



The City of San Angelo Development Corporation (COSADC) is a Type B non-profit economic development corporation formed under the Texas Development Corporation Act of 1979 and governed by a seven-member board of directors. As directed by this Act, the Corporation focuses its efforts on the promotion and development of business enterprises that create or retain primary jobs. In addition, the Corporation undertakes community development projects that enhance our quality of life.

# CITY OF SAN ANGELO

TEXAS

## Development Corporation

### **MISSION:**

The City of San Angelo Development Corporation, working with economic development partners, will retain, strengthen, and diversify the job base of the community to ensure a vibrant business climate for San Angelo and the region. Our main goal is helping to create a place where people want to live and conduct business.

### **ECONOMIC DEVELOPMENT PARTNERS:**

Tom Green County, City of San Angelo, Concho Valley Workforce Development Board / Workforce Solutions, Angelo State University, ASU-Small Business Development Center, San Angelo Chamber of Commerce, Downtown San Angelo and others working toward improving and growing San Angelo. We embrace anyone who is pro-San Angelo.

## **2020 CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD MEMBERS**



Bottom Row (L-R): Dr. David Cummings, Second Vice President; Todd Kolls, President; Bill Dendle, First Vice President  
Back Row (L-R): Garland Freeze, Director; Erika Lara, Director; Max Puello, Director; Edward Carrasco, Director



# SAN ANGELO ECONOMIC DEVELOPMENT TEAM - City of San Angelo Development Corporation & San Angelo Chamber of Commerce



Guy Andrews - Director  
COSADC



Bob Schneeman - Project Manager  
COSADC



Shannon Scott- BREP Coordinator  
COSADC



Nora Nevarez - Eco. Dev. Assistant  
COSADC



Michael Looney -  
V.P. of Economic Development  
San Angelo Chamber of Commerce



E. Walter Koenig - President/CEO  
San Angelo Chamber of Commerce

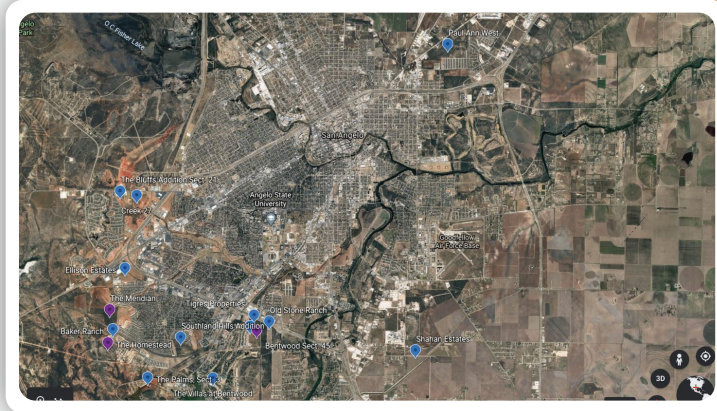
## YEAR IN SUMMARY:

San Angelo, Texas is in a great position to continue growth as we recover from the COVID-19 pandemic. Early on in March 2020, San Angelo economic development partners launched an Economic Response and Recovery Program to address the many issues impacting our local businesses. The task force has been instrumental in providing businesses with resources and assistance to sustain them during the crisis. As a result, San Angelo has not been as heavily impacted as some other areas in Texas, and is recovering at a rapid pace.

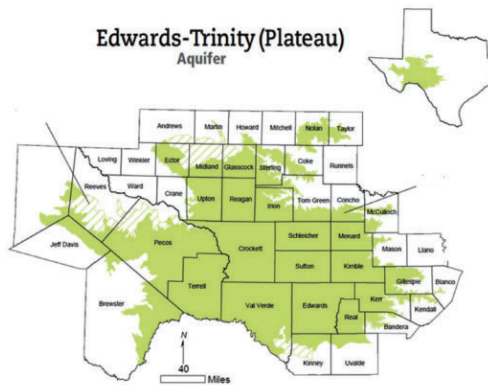
## YEAR IN SUMMARY:

Many economic indicators point to the migration of some companies out of the metropolitan areas to less populated areas that are able to provide adequate infrastructure and services. A few of the key ingredients that San Angelo has to offer are:

New housing and apartments under construction. This has resulted from a comprehensive housing study conducted in 2019.



New 50-year ground water supply secured from the Edwards-Trinity Aquifer. This, combined with existing water resources, means that San Angelo is prepared to accept growth and meet our water needs both now and in the future.



## SAN ANGELO REGIONAL AIRPORT - MATHIS FIELD

American Airlines currently serves the San Angelo Regional Airport with service to Dallas-Fort Worth International Airport with four flights daily. San Angelo Regional Airport Director, Jeremy Valgardson, City of San Angelo Development Corporation Director, Guy Andrews, and Consultant Mike Brown of Landrum-Brown met with United Airlines at their Chicago headquarters on December 19, 2019 to discuss the potential for service in the future. While United Air Service is not imminent, San Angelo is on United's radar screen and we continue to have on-going dialogue with them.

Airport Manager Jeremy Valgardson, Mayor Brenda Gunter, City Manager Daniel Valenzuela, and Economic Development Director Guy Andrews met with SkyWest





# SAN ANGELO REGIONAL AIRPORT



Airlines in St. George, Utah to discuss the potential of them providing additional airline service. An agreement was reached and approved on 1-14-2021.

We are applying for a Small Community Air Service Development Program grant to assist with incentives to attract an additional carrier.

We have just started an economic development project that will increase our leased hangar capacity, which includes refurbishment of existing hangars and construction of new commercial hangars.

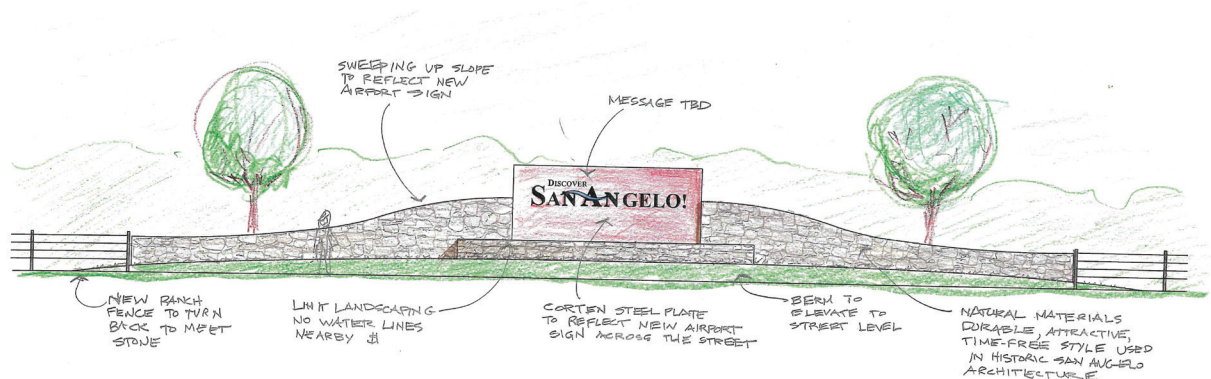
Angelo State University in San Angelo just approved a program for a Bachelor of Commercial Aviation (B.C.A.) and Psychology degrees.

Bids were just received for the construction of a new ramp that will assist the U.S. Customs and Border Patrol with an expansion of their unmanned aerial vehicle (UAV) operations into San Angelo, bringing 40 UAVs and their pilots.

A parking and ramp improvement project is underway.

## AIRPORT EXIT GATEWAY PROJECT

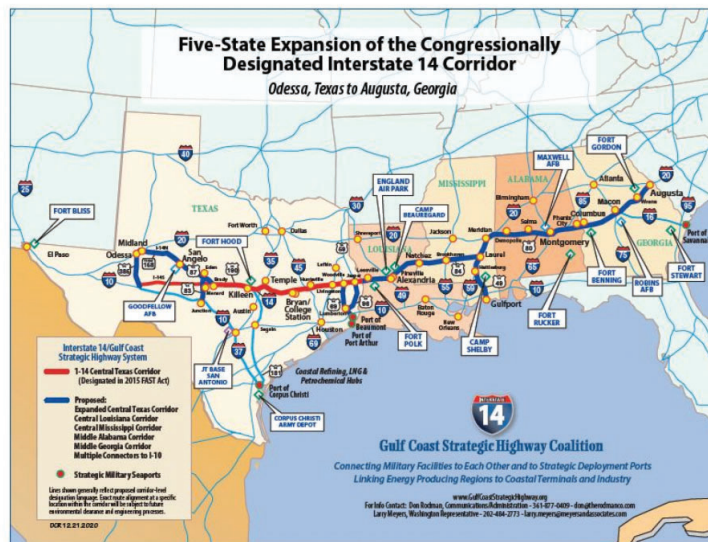
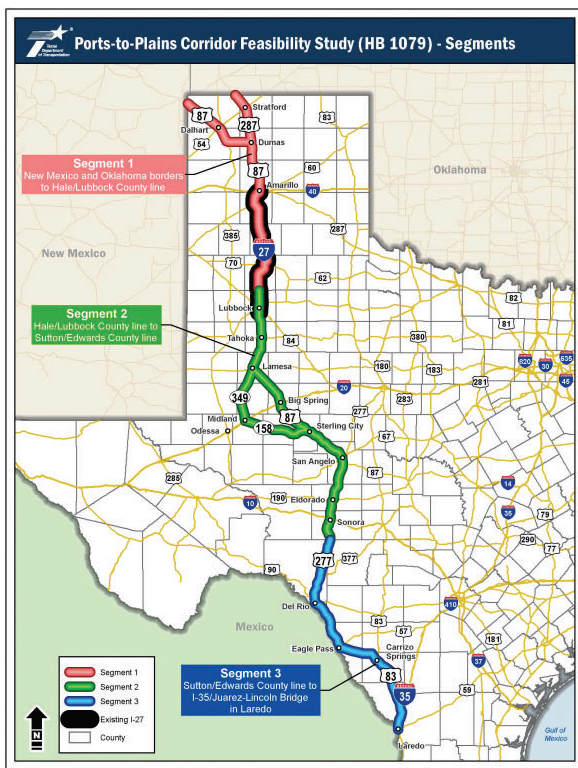
A \$100,000 Airport Exit Gateway Project was also approved in 2020.





# PORTS TO PLAINS/GULF COAST STRATEGIC HIGHWAY COALITION

San Angelo, along with Texas communities from Laredo to the top of the Texas Panhandle recently completed a TxDOT lead study to show the feasibility of Interstate 27 within the State. This is part of the Ports-to-Plains corridor that runs from Laredo, Texas to Alberta, Canada, providing relief for the overtaxed I-35 and I-70 corridors. In addition, Federal legislation has been introduced for the I-14 Gulf States Strategic Highway that would intersect with I-27 in San Angelo.







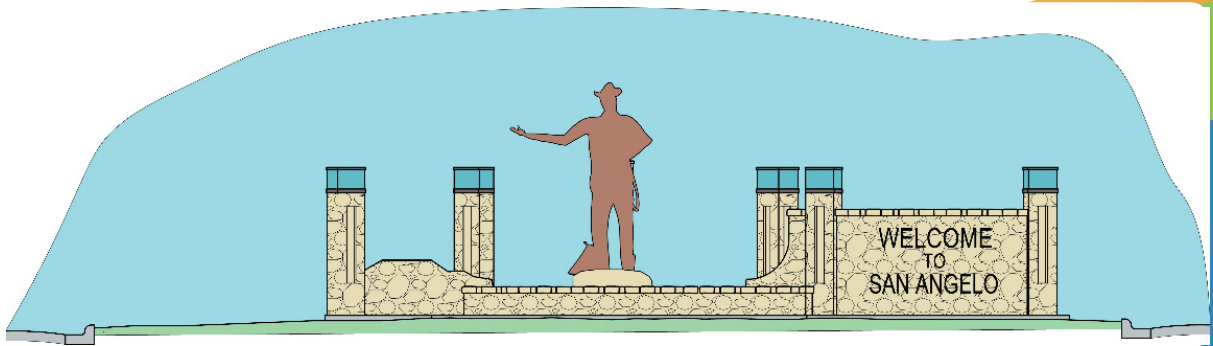
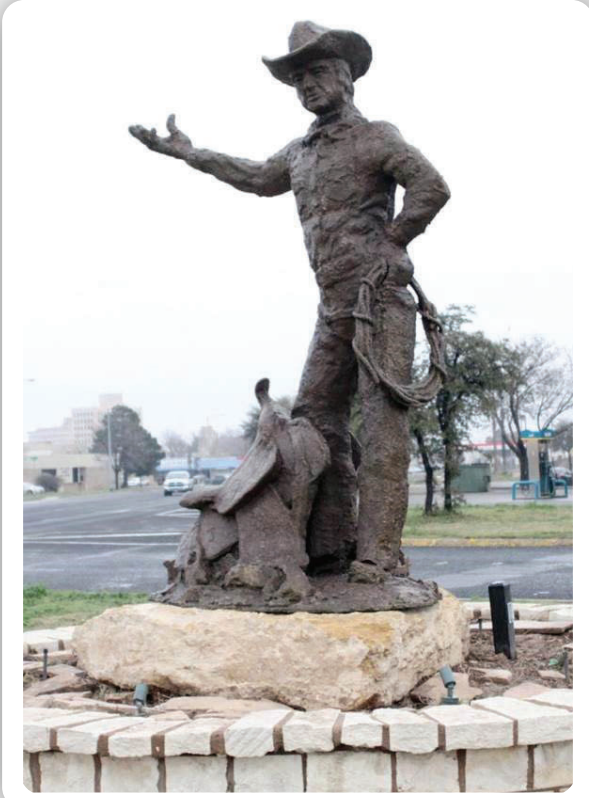
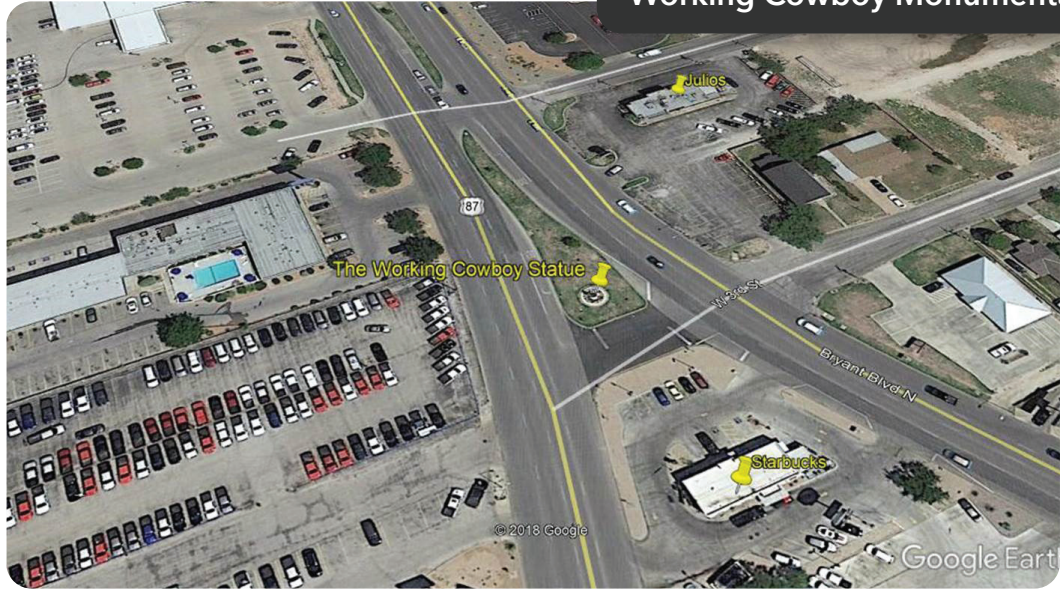
# HIGHWAY 87 MONUMENTATION ENHANCEMENT PROJECTS

Two Highway 87 Monumentation enhancement projects were approved in the amount of \$150,000 that began undergoing construction in December of 2020.

## 200% Wool Monumentation on South Bryant



# Working Cowboy Monumentation on North Bryant



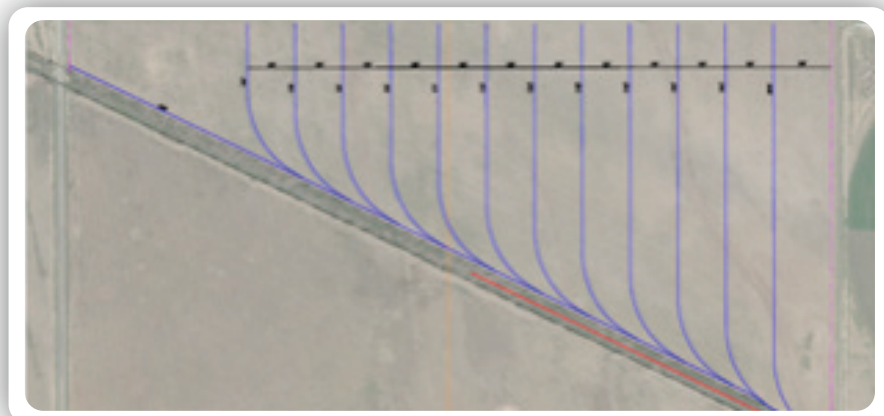


# SAN ANGELO RAIL PORT

The San Angelo Rail Port, designed to augment the Texas Pacifico Railroad's South Orient Rail Line by providing rail freight services to local San Angelo customers, is in the initial stages of development of the 180-acre site following extensive studies involving potential customers and study of the emerging freight corridor from Mexico. The 180-acre site will be owned and operated by the South Plains Lamesa Railroad, LTD. in a Public Private Partnership with the City of San Angelo Development Corporation. The emerging freight corridor will provide a new alternative route for the six existing rail ports on the US - Mexican border.



L to R: Rodger Horton (Shea Transportation / SPLRR), Rick Bacon (Tom Green County Commissioner), Shad Wisener (Owner/Operator - SPLRR), Bob Schneeman (Project Manager - COSADC), San Angelo Mayor Brenda Gunter, Michael Looney (VP - San Angelo Chamber of Commerce Economic Development), Walt Koenig (President and CEO - San Angelo Chamber of Commerce), Guy Andrews (Director - COSADC). Michael Looney on Engine 2016.



Potential track layout for the San Angelo Rail Port

As with many communities, San Angelo will see a shift in the workforce. While we have enjoyed low unemployment, the COVID-19 pandemic, coupled with a downturn in oil and gas in the nearby Permian Basin, will mean more employees available for new companies relocating to San Angelo. San Angelo does have some oil and gas related companies, but most are involved in midstream and downstream activities that are not as heavily impacted as the drilling and completion operations. We are also implementing programs for the retraining of these individuals. Nearly all of our oil and gas related businesses have ties to Houston, Texas. San Angelo is currently at approximately 5% unemployment which indicates a fast recovery from the 12% unemployment experienced early in the pandemic when businesses were shutting down.

Matching funds of \$150,000 were approved to support the SME PRIME program for the San Angelo Independent School District. Partners in the program include Ethicon, Principal LED, and the San Angelo Chamber of Commerce. The program will provide manufacturing related training for high school students wishing to pursue this career path, with courses beginning in 2021. Training will be available for both Central and Lake View High Schools at the West Texas Training Center on the Howard College campus.

San Angelo has one of the best small business development centers in Texas. The Angelo State University Small Business Development Center (SBDC) offers robust assistance and training to entrepreneurs and other small businesses.

## GOODFELLOW AIR FORCE BASE

The City of San Angelo Development Corporation recognized the strategic priority and role that we can play to support our nation's security efforts through local support of Goodfellow Air Force Base (GFAB) in the form of \$400,000 matching funds necessary to secure a \$10M Defense Economic Adjustment Assistance Grant (DEAAG) matching grant for Goodfellow Air Force Base.

GAFB is undertaking a project to provide capital investment to create a 5G communication system network required to establish Goodfellow as a world renowned Intelligence Training Center of Excellence that also benefits San Angelo as one of the first rural communities with 5G network; includes energy conservation measures that will reduce Goodfellow's energy demands and provide micro grid capabilities in the event of electrical grid failure, and also meets cyber security requirements; improves the warfighting capabilities of airmen, soldiers, sailors, and marines with the infrastructure necessary to





## GOODFELLOW AIR FORCE BASE CONTINUED

promote functional physical fitness to include covered outdoor training area and equipment; improves the safety and health of military working dogs (MWDs) with an astro turfed covered outdoor training area; enhances the communications between Goodfellow and local emergency first responders with interoperable mobile radios; improves Goodfellow's HAZMAT response capabilities with a fully equipped emergency response trailer in Tom Green County where there has been exponential growth in the storage and transportation of hazardous materials due to the expansion of the oil industry; and expands a joint service student resiliency assembly area.



## BUSINESS INCUBATOR

For the past year, Centurion Planning and Design has occupied six of the seven office suites in the Business Incubator located within the Business Resource Center. They originally started out with 2 employees and have hired 7 additional employees within the past year.

## 2020 BUSINESS PLAN COMPETITION

The San Angelo Business Plan Competition is a three phase competition that kicked off in the summer of 2020. In Phase I, 28 entries were submitted, with 7 moving forward to Phase II. The announcement of winners was made November 18th at the COSADC meeting.

COSADC, which administers the half-cent sales tax for economic development, funded the \$70,000 in cash prizes. Winners also received in-kind rewards and may be eligible to apply for COSADC's Business Factory incubator program located at the Business Resource Center downtown.

Advisers from the Angelo State University Small Business Development Center (ASU SBDC) and students from the ASU Norris-Vincent College of Business aided entrants in drafting the plans.

The competition was coordinated by COSADC, ASU SBDC and the ASU Norris-Vincent College of Business.





### First Place Winner - San Angelo To Go

-San Angelo To Go, a food delivery company in San Angelo won the 2020 San Angelo Business Plan Competition and its top prize of \$40,000 in cash. San Angelo To Go was judged to have constructed the best business plan among the 28 entrepreneurs who entered this year's contest, which was open to local startups and existing businesses wishing to expand. Plans were required to reflect the vision of a market opportunity and serve as a blueprint for developing the proposed business. San Angelo To Go was established in 2015 and is owned and operated by Carson Beavers, Preston Wimberly and Cameron Jenkins. San Angelo To Go will be expanding to offer on-demand fulfillment delivery, as well as an online marketplace for full-service delivery, which will include local retail, convenience, pharmaceutical and other small businesses that do not have a physical location or online presence.



### Second Place Winner - Australia Rock Company, LLC

- The second-place prize of \$20,000 was awarded to Texas-Australia Rock Company, LLC, a new business that reconstitutes limestone product for construction projects of all sizes. Texas-Australia Rock Company is owned and operated by father and son Johnny and Brian Barbee, and Australian associate Jim Fletcher.



### Third Place Winner - Netco Fire & Safety

- Third-place winner Netco Fire & Safety will use its \$10,000 prize to grow its operations. Formerly known as Texas Fire Extinguisher and Services, new owners Shannon Kendall and Justin Doss will be inspecting, servicing and selling portable fire extinguishers. They also plan to inspect and service kitchen hood systems.







## BUSINESS RETENTION & EXPANSION

### 2020 Outcomes:

- 611 direct and indirect jobs retained
- 101 direct and indirect jobs created
- \$46.8 million in annual economic output
- \$38.15 million in capital investment

In 2020, there were 4 executed BREP performance agreements with incentives ranging from \$36,000 to \$400,000.

#### Centurion Planning & Design



In Q1 of 2020, Centurion Planning & Design, who offers municipal engineering and planning solutions that include road, street, drainage, wastewater utilities, airport infrastructure and business and industrial park planning services, began expanding their operations by investing in the purchase and renovation of a historic building in downtown San Angelo as well as new furniture, fixtures and equipment and the creation of additional employees. Their incentives package totaled \$36,000 that includes a \$30,000 one-time capital investment grant and up to \$1,000 per FTE created for up to 6 FTE's.



#### Dorado Construction Group

Dorado Construction Group, formerly known as BP Surface Solutions, LLC began expanding its presence in San Angelo by purchasing an office building at their new, second location as well as furniture, fixtures and equipment and hiring additional personnel during Q1 of 2020. Dorado Construction Group provides end to end specialized engineering and construction services for oilfield infrastructure. Their incentives package consists of a \$100,000 one-time capital investment grant as well as \$2,000 per FTE created for up to 25 FTE's.

# BUSINESS RETENTION & EXPANSION



DLH Wendland, LLC

In Q1 of 2020, DLH Wendland, LLC, also known as Wendland Manufacturing Corp. began expanding its operating facilities in San Angelo by constructing a new building and improving infrastructure at its current site. Wendland manufactures and fabricates steel tanks, pressure vessels and aroma tanks for the water, wastewater and chemical industries and this will be the company's first expansion since its inception over 100 years ago. Wendland will receive a one-time grant in an amount not to exceed \$400,000 for its capital investment.

## Special Materials Company

Special Materials Company, also known as SMC Global, is a specialty chemical supplier with global sourcing and production facilities. Some of their products include green solvents, prosperous derivatives and color imaging chemicals. In Q3 of 2020, SMC Global began expanding its presence in San Angelo with the purchase of an additional facility as well as adjacent property and hiring new full time employees. This will be their fourth expansion within the City limits of San Angelo within the last 3 years. SMC Global's incentives include a \$350,000 one-time capital investment grant as well as \$2,500 per FTE for up to 5 new FTE's.





# INFRASTRUCTURE & CAPITAL IMPROVEMENT PROJECTS

- 13 total TIRZ Agreements were executed in 2020 for a total projected capital investment of \$10,015,000
- 7 TIRZ Agreements in the North Zone for a capital investment of \$9,500,000
- 6 TIRZ Agreements in the South Zone for a capital investment of \$515,000

## NORTH

Twofold Journey Properties, LLC  
(124 W. 4th St., Agreement 1)



Huddle House

( IN PROGRESS )



The Kent Kwik Travel Center

( IN PROGRESS )



Twofold Journey Properties, LLC  
(124 W. 4th St., Agreement 2)

( IN PROGRESS )



Twofold Journey Properties, LLC  
(128 W. 4th St.)

( IN PROGRESS )



Shine Brite Lube-North

( IN PROGRESS )



Big O Auto

( IN PROGRESS )



# INFRASTRUCTURE & CAPITAL IMPROVEMENT PROJECTS

## SOUTH



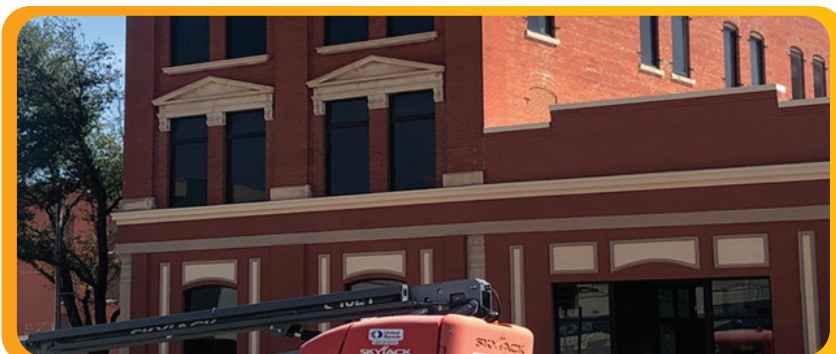
San Angelo Autism Center



Concho Self Storage



Reyna's Tacos



1 E. Twohig Partnership

( IN PROGRESS )



Box Hangar Two Ten, LLC

( IN PROGRESS )



Concho Venue

( IN PROGRESS )



The Spur Building





## CAPITAL IMPROVEMENTS

### San Angelo Business & Industrial Park



#### Phase 1 Land Sales

Total sales in Phase 1 of the Industrial Park over the last year were 21.49 acres for a total of \$553,255.



In addition, there is currently one tract of approximately 7.23 acres under an option of First Right of Refusal. The sale of that tract would yield an additional \$180,675.

These tracts were purchased by Allen's Transport (12 acres); Coverlay Manufacturing (3.945 acres); and Dkota Investments (5.544 acres). The first right of refusal agreement is also with Allen's Transport.

Dkota Investments currently has a 17,100 square foot distribution warehouse under construction and Coverlay is in the initial design stages for their new facility.



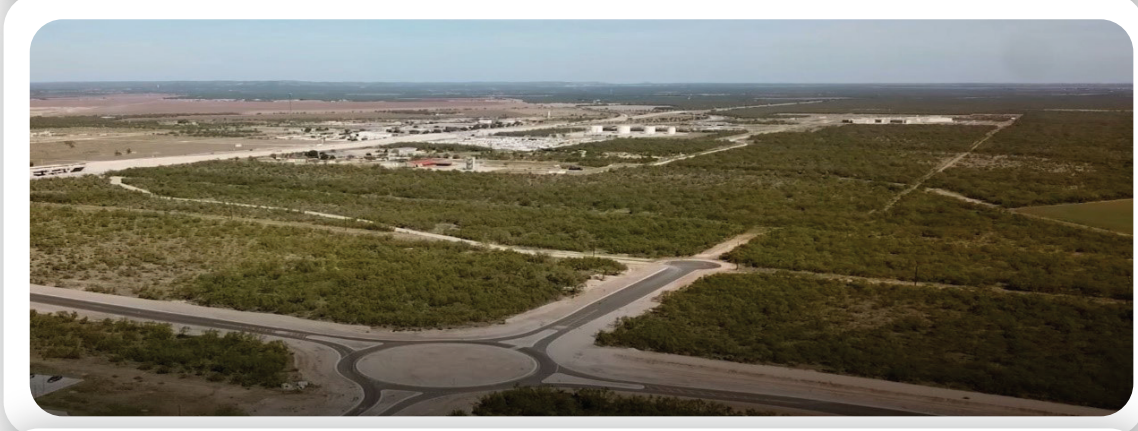




Bids for Phases 2.1 & 2.2 were requested in December 2019 and the Low Bid was submitted by Reece Albert, Inc. The bid for Phase 2.1 was \$1,131,492.13 and for Phase 2.2 was \$2,223,190.57.

Phase 2.2 is partially funded by a grant from the Federal Economic Development Administration in an amount up to \$1,250,000 requiring a 50/50 match by COSADC. The total construction budget for Phases 2.1 & 2.2 including Grant Funding and 5% Contingencies is \$3,522,417 which provides water, sanitary sewer, storm drainage and street improvements.

Construction of Phase 2.1 and 2.2 began March 2, 2020 and is currently nearing completion. Upon completion the combined Phase 2.1 / 2.2 project will yield up to 118 Acres of saleable land dependent upon lot configuration. Additionally, Regional Stormwater Detention meeting City of San Angelo Stormwater management requirements has been provided with this project making the individual developable lots more valuable.



Underground 3 Phase electrical distribution, natural gas distribution and fiber optic cable installation will begin once the basic infrastructure improvements are complete.



**SAN ANGELO**  
*Chamber of Commerce*  
*Economic Development*

**2020 SAN ANGELO CHAMBER OF  
COMMERCE ANNUAL REPORT**



**CORNERSTONE**

San Angelo Chamber of Commerce  
Economic Investment Program





## **SAN ANGELO CHAMBER OF COMMERCE ECONOMIC DEVELOPMENT DIVISION**

### **2020 ANNUAL REPORT HIGHLIGHTS**

The San Angelo Chamber of Commerce Economic Development Division develops the industrial economic sector of San Angelo and Tom Green County. We are supported by and work directly with our Cornerstone Program Investors, the City of San Angelo Development Corporation (COSADC) and the Tom Green County Commissioners.

The Chamber EDD is guided by the San Angelo Chamber of Commerce Board of Directors and our Economic Development Advisory Committee (EDAC). The EDAC is comprised of industry experts in the areas of technology, manufacturing, energy, and supply-chain logistics.



## **CHAMBER ECONOMIC DEVELOPMENT PARTNERS**

City of San Angelo Development Corporation (COSADC)  
Tom Green County Judge, Steve Floyd, and County Commissioners  
Concho Valley Workforce Development Board  
ASU Small Business Development Center  
ASU David L. Hirschfeld Department of Engineering  
Texas Manufacturers Assistance Center (TMAC)  
Society of Manufacturing Engineers SME PRIME Program  
City of San Angelo Planning and Development Department



## **ECONOMIC DEVELOPMENT ADVISORY COMMITTEE**

Randy Brooks, BNB Ventures  
Wendall Hirschfeld, Wendland Manufacturing  
Kevin Dossall, Industrial Hydraulic Services  
Ray Gonzalez, Ethicon  
Scott Gibbs, VGI Technology  
Walt Koenig, President, San Angelo Chamber of Commerce

## **SAN ANGELO CHAMBER OF COMMERCE - ECONOMIC DEVELOPMENT DIVISION**

The San Angelo Chamber of Commerce was officially organized in 1916 with a mission of supporting the regional commercial industries, agricultural/agribusiness sector, retail goods suppliers, civic organizations, and educational institutions. The Chamber was formed and designed to promote economic prosperity and provide market order in both prosperous and uncertain economic environments

## **THE SAN ANGELO CHAMBER OF COMMERCE - PROMOTING LOCAL PRODUCTION OF NATIONAL AND INTERNATIONAL COMMODITIES**

San Angelo is the commercial trade hub of the Concho Valley, a 13-county trade area with heavy emphasis on the production of food, fuel, and fiber – most for national and global consumption. The members of the San Angelo Chamber of Commerce, board of directors and staff understand the importance of an agile, forward-thinking, and unified chamber.

### **2020 RETROSPECTIVE**

There are few times in San Angelo history that pro-active chamber and COSADC partnership were not so crucially needed. It is in times of crisis that the strength of a cohesive team of economic development partners is tested so heavily. The 2020 COVID-19 situation and resulting global economic disorder presented such a crisis. The Chamber of Commerce has played a critical role in helping the regional business community navigate a landscape of economic and social uncertainty by serving as an organization dedicated to commercial prosperity and developmental foresight in the Concho Valley.

The Chamber EDD is one of the three divisions of the San Angelo Chamber of Commerce. Its mission is to support the development of the industrial sector of the San Angelo economy by partnering closely with the City of San Angelo Development Corporation (COSADC), City of San Angelo and Tom Green County leadership. This mission includes supporting existing industrial operations, supporting industrial-level agricultural enterprises, and recruiting new industrial companies to San Angelo. Heavy industry comprises the very platform that supports the entire economy. Industrial manufactured products and services create wealth by exporting products and services thereby importing profit and capital investment from outside of the region, state, and country.

The following report highlights the challenges and successes of the San Angelo Chamber's Economic Development Division.





## GLOBAL SUPPLY CHAIN CONTRACTION

2020 has been a traumatic year for the global economy. The COVID-19 crisis and multi-national defensive response in February-March triggered an almost instant global market contraction. Consumer goods purchases were heavily reduced as global buying power was diminished causing a shock to the otherwise normalized international and interstate trade system. This disintegration of market order has resulted in the devaluation of most commodity sectors and reduced market demand for core industrial products such as fuel, fibers, bulk commodities, and most of all, finished commercial products. A harbinger of the extreme market disorder was noted in March 2020 by the nearly 50% reduction of freight rail traffic, passenger airline activity, reductions of global fuel orders and an increase in trans-oceanic “blank sailings”. The cancellation of oceanic container and bulk support organizations of the San Angelo region formed the Economic Response and Recovery Program to collaborate to develop and implement strategies and deliver resources to create economic defenses from the impacts of six main Concho Valley economic development partners. They formed the Economic Response and Recovery Task Force, with the mission of sharing information on the converging economic challenges and creation of a collaborative set of solutions to local businesses. This response group has been comprised of the City of San Angelo Development Corporation (COSADC), ASU Small Business Development Center (SBDC), Texas the Concho Valley Workforce Development Board, Tom Green County, Concho Valley Council of Governments (CVCOG), and the San Angelo Chamber of Commerce. This collaborative effort has provided recovery solutions and resources to many industrial enterprises in the San Angelo area.



## **UNIFIED LOCAL ECONOMIC RESPONSE - ECONOMIC RESPONSE AND RECOVERY PROGRAM TASK FORCE**

On March 18, 2020, the main economic development and support organizations of the San Angelo region formed the Economic Response and Recovery Program to collaborate to develop and implement strategies and deliver resources to create economic defenses from the impacts of the COVID-19 situation. The six main Concho Valley economic development partners formed the Economic Response and Recovery Task Force, with the mission of sharing information on the converging economic challenges and creation of a collaborative set of solutions to local businesses. This response group has been comprised of the City of San Angelo Development Corporation (COSADC), ASU Small Business Development Center (SBDC), Texas the Concho Valley Workforce Development Board, Tom Green County, Concho Valley Council of Governments (CVCOG), and the San Angelo Chamber of Commerce. This collaborative effort has provided recovery solutions and resources to many industrial enterprises in the San Angelo area.



## **INDUSTRIAL DEVELOPMENT THROUGH TARGETED INDUSTRY SECTOR MARKETING**

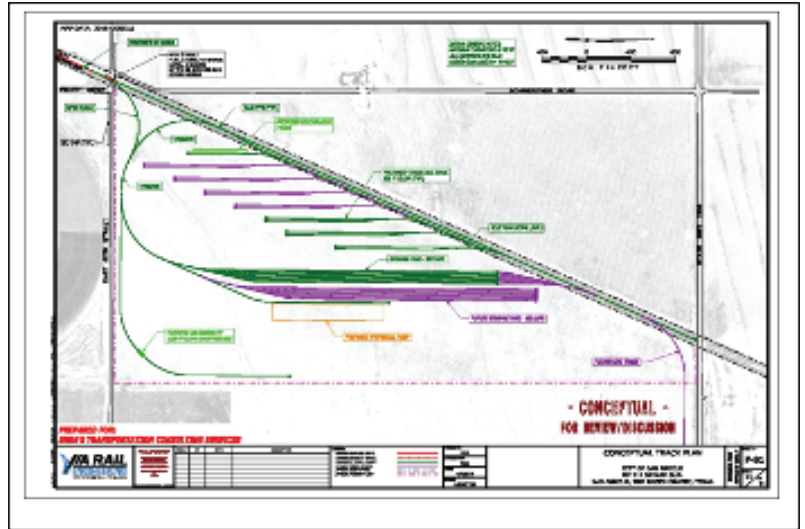
The Chamber of Commerce Economic Development Division mission is to build the industrial sector of the San Angelo regional economy with a diversified, durable industrial development program, commonly referred to in industry as “economic gardening”. We build continuity of multiple industries designed with local inter-industry collaboration with an objective of maximizing cross border exports for profit and imports of goods for fabrication. This mission is performed by working daily with the staff of the City of San Angelo Development Corporation (COSADC). As partners, these two industrial development branches of the San Angelo economic development team have succeeded to build the capital investment, tax and employment base of our community.

The San Angelo Chamber EDD supports specific industry sector marketing largely through its regional industrial manufacturer and energy sector advocacy organization – the San Angelo Regional Manufacturers Alliance (SARMA) program. The members of the SARMA provide invaluable industry intelligence to the San Angelo Chamber and COSADC staff by assisting with the mission of growing their enterprises by collaboration with suppliers and complimentary industrial companies. The links created by these constant contacts with our industrial community has provided positive results in the form of new jobs, company expansions, capital investment and the development of supply chain transportation and facility infrastructure.

# 2020 Accomplishments

## SAN ANGELO RAIL PORT

Located on the Texas Pacifico Class 3 rail spur of the South Orient Rail Line in north San Angelo. \$1 million initial cap ex development. Rail Port San Angelo will be designed, built and managed by an experienced third-party rail port operator and will serve the bulk freight needs for the agricultural and industrial sectors. The port will enhance the efficiency and profitability of industry in the Concho Valley by delivering bulk freight imports and exports to all points of the United States and Mexico. The South Orient Rail Line operated by the San Angelo-based Texas Pacifico Railroad is the shortest route between Kansas City and the western port of Topolobampo, Mexico. Rail Port San Angelo will serve as a regional multi-commodity transload hub with service to markets in Houston, Fort Worth, Kansas City, Chicago, and western Mexico.



## ALLEN'S TRANSPORTATION

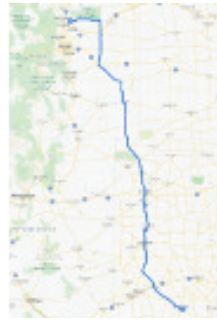
Canadian heavy-haul freight company with facilities in Edmonton, Alberta, Canada will construct its first US facility in San Angelo. The terminal will be an initial \$1.7 million initial capital investment and will create 10 new competitive-paying jobs. The operation is estimated to yield \$2.7 million in annual economic output and \$1.4 in annual gross area product. Allen's will transload and ship a variety of pipeline chemical products from their San Angelo supply-chain distribution hub to hundreds of destination points along dozens of interregional and trans-national pipelines in partnership with 2019 industrial recruit company, Liquid Power-LSPI of Houston, Texas.





## DOUBLE J LAMB PROCESSORS

Double J, owned by the Hasbrouck family of Ault, Colorado, purchased the former “Ranchers Lamb” processing facility in September 2020, relocating their lamb processing operation from Greeley, Colorado to San Angelo, Texas. This operation will revitalize the once-historic lamb and goat industry in west Texas with an estimated \$3 million in initial capital investment, the creation of between 85 - 100 jobs and \$58.9 million in annual economic output, and \$20.2M in gross area product. This transaction is a success for San Angelo, the regional agricultural sector, and demonstrates the effectiveness of San Angelo’s leadership of the Ports-to-Plains trade corridor program. Much of the processed livestock will be transported along the Ports-to-Plains corridor from the vast ranches and feed lots on the western range of Colorado.



## SPECIAL MATERIALS COMPANY/SMC GLOBAL

Another continued expansion win for San Angelo heavy industry. SMC Global worked with COSADC’s Shannon Scott and the Chamber’s Michael Looney on their fourth expansion of the San Angelo operation. SMC will expand their current chemical hydrolyzation plant, investing \$3 million in initial capital investment and the retention of 17 employees. They will create up to 5 additional jobs with competitive salaries. This expansion will yield \$2 million in annual economic output and \$1.3 million in gross area product (GAP). SMC Global established their manufacturing and distribution presence in San Angelo after an exhaustive site search in Houston and Midland, Texas. They began with a 20,000 sf hydrolyzation, mixing and transload facility at 3820

Christoval Road, with expansion into a 25,000 sf facility at 3862 Tractor Trail and then into 80,000 sf at 2801 West Loop 306. SMC Global is a U.S.-based global manufacturer and supplier of high-quality chemical products and services to key industries including oil field services, paintings & coatings, agriculture, mining, plating, and electronics. Their focus is on customer satisfaction and providing dependable end-to-end chemical supply chain products including manufacturing, sourcing, financing, tolling & blending, warehousing, logistics and distribution.

Founded in 1996 by a trio of industry veterans who saw that larger manufacturers and distributors were not meeting the needs of all industry customers, they created a smaller, more agile, and responsive company to serve niche markets.

Today, SMC Global has grown to be recognized among the top 25 North American and top 100 Global Chemical Distributors by Independent Commodity Intelligence Services (ICIS). SMC maintains sales offices, manufacturing facilities and third-party warehousing and distribution centers in multiple locations throughout the US, Asia, and Europe.



## **FREIGHT RAIL RETURNS TO DOWNTOWN SAN ANGELO 14TH STREET TRANSLOAD FACILITY**

The San Angelo Chamber in conjunction with COSADC and rail industry consultant, Rodger Horton, also delivered to the market a companion freight feeder facility to the main 180-acre San Angelo rail port. The San Angelo “mini-port” located near downtown at 14th and 11th streets will serve as an incubator and industrial-corridor feeder to the main port, providing fast access to smaller volume cargo shippers in San Angelo. It is planned for active operations in January 2021. The reintroduction of freight rail service to San Angelo will reduce freight costs for local shippers, increase efficiency and catalyze the industrial and agricultural economies of the region.



## **CREEK 27 MULTI-FAMILY HOUSING DEVELOPMENT**

Under construction. A \$25 million capital investment, 100% market-rate development consisting of 249 “mini-home” cottages, providing a unique rental home option in San Angelo. Approval of this project was directly supported by the COSADC ResIntel Housing Study. Developer reports strong pre-leasing and this project will help alleviate a large housing shortage. Creek 27 was financed through local lenders and will assist the growth of industry and jobs in San Angelo.





## DUKE ENERGY RENEWABLE'S RAMBLER SOLAR PLANT

Three years in the making. A 200-megawatt solar power plant valued at \$184,000,000 and located on FM 2288, just west of San Angelo. This state-of-the-art photo voltaic solar electrical power plant was fully energized and operational in the summer of 2020. The energy generated from the Rambler solar project will be sold to a customer under a 15-year agreement. The 200-MWac project will utilize more than 733,000 of Canadian Solar's high efficiency bi-facial BiKu modules across approximately 1,700 acres west of San Angelo Texas. Rambler will power the equivalent of 40,000 homes, and Duke Energy Renewables will provide long-term operations and maintenance services to the project. The project employed 400 workers at peak construction. Along with indirect economic benefits that accompany solar project development - such as increased local spending in the service and construction industries - Rambler will also directly provide several million dollars to Tom Green County and to the local school district over the 40-year life of the project. "With over one gigawatt of contracted projects in ERCOT's service territory, we are proud that Recurrent Energy continues to lead solar energy development in Texas, one of the fastest growing U.S. states for the solar industry," said Shawn Qu, chairman and CEO of Canadian Solar. "It has been our pleasure to rekindle our long relationship with Duke Energy Renewables' talented team through this strategic transaction."



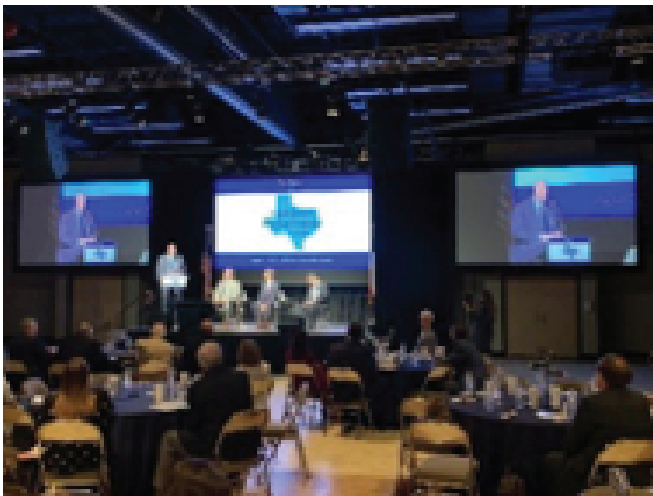


## **EMPLOYMENT CHALLENGES AND A DIVERSIFIED INDUSTRIAL SPECTRUM**

The San Angelo industrial sector of the economy is supported by the diversity and resilience of industrial manufacturing and service industries throughout the Concho Valley. Area employment was 3.0% in February 2020, which is low, but normal for the San Angelo area. By May 2020, the unemployment figure reached its highest point of 10.7%, mainly due to layoffs in the retail sector. Most industrial enterprises were supported by internal reductions of labor hours and emergency programs like the SBA Paycheck Protection Program and SBA Emergency Injury Disaster Loan Programs. By July, the unemployment figures trended back to 7.3% and have continued to compress toward 6%. It is expected that per current trends, the local unemployment figure will end 2020 at 5%. This represents a healthy recovery amid very challenging global market conditions.

## **WEST TEXAS MOVING FORWARD CONFERENCE - AUGUST 11, 2020**

The highly-successful West Texas Moving Forward Conference was held in place of the 2020 West Texas Legislative Summit and was held in a hybrid format of both online and in person speakers and participants.



## THE IMPACT OF AGRICULTURE ON THE CONCHO VALLEY AGRILIFE REPORT SUMMARY



The Chamber EDD hosted a series of meetings with the research staff at the Texas A&M Agrilife Extension Center to create an updated report on the economic impact of agribusiness and agricultural enterprises in the San Angelo area. We are pleased to have a draft report that was assembled by our partner, Mr. Bill Thompson, Extension Economist for San Angelo. The Agrilife report assists the overall effort of COSADC and the Chamber in understanding the economic yields of the agricultural industries in our area. This data will also guide the economic development teams to help these enterprises with freight rail service exports of bulk commodities from the Concho Valley to national and international markets. Freight rail service will also provide bulk production products imported for use in these operations, mainly with fertilizers and seed grains. The report proves up the useful application and market viability of freight rail service to the San Angelo/Concho Valley markets.

- The Concho Valley is considered a "Trade Area" encompassing the Counties: Sterling, Coke, Runnels, Coleman, Reagan, Irion, Tom Green, Concho, McCulloch, Schleicher, Menard, Crockett, and Sutton.
- 9.4 million acres of Agricultural land both farm and rangeland.
- Production is 891,000 million acres of crops.
- 8.2 million acres of range land.
- Estimated population is 169,000 with 70% of that in Tom Green County, San Angelo being the major trade and processing hub for the counties comprising the Concho Valley agricultural trade area.
- Economic Impact is estimated at \$815.4 million annually.
- The major commodities: Cotton, Cow/Calves, Hunting, Wheat, Goats, Sheep (wool). Hay and Ensilage and Sorghum.



## **SME PRIME PROGRAM - UNITING LOCAL INDUSTRY AND SAISD TO CREATE THE TECHNICIANS OF OUR FUTURE**



The Chamber and COSADC continue to pursue the coveted SME PRIME Schools Initiative Program, along with several large industrial companies in San Angelo to create a PRIME program between local heavy industry and SAISD. SME PRIME® (Partnership Response In Manufacturing Education) builds cost-effective and tailored manufacturing/ engineering programs in high schools across the country providing equipment, curriculum, professional development, scholarships and STEM-focused extra-curricular activities to students and teachers. Each PRIME school is supported and informed by local manufacturers in their communities. Chamber board member and Ethicon executive, Mike Berry, is leading this effort to build this program that will enhance training for SAISD students interested in careers in manufacturing. Classes are scheduled to begin during the 2021 school year.



## **INTERSTATE AND INTERNATIONAL COMMERCE IN SAN ANGELO**

The Chamber EDD and COSADC engage in consistent outreach to the national and international trade sector as part of our whole engagement in building and supporting external trade that positively affects the San Angelo and wider Concho Valley economy. The primary jobs employers of our region specialize in creating products and services in San Angelo designed for sale and exportation to areas outside of the region, state, and nation. These can be manufactured medical surgical devices from Ethicon or services like national contact services provided by Sitel, an international contact center. It is critical to our local economy to develop and support companies that create products for export as this infuses new capital into our economic ecosystem. The San Angelo Chamber is involved with the Ports-to-Plains Alliance program, a multi-state consortium of communities along the US 87/US 277 and I-27 highway trade corridor that runs from Laredo, Texas to Edmonton, AB, Canada. This corridor connects west Texas to Colorado's western range, western Nebraska, central Wyoming, and central/western Montana. This is a critical transportation corridor serving heavy industry, manufacturing, energy production and industrial-level agricultural enterprises - the Food, Fuel and Fiber necessary for national consumption and international exportation. San Angelo is a board member of the Ports-to-Plains Corridor and is a significant force in the promotion of this crucial trade route and the positive impacts it has on the San Angelo economy.



# TEXAS-MEXICO BORDER TRANSPORTATION MASTER PLAN PROGRAM



The Chamber Economic Development Division is also a member of the Texas Department of Transportation Binational Regional Steering Committee. This committee advises TxDOT on development of the Texas-Mexico Border Transportation Master Plan. Transportation infrastructure in Texas plays an important role in facilitating the nation's trade with Mexico. Given the current and projected travel demand, improving the capacity and operations of the existing multimodal infrastructure is critical to alleviate traffic congestion, facilitate international trade, reduce environmental impacts, and improve the quality of life for residents in the border region. TxDOT, in collaboration and partnership with the Border Trade Advisory Committee, is working with U.S. and Mexican agencies and stakeholders to develop the Border Transportation Master Plan (BTMP). The master plan will identify the cross-border challenges of moving people and goods and will include analysis of existing transportation systems--roadway, transit, pedestrian, pipeline, airport, maritime, and rail. The plan will analyze current and future transportation and will include a prioritized list of transportation investment strategies that support binational, state, regional, and local economic competitiveness and improve the impacts of cross-border trade and transportation. The Chamber EDD is involved with the U.S. Commercial Service of the U.S. Department of Commerce to seek ways and guidance for increased San Angelo/Texas-Mexico trade opportunities via the US-Mexico-Canada Trade Agreement (USMCA) program. The EDD is also engaged with the Coordinator at the Chihuahua Central Regional Economic Development Council (CODER) to explore ways to increase bi-national trade between enterprises in the State of Chihuahua, Mexico, and the Concho Valley.

- Interregional Pipelines
- Renewables - Solar and Wind
- OTR and Rail Bulk and Containerized cargo
- Steel and composite components
- Agribusiness (seeds, fertilizers)
- Agricultural products (proteins, cotton, grains)
- Hydrocarbon (oil and gas) products and services
- Feasibility study of Foreign Trade Zone
- Trans-national trade with Mexico via South Orient Rail Line/Bridge at Presidio/San Angelo Rail Park
- Opportunity Zones Development
- Increased housing options in San Angelo
- Automotive and Medical component manufacturing
- Aircraft maintenance and component manufacturing/testing