



2022-2023 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 to the end of our fiscal year at the Big Spring Economic Development Corporation, we are pleased with the progress over the past year.

Retail projects continue to develop. Chick-fil-A is set to open soon, the new travel center is making progress, the Tesla charging stations are open, and Harbor Freight is now open in the Spring Creek Plaza. Other retailers have also opened in the city indicating a growing optimism for Big Spring's future.

Within the County several large projects are working their way through the system that will add to the County and individual school system's tax base. Though not large job-creating projects the total capital investments associated with them could total over \$200 million.

The Crossroads Business Park infrastructure construction is taking longer to get started than most of us had hoped. Part of that longer timeline has to do with the documentation and reporting requirements associated with federal grants. The \$3.2 million EDA grant is critical to the project and the process is what it is. Additionally, there are a lot of moving parts involved locally with landowner agreements, annexation, zoning and establishing a Tax Increment Reinvestment Zone (TIRZ) to help fund the additional infrastructure that will be needed as the park develops. All the steps are moving forward, and we don't foresee any issues, but each one takes time, and they must be addressed in order.

We see the park as being a driving force for economic development in Big Spring for the next 20 years and beyond, as it can be expanded as sections are filled in. Already, there is an opportunity to add over 100 acres to the now approximately 420-acre park even as the infrastructure is being put into place. The EDC is getting the news about the park out to companies, and its potential at the location where two Interstates will cross and it is already drawing interest, particularly from warehouse and distribution companies.

Add to that the growing interest in the airport itself bodes well for the future. At its core, the development planning and cooperation between all the entities throughout Howard County is why we are beginning to see significant economic success.



MARK WILLIS CEcD, MBA
EXECUTIVE DIRECTOR

STAFF MEMEBERS

2022-2023

BOARD OF DIRECTORS

Mr. Raul Benavides

President

Mr. Cody Williams

Vice President

Ms. Anna Scott

Secretary/Treasurer

Mr. Kevin Armstrong

Board Member



MARK WILLIS CEcD, MBA
EXECUTIVE DIRECTOR



TERESA MORRIS
ASSOCIATE DIRECTOR

BIG SPRING EDC 2022-2023 IMPACT

- **IN COOPERATION WITH THE CITY, FACILITATED THE LOCATION AND COST BENEFIT ANALYSIS OF A CHICK-FIL-A RESTAURANT**
- **CLOSLEY WORKING WITH THE CITY TO HELP TESLA TO LOCATE CHARGING STATIONS ADJACENT TO PORTERS.**
- **WORKED WITH CITY STAFF TO RECURIT A NEW TRAVEL CENTER, REPLACING THE OLD INTERSTATE PRISON**
- **CONTINUE TO COORDINATE DEVELOPMENT OF THE CROSS ROADS INDUSTRIAL PARK WEST OF THE AIRPORT**
- **WORKING WITH SEVERAL WAREHOUSE AND DISTRIBUTION PROSPECTS DIRECTLY RELATED TO THE NEW RELIEVER ROUTE AND 2 NEW ACCESS ROADS**
- **CONTINUE TO WORK TO RETAIN, EXPAND AND ATTRACT BUSINESS TO THE MCMAHON/WRINKLE AIRPORT AND INDUSTRIAL PARK**
- **FACILITATED PROPERTY SEARCHES WITH SEVERAL RETAIL VENTURES**
- **WORKED WITH THE COUNTY ON REINVESTMENT ZONES AND TWO 381 AGREEMENTS FOR PROJECTS LOCATED IN THE COUNTY**



BIG SPRING EDC IMPACT

The following is a list of Airport/Industrial Park and Crossroads 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)

2022-2023- \$400,000 budgeted to assist City with EDA Grant for water/sewer infrastructure of the Crossroads Industrial Park

PROSPECT ACTIVITY

In 2022-2023 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	TEDC and Team Texas	Cornet
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	Select USA Summit
Keep Big Spring Beautiful	Select USA	High Ground
	TXConnection	ICSC
	SEDC	

In 2022-2023, Big Spring EDC has attended over 135 meetings for Community Involvement, Associations & Trade Shows

SALES TAX

	2018-2019	2019-2020	2020-2021	2021-2022	% Change	2022-2023	% Change	YTD Change
October	\$206,760.73	\$231,518.79	\$179,797.00	\$181,959.60	1.20%	\$257,073.69	41.28%	41.28%
November	\$214,143.05	\$197,152.16	\$170,444.40	\$201,359.73	18.14%	\$253,354.93	25.82%	33.16%
December	\$295,198.83	\$256,044.09	\$244,488.79	\$244,486.85	0.00%	\$414,710.55	69.62%	47.36%
January	\$202,253.67	\$196,672.65	\$180,327.86	\$187,754.81	4.12%	\$223,206.35	18.88%	40.80%
February	\$212,810.48	\$178,663.65	\$157,105.71	\$181,059.49	15.25%	\$242,958.12	27.03%	38.30%
March	\$239,574.36	\$225,332.06	\$274,733.50	\$248,646.66	-9.50%	\$306,214.65	23.15%	36.32%
April	\$231,311.59	\$177,817.34	\$331,547.21	\$241,868.35	-27.05%	\$229,524.95	-5.10%	29.58%
May	\$193,767.87	\$200,654.40	\$206,120.73	\$208,069.34	0.95%	\$259,271.51	24.61%	28.97%
June	\$249,482.53	\$207,018.37	\$250,667.23	\$277,939.38	10.88%	\$271,506.76	-2.31%	24.56%
July	\$207,769.49	\$177,031.35	\$199,397.24	\$256,815.98	28.80%	\$244,256.09	-4.89%	21.17%
August	\$217,112.72	\$162,991.89	\$217,901.93	\$268,439.19	23.19%			
September	\$235,306.82	\$232,967.88	\$249,464.94	\$276,166.39	10.70%			
Annual Total	\$2,705,492.14	\$2,443,864.63	\$2,661,996.54	\$2,774,565.77	8.93%	\$2,702,077.60		



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.

On March 15, 2022 President Biden signed legislation into law designating the Texas and New Mexico portions of the Ports-to-Plains Corridor as a future Interstate 27. This bill was presented by Rep. Jodey C. Arrington (TX-19) and Rep. Henry Cuellar (TX-28)

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.

CROSS ROADS INDUSTRIAL PARK

For over 30 years the development vision for the community has been west of town with the idea of a reliever route that would divert and relieve truck traffic from inside the city. With the many renovations and improvements that the EDC has made over the last several years, it was imperative to continue the growth to the west for the best economic impact to the community. With that, the EDC Board of Directors found it necessary to collaborate with the City of Big Spring and the property owner of 420 acres, in applying for an EDA Grant that would allow for extension of infrastructure to the property between the reliever route and the McMahon/Wrinkle Airport and Industrial Park. This development is envisioned to become a transportation and distribution hub for West Texas because of the central location and being set at the crossroads of I-20 and I-27. This is anticipated to benefit city resources for the next 30 years in regards to creating primary job.



FACILITATION

Coach and consult with business people in managing, operating, and financing small businesses at no cost to Howard County residents. From October 2022-Current Leading EDG has meet with 16 clients, 5 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

181 clients have been seen from October 2011-September 2023

ANALYTICS

ENVIRONICS

ANALYTICS



SPOTLIGHT

Pop-Facts® Demographics Summary			claritas
Trade Area: Big Spring, TX (city)			
Population			100
2010 Census	25,736	100.00	
2020 Census	25,146	100.00	
2020 Estimate	25,205	100.00	
2028 Projection	24,594	100.00	
Population Growth			
Percent Change 2010 to 2020	--	-2.21	
Percent Change 2020 to 2025	--	-3.58	
Percent Change 2025 to 2028	--	-2.42	
Households			100
2010 Census	8,154	100.00	
2020 Census	8,409	100.00	
2020 Estimate	8,126	100.00	
2028 Projection	7,973	100.00	
Household Growth			
Percent Change 2010 to 2020	--	3.13	
Percent Change 2020 to 2025	--	-3.37	
Percent Change 2025 to 2028	--	-1.87	
Family Households			100
2010 Census	5,420	100.00	
2020 Census	5,344	100.00	
2020 Estimate	5,248	100.00	
Family Household Growth			
Percent Change 2010 to 2020	--	-1.40	
Percent Change 2020 to 2025	--	-1.83	

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.



MARKETING



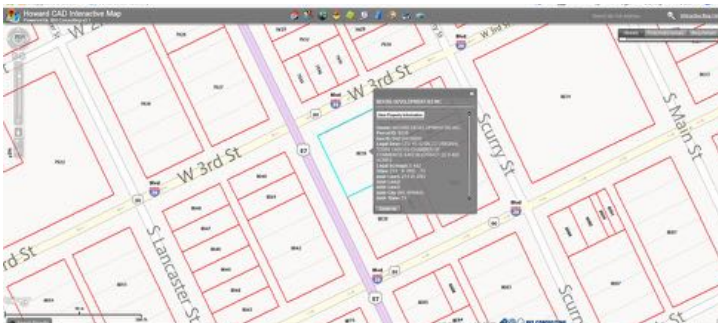
Multimedia

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 2022 to September 2023, the website has had 2,786 visits and 5,989 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.

