasco to approve the updates as presented. The motion carried unanimously five (5) ayes to zero (0) nays.

- 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)

Director Bariou made a motion, seconded by First Vice President Dendle to approve the resolution as presented. The motion carried unanimously five (5) ayes to zero (0) nays.

President Kolls requested to pull MedHab, LLC and Martifer-Hirschfeld from Executive Session to Regular Session.

Shannon Scott, Business, Retention & Expansion Coordinated, provided the following update regarding these projects:

MedHab, LLC:

- **agreement expired effective January 1, 2019**
- **allocated funds \$800,000 transferred back to Future Projects**

Martifer-Hirschfeld

- effective May 3, 2018 a portion of the agreement expired due to non-compliance of rail spur not being constructed
- required to submit retention numbers
- allocated funds of \$1.4 m transferred back to Future Projects

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:

At 9:45 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 Meeting, 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 Boards 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

No action was taken regarding Project RENO, ICET, and PAK.

Update regarding MedHab, LLC and Martifer-Hirschfeld expired agreements.

No action was taken.

8. Follow Up and Administrative Issues

- a. Announcements and consideration of Future Agenda Items

No action taken to report from Executive Session

First Vice President Dendle left at 10:12 a.m.

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

Board departed at 10:12 a.m., to travel to Warren Cat. First Vice President Dendle and Director Casillas did not attend tour.

- b. Discussion relating to observations on tour

At 11:24 a.m., Board returned to the McNease Convention Center from tour.

No action taken on this item

10. Adjournment

At 11:24 a.m. Director Bariou made a motion, seconded by Director Casillas to adjourn the meeting. The motion carried unanimously four (4) 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.)

THIS PAGE INTENTIONALLY LEFT BLANK

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

Meeting Date: February 27, 2019

Item type: Consent Item

Caption:

Consider Approving the necessary Corporation Disbursement

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|-----------------------------|
| 1. | Disbursement 02-27-2019 | Disbursement 02-27-2019.pdf |
|----|-------------------------|-----------------------------|

Presentation:

Approvals/Reviews:

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

**City of San Angelo Development Corporation
Check Disbursements
For Board Approval February 27, 2019**

Economic Development

COSA	\$	137,093.40	Admin Serv - 1st Qtr (Inv. 51374)	
COSA- Airport		49,225.00	Prof. Engr & Airport Consulting for USCBP	Ck. 4513
			Reimburse COSA for 1st QTR partial: BRC Elec.	
			= \$2,864.12; Copier lease - \$365.28; Adm.	
			Comm. = \$2,744.35; Admin. Cellular = \$708.43;	
			Admin Travel & Lodging= \$3,374.21; & Admin	
COSA		10,110.81	Postage = \$54.42	Ck. 4505
Angelo State University		3,075.00	Vista Placement program (Inv. 06654)	Ck. 4500
Schindler Elevator Corp		2,865.12	Annual Prev. Maint. (Inv. 8104957277)	Ck. 4511
			Replace bulbs w. LED in stairwell @ BRC (Inv.	
MC Electric		1,740.96	454)	Ck. 4502
			Prof Serv - Indust Park Phase 2 (Inv.01940617.00	
Parkhill Smith & Cooper		1,689.20	13)	Ck. 4497

Total for Board Consideration \$ 205,799.49

Kirby Park Villas	\$	732.00	Reimburse deposit - vacating temp office	Ck. 4501
MC Electric		514.88	Replace bonding wires at BRC (Inv. 473)	
Standard Times		362.44	Legal notice (Ad 2216705)	Ck. 4510
West Office Technology		350.00	IT Services for Business Factory (Inv. F10605)	Ck. 4509
			Monthly copier charges - Business Factory (Inv	
Canon Financial Services, Inc.		188.45	19624235)	Ck. 4489
			Business Factory copier - Overage charge for	
Kirbo's		198.90	copies (Inv. 287264)	Ck. 4504
Atmos Energy		164.42	Gas Utilities at BRC (Serv date 01/09 - 02/07)	Ck. 4506
			Office supplies (Inv. 401556593, 3401648544, &	
Staples		153.46	3399951654)	Ck. 4492
			Business cards and 4 name tags (Inv. 613-9264)	Ck. 4498
Fastsigns		145.93	Water & sewer utilities at BRC (Serv date	
COSA Utility Billing		140.14	12/27/2018 to 01/29/2019)	Ck. 4507
Protection1		124.94	Burglar & Fire alarm monitor at BRC & fix control	
House of Chemicals		104.13	panel (Inv. 126951644)	Ck. 4503
			Cleaning supplies for BRC (Inv. 557411)	Ck. 4508
COSA Utility Billing		98.32	3 water meters at Industrial Park (Serv date	
Angelo Awards		82.03	12/31/2018 to 02/04/2019)	Ck. 4514
House of Chemicals		66.91	Plaque for Recognition (Inv. 5212)	
			Cleaning supplies for BRC (Inv. 557160)	Ck. 4493
MDK		59.00	Quarterly Pest Control service @ BRC (Inv. 1435)	Ck. 4496
			Water deliver at BRC (Deliver dates 2/01/19 to	
Angelo Water Service		30.25	2/28/19)	Ck. 4494
			Water deliver at BRC (Deliver dates 1/01/19 to	
Angelo Water Service		30.25	1/31/19)	Ck. 4471
FedEx		6.65	Overnight deliver (Inv. 645405043)	Ck. 4512
Total Routine Disbursements	\$	3,553.10		

Total Economic Development Disbursements \$ 209,352.59

Ballot

COSA	\$	15,232.60	Admin Serv 1st Qtr & Affordable Housing (Inv. 51374)	
Total for Board Consideration	\$	15,232.60		
Total Routine Disbursements	\$	-		
Total Ballot Disbursements	\$	15,232.60		

Grand Total Disbursements this Period \$ 224,585.19

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

Meeting Date: February 27, 2019

Item type: Consent Item

Caption:

Consider approving the January 2019 Financial Statements

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

- | | | |
|----|------------------|----------------------|
| 1. | COSADC Stmt 1901 | COSADC Stmt 1901.pdf |
|----|------------------|----------------------|

Presentation:

Approvals/Reviews:

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

City of San Angelo Development Corporation

Financial Information and Schedules As of January 31, 2018

Contents

Executive Summary

Economic Development

Balance Sheet

Revenue & Expenditure Report

Project Commitments

Ballot

Balance Sheet

Revenue & Expenditure Report

Project Commitments

Transaction Detail by Account

2011 Bond Issue

Hickory Water Supply

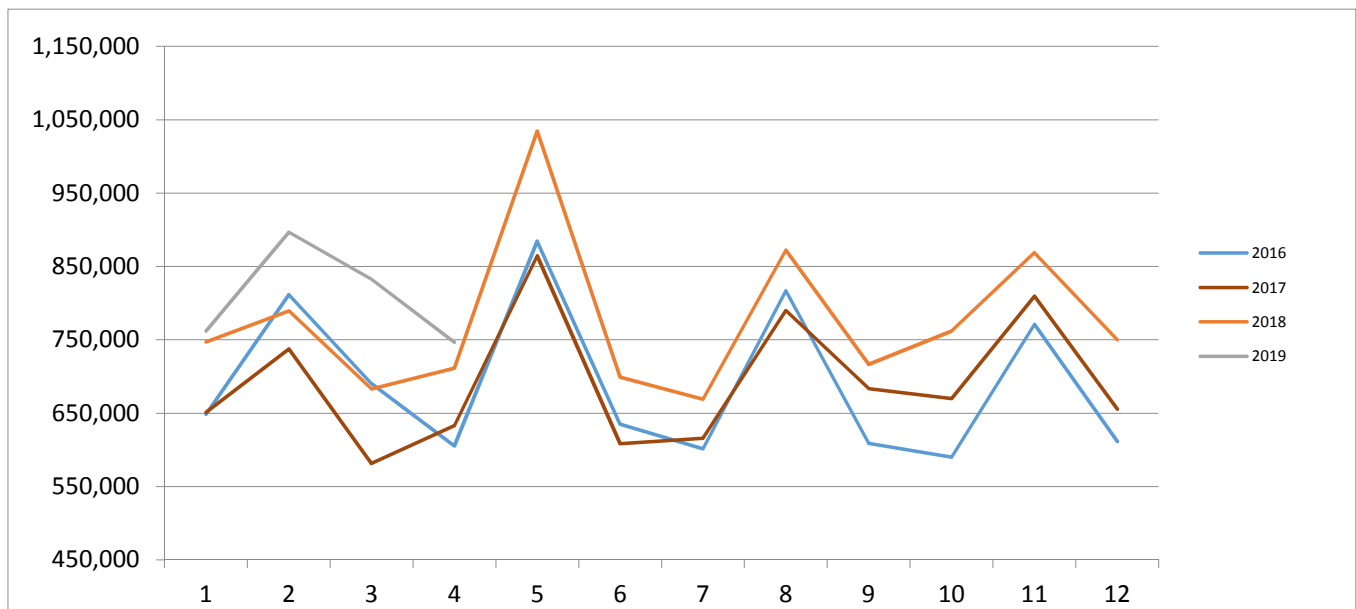
**City of San Angelo Development Corporation
Executive Summary
January 2018**

Available Fund Balances

Unassigned Fund Balance-Economic Development	11,376,305
Unassigned Fund Balance-Ballot	0

Sales Tax Analysis

Month	2016	2017	2018	2019	% Over/(Under)
Oct	648,367	650,926	747,063	761,865	1.98%
Nov	811,466	737,436	789,302	896,890	13.63%
Dec	690,231	581,382	683,012	832,486	21.88%
Jan	605,393	632,603	711,415	746,604	4.95%
Feb	884,468	864,339	1,034,662		
Mar	635,021	608,253	699,086		
Apr	601,420	615,673	669,034		
May	816,925	789,680	872,259		
Jun	608,947	683,530	716,509		
Jul	590,012	669,686	761,927		
Aug	771,109	809,685	868,604		
Sep	611,361	655,327	750,212		



City of San Angelo Development Corporation
Balance Sheet - Economic Development
As of January 31, 2018

ASSETS

Current Assets

Checking/Savings

101101 · Cash 75,564

103200 · Money Market 6,366,527

Total Checking/Savings 6,442,091

Accounts Receivable

115000 · Sales Tax Receivables 477,901

Total Accounts Receivable 477,901

Other Current Assets

117000 · Investments 9,001,998

Total Other Current Assets 9,001,998

Total Current Assets 15,921,990

Fixed Assets

140500 · Land -Industrial Park 85,728

141000 · Industrial Park-Phase I 734,002

143000 · Industrial Park-Phase II 38,624

144000 · Industrial Park-Phase III 20,377

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

159999 · Accum Depr-Building (659,968)

Total Fixed Assets 2,223,730

TOTAL ASSETS

18,145,720

LIABILITIES & FUND EQUITY

Liabilities

Current Liabilities

201000 · Accounts Payable 3,011

Total Current Liabilities 3,011

Total Liabilities

3,011

Fund Equity

Committed for Eco. Dev. Projects 4,542,674

Restricted for Fixed Assets 2,223,730

Unassigned Fund Balance 11,376,305

Total Fund Equity 18,142,709

TOTAL LIABILITIES & FUND EQUITY

18,145,720

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

	Budget	Month Actual	YTD Actual	Over/(Under) Budget	% of Budget
Revenues					
313000 · Income-Sales & Use Tax	2,581,684	206,955	939,542	(1,642,142)	36%
360000 · Interest on Investments	100,000	50,226	77,813	(22,187)	78%
363101 · Lease Income	55,894	293	18,010	(37,884)	32%
366000 · Reimbursements	0	0	1,974	1,974	100%
Total Revenues	2,737,578	257,474	1,037,339	(1,700,239)	38%
Expenditures					
410000 · Administrative	123,271	2,041	19,475	(103,796)	16%
412000 · Partner Affiliations	103,892	0	30,000	(73,892)	29%
415000 · City Services	548,373	0	0	(548,373)	0%
415331 · Annual Report	500	0	0	(500)	0%
420000 · Industrial Park Ops & Maint	16,310	2,611	6,001	(10,309)	37%
440000 · Marketing-Chamber of Commerce	225,000	56,250	112,500	(112,500)	50%
440200 · Business Ret & Exp Prog	696,000	1,850	6,488	(689,512)	1%
445000 · Promotion (SADC Marketing)	5,000	0	0	(5,000)	0%
450000 · Business Resource Ctr	36,817	2,480	9,464	(27,353)	26%
452101 · Business Factory	87,000	943	7,913	(79,087)	9%
Total Operating Expenditures	1,842,163	66,175	191,841	(1,650,322)	10%
452112 · Project-Martifer-Hirschfeld	0	0	0	0	0%
452115 · Project-Blue Cross Blue Shield	37,119	0	0	(37,119)	0%
452119 · Project-Air Service Marketing	5,955	5,000	5,000	(955)	84%
452121 · Project-MedHab	0	0	0	0	0%
452124 · Project-DeCoty Coffee	81,734	0	0	(81,734)	0%
452132 · Project-TGC/GAFB	8,399	0	0	(8,399)	0%
452134 · Project-Principle LED	109,005	0	0	(109,005)	0%
452136 · Project-Phase II Sewer Line	96,000	0	0	(96,000)	0%
452137 · Project-TXDOT Aside Prog. Grant	60,500	0	0	(60,500)	0%
452138 · Project-CalTech	582,899	0	0	(582,899)	0%
452139 · Project-Parkhill	84,548	19,004	19,004	(65,544)	22%
452140 · Project-Grant Works	50,000	0	0	(50,000)	0%
452142 · Project-Netco	10,000	0	0	(10,000)	0%
452145 · Project-Elite Solutions	40,260	0	0	(40,260)	0%
452146 · Project-GAFB	1,500,000	0	246,872	(1,253,128)	16%
452147 · Project-Ind Park Phase II	2,000,000	0	200	(1,999,800)	0%
452149 · Project-Howard College Const Tr	128,030	54,925	54,925	(73,105)	43%
452151 · Project-US Customs Retention	25,000	0	0	(25,000)	0%
452152 · Project-US Customs Retention Ph. II	49,226	0	0	(49,226)	0%
452153 · Project-Airport Master Plan	120,991	120,991	120,991	0	100%
452900 · Project-Future Projects	3,071,427	0	0	(3,071,427)	0%
453000 · Capital Purchases	30,000	0	0	(30,000)	0%
Total Project Expenditures	8,091,093	199,920	446,992	(7,644,101)	6%
Total Expenditures	9,933,256	266,095	638,833	(9,294,423)	6%
Revenue Over/(Under) Expenditures	(7,195,678)	(8,621)	398,506	7,594,184	

City of San Angelo Development Corporation
Economic Development Projects
As of January 31, 2018

Project	Original Allocation	Current Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Martifer-Hirschfeld	3,684,743	2,294,308	0	2,294,308	0
Blue Cross Blue Shield	408,522	371,404	0	334,285	37,119
Air Service Marketing	60,000	60,000	5,000	59,045	955
MedHab	797,750	1,500	0	1,500	0
DeCoty Coffee	101,835	101,835	0	20,101	81,734
TGC/GAFB	633,000	633,000	0	624,601	8,399
Principle LED	550,001	550,001	0	440,996	109,005
Phase II Sewer Line TGC	100,000	100,000	0	4,000	96,000
TXDOT Aside Prog. Grant	100,000	100,000	0	39,500	60,500
CalTech	603,999	603,999	0	21,100	582,899
Parkhill	308,000	323,000	19,004	257,456	65,544
Grant Works	54,000	54,000	0	4,000	50,000
Netco	60,000	60,000	0	50,000	10,000
Elite Solutions	40,260	40,260	0	0	40,260
GAFB	1,500,000	1,500,000	246,872	246,872	1,253,128
Ind Park Phase II	2,000,000	2,000,000	200	200	1,999,800
Howard College Construction Trades	168,000	168,000	54,925	94,895	73,105
US Customs Retention	25,000	25,000	0	0	25,000
US Customs Retention Ph. II	46,435	49,226	0	0	49,226
Airport Master Plan	120,991	120,991	120,991	120,991	0
	11,362,536	9,156,524	446,992	4,613,850	4,542,674
Total Committed, Not Expended					4,542,674

City of San Angelo Development Corporation
Balance Sheet - Ballot
As of January 31, 2018

ASSETS

Current Assets

Checking/Savings

101101 · Cash

1,904

103200 · Money Market

2,925,451

Total Checking/Savings

2,927,355

Accounts Receivable

115000 · Sales Tax Receivables

1,197,791

115201 · Note Receivable

12,609

Total Accounts Receivable

1,210,400

Total Current Assets

4,137,755

TOTAL ASSETS

4,137,755

LIABILITIES & FUND EQUITY

Fund Equity

Committed for Ballot Projects

451,275

Assigned for Debt Service

3,686,480

Unassigned Fund Balance

0

Total Fund Equity

4,137,755

TOTAL LIABILITIES & FUND EQUITY

4,137,755

City of San Angelo Development Corporation
Revenue & Expenditure Report - Ballot
January 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	6,638,617	532,171	2,415,965	(4,222,652)	36%
360000 · Interest on Investments	30,000	4,920	16,907	(13,093)	56%
Total Revenues	<u>6,668,617</u>	<u>537,091</u>	<u>2,432,872</u>	<u>(4,235,745)</u>	<u>36%</u>
Expenditures					
410000 · Administrative	4,512	0	0	(4,512)	0%
415000 · City Services	60,930	0	0	(60,930)	0%
430000 · Loan/Debt Service	5,279,175	0	0	(5,279,175)	0%
Total Operating Expenditures	<u>5,344,617</u>	<u>0</u>	<u>0</u>	<u>(5,344,617)</u>	<u>0%</u>
451200 · Project-Affordable Housing	361,139	0	93,629	(267,510)	26%
452123 · Project-W. Tx Water Partnership	200,000	4,061	16,235	(183,765)	8%
452900 · Project-Future Projects	819,135	0	0	(819,135)	0%
Total Project Expenditures	<u>1,380,274</u>	<u>4,061</u>	<u>109,864</u>	<u>(1,270,410)</u>	<u>8%</u>
Total Expenditures	<u>6,724,891</u>	<u>4,061</u>	<u>109,864</u>	<u>(6,615,027)</u>	<u>2%</u>
Revenue Over/(Under) Expenditures	<u>(56,274)</u>	<u>533,030</u>	<u>2,323,008</u>	<u>2,379,282</u>	

City of San Angelo Development Corporation
Ballot Projects
As of January 31, 2018

Project	Project Allocation	Current Year Activity	Inception to Date	Remaining Allocation
Ballot Projects:				
Water Supply Projects				
West Texas Water Partnership	655,708	16,235	471,943	183,765
* Reclaimed Water Alternatives	1,389,965	0	1,389,965	-
* Red Arroyo Storm Water Basin	151,040	0	151,040	-
Total Expenditures	2,196,713	16,235	2,012,948	183,765
Total Water Supply Projects				183,765
Affordable Housing				
Revenues				
* Sale of Fixed Assets - Blackshear Properties	394,351	0	394,351	-
Total Revenues				
Expenditures				
Affordable Housing	3,159,195	93,629	2,891,685	267,510
* Administrative Contract	120,405	0	120,405	-
* Blackshear Neighborhood Boundary	28,300	0	28,300	-
* Blackshear Properties	404,125	0	404,125	-
* Neighborhood Blitz	550,000	0	550,000	-
* Neighbors Helping Neighbors	53,000	0	53,000	-
* Rebuilding Together - Housing One Stop	23,759	0	23,759	-
* Rebuilding Together - Housing Repair	74,920	0	74,920	-
* Rehabs	114,487	0	114,487	-
* Roofing Grant	200,000	0	200,000	-
Total Expenditures	4,728,191	93,629	4,460,682	267,510
Total Affordable Housing				267,510
Other Projects				
* Sports Facilities Maintenance	285,353	0	285,353	-
Total Expenditures	285,353	0	285,353	-
Total Ballot Projects Committed, Not Expended				451,275

Voter Approved Projects:

* Fort Concho Improvements	900,000	0	900,000	-
* Sports & Athletics Facilities	708,744	0	708,744	-
* 29th Street Sports Complex	1,750,000	0	1,750,000	-
Total Expenditures	3,358,744	-	3,358,744	-
Total Voter Approved Projects Committed, Not Expended				-
* Completed				-

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

	Num	Name	Memo	Amount
Economic Development				
313000 · Income-Sales & Use Tax (700-0000-313.00-00)				
	890	City of San Angelo	Adjustment to November Sales Tax Receivable	15,662.97
	891	City of San Angelo	Record January Sales Tax Receivable	<u>191,292.51</u>
Total 313000 · Income-Sales & Use Tax (700-0000-313.00-00)				206,955.48
360000 · Interest on Investments (700-0000-361.10-00)				
	892		Record Interest on Sec #912828V56	13,540.44
	892		Record Interest on Sec #3130ADG22	10,450.00
	892		Record Interest on Sec #3134GBYG1	15,300.00
	894		Record Interest for January	317.01
	894		Record MM Interest for January	<u>10,618.24</u>
Total 360000 · Interest on Investments (700-0000-361.10-00)				50,225.69
363101 · Lease Income				
363103 · BRC - Rental of Conf Rm				
	92697	KIDY FOX San Angelo	BRC Conference room rental	150.00
	0112617	Angelo State University	Lease of space at BRC	<u>10.00</u>
Total 363103 · BRC - Rental of Conf Rm				160.00
363104 · Business Factory				
	893	Kirby Park Villas	Rent for the month of Jan	<u>132.90</u>
Total 363104 · Business Factory				<u>132.90</u>
Total 363101 · Lease Income				292.90
410000 · Administrative				
410580 · Admin-Travel & Lodging				
	4485	City of San Angelo (COSA)	Reimburse for November P-card Expenses	<u>-898.96</u>
Total 410580 · Admin-Travel & Lodging				-898.96
410590 · Admin-Training				
	4485	City of San Angelo (COSA)	Reimburse for November P-card Expenses	<u>-79.00</u>
Total 410590 · Admin-Training				-79.00
410605 · Admin-Public Notices				
	4490	Standard Times	Acc. 836825 Service Period 12/01/18 - 12/31/18	<u>-367.77</u>
Total 410605 · Admin-Public Notices				-367.77
410610 · Admin-Office Supplies (700-0000-411.06-10)				
	4470	Staples Advantage	Inv. 3398606300	-42.98
	4485	City of San Angelo (COSA)	Reimburse for November P-card Expenses	-180.00
	4491	CTWP	Inv. 1020802	-80.47
	4492	Staples Advantage	Inv. 3401556593	-127.46
	4492	Staples Advantage	Inv. 3401648544	-72.78
	4492	Staples Advantage	Inv. 3399951654	46.78
	4495	Angelo Awards	Inv. 5212	-82.03
	4498	FastSigns	Inv. 613-9264	<u>-145.93</u>
Total 410610 · Admin-Office Supplies (700-0000-411.06-10)				-684.87
410630 · Admin-Food				
	4485	City of San Angelo (COSA)	Reimburse for November P-card Expenses	<u>-10.00</u>
Total 410630 · Admin-Food				<u>-10.00</u>
Total 410000 · Administrative				-2,040.60
412000 · Partner Affiliations				
	4468	Ports-to-Plains	Inv. 1668	<u>0.00</u>
Total 412000 · Partner Affiliations				0.00
420000 · Industrial Park Ops & Maint				
420360 · Ind Park-Contract Services				
	4476	Stribling-Probandt Appraisals	Inv. A18-0860	<u>-2,250.00</u>
Total 420360 · Ind Park-Contract Services				-2,250.00
420411 · Ind Park-Water/Sewer Utilities				

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

	Num	Name	Memo	Amount
	4487	City of San Angelo Utility Billing	Acc. 118947-187772 Service Period 12/03/18 - 12/31/18	-26.68
	4487	City of San Angelo Utility Billing	Acc. 118947-187770 Service Period 12/02/18 - 12/31/18	-38.30
	4487	City of San Angelo Utility Billing	Acc. 118947-187774 Service Period 12/03/18 - 12/31/18	-32.49
Total 420411 · Ind Park-Water/Sewer Utilities				-97.47
420000 · Industrial Park Ops & Maint - Other				
	4482	J & R Silva Tree Service & Landscaping	Inv. 2292	-264.00
Total 420000 · Industrial Park Ops & Maint - Other				-264.00
Total 420000 · Industrial Park Ops & Maint				-2,611.47
440000 · Marketing-Chamber of Commerce (700-0000-411.05-40)				
	4472	San Angelo Chamber of Commerce	Inv. 2019/01	-56,250.00
Total 440000 · Marketing-Chamber of Commerce (700-0000-411.05-40)				-56,250.00
440200 · Business Ret & Exp Prog				
	4474	McLaughlin Advertising	Inv. 2064	-850.00
	4480	San Angelo Chamber of Commerce	Inv. 84701	-1,000.00
Total 440200 · Business Ret & Exp Prog				-1,850.00
450000 · Business Resource Ctr				
450010 · BRC-Water/Sewer Utilities				
	4479	City of San Angelo (COSA)	Acc. 186765-50710 Service Period 11/29/18 - 12/27/18	-17.25
	4479	City of San Angelo (COSA)	Acc. 171939-179340 Service Period 11/29/18 - 12/27/18	-117.43
Total 450010 · BRC-Water/Sewer Utilities				-134.68
450012 · BRC-Gas Utilities				
	4486	Atmos Energy	Acc 3036648466 Service Period 12/06/18 - 01/08/19	-208.87
Total 450012 · BRC-Gas Utilities				-208.87
450000 · Business Resource Ctr - Other				
	4469	Protection 1	Inv. 126188292	-14.40
	4471	Angelo Water Service	Acc 7005 Service Period 01/01/19 - 01/01/19	-33.08
	4478	Protection 1	Inv. 126444839	-150.00
	4478	Protection 1	Inv. 126442373	-112.45
	4482	J & R Silva Tree Service & Landscaping	Inv. 2293	-504.90
	4483	West Texas Window Cleaning Co	Inv. 01042019	-522.00
	4488	Dirt Doctor of San Angelo	Inv. 3590	-652.50
	4493	House of Chemicals Inc	Inv. 557160	-66.91
	4494	Angelo Water Service	Acc 7005 Service Period 02/01/18 - 02/28/18	-27.23
	4496	MDK Services	Inv. 1435	-53.10
Total 450000 · Business Resource Ctr - Other				-2,136.57
Total 450000 · Business Resource Ctr				-2,480.12
452101 · Business Factory				
	4469	Protection 1	Inv. 126188292	-1.60
	4471	Angelo Water Service	Acc 7005 Service Period 01/01/19 - 01/01/19	-3.67
	4473	Canon Financial Services, Inc.	Inv. 19513924	-171.32
	4478	Protection 1	Inv. 126442373	-12.49
	4481	West Office Technology	Inv. F10528	-350.00
	4482	J & R Silva Tree Service & Landscaping	Inv. 2293	-56.10
	4483	West Texas Window Cleaning Co	Inv. 01042019	-58.00
	4485	City of San Angelo (COSA)	Reimburse for November P-card Expenses	-19.95
	4488	Dirt Doctor of San Angelo	Inv. 3590	-72.50
	4489	Canon Financial Services, Inc.	Inv. 19624235	-188.45
	4494	Angelo Water Service	Acc 7005 Service Period 02/01/18 - 02/28/18	-3.02
	4496	MDK Services	Inv. 1435	-5.90
Total 452101 · Business Factory				-943.00
452119 · Project-Air Service Marketing				
	4474	McLaughlin Advertising	Inv. 2008	-5,000.00
Total 452119 · Project-Air Service Marketing				-5,000.00
452139 · Project-Parkhill				
	4475	Parkhill Smith & Cooper	Inv. 01940617.00 - 11	-13,897.40
	4475	Parkhill Smith & Cooper	Inv. 01940617.00 - 12	-3,417.00
	4497	Parkhill Smith & Cooper	Inv. 01940617.00-13	-1,689.20

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

	Num	Name	Memo	Amount
Total 452139 · Project-Parkhill				-19,003.60
452149 · Project-Howard College Const Tr				
	4484	Howard College	Construction Trades Program Agreement	-54,925.00
Total 452149 · Project-Howard College Const Tr				-54,925.00
452153 · Project-Airport Master Plan				
	4477	City of San Angelo	Inv. 51072	-120,991.00
Total 452153 · Project-Airport Master Plan				-120,991.00
TOTAL				-8,620.72

Ballot

313000 · Income-Sales & Use Tax				
	311	City of San Angelo	Adjustment to November Sales Tax Receivable	40,276.22
	312	City of San Angelo	Record January Sales Tax Receivable	491,895.01
Total 313000 · Income-Sales & Use Tax				532,171.23
360000 · Interest on Investments				
	5168	ZP Kirby Park Villas, LP	Note Recievable Interest	33.58
	313		Record MM Interest for January	4,879.14
	313		Record Interest for January	6.86
Total 360000 · Interest on Investments				4,919.58
452123 · Project-W. Tx Water Partnership				
	1504	City of San Angelo (COSA)	WTWP Reimbursement - Nov '18	-4,060.66
Total 452123 · Project-W. Tx Water Partnership				-4,060.66
TOTAL				533,030.15

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures

Fiscal Year through January 31, 2018

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

For Airport, Ft. Concho, and Parks Improvements

Debt Payments Through 2024

	Dept	Current Budget	Month Actual	YTD W/Enc	Over/(Under) Budget	Previous Years Activity	Inception to Date
Beginning Fund Balance		885,533		885,533			
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		-	118	414	414	167,421	167,835
Total Revenues		-	118	414	414	18,346,368	18,346,782
EXPENDITURES:							
Airport Terminal Rehab	3925	-	-	-	-	500,000	500,000
Concho River	4119	286,873	500	19,292	(267,581)	8,313,129	8,332,421
Parks	6000	525,576	-	20,030	(505,546)	456,801	476,831
Red Arroyo Trail	6040	-	-	-	-	325,000	325,000
Recreation	6100	75,000	-	-	(75,000)	2,597,817	2,597,817
Fort Concho Improvements	6301	-	-	-	-	100,001	100,001
Auditorium	6602	-	-	-	-	3,750,001	3,750,001
Fairgrounds	6636	-	-	-	-	1,157,722	1,157,722
Issue Costs	9900	-	-	-	-	260,363	260,363
Total Expenditures		887,449	500	39,322	(848,127)	17,460,834	17,500,156
Revenue Over/(Under) Expenditures		(887,449)	(382)	(38,908)			
Ending Fund Balance		(1,916)		846,625			

THE CITY OF SAN ANGELO, TEXAS

Schedule of Revenues and Expenditures

Fiscal Year through January 31, 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		2,541,619		2,541,619			
REVENUES:							
Interest		-	1,604	5,650	5,650	580,869	586,519
C.O. Proceeds		1,249	-	-	(1,249)	119,998,750	119,998,750
Total Revenues		1,249	1,604	5,650	4,401	120,579,619	120,585,269
EXPENDITURES:							
Easements/Property Damage	4150	309,919	-	-	(309,919)	106,865	106,865
Engineering	4157	180,528	5,522	180,528	-	17,058,198	17,238,726
Well Field Pipelines	4152	3,083	-	-	(3,083)	3,026,918	3,026,918
30 " Transmission Main	4153	-	-	-	-	38,681,022	38,681,022
Well Field Pumps	4154	-	-	-	-	12,831,038	12,831,038
Well Field Pump Station	4155	1,344,420	-	-	(1,344,420)	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		1,961,999	5,522	180,528	(1,781,471)	117,934,765	118,115,293
Revenue Over/(Under) Expenditures		(1,960,750)	(3,918)	(174,878)			
Ending Fund Balance		580,869		2,366,741			

	<u>Revenues</u>
Previous Years Activity	120,579,619
Current Year Budget	1,249
Less Interest Earned	(580,869)
TOTAL	120,000,000

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Update on Chadbourne Street Project and TA Set Aside Grant (Presentation by Rick Weise, Assistant City Manager)

Summary/History:

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Approvals/Reviews:

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

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Update on Project Expenditures and Accomplishments for the Affordable Housing Assistance Program (AHAP).
(Presentation by Bob Salas, Director of Neighborhood & Family Services)

Summary/History:

Financial Impact:

No impact

Other Information/Recommendation:

Attachments:

- | | | |
|----|---------------------------|--------------------------------|
| 1. | Update AHAP 02-27-2019 | Update AHAP 02-27-2019.docx |
| 2. | AHAP projects spreadsheet | AHAP projects spreadsheet.xlsx |

Presentation:

Approvals/Reviews:

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

Memo

DATE: February 21, 2019
TO: Nora Nevarez, SADC
FROM: Robert Salas, Director Neighborhood & Family Services
SUBJECT: Agenda Item for February 27, 2019 Board Meeting
CONTACT: Robert Salas 655-0824
CAPTION: Regular

Update on Project Expenditures and Accomplishments for the Affordable Housing Assistance Program (AHAP).

Summary: The affordable housing component of the ½ cents sales tax was approved in 2005 and Neighborhood & Family Services Department began management of the program FY2009. We are allocated \$335k per year to carry out the primary program which is gap financing for first time homebuyers with a cap of \$40K for new home construction. We do secure our investment with a forgivable deferred lien note and deed. The program only assists low/moderate income citizens of San Angelo based on HUD income guidelines. Because we built a fund balance for 5 years, we were able to take on short term projects to help forward the city's neighborhood revitalization program. Since the inception of the Affordable Housing Assistance Program (AHAP), over \$4.5M has been expended on gap financing for new homes and other affordable housing programs benefitting the community. These expenditures and accomplishments include:

- \$3.1M 72 new homes for first-time homebuyers
- \$480K 126 homes sided and painted during neighborhood blitzes
- \$150K 60 housing rehabilitation projects
- \$200K 112 roof replacements
- \$600K 6 new spec homes bought and sold
- \$20K 228 new apartment units made available thru tax credit projects

Financial Impact: None at this time.

Attachments: Project Spreadsheet, PP presentation.

Affordable Housing Assistance Program

Annual Award Amount:

	<u>Name</u>	<u>Date Closed</u>	<u>Sales Price</u>	<u>Gap</u>	<u>Loan Amt</u>
1	Irma Salcedo	8/19/2008	\$90,000	\$ 34,500.00	\$ 55,000.00
2	Suzan Kratzenberg	9/17/2008	\$90,000	\$ 35,000.00	\$ 55,000.00
3	Davina Vannett	8/25/2008	\$90,000	\$ 35,000.00	\$ 55,000.00
4	Norma Flores	10/31/2008	\$94,500	\$ 37,800.00	\$ 55,000.00
5	Angelita Torres	11/7/2008	\$94,500	\$ 34,500.00	\$ 55,000.00
6	Jason & Dawn Hill	2/12/2009	\$90,000	\$ 35,000.00	\$ 55,000.00
7	Joyce Powell	9/2/2009	\$90,000	\$ 35,000.00	\$ 55,000.00
8	Rickie Zuniga	12/1/2009	\$94,500	\$ 37,800.00	\$ 56,700.00
9	Marie & Victor Zavala	12/16/2009	\$90,000	\$ 35,000.00	\$ 55,000.00
10	Juley Zapata	1/8/2010	\$98,845	\$ 40,000.00	\$ 58,845.00
11	Irene Guzman	3/23/2010	\$93,500	\$ 37,400.00	\$ 56,100.00
12	Tina Fernandez	3/31/2010	\$95,000	\$ 38,000.00	\$ 57,000.00
13	Robert Mejia/P. Rodriguez	6/24/2010	\$91,250	\$ 36,500.00	\$ 55,000.00
14	Theo Cantu/V.Flores	8/31/2010	\$100,000	\$ 44,169.08	\$ 60,000.00
15	Ashley DeLaPaz/Paul Herrera	12/20/2010	\$97,800	\$ 42,098.00	\$ 58,680.00
16	Jenafer & Mario Torres	1/5/2011	\$94,500	\$ 42,747.92	\$ 56,200.00
17	Frances Reed	1/7/2011	\$100,000	\$ 44,074.73	\$ 60,000.00
18	Dolores Martinez	2/3/2011	\$97,800	\$ 42,698.34	\$ 58,180.00
19	Dino & Michelle Wagner	2/4/2011	\$100,000	\$ 42,737.54	\$ 59,700.00
20	Brandy Hearne	2/18/2011	\$97,000	\$ 41,566.30	\$ 57,700.00
21	Enrique & Teresa Villarreal	3/3/2011	\$85,450	\$ 33,523.39	\$ 55,000.00
22	Crystal & Jesus Esparza	3/16/2011	\$100,000	\$ 41,425.28	\$ 60,000.00
23	Maria Gema Hernandez	3/25/2011	\$94,500	\$ 39,822.89	\$ 56,200.00
24	Joshua Jones	4/18/2011	\$100,000	\$ 41,949.21	\$ 60,000.00
25	Eber Chavez	4/27/2011	\$96,500	\$ 42,385.07	\$ 57,900.00
26	Martha Soria&Saul Hernandez	10/31/2011	\$100,000	\$ 41,953.00	\$ 60,000.00
27	Erica Galindo	11/30/2011	\$94,250	\$ 40,202.00	\$ 46,550.00
28	Corina Gonzales	11/30/2011	\$93,750	\$ 39,998.00	\$ 46,250.00
29	Joshua & Grace Cavaness	2/24/2012	\$94,750	\$ 41,194.78	\$ 56,850.00
30	Krystina & Rogelio Neira	9/19/2012	\$95,000	\$ 40,964.74	\$ 57,000.00
31	Ingrid Gutierrez	9/25/2012	\$97,500	\$ 42,460.70	\$ 60,000.00
32	Lucy Winburne/Delarosa	12/21/2012	\$96,500	\$ 41,111.41	\$ 57,000.00
33	Velina Lewis	1/24/2012	\$94,904	\$ 36,900.00	\$ 55,350.00
36	Kayla Hildebrand	3/1/2013	\$97,204	\$ 40,199.75	\$ 57,000.00
37	Thomas Faz	5/31/2013	\$98,351	\$ 45,136.03	\$ 57,450.00
38	Miranda Carillo	7/18/2013	\$100,000	\$ 43,108.28	\$ 60,000.00
39	Jami & Caleb Van Duinen	7/25/2013	\$100,000	\$ 47,519.53	\$ 60,000.00
40	Zane & Gigi Scott	9/13/2013	\$100,000	\$ 43,532.36	\$ 55,000.00
41	Ester Cardenas	11/21/2013	\$96,875	\$ 36,875.00	\$ 60,000.00
42	Virginia Nunez	12/20/2013	\$100,000	\$ 46,762.85	\$ 60,000.00
43	Jorge Garcia/Leake	12/12/2013	\$100,000	\$ 45,858.98	\$ 58,124.15
44	Sabrina Angeles	12/31/2013	\$98,100	\$ 41,068.97	\$ 60,000.00
45	Esmerelda Trevino	5/21/2014	\$100,000	\$ 48,634.00	\$ 60,000.00
46	Rosemary Mosley/Linda Lawson	5/5/2014	\$100,000	\$ 46,403.78	\$ 60,000.00
47	Suara Salas	3/25/2014	\$97,090	\$ 41,446.05	\$ 60,000.00
48	Raquel Biera	10/1/2014	\$99,750	\$ 48,233.48	\$ 59,850.00

49	Leandro Robert Valles	4/30/2015	\$ 100,000	\$ 45,159	\$ 60,000
50	Kristie Thiers	2/17/2015	\$ 100,000	\$ 46,193	\$ 60,000
51	Tara Davis	7/8/2015	\$ 100,500	\$ 47,586	\$ 60,000
52	Greg Stratton	3/16/2015	\$ 100,000	\$ 45,296	\$ 60,000
53	Roberta Tanguma	7/31/2015	\$ 108,283	\$ 49,087	\$ 62,604
54	Courtney Farris	11/6/2015	\$100,000	\$ 42,456.35	\$ 60,000.00
55	Dalila Caballero	11/9/2015	\$102,000	\$ 46,399.62	\$ 62,000.00
56	Marcy Perez	2/17/2016	\$104,200	\$ 47,233.74	\$ 63,200.00
57	Sylvia Arambula	7/29/2016	\$103,000	\$ 47,113.30	\$ 62,000.00
58	Amy Martinez	3/24/2016	\$103,000	\$ 48,166.45	\$ 62,000.00
59	Isa Sanchez	8/8/2016	\$101,000	\$ 44,415.02	\$ 60,000.00
60	Maggie Guerrero	11/15/2016	\$105,000	\$ 46,332.28	\$ 64,000.00
61	Christy Rhoys	11/3/2016	\$104,000	\$ 43,045.07	\$ 63,000.00
62	Rubin Ross	1/6/2017	\$101,000	\$ 43,220.36	\$ 60,000.00
63	Clarissa Hernandez	4/4/2017	\$102,500	\$ 43,782.21	\$ 62,000.00
64	Theo Cantu/V.Flores	5/1/2017	\$110,000	\$ 46,000.00	\$ 62,000.00
65	Ashley Stokely	5/25/2017	\$100,000	\$ 40,000.00	\$ 60,000.00
66	Alma Fraire	6/16/2017	\$102,000	\$ 40,000.00	\$ 61,500.00
67	Silva	10/18/2017	\$99,000	\$ 46,107.44	\$ 58,900.00
68	Lett	2/16/2018	\$102,000	\$ 48,455.80	\$ 61,500.00
70	Cruz	1/19/2018	\$102,500	\$ 48,177.37	\$ 62,000.00
71	Valadez	2/23/2018	\$103,700	\$ 46,719.07	\$ 63,200.00
72	Lara&Garcia	3/29/2018	\$104,500	\$ 48,959.29	\$ 64,000.00
73	Jubilee Barron	7/30/2018	\$101,875	\$ 47,533.02	\$ 61,375.00
74	Sylvia Casillas	11/9/2018	\$104,500	\$ 46,135.26	\$ 64,000.00
75	Tabitha McLerran	12/27/2018	\$102,500	\$ 47,493.54	\$ 62,000.00
81					

Total Funds Spent

\$3,061,327.32

Address	Neighborhood
123 W. Ave. K	Rio Vista
2409 Weaver	Blackshear
2413 Weaver	Blackshear
2017 Hudson	Blackshear
2013 Hudson	Blackshear
618 W. 25th St.	Blackshear
2418 Weaver	Blackshear
1903 Hill St	Rio Vista
202 E 24th St	Reagan
718 San Jacinto	Rio Vista
1301 Culberson	Fort Concho
1302 Bryan	Fort Concho
319 W. Ave. Q	Rio Vista
10 W. Ave. Q	Rio Vista
1809 S. Hill	Rio Vista
1906 Upton	Fort Concho
2002 Shelton	Blackshear
424 E. 23rd St.	Reagan
837 San Jacinto	Rio Vista
610 W. 19th St.	Blackshear
406 E. 22nd St.	Reagan
2010 Shelton	Blackshear
1910 Upton	Fort Concho
2018 Shelton	Blackshear
2701 Volney	Reagan
2026 Shelton	Blackshear
2402 Brown St	Blackshear
614 W. 25th St.	Blackshear
2709 Volney St	Reagan
601 Antonio	Rio Vista
322 E Ave G	Fort Concho
405 N Emerson	Reagan
2410 Brown St	Blackshear
315 E. 24th St	Reagan
2239 Lillie St	Blackshear
703 E 16th	Reagan
601 W Ave Z	Rio Vista
1814 Ellis	Ft Concho
321 E 24th	Reagan
605 W Ave Z	Rio Vista
210 W Ave M	Rio Vista
1406 Spaulding	Rio Vista
318 E 14th	Reagan
2100 Lillie ST	Blackshear
402 E 20th	Reagan
404 E. 21st	Blackshear

2005 Shelton	Blackshear
718 Avenue Z	Rio Vista
117 Avenue K	Rio Vista
700 Avenue Z	Rio Vista
1826 S.Randolph	Rio Vista
2011 Shelton	Blackshear
125 W. Avenue K	Rio Vista
514 W. Avenue Y	Rio Vista
52 E. 22nd	Blackshear
436 Koberlin	Ft Concho
711 W. 19th	Blackshear
822 Antonio	Rio Vista
601 W. 18th	Reagan
710 W. 18th	Reagan
707 W 16th	Reagan
1309 Gregory	Reagan
810 E 21st	Blackshear
122 W. 12th	Reagan
703 W. 19th	Reagan
108 W. 10th	Reagan
1001 Culberson	Ft Concho
414 Baker	Ft Concho
113 W 24th	Reagan
701 San Jacinto	Rio Vista
121 W 9th	Reagan
705 San Jacinto	Rio Vista

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Public Hearing regarding 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 504 Subchapter C. (Presentation by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

Principal LED is a business enterprise located at 3490 Venture Drive in San Angelo, TX that manufactures LED lighting fixtures. They plan on expanding their operations at this location and currently have 71 employees. They anticipate hiring a minimum of 15, but up to 64 additional employees within 3 years with an average salary of \$35,000. They also anticipate expending at least \$2.4 million in capital investment for the facility expansion and equipment.

At the January 23, 2019 COSADC Board meeting, the Board approved a Resolution in the amount of \$300,147 to provide economic development incentives to Principal LED, LLC.

At the February 5, 2019 City Council meeting, the City Council ratified COSADC's Resolution for the \$300,147 in incentives.

Financial Impact:

\$300,147 in economic development incentives

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

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 \$300,147.00, TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO 2V LED, LLC, F/K/A 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 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, 2V LED, LLC, f/k/a PRINCIPAL LED, LLC (hereinafter 2V LED) is a business enterprise engaged in the manufacture and assembly of LED lighting fixtures and other electrical and sign related components at its facilities in San Angelo, and is in the process of expanding its business; and,

WHEREAS, 2V LED intends to retain existing full time primary jobs and would like to create a minimum of fifteen (15) new Full Time Equivalent Primary Jobs (FTE's); and,

WHEREAS, 2V LED would like to invest a minimum of TWO MILLION FOUR HUNDRED THOUSAND DOLLARS (\$2,400,000) in capital improvements to its plant and acquisition of manufacturing and assembly equipment, and,

WHEREAS, 2V LED has applied with COSADC under the Business Retention and Expansion Program (BREP) for incentivisation of its business expansion plans 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 and

WHEREAS, on February 27th , 2019, the City of San Angelo Development Corporation held a Public Hearing on the Project;

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 2V LED, LLC, f/k/a PRINCIPAL LED, LLC (hereinafter 2V LED), in an amount not to exceed \$300,147.00; authorizing the Director of Economic Development to prepare an economic development performance agreement with 2V LED in compliance with the Development Corporation Act and as approved by the City Attorney; 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: _____
Todd Kolls, President

Nora Nevarez, Corporate Secretary

RATIFIED by City Council this _____ day of _____, 2019.

Brenda Gunter, Mayor

ATTEST:

Julia Antilley, Interim City Clerk

APPROVED FOR CONTENT

APPROVED AS TO FORM

Shannon Scott, Business Retention &
Expansion Coordinator

Dan T. Saluri, Deputy City Attorney

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Public Hearing regarding 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 504 Subchapter C. (Presentation by Shannon Scott, Business, Retention & Expansion Coordinator)

Summary/History:

Carter-Fentress Engineering, LLC is an engineering firm that provides civil engineering and project management services to residential and commercial land developers and municipalities in Central and West TX. They are located at 113 W. Twohig Ave. San Angelo, TX and plan on expanding their operations by making a capital investment of \$200,000 and hiring up to 4 additional employees within the next 3 years at an average salary of \$34,860.

At the January 23, 2019 COSADC Board meeting, the Board approved a Resolution in the amount of \$20,000 to provide economic development incentives to Carter-Fentress Engineering, LLC

At the February 5, 2019 City Council meeting, the City Council ratified COSADC's Resolution for the \$20,000 in incentives.

Financial Impact:

\$20,000 in economic development incentives

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

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 \$20,000.00, TO PROVIDE AN ECONOMIC DEVELOPMENT INCENTIVE TO FENTRESS ENGINEERING, LLC D/B/A CARTER—FENTRESS ENGINEERING, 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, Fentress Engineering, LLC, d/b/a Carter--Fentress Engineering (hereinafter Carter--Fentress) intends to retain existing full time primary jobs and would like to create a minimum of four (4) new Full Time Equivalent Primary Jobs (FTE's); and,

WHEREAS, Carter—Fentress would like to invest a minimum of \$200,000, in the purchase and improvement of an office building for relocating its expanded business in San Angelo ; and,

WHEREAS, Carter--Fentress has applied with COSADC under the Business Retention and Expansion Program (BREP) for incentivization of its business expansion plans 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 and

WHEREAS, on February 27, 2019, the City of San Angelo Development Corporation held a Public Hearing on the Project;

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 FENTRESS ENGINEERING, LLC, d/b/a/ CARTER FENTRESS ENGINEERING, in an amount not to exceed \$20,000; authorizing the Director of Economic Development to prepare an economic development performance agreement with FENTRESS ENGINEERING, LLC, d/b/a/ CARTER FENTRESS ENGINEERING, in compliance with the Development Corporation Act and as approved by the City Attorney; 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: _____
Todd Kolls, President

Nora Nevarez, Corporate Secretary

RATIFIED by City Council this _____ day of _____, 2019.

Brenda Gunter, Mayor

ATTEST:

Julia Antilley, Interim City Clerk

APPROVED FOR CONTENT

APPROVED AS TO FORM

Shannon Scott, Business Retention &
Expansion Coordinator

Dan T. Saluri, Deputy City Attorney

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Consider a resolution authorizing the use of sales and use tax funds in the sum of \$65,000.00, for purposes of awarding a contract to Inter/Direct U.S.A., Ltd, d/b/a Community Development Strategies (CDS) for expert services to prepare a comprehensive housing analysis that will assess overall housing needs in the competitive market area, to include workforce and affordable housing, for a project authorized for a Type B corporation under Local Government Code Chapter 505 Subchapter D.

Summary/History:

Financial Impact:

\$65,000 from Acct. No. 452-900 to a new project; Budget Amendment Required

Other Information/Recommendation:

Attachments:

- | | | |
|----|---|---|
| 1. | Memorandum - RFP DC-01-19 Housing Analysis - COSADC | Memorandum - RFP DC-01-19 Housing Analysis - COSADC.pdf |
| 2. | 18-739-1_COSADC_CDS_AWARD_PROJECT_RESO_DRAFT2 | 18-739-1_COSADC_CDS_AWARD_PROJECT_RESO_DRAFT2.pdf |

Presentation:

Approvals/Reviews:

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

MEMORANDUM

Date: February 27, 2019

From: Guy D. Andrews
Economic Development Director
City of San Angelo Development Corporation | 325-653-7197

To: City of San Angelo Development Corporation Board of Directors

Ref: RFP: DC-01-19 / Housing Analysis – Request to Enter Into Contract

SUMMARY:

The need for a comprehensive housing analysis for San Angelo has been under discussion for several months with the various stakeholder groups impacted by the study.

The purpose of the proposed study is to provide a credible third-party opinion concerning the balance of existing housing products relative to a desired quantity, price, type and quality mix. The underlying framework for this type of strategic gap analysis is the evaluation of supply and demand within the context of the economic conditions and trends that influence development opportunities in the market area. The housing analysis investigates the nature and magnitude of demand for all types and prices of for-sale and rental housing deemed to be appropriate for the San Angelo area. The ensuing report/plan presents conclusions and recommendations including possible developer incentives and realistic target opportunities for new development and redevelopment to fulfill current and future needs.

The City of San Angelo Development Corporation (COSADC) staff requests approval to enter into a contract with Community Development Strategies (CDS) concerning RFP: DC-01-19 / Housing Analysis.

RFP: DC-01-19 / Housing Analysis was published on January 23, 2019 with responses due by 2:00 p.m. on February 7, 2019. The Scope of Services Requested attached as Exhibit A.

Proposals mailed to three potential vendors. Only CDS responded to those e-mails. Four proposals received because of the e-mails and publication of the RFP. A list attached as Exhibit B.

The Selection Process attached for reference as Exhibits C.

CDS was the most qualified and the low cost bidder to conduct the Housing Analysis. The Ranking Worksheet RFP Acknowledgement * DC-01-19 / Housing Analysis and Written Justification attached as Exhibits D and E respectively.

The committee that performed the evaluation included:

Guy Andrews – Director of Economic Development - COSADC

Michael Looney – Vice-President of Economic Development – San Angelo Chamber

Bob Schneeman – Economic Development Project Manager - COSADC

Nora Nevarez – Economic Development Assistant - COSADC



CITY OF SAN ANGELO
PURCHASING DIVISION
 72 West College Avenue, San Angelo, Texas 76903
 Tel: (325) 657-4219

2. SCOPE OF SERVICES REQUESTED

The City of San Angelo is accepting proposals for a housing analysis encompassing the City Limits and the extraterritorial jurisdiction (ETJ) of San Angelo, Texas.

Key elements of the scope of work will include:

- A. Definition of the Competitive Market Area (CMA) for San Angelo, Texas
- B. Review of socio-demographic trends and patterns in the CMA
 - a. Analysis of population growth trends
 - b. Review of market area demographic data (age, income, education, household data)
 - c. General economic and employment overview as a housing demand driver
 - d. Special attention to current and future housing needs of military personnel stationed at Goodfellow AFB, students attending Angelo State University, Howard College and growing employers in the area
 - e. Implications from the above relative to planning for future housing needs
- C. Review of CMA support factors
 - a. Shopping, retail, and entertainment services
 - b. Educational facilities and services
 - c. Parks, health care, recreational and community facilities
 - d. Road and infrastructure improvements
- D. Assessment of active and planned housing developments in the CMA
- E. Analysis of existing housing supply/stock characteristics – for-sale and rental
 - a. Price trends
 - b. New development
 - c. Market role of older / "legacy" residential supply
- F. Evaluation of the adequacy of the existing affordable housing stock
- G. Analysis of affordable and workforce housing relative to appropriate ratios and likely future conditions and needs
- H. General projection of demand for both for-sale and rental housing units based on projected household growth and renter shares of total households
- I. Evaluation of latent demand for move-up homes due to resale market constraints/conditions and/or lack of availability of suitable housing inventory and related opportunities for down-cycling of older housing toward affordability
- J. Estimates of demand for single family and townhome / duplex housing products
- K. Estimates of demand for rental units (various types)
- L. Assessment of demand for urban / downtown housing types
- M. Assessment of credit worthiness among demand segments
- N. Overall opportunities for developing various types of housing in the market area
- O. Housing price ranges and rental rates deemed achievable
- P. Exploration of developer incentives needed to encourage affordable housing programs
- Q. Assessment of need for modifications to existing codes, zoning, permitting procedures or city policies/regulations that could impact development of affordable and workforce housing
- R. Preparation of a market report containing the findings, conclusions and recommendations



CITY OF SAN ANGELO
RFP Acknowledgment * DC-01-19 / Housing Analysis
 February 7, 2019 at 2:00pm

	Proposals Received	City	State
1	RCLCO	Austin	TX
2	CDS	Houston	TX
3	Economic & Planning Systems	Denver	CO
4	Matrix Design Group	Grapevine	TX

	Mailed to:	City	State
1	Comm. Develop. Svcs. (CDS)	Houston	TX
2	Housing Research Center	El Paso	TX
3	Residential Strategies (RSI)	Dallas	TX

NOTE: Include this form with your Agenda Memo



CITY OF SAN ANGELO
PURCHASING DIVISION
 72 West College Avenue, San Angelo, Texas 76903
 Tel: (325) 657-4219

4. SELECTION PROCESS

A selection committee will evaluate and rank the proposals in relation to the published selection criteria within 45 days after the opening.

The City reserves the right to negotiate the final fee schedule, prior to recommending any contract.

The City's process is as follows:

1. The City will evaluate and rank the proposals in relation to the published selection criteria within 45 days after the opening.
2. The City reserves the right to revise the proposal and then request "Best and Final Offers" from the top candidates following the initial evaluation.
3. The City then will select the proposal that offers the best value based on the published selection criteria and its ranking evaluation.
4. Following the selection, the contract negotiation process begins and the City will negotiate first with the highest ranked offer. At this stage, the City may discuss modifications to the proposed scope, time and price. Modifications are not required, and if they are discussed but not agreed to by the City and the respondent, a final contract may still be negotiated and agreed upon based on the original response to the RFP. If the two parties are unable to reach a final agreement, the City will inform that respondent in writing that negotiations are ended.
5. The City may then negotiate with the next ranked respondent. This continues in the order of the selection ranking until a contract is reached or all proposals are rejected.

The proposals will be evaluated based on the criteria and weighting detailed below.

Item	Criteria	Points
1	Completeness and conformity of the reply to the RFP	40
2	Overall approach and methodology to be used to accomplish the RFP requirements	30
3	Staff Qualifications and Organization Experience	20
4	References	5
5	Fees	5
Total		100

Ranking Worksheet
RFP Acknowledgment * DC-01-19 / Housing Analysis

Committee Member: Guy Andrews		RCLCO	CDS	Economic & Planning Systems	Matrix Design Group	
Category	Max Pts					
Submission Evaluation	100	70	100	80	90	
Total Score		70.00	100.00	80.00	90.00	
Committee Member: Bob Schneeman		RCLCO	CDS	Economic & Planning Systems	Matrix Design Group	
Category	Points					
Submission Evaluation	100	71	100	88	91	
Total Score		71.00	100.00	88.00	91.00	
Committee Member: Michael Looney		RCLCO	CDS	Economic & Planning Systems	Matrix Design Group	
Category	Points					
Submission Evaluation	100	75	100	65	76	
Total Score		75.00	100.00	65.00	76.00	
Committee Member: Nora Nevarez		RCLCO	CDS	Economic & Planning Systems	Matrix Design Group	
Category	Points					
Submission Evaluation	100	59	100	75	80	
Total Score		59.00	100.00	75.00	80.00	
Committee Member Summary						
Category	Total Points		RCLCO	CDS	Economic & Planning Systems	Matrix Design Group
Submission Evaluation	400		275.00	400.00	308.00	337.00
Total Score		400	275.00	400.00	308.00	337.00
Ranking			4	1	3	2

Attach a Written Justification for each company's ranking and forward to Purchasing
NOTE: Attach the Committee Member Summary and the Written Justification to your Agenda Background Memo

JUSTIFICATION FOR AWARD OF CONTRACT

Community Development Services (CDS) – RANKING #1 - \$65,000

- Provided the most complete proposal with no gaps in the scope of services.
- Only provider that specifically included San Angelo's ETJ as requested in the scope of services.
- Lowest overall costs of \$65,000 that is all-inclusive without optional costs.
- Proposal included significant personal involvement of stakeholders and surveys of major employers as requested in the scope of services. "These findings will be augmented with qualitative information derived from interviews with real estate professionals, business leaders, major employers, university administrators, military base personnel and other selected knowledgeable parties to validate the extent to which San Angelo is currently underserved".
- Special attention to Goodfellow AFB, Angelo State University, and Howard College emphasized in the proposal as requested in the scope of services.
- CDS has the most Texas, including West and Central Texas regional experience, with studies conducted in Odessa, Midland, Amarillo, Sweetwater, and Brownwood.
- Data derived in the recently completed Odessa study will be beneficial in projecting the impact of oil and gas activities.
- CDS has experience in conducting studies in communities that include colleges and universities, and air force bases such as Vance AFB in Enid, Oklahoma.
- The President of CDS and the Senior Market Analyst will be conducting the analysis.
- Most of CDS studies originated from economic development organizations with similar goals that the City of San Angelo Development Corporation is trying to achieve.
- Experience with CDS illustrates they can produce meaningful results that can be utilized by builders and developers as well as the financial community, including HUD, and other community stakeholders.

Matrix Design Group – RANKING #2 - \$91,555

- Complete and in conformity in reply to the RFP.
- Overall approach and methodology was very good.
- Good references, but limited experience with Texas communities.
- Highest total costs at \$91,555. This company is also a civil engineering company that utilizes similar fee mechanisms including overhead costs for seven positions that range from a consultant to the Executive Vice President level.

Economic & Planning Systems, Inc. (EPS) – RANKING #3 - \$65,040 with optional costs of \$20,000

- Complete and in conformity in reply to the RFP.
- Overall approach and methodology were good.
- Second highest costs of \$85,040 due to items requested in the scope of services listed as optional costs of \$20,000 for conducting surveys.
- Good references, but limited experience with Texas communities. The only Texas studies were for San Antonio and Plano that are in metro areas where the demographics are very different from our region.

RCLCO – RANKING #4 - \$61,000 but not a firm price

- Not in conformity in reply to the RFP. No emphasis on Goodfellow AFB, Angelo State University, and Howard College.
- Missed the overall scope and focused on affordable and workforce housing rather than the overall housing situation.
- Did not include surveys and employment trends and stated it would rely on the City for that kind of data.
- Data driven methodology with very limited personal interface with the community stakeholders.
- Experience more focused on developers than overall community.

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION (COSADC) BOARD OF DIRECTORS AUTHORIZING THE USE OF SALES AND USE TAX FUNDS IN THE SUM OF \$65,000.00, FOR PURPOSES OF AWARDING A CONTRACT TO INTER/DIRECT U.S.A., LTD, D/B/A COMMUNITY DEVELOPMENT STRATEGIES (CDS) FOR EXPERT SERVICES TO PREPARE A COMPREHENSIVE HOUSING ANALYSIS THAT WILL ASSESS OVERALL HOUSING NEEDS IN THE COMPETITIVE MARKET AREA, TO INCLUDE WORKFORCE AND AFFORDABLE HOUSING, FOR A PROJECT 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, projects suitable for the promotion of development and expansion of affordable housing; and,

WHEREAS, the City of San Angelo published a request for proposals, RFP No. DC-01-19 Housing Analysis, for a comprehensive housing analysis for the city and its extra territorial jurisdiction suitable for the promotion of development and expansion of workforce and affordable housing to fulfill current and future needs; and,

WHEREAS, the proposal submitted by Community Development Strategies (a d/b/a of Inter/Direct U.S.A., LTD, hereinafter "CDS") is the highest ranked proposal for a reasonable fee and the Board recommends award of RFP No. DC-01-19 to CDS for a fee of \$65,000; 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 awarding of RFP No. DC-01-19 Housing Analysis to Community Development Services, a d/b/a of Inter/Direct U.S.A., LTD (CDS) subject to City Council ratification, and authorizing the use of sales and use tax funds for a contract with CDS for expert services to prepare a comprehensive housing analysis that will assess overall housing supply, needs and future demand in the City of San Angelo and its extra territorial jurisdiction, including workforce and affordable housing, in an amount of \$65,000; authorizing the COSADC Board President to execute said agreement and related documents; and recommending to City Council ratification of the award and contract.

PASSED, APPROVED, and ADOPTED on this the 27th day of February, 2019.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION

ATTEST:

By: _____
Todd Kolls, President

Nora Nevarez, Corporate Secretary

RATIFIED by City Council this 5th day of February, 2019.

Brenda Gunter, Mayor

ATTEST:

Julia Antilley, Interim City Clerk

APPROVED FOR CONTENT

Guy D. Andrews
Director of Economic Development

APPROVED AS TO FORM

Dan T. Saluri, Deputy City Attorney

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Update and discussion regarding Airport Gateway improvements (Presentation by Guy Andrews, Director of Economic Development)

Summary/History:

Wednesday February 13th Guy Andrews and Bob Schneeman met with members of the Bureau of Reclamation, the Game Warden Service and City Lake Maintenance to discuss options and possibilities for clearing a portion of the Bureau land across Knickerbocker Road from the Airport entrance. The meeting was very productive and staff will be preparing a plan to submit to the Bureau for approval.

Financial Impact:

To be determined.

Other Information/Recommendation:

Attachments:

- | | | |
|----|-------------------------|-----------------------------|
| 1. | Airport Entrance Aerial | Airport Entrance Aerial.png |
|----|-------------------------|-----------------------------|

Presentation:

Approvals/Reviews:

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



Bureau of Reclamation Property

Future Airport Business Park

Stewart Ln

E A A Rd

Reary Blvd

S Terminal Cr

© 2018 Google

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Consider a resolution authorizing the sale of approximately 6.4 acres of land out of the San Angelo Business and Industrial Park to Jeff Prince Operating, LP at a price of \$25,000.00 per acre; authorizing the Board President to negotiate and execute a real estate sales contract in a form approved by the City Attorney; and recommending ratification by City Council. (Presentation by Economic Development Project Manager Robert Schneeman)

Summary/History:

Jeff Prince Operating, LP has offered \$25,000 per acre for a tract of land located in Phase 1 of the Industrial park, more specifically located at the northeast corner of the intersection of Loop 306 and FM 380. (See attached exhibit) The exact configuration and acreage will be determined by a survey on the ground and the total sales price will be calculated accordingly.

Financial Impact:

Approximately \$160,000 revenue to account no. 392-200. Exact amount to be determined upon receipt of survey and verification of exact acreage. (\$25,000 per acre)

Other Information/Recommendation:

Attachments:

1. 18- 892_COSADC_PRINCE_6.4_ACRES_INDUST_PK_RESO(2) 2.6 Acre Contract Exhibit	18- 892_COSADC_PRINCE_6.4_ACRES_INDUST_PK_RESO(2).pdf 6 Acre Contract Exhibit.pdf
--	---

Presentation:

Approvals/Reviews:

Robert Schneeman	Created/Initiated
Dan Saluri	Approved
Candice Blake	Approved
Tina Dierschke	Approved
Dan Saluri	Approved
Guy Andrews	Final Approval

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS AUTHORIZING THE SALE OF APPROXIMATELY 6.4 ACRES OF LAND OUT OF THE SAN ANGELO BUSINESS AND INDUSTRIAL PARK TO JEFF PRINCE OPERATING, LP AT A PRICE OF \$25,000.00 PER ACRE; AUTHORIZING THE BOARD PRESIDENT TO NEGOTIATE AND EXECUTE A REAL ESTATE SALES CONTRACT IN A FORM APPROVED BY THE CITY ATTORNEY; AND RECOMMENDING RATIFICATION BY CITY COUNCIL.

WHEREAS, on September 19, 2000, the City of San Angelo ("CITY") conveyed to the City of San Angelo Development Corporation ("COSADC") 406.674 acres of land, restricted to use as an industrial park; and

WHEREAS, COSADC has recorded a Declaration of Covenants, Conditions and Restrictions and an amendment to said Declaration, the same relating to development of the land as an industrial park; and,

WHEREAS the COSADC Board has determined that the sales price is an adequate consideration and that the proposed sale of approximately 6.4 acres of land to Jeff Prince Operating LP shall be subject to said use restrictions and Declaration of Covenants, Conditions and Restrictions, as amended,

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

The Board hereby authorizes the sale of 6.4 acres of land out of the San Angelo Business and Industrial Park, being out of the remainder of Block 1, San Angelo Gateway Addition Section 1, as recorded in Plat Cabinet "F," Slide # 17, Records of Tom Green County, Texas, to Jeff Prince Operating, LP at a price of \$25,000.00 per acre, the exact area to be determined by a survey on the ground; authorizes the Board President to prepare and execute a real estate sales contract with Jeff Prince Operating, LP in a form approved by the City Attorney; and recommends ratification by City Council

ADOPTED on this the 27th day of February, 2019.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

Todd Kolls, President

ATTEST:

Nora Nevarez, Corporation Secretary

APPROVED AS TO FORM

APPROVED AS TO CONTENT

Dan Saluri, Deputy City Attorney

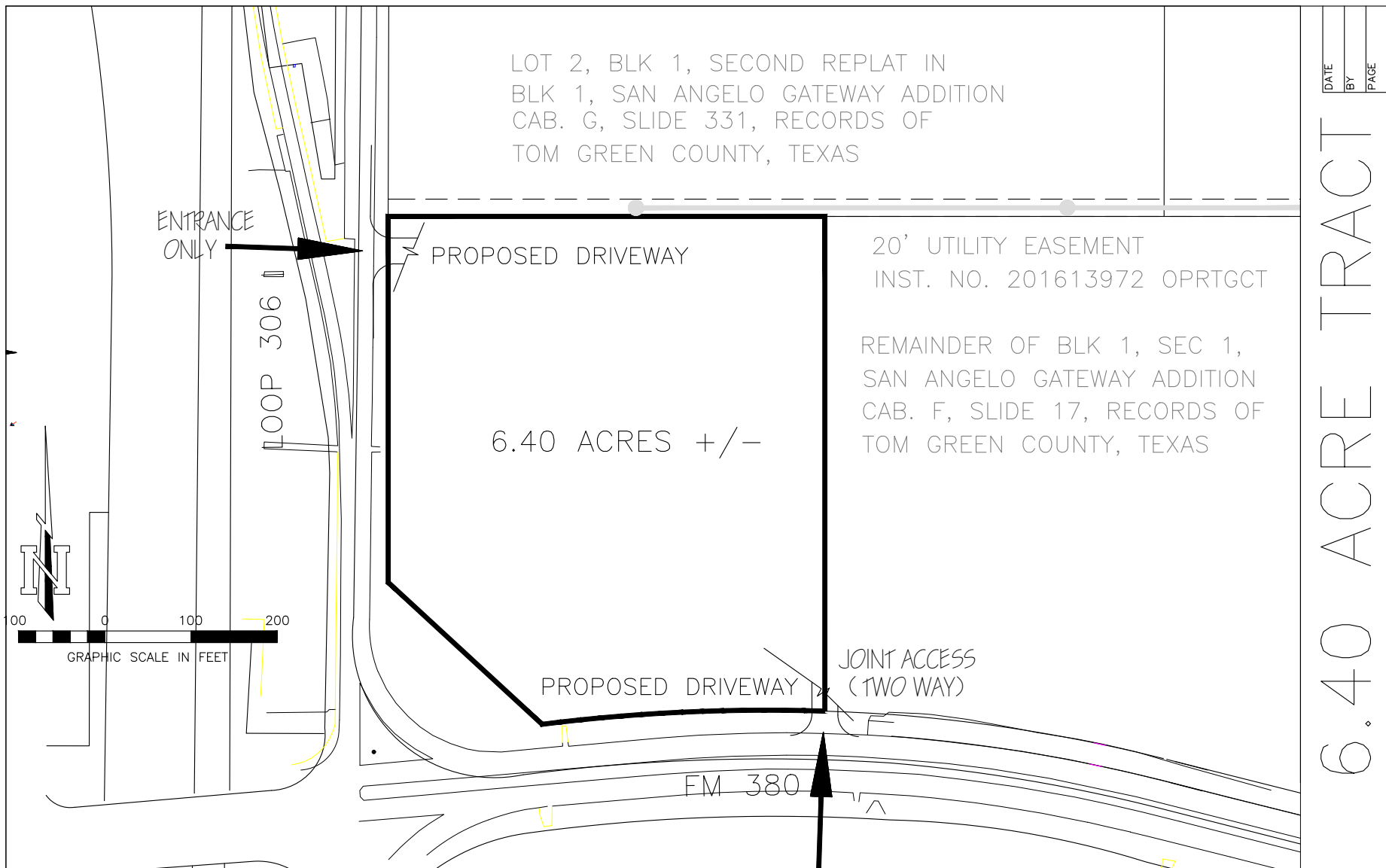
Guy Andrews, Director of
Economic Development

RATIFIED by City Council this _____ day of _____, 2019.

ATTEST:

Brenda Gunter, Mayor

Julia Antilley, City Clerk



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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Consider a resolution authorizing the Board President to negotiate and execute a professional services agreement, with Centurion Planning and Design in a sum not to exceed \$7,500, relating to an approved project for additional professional engineering and surveying services required by TXDOT on permit applications for driveway access to a portion of the Remainder of Block 1 San Angelo Gateway Addition Section 1 of the San Angelo Business & Industrial Park, subject to approval of the City Council
(Presentation by Economic Development Project Manager Robert Schneeman)

Summary/History:

Jeff Prince Operating, LP has offered \$25,000 per acre for a tract of land located in Phase 1 of the Industrial park, more specifically located at the northeast corner of the intersection of Loop 306 and FM 380. (See attached exhibit) The exact configuration and acreage will be determined by a survey on the ground and the total sales price will be calculated accordingly. As a condition of sale, COSADC is required to obtain a TXDOT driveway permit for two access drives to the property. In order to obtain the TXDOT permit, plans and drainage calculations are required to be prepared by a Professional Engineer.

Financial Impact:

\$7,500 from Account No. 452-900 Future Projects to a new project; Budget amendment required.

Other Information/Recommendation:

Attachments:

- | | | |
|----|--|--|
| 1. | 19-
343_COSADC_CENTURION_DRIVEWAY_PMT_RESO | 19-
343_COSADC_CENTURION_DRIVEWAY_PMT_RESO.pdf |
| 2. | Engineering Scope of Services - SABAIP Site Plan | Engineering Scope of Services - SABAIP Site Plan.pdf |
| 3. | 6 Acre Contract Exhibit | 6 Acre Contract Exhibit.pdf |

Presentation:

Approvals/Reviews:

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

A RESOLUTION OF THE CITY OF SAN ANGELO DEVELOPMENT CORPORATION AUTHORIZING THE BOARD PRESIDENT TO NEGOTIATE AND EXECUTE A PROFESSIONAL SERVICES AGREEMENT, WITH CENTURION PLANNING AND DESIGN IN A SUM NOT TO EXCEED \$7,500, RELATING TO AN APPROVED PROJECT FOR ADDITIONAL PROFESSIONAL ENGINEERING AND SURVEYING SERVICES REQUIRED BY TXDOT ON PERMIT APPLICATIONS FOR DRIVEWAY ACCESS TO A PORTION OF THE REMAINDER OF BLOCK 1 SAN ANGELO GATEWAY ADDITION SECTION 1 OF THE SAN ANGELO BUSINESS & INDUSTRIAL PARK, SUBJECT TO APPROVAL OF THE CITY COUNCIL.

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 Business and Industrial Park ; and,

WHEREAS, on October 25, 2017, COSADC adopted a resolution approving a project for professional engineering and surveying services for infrastructure for the San Angelo Business and Industrial Park; and

WHEREAS, a proposed sale of 6.4 acres of land out of the San Angewlo Business and Industrial Park will require TxDOT approval of permits for access driveways and related facilities, which application will require professional surveying and engineering services; and,

WHEREAS, as a part of said permit application TXDOT requires preliminary engineering design drawings reflecting grading and drainage patterns and calculations prepared by a Professional Engineer ; and,

WHEREAS COSADC has requested and received a proposal to perform said preliminary engineering design services; from Centurion Planning and Design in the amount of \$7,120;

NOW, THEREFORE, BE IT RESOLVED by the city of San Angelo Development Corporation Board of Directors that:

The Board President is hereby authorized to negotiate and execute a professional services contract with CENTURION PLANNING & DESIGN, LLC, in a form approved by the City Attorney for professional engineering, surveying services not to exceed \$7,500, required for driveway access permits from the Texas Department of Transportation under the Project, and recommends that City Council approve this resolution.

ADOPTED on this the 27th day of February, 2019.

CITY OF SAN ANGELO
DEVELOPMENT CORPORATION

ATTEST:

Todd Kolls, President

Nora Nevarez, Corporation Secretary

Ratified by City Council this 4th day of December, 2018.

Brenda Gunter, Mayor

ATTEST:

Julia Antilley, Interim City Clerk

APPROVED AS TO FORM

APPROVED AS TO CONTENT

Dan Saluri, Deputy City Attorney

Guy Andrews, Director of
Economic Development



SCOPE OF WORK

San Angelo Business Park Tract 25 Site Plan

San Angelo, Texas

January 8, 2019

The following Scope of Work (SOW) describes the consultant work effort required to provide basic professional engineering services for providing a site grading plan and driveway permit for Tract 25 at the San Angelo Business and Industrial Park in San Angelo, Texas.

The general scope of work will include the following:

- Design of a site grading plan for Tract 25 in the San Angelo Business and Industrial Park
- Sizing of drainage elements associated with the grading of the tract
- Completion of TxDOT Form 1058 to request a Driveway Permit for the site
- Submission of TxDOT Form 1058 to TxDOT on owners behalf (if requested)

No geotechnical investigation, surveying, or materials testing of any kind is included in the scope of this project.

ELEMENT 1 – Site Grading Plan

Preparation of a site grading plan utilizing topographic survey information provided to Centurion by the City of San Angelo Development Corporation (COSADC). If required, detention ponds will be sized and located on the property as part of the grading plan. Consultant anticipates producing a single sheet showing all necessary grading items.

ELEMENT 2 – TxDOT Driveway Permit

The Consultant will fill out TxDOT Form 1058 – Permit to Construct Access Driveway Facilities on Highway Right of Way with all information required for submittal. Consultant will then either submit Form 1058 to TxDOT for processing, or deliver the form to the Owner to submit themselves.

PROJECT DESIGN FEE

The table below lists the design fees associated with each of the three elements listed above, as well as the total design fee for the project.

Element	Description	Fee
1	Site Grading Plan	\$6,120
2	TxDOT Driveway Permit	\$1,000
	TOTAL	\$7,120

LOT 2, BLK 1, SECOND REPLAT IN
BLK 1, SAN ANGELO GATEWAY ADDITION
CAB. G, SLIDE 331, RECORDS OF
TOM GREEN COUNTY, TEXAS

ENTRANCE
ONLY

LOOP 306

PROPOSED DRIVEWAY

6.40 ACRES +/-

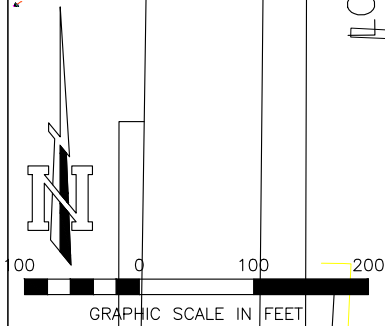
20' UTILITY EASEMENT
INST. NO. 201613972 OPRTGCT

REMAINDER OF BLK 1, SEC 1,
SAN ANGELO GATEWAY ADDITION
CAB. F, SLIDE 17, RECORDS OF
TOM GREEN COUNTY, TEXAS

PROPOSED DRIVEWAY

JOINT ACCESS
(TWO WAY)

FM 380



DATE
BY
PAGE

6.40 ACRE TRACT

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

Meeting Date: February 27, 2019

Item type: Regular Item

Caption:

Consider appointing a COSADC board member or staff as the COSADC representative to the Ports-to-Plains Alliance Board (Presentation made by Guy Andrews, Director of Economic Development)

Summary/History:

On July 27, 2016, John Bariou was appointed as the COSADC representative to the Port to Plains Alliance Board.

Due to Director Bariou term ending due to term limits, the board will need to appoint a board or staff member.

Financial Impact:

Other Information/Recommendation:

Attachments:

Presentation:

Guy Andrews

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: February 27, 2019

Item type: Regular Item

Caption:

Consider appointing a COSADC board representative to the Transportation Advocates of Texas (I-14) board of Directors (Presentation made by Guy Andrews, Director of Economic Development)

Summary/History:

The I-14 Gulf Coast Strategic Highway Coalition has been replaced by the Transportation Advocates of Texas Board of Directors. The appointee to this Board should be the same as the COSADC appointee to the Ports-to-Plains Board for consistency in dealing with Interstate Highway issues.

Financial Impact:

None at at this time.

Other Information/Recommendation:

Attachments:

Presentation:

Guy Andrews

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: February 27, 2019

Item type: Regular Item

Caption:

Presentation on the last 5-years of Economic Development (Presentation by Guy Andrews, Director of Economic Development)

Summary/History:

Power point presentation will be presented.

Financial Impact:

No fiscal impact.

Other Information/Recommendation:

Attachments:

Presentation:

Guy Andrews

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: February 27, 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:

Project 2019- J-32
Project 2019-T-35
Project 2019-S28
Project 2019- E49
Project RENO
Project ICET
Project PAK
SMC Global expansion 3
Project CHEM
Project 09-16

b. Section 551.072 to deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person

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