



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 is 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.



MISSION:

The City of San Angelo Development Corporation, working with our 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. We aim to make San Angelo a place where people want to live and conduct business.

ECONOMIC DEVELOPMENT PARTNERS:

City of San Angelo, Texas, Tom Green County, Goodfellow Air Force Base, San Angelo Independent School District, San Angelo Chamber of Commerce, Concho Valley Workforce Development Board, Angelo State University, Howard College, Angelo State Small Business Development Center, Downtown San Angelo, Inc., Keep San Angelo Beautiful, and countless others who work toward improving and growing San Angelo. We embrace all who are pro-San Angelo.

CITY OF SAN ANGELO DEVELOPMENT CORPORATION BOARD OF DIRECTORS

- Max Puello, President
- John Bariou, First Vice President
- Garland Freeze, Second Vice President
- Chris Evatt, Director
- Dr. Clifton Jones, Director
- Joe Spano, Director
- Dr. Ruben Ceballos, Director

**SAN ANGELO ECONOMIC DEVELOPMENT TEAM -
City of San Angelo Development Corporation Staff**



Guy Andrews
Director of Economic Development



Nolan A. Sosa
Economic Development Administrator



Bob Schneeman
Economic Development Project Manager



Nora Nevarez
Economic Development Assistant

**SAN ANGELO ECONOMIC DEVELOPMENT TEAM -
San Angelo Chamber of Commerce Staff**



Walt Keonig
President and CEO



Michael Looney
V.P. of Economic Development



Mike Berry
Economic Development Manager

A MESSAGE FROM THE DIRECTOR



Dear Community Members,

The City of San Angelo Development Corporation (COSADC) proudly serves as a key economic driver for San Angelo, Texas and the surrounding region. Our primary goal is to increase job opportunities and capital investment in our community by strategically leveraging your sales tax dollars. We accomplish our goals by partnering with community stakeholders who share our commitment to building prosperity for the citizens of San Angelo.

The San Angelo City Council identified transportation infrastructure as a top economic development priority. Their charge was clear. Invest in “Planes, Trains, and Automobiles.” As a result, the Development Corporation made significant capital investments in all three areas in 2021. In the upcoming year, COSADC Staff will continue pursuing our goals to make San Angelo a transportation hub for the region, state, and nation. In the following pages, you will see the results of our efforts for the betterment and benefit of San Angelo - now and in the future.

With great appreciation for the San Angelo Community,

Guy D. Andrews,
Director - City of San Angelo Development Corporation



PLANES

The Development Corporation undertook several projects at the San Angelo Regional Airport during 2021 in pursuit of our “Planes” initiative. Primarily, our projects supported both economic growth (e.g., new investment, job creation and retention) and infrastructure development that will position the San Angelo Regional Airport as a key gateway to San Angelo’s economy.



First, the Development Corporation funded ramp and facility improvements for the U.S. Customs and Border Protection Air and Marine Operations (CBPAMO) center. The CBPAMO mission is vital for our national security and provides high-paying jobs for skilled workers who will live and work in San Angelo.



Next, the Development Corporation funded aesthetic improvements to welcome visitors to San Angelo. Previously, an unsightly wall of trees and brush welcomed visitors to San Angelo. The Development Corporation funded brush clearing across from the airport and the construction of a new Airport Entrance Sign. Now, when visitors depart the Airport, a sign greets them by saying "Welcome to San Angelo."



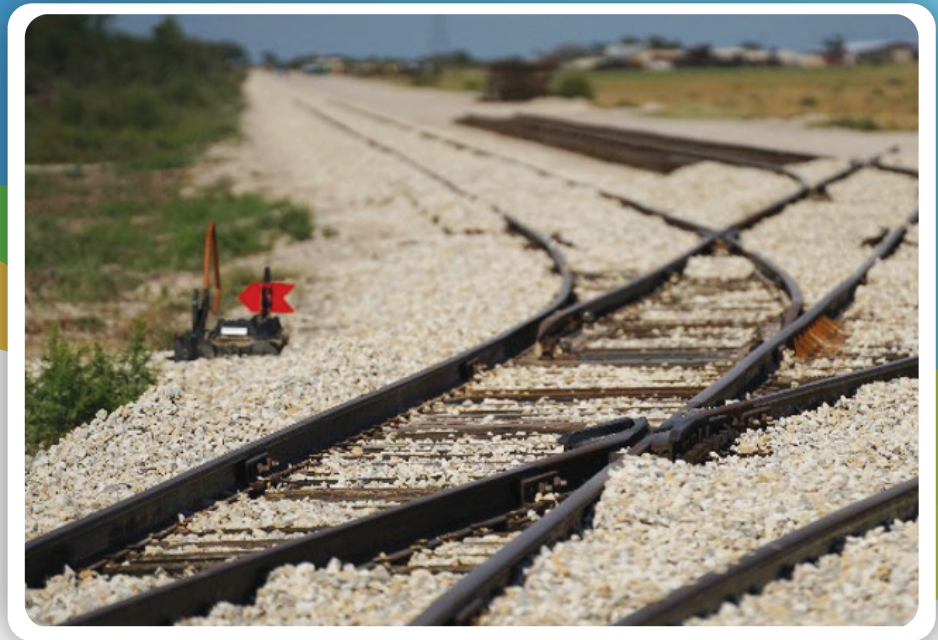
Last, the Development Corporation formed a Public-Private Partnership with Skyline Aviation, Inc. for major facilities improvements, including rehabilitation of the GTE Hangar, construction of two new parking lots, commercial apron improvements, and the construction of a new Fixed Base Operator (FBO) lounge and office space. This partnership underscores the Development Corporation's commitment to produce synergistic economic growth through collaboration with community partners and private enterprise.



TRAINS

In 2019, the Development Corporation purchased a vacant tract of land suitable for industrial development as a railroad trans-loading facility. The COSADC Board and San Angelo City Council realized that investment in

railroad infrastructure could yield significant gains for San Angelo's industrial base. Thus, COSADC Partnered with Shea Transportation Consulting and South Plains Lamesa Railroad to develop a multi-modal trans-loading facility. Once completed, this facility will strengthen our local economy by positioning San Angelo as a strategic international shipping point.

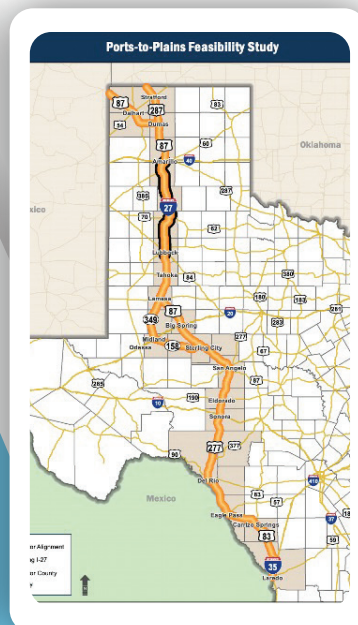
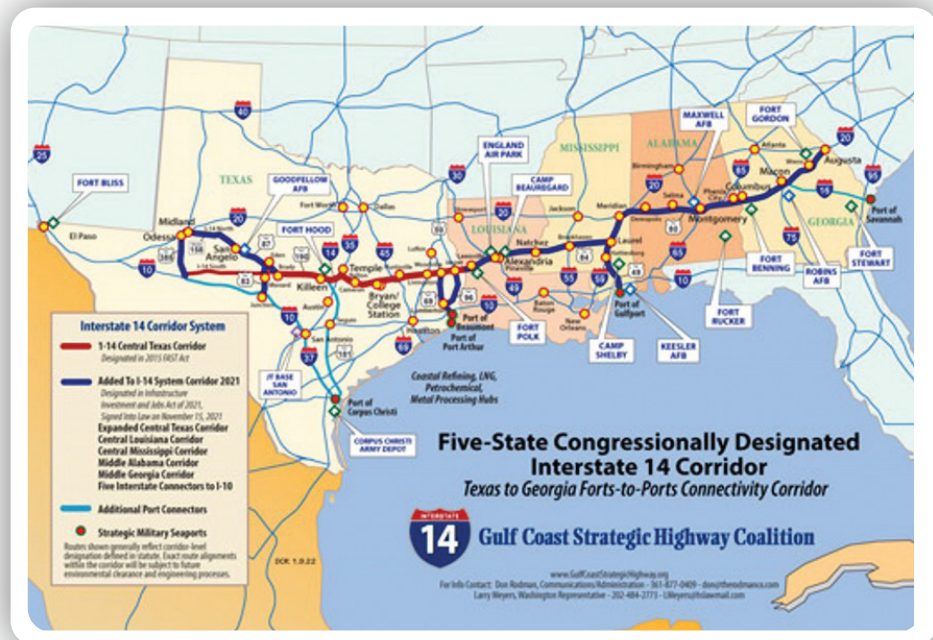


Through our Public-Private Partnership with South Plains Lamesa Railroad, we've realized considerable growth at the rail port over the past year. Shad Wisener and his team cleared brush and laid track at an extraordinary pace, attracting the attention of multiple logistics and manufacturing operations. In the upcoming year, we will continue supporting South Plains Lamesa Railroad and their efforts to build a world-class facility in San Angelo, Texas.

AUTOMOBILES



San Angelo, Texas is one of the largest United States cities without direct access to an interstate highway. The Development Corporation Board and the San Angelo City Council recognized the importance of interstate access for San Angelo's long-term economic prosperity many decades ago. The Development Corporation leveraged our membership in both the Ports to Plains Alliance, Transportation Advocates of Texas, and the Gulf States Strategic Highway Coalition to advocate for San Angelo's interests in future interstate developments.



In 2021, our decades-long efforts paid off when the United States Congress officially designated San Angelo as part of the proposed Interstate 14 corridor. Further, we expect that both I-14 and I-27 will intersect in San Angelo, which would bring significant tourist and commercial attention to San Angelo. Over the next year, we will redouble our efforts to prioritize "automobiles" as a key driver of San Angelo's economic growth.



BUSINESS RETENTION & EXPANSION EFFORTS

The City of San Angelo Development Corporation's Business Retention and Expansion Program (BREP) is an incentive program that assists local businesses who are interested in expanding their business, either through additional capital investment, hiring additional personnel, or some combination thereof. Incentives may take the form of monetary grants, tax rebates, development fee reimbursements, or other non-monetary assistance. The program can also help retain companies who may contemplate leaving San Angelo or expanding in another location. Currently, there are 14 active BREP performance agreements with incentives ranging from \$5,975 to \$1,057,203.

SAN ANGELO BUSINESS & INDUSTRIAL PARK



Phase 1 Land Sales

There were no sales of property in the Industrial Park during 2021.

There is currently a total of approximately 17.6 acres available for sale in Phase 1 of the Industrial Park and an additional approximately 7 acres also potentially available (currently under option).

Phase 2.1 and 2.2.

Bids for Phases 2.1 and 2.2 were requested in December 2019 and the Low Bid was submitted by Reece Albert, Inc.

Phase 2.1 is funded by COSADC while 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 cost for Phases 2.1 and 2.2 which provides water, sanitary sewer, storm drainage and street improvements, was approximately \$4.2 MM. Of that total, COSADC received a grant not to exceed \$1.25 MM from the Federal Economic Development Administration for Phase 2.2. All work was completed and approved by the City Engineering Inspectors as of September 15, 2021.

At its meeting on January 26, 2022, the Development Corporation Board of Directors selected MWC Interests, Inc. for brush and trash removal, and removal of existing surface improvements structures for a total consisting of approximately 96 acres with a total project budget of \$188,000. The project also includes requisite stormwater pollution prevention measures.

There are approximately 118 acres available in Phase 2 overall, excluding streets and drainage.

EDUCATION & WORKFORCE DEVELOPMENT EFFORTS

The Development Corporation, along with Ethicon, Principal LED, and the San Angelo Chamber of Commerce, supported the San Angelo Independent School District's efforts to bring unique manufacturing and engineering education and career opportunities to SAISD students via the Society of Manufacturing Engineers (SME) Partnership Response in Manufacturing Education (PRIME) schools initiative. SAISD will be the only district in West Texas, and only the second statewide, to offer SME PRIME opportunities to students at both Central High School and Lake View High School.



By adding the SME program to the expansive Career and Technical Education (CTE) offerings at SAISD, the school district will provide more career-readiness for students, especially those interested in manufacturing and engineering careers. Further, this program will help local employers meet their hiring needs. Currently, Ethicon and Principal LED are providing valuable industry insight to SME Prime to help align curriculum planning with industry needs. Once completed, SAISD will use this information to inform in their curriculum development. The Development Corporation's participation in this important initiative reflects our ongoing commitment to developing a skilled workforce, which ultimately benefits our local employers and makes San Angelo a more competitive site for both new and expanding enterprise.



About the Competition

The San Angelo Business Plan Competition is a three-phase business plan competition for start-up and existing businesses that plan to grow their businesses in San Angelo.

The Competition is coordinated by the City of San Angelo Development Corporation, ASU Small Business Development Center (SBDC), and the ASU Norris-Vincent College of Business. The Development Corporation provides cash and in-kind prizes to the winners.

The competition kicked off May 4th, 2021. The Competition Coordinators received thirty entries. Nine entrants advanced to Phase II. Those entrants who advanced to Phase III (Final Phase) presented their Final Business Plans to the judges on November 13th, 2021. The Competition Coordinators announced the three prize winners on November 17th, 2021, at the City of San Angelo Development Corporation meeting.



SAN ANGELO
Business
PLAN
competition



FIRST PLACE WINNER

Cowboy Up Chocolates (\$40,000)

Owned and operated by Charles and Misty Mullin. The business has been in business for the past 12 years. They recently moved to their new location at 6 E. Concho Street.



SECOND PLACE WINNER

Lonestar Cheeseburger Company (\$20,000)

Lonestar Cheeseburger Company is owned and operated by Tim Condon, Executive Chef.



THIRD PLACE WINNER

Medical Arts Pharmacy (\$10,000)

Medical Arts Pharmacy is owned and operated by Bryan Abernathy. Bryan purchased the pharmacy in February 2015.



THE BUSINESS FACTORY (BUSINESS INCUBATOR)

The Business Factory (Business Incubator) program began in 2003. It was designed for small business and entrepreneurs in San Angelo and the Concho Valley area. The clients enjoy the networking benefits and a professional atmosphere. All offices suites are equipped with office furniture, utilities, and access to conference and training facilities. Incubator clients also receive training hosted by the ASU Small Business Development Center. We provide these amenities so that our clients can focus on growing their business and creating jobs for our community. Over the last 18 years, the Business Factory has assisted over 38 businesses within our community and successfully graduated 13 of those companies.

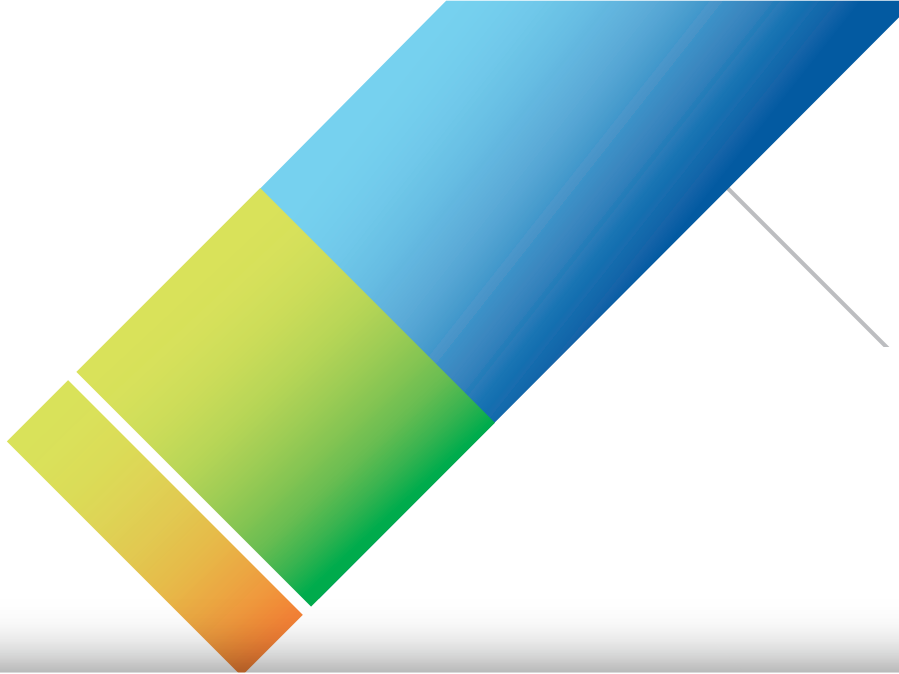
Centurion Planning and Design - 2021 Business Incubator Graduate

Centurion Planning and Design graduated in June 2021. They occupied 6 office suites and have 10 employees.

"The past three years at the Business Resource Center (incubator as we fondly refer to it), have been invaluable to us. The Development Corporation, Dave Erickson (Angelo State SBDC), and the entire Business Resource Center team were available at a minutes' notice to answer questions or help us brainstorm challenges."

- Molly Waller, Centurion Planning and Design





CITY OF
SAN ANGELO
— TEXAS —
Development Corporation