

## Cornerstone Investment Levels

### Concho Pearl Investor - \$500 - \$999

Recognition on Wall Display (tiered size according to level of investment)  
Special "Chairman's Council Plaque" to display in business  
Semi-Annual recognition in Chamber Newsletter (Dist. 1900)  
Annual "Invitation Only" Legislative Briefing  
Annual Stockholder's Lunch  
Recognition in ½ page ad in San Angelo Standard-Times annually  
Free subscription to semi-annual Investor's report

### Bronze Investor - \$1,000 - \$1,999

Concho Pearl Benefits PLUS  
One free set of Chamber Membership Labels

### Silver Investor - \$2,000 - \$4,999

Concho Pearl Benefits PLUS  
One free set of Chamber Membership Labels  
Special recognition at one Chamber luncheon each year

### Diamond Investor - \$5,000 – \$9,999

Concho Pearl Benefits PLUS  
One free set of Chamber Membership Labels  
Special recognition at one Chamber luncheon each year  
One Free Newsletter Insert Annually

### Platinum Investor - \$10,000 and Above

Concho Pearl Benefits PLUS  
One free set of Chamber Membership Labels  
Special recognition at one Chamber luncheon each year  
Two Free Newsletter Inserts Annually  
Platinum Members honored at Annual Banquet Reception in January  
Use of Chamber Conference room up to once per month

For more information:

**SAN ANGELO**

*Chamber of Commerce*

418 W. Ave B

San Angelo, TX 76903

(325) 655-4136

[www.sanangelo.org](http://www.sanangelo.org)

## 2011 Cornerstone Investors

### DIAMOND \$5,000 – \$9,999

AEP Texas  
Ethicon, Inc.  
First Financial Bank

### SILVER \$2,000 – \$4,999

Atmos Energy  
Dierschke & Dierschke REALTORS  
Foster Communications  
Mitchell Automotive Group  
Rio Concho, Inc.  
San Angelo Stock Show & Rodeo Association  
Suddenlink Communications  
Sunset Mall  
Texas Bank

### BRONZE \$1,000 – \$1,999

Armstrong Backus & Co. LLP  
City Lumber & Wholesale, Inc.  
Company Printing/ISA Cattle Co.  
Eckert & Company LLP  
UBS Financial Lori Francks  
Glazer's Wholesale  
Goodyear Proving Grounds  
Holiday Cleaners  
Jackson Walker LLP  
Milford Engineering  
NNNN Paisano  
San Angelo Association of REALTORS  
San Angelo Security Service  
Shannon Medical Center  
Steve Stephens  
Sunset Mall  
West Central Wireless/West Central Net

### CONCHO PEARL \$2,000 – \$4,999

American Classifieds  
Angelo Transportation/Welch Transfer  
Angelo Water Services - Culligan  
Baptist Retirement Communities  
Concho Valley Electric Cooperative  
DeCoty Coffee  
Ener-Tel Services, Inc.  
Hughes Company  
Hyde Interactive  
Lee Pfluger  
Massey, Balentine & Psencik, P.C. and Stroman Abstract  
Title Co.  
San Angelo Motor Company  
San Angelo Standard-Times  
Surety Title Company  
Trimble-Batjer Insurance Associates, L.L.P.  
West Texas Medical Associates

### Public Partners

Tom Green County  
City of San Angelo Development Corporation

# Cornerstone Investor's Program



*Since the program's inception in 2006, Cornerstone investors have pledged just over \$522,000. Those dollars have been put to work over the past five years to generate enormous returns in the areas of economic development, government affairs and major event tourism. To date, an economic over \$150 million has been documented.*

**Building a Stronger Business Environment**

# Cornerstone Investor's Program

*Where We Started... Where We Are Today*

## Save Goodfellow Fund (1991)

The Chamber's first effort was created in response to a crisis. Goodfellow AFB was added to the list of bases being considered for closure. The Chamber's annual budget could not support a dedicated lobbying effort, so the "Save Goodfellow Fund" was created and was used to fund trips to Washington DC and to garner community support during the BRAC Commission visit to San Angelo.

## Priority One (1991-2000)

Community Leaders recognized that dedicated economic development funding was needed. A new campaign dubbed "Priority One" was launched and the funds generated were strictly dedicated to economic development marketing and incentives. At the end of the Priority One campaign, over 2,000 new jobs were documented resulting from new employers and existing employer expansions.

## Forward San Angelo (2000-2005)

A new five-year program was created and named "Forward San Angelo," and the goals previously centered on economic development were expanded to include government affairs and major event tourism.

## Cornerstone Investor's Program (2006 - present)

The Cornerstone Investor's Program was established in 2006, after Chamber leadership determined that a permanent funding source was needed to continue the momentum gained from earlier programs. Funding is split between:

Economic Development: 58%  
Government Affairs: 16%  
Major Event Tourism: 16%  
Administrative: 10%

## Initiatives for 2012

### Economic Development

- ✓ Create a marketing plan prioritized to the target industries outlined in the Strategic Plan and will include traditional avenues, web, and direct contact at trade shows and visits
- ✓ Represent the community with Economic Development Organizations throughout the state and country
- ✓ Support the education of the public as to the benefits of Economic Development and encourage them to participate in prospect identification
- ✓ Coordinate the Economic Development Marketing Initiatives for the City of San Angelo to recruit, respond to, and induce companies to establish a presence in San Angelo to create jobs and increase the tax base
- ✓ Create and advance a formal Business Retention and Expansion Program (BREP) to support local businesses to succeed and expand in the community

### Government Affairs

- ✓ Fund travel to Austin and Washington to keep federal legislative agenda on the forefront
- ✓ Lobby to receive federal appropriations to build new projects at Goodfellow
- ✓ Salvage funding for transportation, education, and infrastructure needs in our community

### Major Event Tourism

- ✓ Provide incentive money to attract major tourism events to our community

## Economic Impact 2006 - 2010

Texas Downtown Association Conference  
AJRA Conference  
Texas High School Rodeo Finals  
State Gymnastics Tournament  
Heavy Duty Towing Conference  
Texas Blue Grass Festival  
High School Football Tournament  
GAFB Chapel  
GAFB Aircraft Fire Trainer  
GAFB 400 Person Dorm  
GAFB 200 Person Dorm  
GAFB Joint Intel Tech. Training Facility  
GAFB Consolidated Learning Center  
GAFB Fitness Center  
GAFB Privatized Housing  
Center for Security Studies – ASU  
Railroad Crossing Improvements  
South Orient Rail Rehab and Ballinger Bridge  
Multi Modal Terminal  
Loop 306 @ FM 388  
JANUS  
Martifer Energy Systems  
Account Control Technology Expansion  
LCRA Electric Transmission Lines

**Total Impact: \$150,755140**



*Jim Hughes, Kendall Hirschfeld, Judge Mike Brown, and Brian May discuss legislative priorities with Legislative Assistants for Senator John Cornyn Maxwell Keith and Shay Wester. (May 2011)*