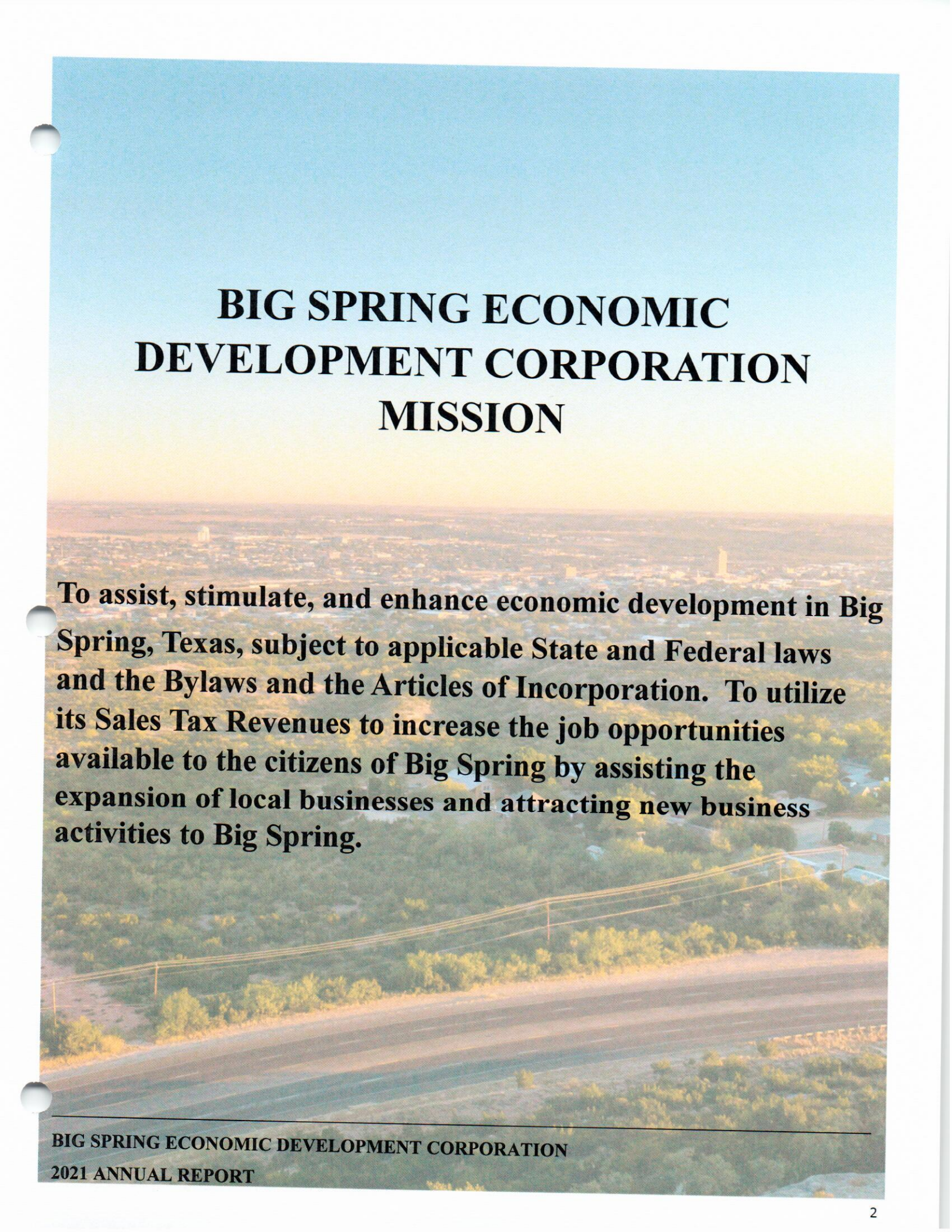




2021 ANNUAL REPORT





BIG SPRING ECONOMIC DEVELOPMENT CORPORATION MISSION

To assist, stimulate, and enhance economic development in Big Spring, Texas, subject to applicable State and Federal laws and the Bylaws and the Articles of Incorporation. To utilize its Sales Tax Revenues to increase the job opportunities available to the citizens of Big Spring by assisting the expansion of local businesses and attracting new business activities to Big Spring.

LETTER FROM THE EXECUTIVE DIRECTOR

Coming off my first year with the Big Spring Economic Development Corporation I find myself cautiously optimistic about where we are going as a community. It looks like we are finally reaching a manageable situation in regard to the Covid pandemic and the energy sector seems to be stabilizing as well.

Sales taxes receipts are beginning to recover and a number of new retail projects are underway, with more likely to follow. The BSEDC is proud to have played a facilitating role in several of these retail projects, despite the prohibition on 4-A funds being used to assist in such projects. Fortunately, in Texas there are a number of options to encourage all sorts of investment and the City has been willing to use those tools. For the time being the BSEDC funds are dedicated to retiring debt on and considering new infrastructure projects that will support growth in general.

The new retail interest reflects optimism in the future and those new challenges we are aware of are in the process of being addressed. Investments made in the past are beginning to pay dividends, with the Reliever Route and the new roads providing access to it are driving new base business interest in Big Spring.

The City's location and some additional efforts underway to expand additional infrastructure along those access roads, if successful and applied well, will help fuel Big Spring's growth for decades. Coupled with the effort to create a reinvestment zone in the downtown area to help enhance the renaissance that was already underway there before Covid and the energy sector decline, makes me think the future is bright in terms of creating a lifestyle destination in that historic area. That, in turn, will feed the growth of base jobs as Big Spring becomes even stronger in terms of quality of life making all sorts of business attraction easier.

In short, I'm pleased with the progress Big Spring has made this past year despite considerable headwinds and am looking forward to where we are going.



MARK WILLIS CEcD, MBA
EXECUTIVE DIRECTOR

STAFF MEMEBERS

2020-2021

BOARD OF DIRECTORS

Mr. Raul Benavides

President

Mr. Shane Seaton

Vice President

Mr. Paschel Odom

Secretary/Treasurer

Mr. Jeff Ward

Board Member

Mrs. Bobby McDonald

Board Member



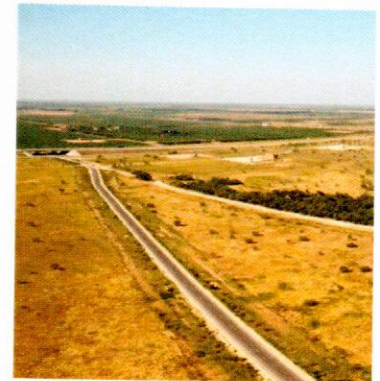
**MARK WILLIS CEcD, MBA
EXECUTIVE DIRECTOR**



**TERESA DARDEN
ASSOCIATE DIRECTOR**

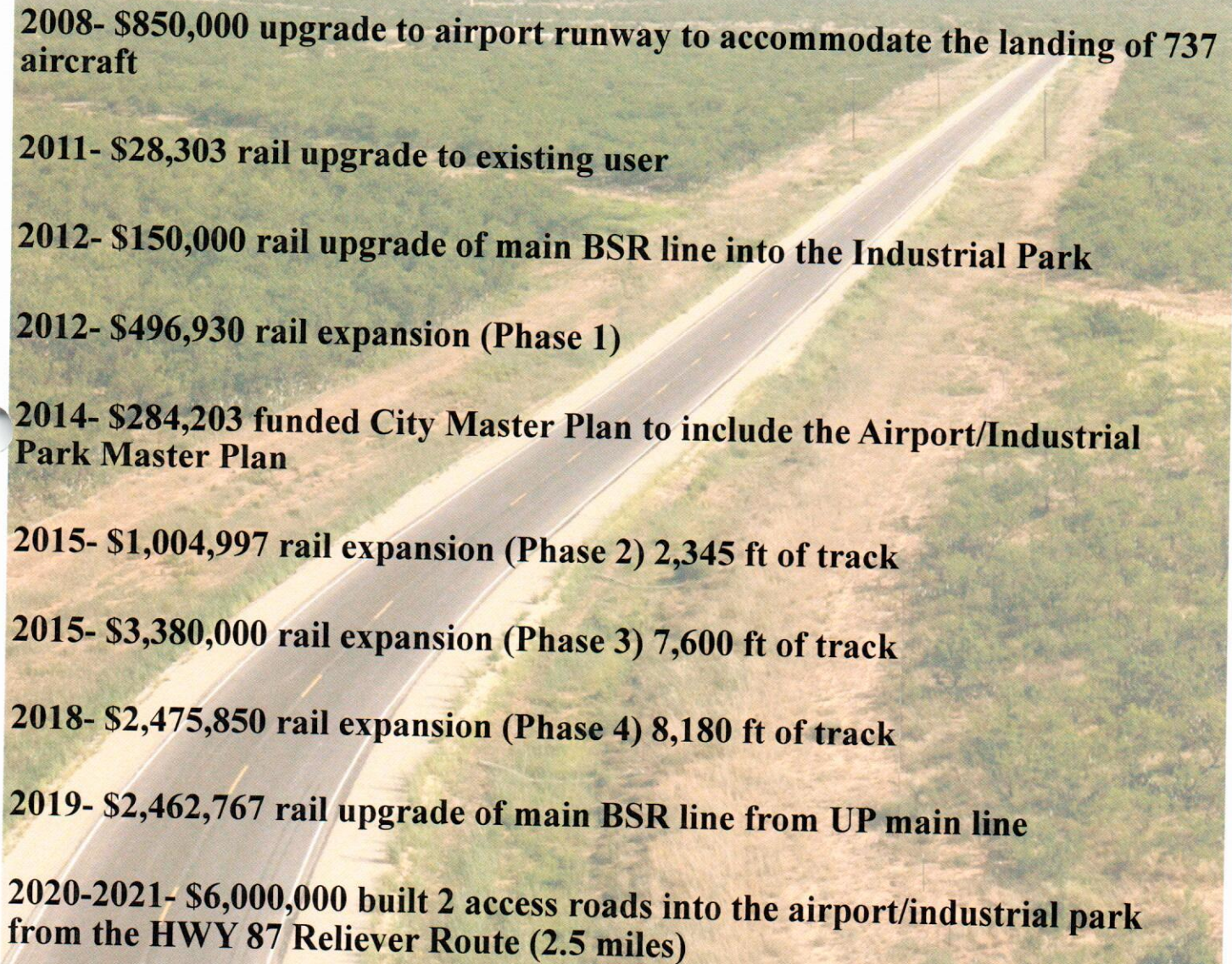
BIG SPRING EDC 2020-2021 IMPACT

- INITIATED DOWNTOWN TIRZ
- WORKED IN CONJUNCTION WITH LEADING EDG TO SHARE THE PPP AND EDIL PROGRAMS WITH LOCAL BUSINESS TO OFFER ASSISTANCE DURING THE HEIGHT OF THE PANDEMIC
- AGREEMENT WITH HOWARD COUNTY COMMUNITY HEALTHCARE CENTER TO EXPAND OPERATIONS
- COMPLETED RELIEVER ROUTE ACCESS ROAD PROJECT
- INITIATED EDA GRANT, MOU WITH PROPERTY OWNERS, SUBMISSION 8-17-21
- INITIATED SPRING TOWN PLAZA AGREEMENT
- WORKING WITH SEVERAL WAREHOUSE AND DISTRIBUTION PROSPECTS DIRECTLY RELATED TO THE NEW RELIEVER ROUTE AND 2 NEW ACCESS ROADS
- FACILITATED PROPERTY SEARCHES WITH SEVERAL RETAIL VENTURES



BIG SPRING EDC IMPACT

The following is a list of Airport/Industrial Park infrastructure rehabilitation and additions the EDC has accomplished since 2008:

- 
- 2008- \$850,000 upgrade to airport runway to accommodate the landing of 737 aircraft**
 - 2011- \$28,303 rail upgrade to existing user**
 - 2012- \$150,000 rail upgrade of main BSR line into the Industrial Park**
 - 2012- \$496,930 rail expansion (Phase 1)**
 - 2014- \$284,203 funded City Master Plan to include the Airport/Industrial Park Master Plan**
 - 2015- \$1,004,997 rail expansion (Phase 2) 2,345 ft of track**
 - 2015- \$3,380,000 rail expansion (Phase 3) 7,600 ft of track**
 - 2018- \$2,475,850 rail expansion (Phase 4) 8,180 ft of track**
 - 2019- \$2,462,767 rail upgrade of main BSR line from UP main line**
 - 2020-2021- \$6,000,000 built 2 access roads into the airport/industrial park from the HWY 87 Reliever Route (2.5 miles)**

The current and past Board of Directors and Staff have had a vision of sustainable growth and have taken steps to make that vision come to fruition

PROSPECT ACTIVITY

In 2020-2021 Big Spring EDC has been in contact with numerous prospects. These prospects consisted of a wide range of diverse industries to include oil and gas, solar and wind energy, chemicals, technology, various types of manufacturing, retail and warehousing and distribution centers.

Big Spring Economic Development was also involved in the following local, regional and state organizations and marketing initiatives that are conducive to improving and marketing our community:

Community Involvement	Associations	Recruiting Efforts & Trade Shows
McMahon/Wrinkle Airport/Industrial Park Board	Texas Economic Development Council	SEMA
County Group	High Ground	FABTECH
Big Spring Area Chamber of Commerce	Ports to Plains Alliance	IAMC
City of Big Spring Staff and Council Meetings	IEDC	Team Texas
Greater Big Spring Rotary	IAMC	SIOR
Keep Big Spring Beautiful	Team Texas	High Ground
	TXConnection	ICSC
		Cornet

In 2020-2021, Big Spring EDC has attended over 110 meetings for Community Involvement, Associations & Trade Shows

SALES TAX

	2016-2017	2017-2018	2018-2019	2019-2020	% Change	2020-2021	% Change	YTD Change
October	\$ 167,127.33	\$ 192,276.22	\$ 206,760.73	\$ 231,518.79	11.97%	\$ 179,797.00	-22.34%	-22.34%
November	\$ 170,702.12	\$ 191,722.66	\$ 214,143.05	\$ 197,152.16	-7.93%	\$ 170,444.40	-13.55%	-18.30%
December	\$ 202,509.58	\$ 205,334.96	\$ 295,198.83	\$ 256,044.09	-13.26%	\$ 244,488.79	-4.51%	-13.14%
January	\$ 157,671.10	\$ 195,888.57	\$ 202,253.67	\$ 196,672.65	-2.76%	\$ 180,327.86	-8.31%	-12.06%
February	\$ 176,675.49	\$ 199,714.00	\$ 212,810.48	\$ 178,663.65	-16.05%	\$ 157,105.71	-12.07%	-12.06%
March	\$ 207,824.67	\$ 258,113.24	\$ 239,574.36	\$ 225,332.06	-5.94%	\$ 274,733.50	21.92%	-6.11%
April	\$ 172,986.36	\$ 224,045.07	\$ 231,311.59	\$ 177,817.34	-23.13%	\$ 331,547.21	86.45%	5.14%
May	\$ 194,714.61	\$ 212,621.93	\$ 193,767.87	\$ 200,654.40	3.55%	\$ 206,120.73	2.72%	4.85%
June	\$ 196,793.71	\$ 261,498.12	\$ 249,482.53	\$ 207,018.37	-17.02%	\$ 250,667.23	21.08%	6.65%
July	\$ 177,563.85	\$ 207,767.41	\$ 207,769.49	\$ 177,031.35	-14.79%	\$ 199,397.25	12.63%	7.16%
August	\$ 199,101.52	\$ 217,279.82	\$ 217,112.72	\$ 162,991.89	-24.93%		-100.00%	-0.74%
September	\$ 219,324.59	\$ 249,868.59	\$ 235,306.82	\$ 232,967.88	-0.99%			
Annual Total	\$2,242,994.93	\$2,616,130.59	\$2,705,492.14	\$2,443,864.63	-9.67%	\$2,194,629.68	-10.20%	



PORTS-TO-PLAINS TRADE CORRIDOR

Securing the Benefits of Trade to
North America's Energy & Agricultural Heartland

Big Spring Economic Development is excited to be part of the Ports-to-Plains Alliance. The Ports-to-Plains Trade Corridor Coalitions is, above all, a network of people who share the same interest in the robust, sustainable growth of jobs and investment throughout the 9-state Ports-to-Plains corridor. Thanks to that network, and its geographic alignment between the Texas and western Canada's oil patch, the Ports-to-Plains Trade Corridor is increasingly recognized as an important economic development resource for business leaders throughout North America's energy and agricultural heartland.

In addition to domestic movement of goods along the existing highways, the corridors service major international border crossings including Del Rio, Eagle Pass and Laredo between Texas and Mexico, and Sweetgrass/Coutts, Wild Horse and Raymond/Regway between Montana and Canada and Portal/North Portal between North Dakota and Canada.

The Ports-to-Plains region services a **4,950-plus mile economic development corridor** of existing highways stretching from the port at Mazatlán, Sinaloa, Mexico to northern Alberta.

RELIEVER ROUTE ACCESS ROADS

The EDC Board of Directors found it necessary to construct entry ways at the south and west interchanges from the new US Hwy. 87 reliver route to the McMahon Wrinkle Industrial Airpark, Big Spring, Texas for the benefit of its tenants and potential new businesses. A Performance Agreement with the City of Big Spring was entered into in October 2019. Final funding was approved by Resolution of City Council in April 2020.

Construction began in late April 2020 with completion being May 2021. This project was engineered by TGB Group and the contractor was Shackelford Construction.



FACILITATION

Coach and consult with business people in managing, operating, and financing small businesses at no cost to Howard County residents. From October 2020-Current Leading EDG has meet with 16 clients, 10 of those were new clients.

Startup Businesses

- Talk through details of the business idea
- Work up financial projections
- Walk through the steps of opening a business in Texas:
 - Secretary of State, County Clerk, State Comptroller,
 - IRS, Texas Workforce Commission, Permits and Licensing
- Provide market research and demographic studies
- Educate on financial management tools
- Educate on sales and marketing strategy
- Educate on available loan programs and HUB certification

Existing Businesses

- Accounting systems
- Non disclosure agreements
- Help set pricing
- Sales and marketing plans
- Launch new products
- Business plan and financial projections for lenders
- Valuation of the business
- Steps to bid on government contracts
- Set up online business
- Help build proposals for clients to approach EDC for incentives

LEADING | EDG
growing **communities** one business at a time.

162 clients have been seen from October 2011-August 2021.

ANALYTICS

ENVIRONICS

ANALYTICS



SPOTLIGHT

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SPOTLIGHT
by ENVIRONICS ANALYTICS

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[Results](#)
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2020 ▾
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Pop-Facts® Demographic Trend | Income

ENVIRONICS
ANALYTICS

Trade Area: Big Spring, TX (city)

	2000		2020		2025	
	Census	%	Estimate	%	Projection	%
Households by Household Income						
Income Less Than \$15,000	2,208	26.95	1,168	13.74	1,153	13.04
Income \$15,000 - \$24,999	1,536	18.75	746	8.78	764	8.64
Income \$25,000 - \$34,999	1,172	14.30	969	11.40	918	10.38
Income \$35,000 - \$49,999	1,343	16.39	1,261	14.84	1,269	14.35
Income \$50,000 - \$74,999	1,157	14.12	1,687	19.85	1,725	19.51
Income \$75,000 - \$99,999	389	4.75	1,057	12.44	1,131	12.79
Income \$100,000 - \$124,999	199	2.43	676	7.95	748	8.46
Income \$125,000 - \$149,999	85	1.04	402	4.73	460	5.20
Income \$150,000 - \$199,999	33	0.40	282	3.32	365	4.13
Income \$200,000 - \$249,999	50	0.61	100	1.18	136	1.54
Income \$250,000 - \$499,999	25	0.30	112	1.32	124	1.40
Income \$500,000 or more	3	0.04	39	0.46	50	0.56
Median Household Income	--	27,772.58	--	51,353.78	--	54,083.20
Average Household Income	--	37,269.00	--	66,711.00	--	70,540.00
Median HH Inc. by Single-Classification Race						
White Alone	--	29,454.97	--	56,304.07	--	59,131.11
Black/African American Alone	--	18,557.35	--	30,973.97	--	33,286.83

Spotlight is utilized as a tool to verify demographic and economic conditions in our community. This data is specifically used when responding to prospect RFI's and providing data to potential businesses wishing to locate in our community.

ANALYTICS



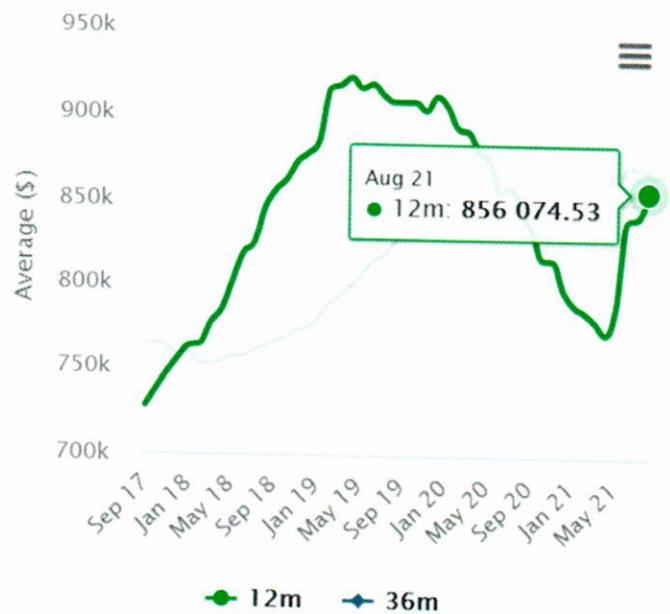
ZacTax monitors Sales Tax Revenue by taxpayer, industry, geography and compares other cities.

The EDC uses these reports to monitor the health of local business and as a metric to measure success of businesses the EDC incentivizes.

Top Taxpayers 🔥

WAL-MART STORES TEXAS LLC	\$1,010,830	>
RELIANT ENERGY RETAIL SERVICES LLC	\$617,612	>
BAKER PETROLITE LLC	\$230,027	>
H-E-B LP	\$202,404	>
TXU ENERGY RETAIL COMPANY LLC	\$179,733	>
HIGGINBOTHAM BROS. & CO. LLC.	\$177,211	>
QUEST EPC LLC	\$170,751	>
AMAZON.COM SERVICES INC (MARKETPLACE)	\$153,165	>

Moving Averages



MARKETING



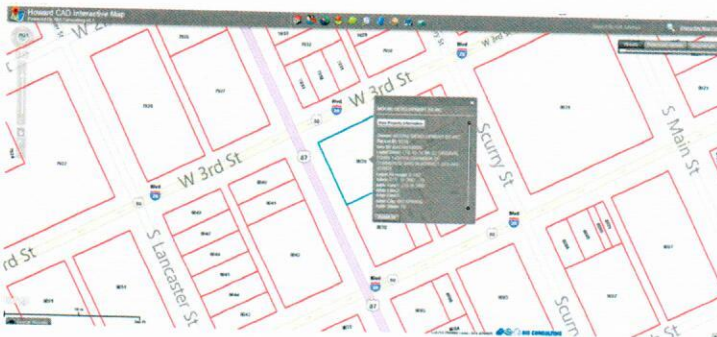
Multimedia

The Big Spring EDC website is very user friendly and informational.

Since the launch of the website many inquiries have been requested. During the year from October 2020 to September 2021, the website has had 4,405 visits and 11,528 pages viewed. It is very important in this day and time to keep up with our ever changing communication technology. With updating a new site Big Spring Economic Development is accomplishing just that.

Multimedia

The Big Spring EDC keeps our Social Network up to date.



Advantagis offers a full range of GIS services to support organizations and local government entities.

This site benefits EDC by helping businesses find property and locate owners.



The Spring

This big spring is to the left of the emigrant road, offering a great amount of water which runs off in a small stream. This spring flows well and provides an easy effect on this vast desert prairie. It should provide subsistence for all that follow, and a good water source for all.

Captain Randolph Hays
Hays Expedition - 1841

We encamped at the big spring of the Calaveras and remained there the following day for our animals. The spring is very large and a considerable quantity of water is obtained from them. They cover a space about 20 feet square and in some places the water is 15 feet in depth by measurement. They are well up in a large of high rocks forming a circular spring within which the water of the spring is. The water is very clear with some small fish and some small insects. It is a very good spring and should be a good source since when the water