



2022 ANNUAL REPORT HIGHLIGHTS

CITY OF
SAN ANGELO
TEXAS
Development Corporation





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

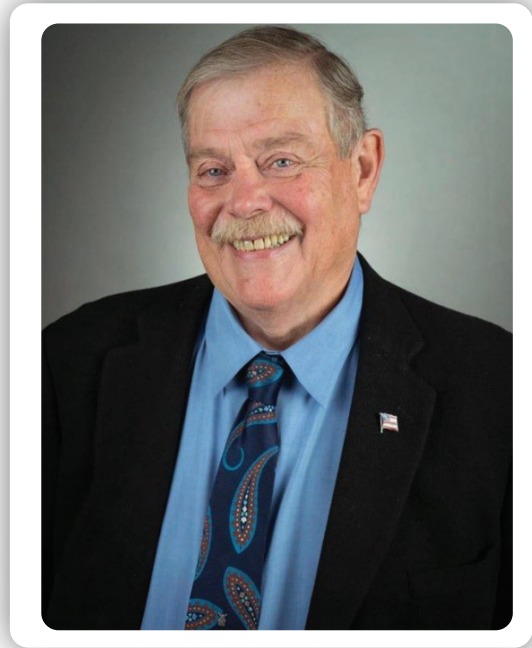
- Max Puello, President
- Dr. Clifton Jones, Second Vice President
- Joe Spano, Director
- Dr. Ruben Ceballos, Director
- Rick Mantooth, Director
- Steven Mahaffey, Director
- Dr. Farah Gomez, Director

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.

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



Michael Dane
Interim Director of Economic Development



Bob Schneeman
Economic Development Project Manager



Nora Nevarez
Economic Development Assistant

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



Walt Koenig
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, or COSADC, plays a key role in helping determine the economic health of San Angelo. By working with numerous partners and strategically allocating your sales tax dollars, we help promote and develop businesses that will strengthen our job base and create a robust business climate in this region.

We continue to stay on track with the City Council's directive to invest in our top economic development priority: transportation infrastructure. We are well-versed in the phrase "Planes, Trains and Automobiles," as we've made significant capital investments in all three of those areas with the goal of transforming San Angelo into a regional, state and national transportation hub.

It's vital that we serve San Angelo's future by improving upon our economic development opportunities today. Within this report, you will see what all we have accomplished in the past year and what we are working towards. Know that in everything we do, we work to stay aligned with our mission to ensure a thriving economy for this community.

With gratitude to the board and citizens,

Michael Dane
Interim Director - City of San Angelo Economic Development



PLANES

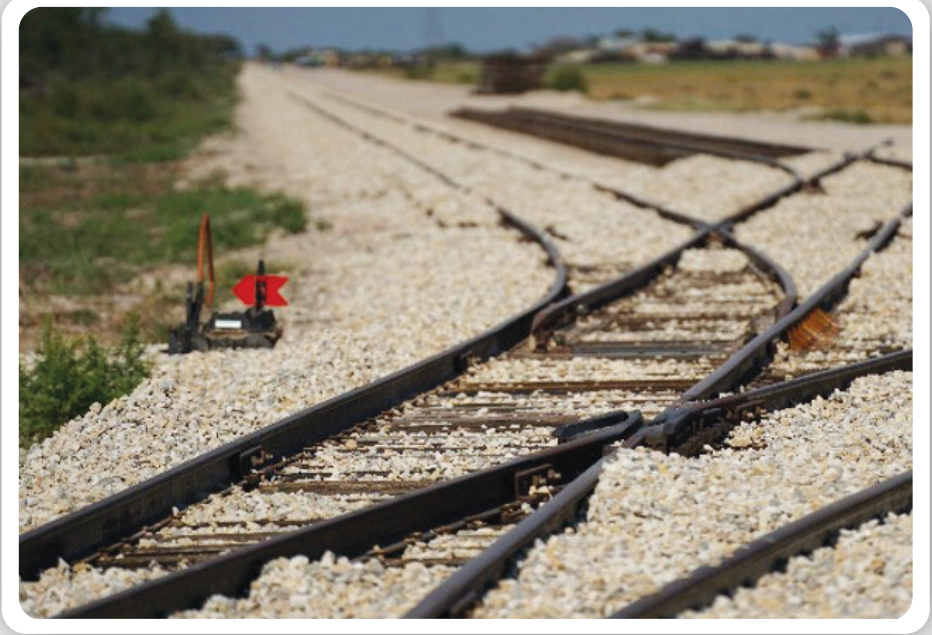
Over the course of 2022 COSADC and Airport staff have continued to work with Skyline Aviation to finalize details including the scope of work, ground lease area and degree of participation for a Public Private Partnership to renovate and expand an existing aircraft hangar at the Airport to support a first class Fixed Base Operator facility. The total project cost includes up to \$3M from COSADC toward the total project cost which is anticipated to exceed \$5M but will be a significant revenue generator.





TRAINS

Building on the foundation developed in 2019, activity at the rail port has continued to grow. South Plains Lamesa Railroad is serving several clients on a regular basis with traffic continuing to increase. COSADC staff have been involved in seeking funding opportunities for a multi-million dollar project to provide water and sewer infrastructure to both the rail port and adjacent City owned land. The Marketing and Recruitment staff at the Chamber of Commerce have begun talks with several companies who have expressed an interest in rail served property which has increased the potential future expansion of the properties.





COSADC and the City have continued involvement in the Ports to Plains (Interstate 27) and the Gulf States Strategic Highway Coalition (Interstate 14) corridors, as well as participating in the Transportation Advocates of Texas.

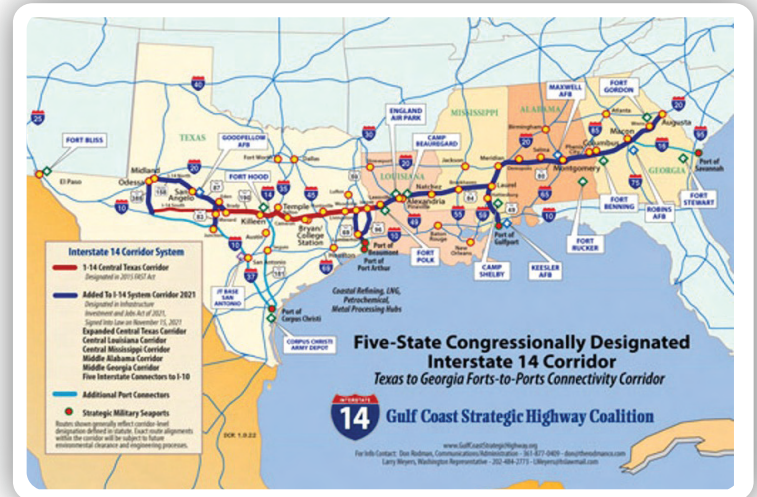
Ports to Plains

The recently signed \$1.5 trillion federal appropriations for 2022 includes the designation of a future Interstate 27 from Texas to New Mexico. The interstate designation is the first step toward creating the interstate as a four-lane, divided federal highway. The highway would stretch out 963 miles in west and south Texas using existing highways along the way that would be upgraded to interstate standards or new interstate sections developed, according to the Texas Department of Transportation. It would eventually extend the 124 miles of I-27 completed in 1992.

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Gulf States Strategic Highway

Planning is on-going within TXDOT for incremental design and construction of this project. COSADC staff and Board members will remain engaged to facilitate these efforts as appropriate.



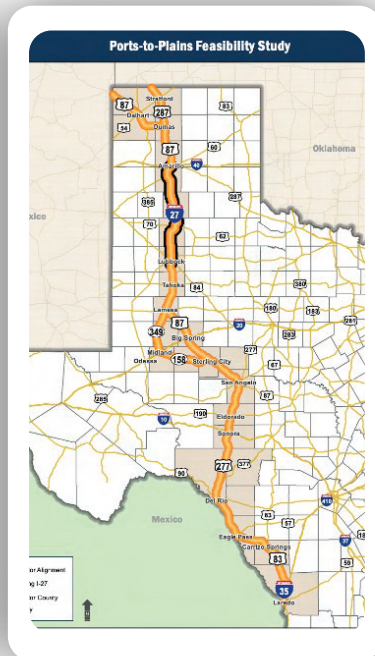
TXDOT Projects

Upcoming TXDOT projects for a US Hwy 277 overpass at TXPF rail crossing and extending Interstate width to 1.5 miles north of FM 2105 will be the next phase in the development of the Reliever Route for both I-14 and I-27

Trans Permian H2Hub

In October 2022 the COSADC

Board approved a resolution and letter of support for the Trans Permian H2Hub, LLC, a proposed project in competition for US Department of Energy funding that if approved will provide for the creation of a new hydrogen distribution hub for the Permian basin and stretching as far east as San Antonio. This project will supply fuel for hydrogen powered vehicles and equipment providing a host of new manufacturing and related industry opportunities for San Angelo. Staff is currently working with a major manufacturer in this market.





BUSINESS RETENTION & EXPANSION (BREP)

BREP is a program designed to assist businesses currently located in San Angelo to grow or to expand into new product lines, processes or areas. Incentives generally take the form of monetary grants, tax or development fee rebates, or in some cases non-monetary assistance. Potential clients may work directly with staff or be referred to the Small Business Development Center or the Business Factory. Although 2022 was not a big year for new applicants, staff did work with several new companies, and continued to work with existing clients. Total BREP incentives paid in 2022 were in excess of \$760,000.



Phase 1

There were no sales of property in Phase 1 during 2022.

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 may become available. (currently under option)

Phase 2

At their meeting on January 26, 2022, the Development Corporation Board of Directors selected MWC Interests, Inc. for brush and trash removal, and removal of existing structures for a total of approximately 96 acres with a total project budget of \$188,000. The project also includes requisite stormwater pollution prevention measures. This project was completed in November 22.

There are approximately 118 acres available in Phase 2 overall, excluding streets and drainage. Closing is pending on that sale.

In 2022 staff began negotiations with a prospective buyer for approximately 9 acres in Phase 2 at a sale price of \$405,000. Closing is pending on that sale.



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.



SAN ANGELO ISD

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 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.



Business Plan:

The San Angelo Business Plan Competition 2022 is a three-phase business plan competition with a cash grant prizes as well as in-kind prizes donated by local businesses. The Competition is an opportunity for entrepreneurs to expand their business in San Angelo by competing for a cash grant and in-kind prizes through a business plan competition.

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

The competition kicked off May 10th, 2022. The Competition Coordinators received 37 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 12th, 2022. The Competition Coordinators announced the three prize winners on November 16th, 2022, at the City of San Angelo Corporation meeting.



FIRST PLACE WINNER

Plateau Brewing Company (\$40,000)

Owned and operated by Ross Baxter and his partners. They opened up the brewery in the fall of 2021 and have been incredibly successful since then. Located downtown, they are the perfect place to enjoy local craft beer and hang out with friends and family on the weekends.



SECOND PLACE WINNER

Reyes Diesel Service (\$20,000)

Reyes Diesel Service is owned and operated by Guadalupe and Patricia Reyes. They are a husband and wife team that opened up the business in 2011 and are looking forward to expanding it soon. Be on the lookout for their new location!



THIRD PLACE WINNER

Bearded Barista (\$10,000)

Owned and operated by Nathaniel and Kimberly Turney. They offer a fresh take on coffee with a custom roast. Along with amazing coffee, they have a laid-back environment at the Bearded Barista that sets the tone for everything from a great coffee get-together to a study group, business meeting, or even a late jam session with live music.



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 19 years, the Business Factory has assisted over 40 businesses within our community and successfully graduated 13 of those companies.

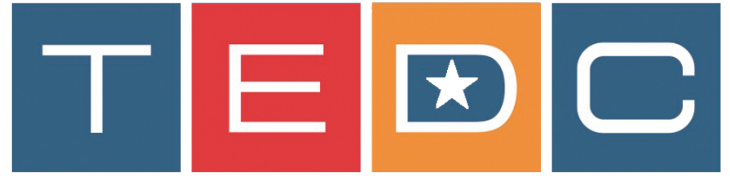
We currently have 2 incubator clients.
They are The Gold Beacon, PLLC and A&M Electric.

Guerra Electric, LLC doing business as A&M Electric was established in 1985 by Alejos Guerra . In 2021 Alejos extended his company to his son Mark Guerra. Alejos specializes in residential electrical services, while Mark specializes in commercial electrical services. Combining their expertise will benefit them to grow their business. They are members of the IBEW Local 520.

The Gold Beacon, PLLC is owned by Kimberly Henry, PLLC. She provides a full-service nonprofit development agency serving clients nationwide. Her mission is to exponentially drive social change by increasing the capacity of non-profit agencies and offering professional development services to for-profits and nonprofits.

Currently, there are 4 vacant offices remaining.





TEXAS ECONOMIC DEVELOPMENT COUNCIL

The San Angelo Economic Development Corporation was one of fifty-four recognized for the TEDC's 2022 Excellence Recognition. The Economic Excellence Recognition program provides recognition to economic development organizations that meet a desired threshold of professionalism. Recipients qualify for recognition based on training taken by their governing board/council as well as the economic development director and professional staff. Certifications, professional memberships and activities, and organizational effectiveness of the economic development staff also contribute to the standards for qualification.



