



Economic Development Corporation

Thursday, June 18, 2026, 6:30 PM
Council Chambers
200 S. Main St.
Cibolo, Texas 78108

Est. Duration: 45 min

1. Call to Order

2. Roll Call and Excused Absences

3. Invocation/Moment of Silence

4. Pledge of Allegiance

5. Citizens to be Heard

This is the only time during the Cibolo Economic Development Corporation Meeting that a citizen can address the corporation. It is the opportunity for visitors and guests to address the CEDC on any issue to include agenda items. All visitors wishing to speak must fill out the Sign-In Roster prior to the start of the meeting. The CEDC may not deliberate any non-agenda issue, nor may any action be taken on any non-agenda issue at this time; however, the CEDC may present any factual response to items brought up by citizens. (Attorney General Opinion – JC-0169) (Limit of three minutes each.) All remarks shall be addressed to the corporation as a body. Remarks may also be addressed to any individual member of the CEDC so long as the remarks are (i) about matters of local public concern and (ii) not disruptive to the meeting or threatening to the member or any attendee including City staff. Any person violating this policy may be requested to leave the meeting, but no person may be requested to leave or forced to leave the meeting because of the viewpoint expressed. This meeting is livestreamed.

6. Consent Agenda

(All items listed below are considered to be routine and non-controversial by the corporation and will be approved by one motion. There will be no separate discussion of these items unless a corporation member requests, in which case the item will be removed from the consent agenda.)

- 6.A. Approval of the Minutes of the Regular Economic Development Corporate Meeting held on May 21, 2026
- 6.B. Approval of Financial and Sales Tax Reports for April 2026
- 6.C. Approval of Reimbursement to the City of Cibolo General Fund for staff time working on Cibolo Economic Development Corporation projects for May 2026

7. Committee Reports

8. Discussion/Action

- 8.A. Discussion/Presentation from The Tri-County Chamber of Commerce related to Fiscal Year 2027 membership value, organizational contributions, and benefits to the City of Cibolo and Cibolo Economic Development Corporation (Becki Babcock, Tri County Chamber of Commerce Executive Director)

- 8.B. Discussion/direction on Fiscal year 2027 Budget priorities and memorandum of understanding (MOU) agreement with the City of Cibolo.
- 8.C. Discussion/Direction/Action on contract with Decor IQ for the Holiday Lighting Project in Old Town in the amount not to exceed \$65,000
- 8.D. Discussion on the Main Street Renovation Process.

9. Items for Future Agendas

10. Set a Date and Time for the next Meeting

10.A. July 16, 2026 @6:30pm

11. Adjournment

This Notice of Meeting is posted and pursuant to the Texas Government Code 551.041 - .043 on the front bulletin board of the Cibolo Municipal Building, 200 South Main Street, Cibolo, Texas which is a place readily accessible to the public at all times and that said notice was posted on

Valerie A. Chapman, TRMC

City Secretary

Pursuant to Section 551.071, 551.072, 551.073, 551.074, 551.076, 551.077, 551.084 and 551.087 of the Texas Government Code, the City of Cibolo reserves the right to consult in closed session with the City Attorney regarding any item listed on this agenda. This agenda has been approved by the city's legal counsel and subject in any Executive Session portion of the agenda constitutes a written interpretation of Texas Government Code Chapter 551. This has been added to the agenda with the intent to meet all elements necessary to satisfy Texas Government Code Chapter 551.144.

A possible quorum of Council, committees, commissions, boards, and corporations may attend this meeting.

This facility is wheelchair accessible and accessible parking space is available. Request for accommodation or interpretive services must be made 48 hours prior to the meeting. Please contact the City Secretary at (210) 566-6111. All cell phones must be turned off before entering the meeting.

I certify that the attached notice and agenda of items to be considered by the Economic Development Corporation was removed by me from the City Hall bulletin board on the ____day of _____2026.

Name and Title

Date Posted: June 12, 2026 05:51 pm



Economic Development Corporation Staff Report

A. Approval of the Minutes of the Regular Economic Development Corporate Meeting held on May 21, 2026

Meeting	Agenda Group
Thursday, June 18, 2026, 6:30 PM	Consent Agenda Item: 6A.
From	
Clancy Hardin, Economic Development Manager	

PRIOR CITY COUNCIL ACTION:

N/A

BACKGROUND:

N/A

STAFF RECOMMENDATION:

N/A

FINANCIAL IMPACT:

N/A

MOTION(S):

N/A

Attachments

[052126 EDC Minutes.pdf](#)



Minutes for the Economic Development Corporation

200 S. Main St., Cibolo, Texas 78108

May 21, 2026, 6:30 PM - May 21, 2026, 7:30 PM

1. Call to Order

Mr. Triesch called the meeting to order at 6:30p.m.

2. Roll Call and Excused Absences

Members present: Qaiyyim, Hinze, Rodriguez, Neafie, Hicks, and Triesch.

3. Invocation/Moment of Silence

All in attendance observed a moment of silence.

4. Pledge of Allegiance

All in attendance recited the Pledge of Allegiance.

5. Citizens to be Heard

Ms. Amber Carlton spoke to the corporation on her participation in the Chamber's CORE Leadership Class and explained she is expected to attend different city meetings as part of the class. She stated she was excited to be at the meeting and thanked the Corporation for letting her be there.

6. Consent Agenda

Ms. Rodriguez made the motion to approve the Consent Agenda. Motion was seconded by Mr. Hinze. For: All; Against: None. Motion carried 6 to 0.

6.A. Approval of the Minutes of the Regular Economic Development Corporate Meeting held on April 16, 2026

6.B. Approval of Financial and Sales Tax Reports for March 2026

6.C. Approval of Reimbursement to the City of Cibolo General Fund for staff time working on Cibolo Economic Development Corporation projects for April 2026

7. Committee Updates

Ms. Qaiyyim stated that the Preservation Sub-Committee met to speak about how they would look at properties and what guidelines they would use to consider it for preservation.

Mr. Triesch stated that the Grant Sub-Committee met to speak about combining the two different grants into just one instead of having a separate grant for Old Town.

Ms. Rodriguez stated that the Art Sub-Committee met to speak about possible light installations in key areas in the city and a possible landmark item such as the shark mouth in Corpus Christie.

8. Discussion/Action

8.A. Discussion/Action related to the Old Town Master Plan

Mr. Spencer gave the Corporation a brief history on the Old Town Master Plan process.

Abby with Lionheart (the consultants) gave a presentation for the Old Town Master Plan.

Ms. Rodriguez made the motion to table any action until a joint meeting can be scheduled with Council and the EDC. Motion was seconded by Mr. Neafie. For: All; Against: None. Motion carried 6 to 0.

8.B. Discussion/direction on Fiscal year 2027 Budget priorities and memorandum of understanding (MOU) agreement with the City of Cibolo.

Mr. Hardin gave a brief explanation on the FY27 budget priorities and explained increases in the budget for advertising and conference/travel/training line items.

The preview for the memorandum of understanding will be available in June.

9. Items for Future Agendas

9.A. Future Agenda Item Tracker

Mr. Hardin briefed the Corporation members on items that would be on future agendas.

10. Set a Date and Time for the next Meeting

June 18, 2026

11. Adjournment

Mr. Hicks made the motion to adjourn the meeting at 8:09p.m. Motion was seconded by Ms. Rodriguez. For: All; Against: None. Motion carried 6 to 0.

PASSED AND APPROVED THIS 18TH DAY OF JUNE 2026.

Justin Triesch
President, EDC



Economic Development Corporation Staff Report

B. Approval of Financial and Sales Tax Reports for April 2026

Meeting	Agenda Group
Thursday, June 18, 2026, 6:30 PM	Consent Agenda Item: 6B.
From	
Clancy Hardin, Economic Development Manager	

PRIOR CITY COUNCIL ACTION:

N/A

BACKGROUND:

N/A

STAFF RECOMMENDATION:

N/A

FINANCIAL IMPACT:

N/A

MOTION(S):

N/A

Attachments

[EDC Revenue Expense Report-20260430.pdf](#)



Economic Development Corporation

Revenue and Expense Report

April 30, 2026

CITY OF CIBOLO
REVENUE AND EXPENSE REPORT-APRIL

FISCAL YEAR 2026

Account Number	Description	ADOPTED BUDGET	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	REMAINING BALANCE	PERCENT MET
<u>ECONOMIC DEVELOPMENT CORPORATION</u>							
	Beginning Fund Balance (Unaudited)	2,736,413	3,478,165		3,478,165		
	Sales Tax	1,460,000	1,460,000	130,068	720,670	739,330	49.4%
	Interest Transfers and Misc	85,000	85,000	10,381	78,449	6,551	92.3%
	Revenue Subtotal	1,545,000	1,545,000	140,449	799,119	745,881	51.7%
80551	Salaries and Benefits	-	-	-	-	-	
80552	Services, Utilities & Training	567,255	620,829	10,439	164,788	456,041	26.5%
80553	General Supplies and Repairs	20,300	20,300	973	5,305	14,995	26.1%
80554	Capital and NonCapital	7,000	21,000	-	-	21,000	0.0%
80555	Other Expenses	107,000	257,000	-	57,218	199,782	22.3%
80558	Transfers	171,275	171,275	5,280	143,817	27,458	84.0%
80559	Debt Service	319,455	319,455	-	290,043	29,412	90.8%
	Expenditure Subtotal	1,192,285	1,409,859	16,692	661,171	748,688	46.9%
	Net Change	352,715	135,141	123,757	137,948	(2,806)	
4/30/2026	ECONOMIC DEVELOPMENT FUND (Unaudited)	3,089,128	3,613,306		3,616,113		

CITY OF CIBOLO
REVENUE AND EXPENSE REPORT-APRIL

FISCAL YEAR 2026

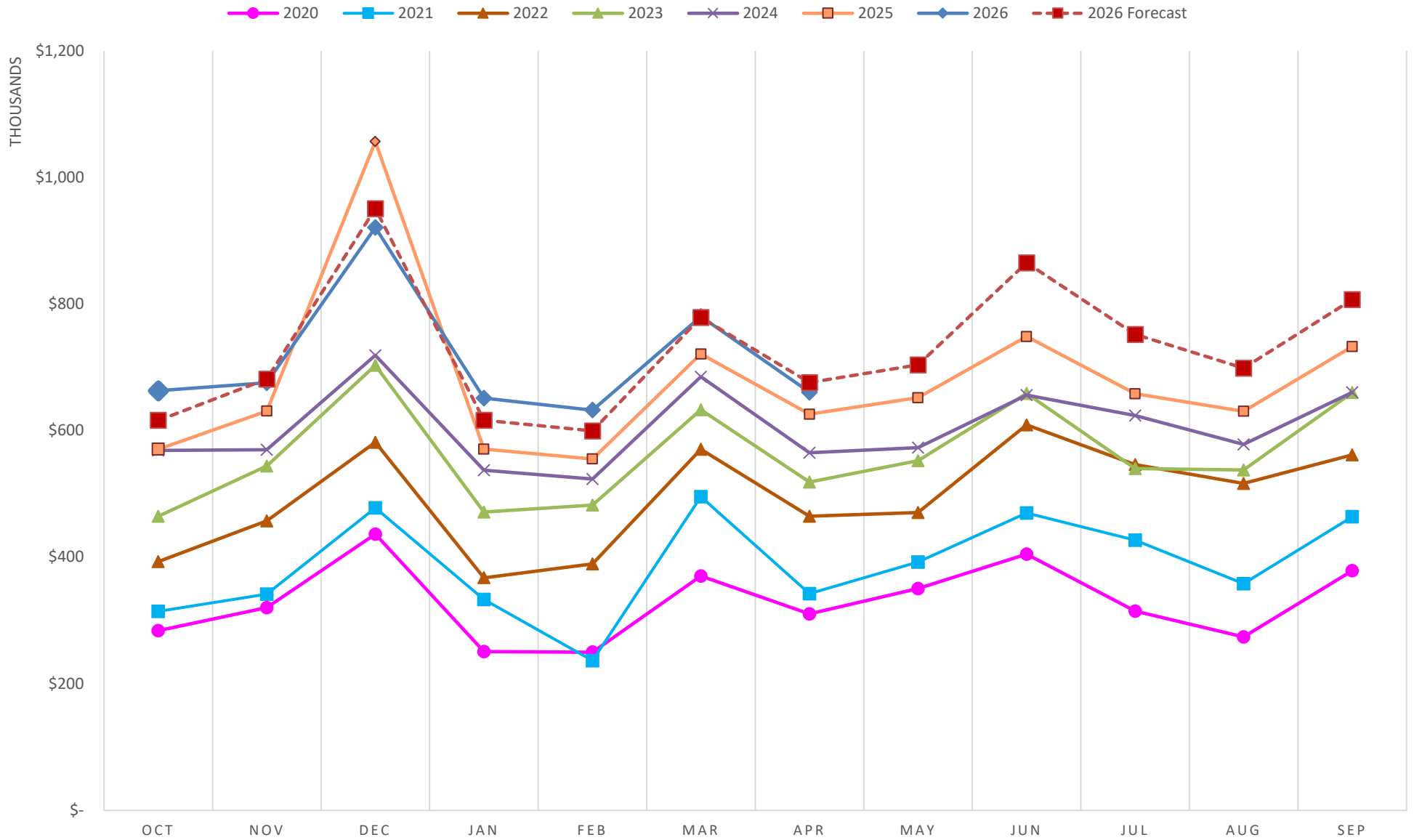
Account Number	Description	ADOPTED BUDGET	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	REMAINING BALANCE	PERCENT MET
<u>ECONOMIC DEVELOPMENT FUND</u>							
805-30200-000-000-0000	SALES TAX	1,460,000	1,460,000	130,068	720,670	739,330	49.4%
	Subtotal	1,460,000	1,460,000	130,068	720,670	739,330	49.4%
805-35100-000-000-0000	INTEREST	85,000	85,000	10,381	78,449	6,551	92.3%
	Subtotal	85,000	85,000	10,381	78,449	6,551	92.3%
	Revenue Subtotal	1,545,000	1,545,000	140,449	799,119	745,881	51.7%
805-52600-760-000-0000	IT MAINTENANCE CONTRACTS	45,480	45,480	6,825	26,037	19,443	57.2%
805-52610-760-000-0000	CONTRACT SERVICES	-	-	775	775	(775)	
805-52620-760-000-0000	PUBLICATIONS	-	-	-	-	-	
805-52625-760-000-0000	ADVERTISING, MARKETING & PROMO	50,000	60,000	930	44,354	15,646	73.9%
805-52630-760-000-0000	CONFERENCE/TRAVEL/TRAINING	43,500	32,203	264	9,863	22,340	30.6%
805-52635-760-000-0000	DUES, FEES AND LICENSES	12,775	21,872	-	16,747	5,125	76.6%
805-52650-760-000-0000	GENERAL LIABILITY INSURANCE	5,500	5,500	454	3,179	2,321	57.8%
805-52680-760-000-0000	LEGAL SERVICES	60,000	60,000	1,105	5,939	54,061	9.9%
805-52750-760-000-0000	PROFESSIONAL STUDIES	250,000	315,716	-	57,308	258,408	18.2%
805-52710-760-000-0000	PROFESSIONAL SERVICE	100,000	80,058	86	586	79,471	0.7%
805-52820-760-000-0000	TELECOMMUNICATIONS	-	-	-	-	-	
	Subtotal	567,255	620,829	10,439	164,788	456,041	26.5%
805-53090-760-000-0000	UNIFORM AND CLOTHING	500	500	322	322	178	64.3%
805-53210-760-000-0000	OFFICE SUPPLIES	300	300	-	66	234	21.9%
805-53215-760-000-0000	PRINTING	2,500	2,500	574	1,230	1,270	49.2%
805-53230-760-000-0000	OTHER SUPPLIES	500	500	-	220	280	44.0%
805-53240-760-000-0000	POSTAGE	250	250	-	-	250	0.0%
805-53277-760-000-0000	RENTAL	250	250	-	-	250	0.0%
805-53280-760-000-0000	MINOR TOOLS AND EQUIPMENT	-	-	-	-	-	
805-53455-760-000-0000	VEHICLE FUEL	250	250	-	-	250	0.0%
805-53470-760-000-0000	VEHICLE REPAIR	500	500	-	-	500	0.0%
805-53750-760-000-0000	SPECIAL EVENTS EXPEN	10,500	10,500	-	30	10,470	0.3%
805-53610-760-000-0000	MEETING EXPENSE	4,750	4,750	78	3,438	1,312	72.4%
	Subtotal	20,300	20,300	973	5,305	14,995	26.1%
805-54900-760-000-0000	NON CAPITAL OUTLAY < \$9,999	7,000	7,000	-	-	7,000	0.0%
805-54910-760-000-0000	CAPITAL OUTLAY	-	14,000	-	-	14,000	0.0%
805-54925-760-000-0000	LAND PURCHASE	-	-	-	-	-	
	Subtotal	7,000	21,000	-	-	21,000	0.0%
805-55735-760-000-0000	TRANSFER TO GENERAL/ADMIN	-	-	-	-	-	
805-55785-760-000-0000	RAILROAD LAND LEASE	7,000	7,000	-	6,967	33	99.5%
805-55800-760-000-0000	ECONOMIC DEVELOPMENT GRANTS	100,000	250,000	-	50,251	199,749	20.1%
805-55910-760-000-0000	2008 CO-SALES TAX NOTES	-	-	-	-	-	
	Subtotal	107,000	257,000	-	57,218	199,782	22.3%
805-58101-000-000-0000	TRANSFER TO GENERAL	-	-	-	-	-	
805-58101-760-000-0000	TRANSFER TO GENERAL	50,000	50,000	4,900	30,641	19,359	61.3%
805-58301-760-000-0000	TRANSF TO CAP/IT REPLACEMENT	-	-	-	-	-	
805-58302-760-000-0000	TRANSFER TO FLEET REPLACEMENT	-	-	-	-	-	
805-58403-760-000-0000	TRANSFER TO DEBT SER	111,275	111,275	-	111,275	-	100.0%
805-58500-760-000-0000	TRANSFER TO Dev SVCS	10,000	10,000	380	1,902	8,098	19.0%
	Subtotal	171,275	171,275	5,280	143,817	27,458	84.0%
805-59212-760-000-0000	2021 CEDC SALES TAX	258,000	258,000	-	258,000	-	100.0%
805-59213-760-000-0000	2021 CEDC SALES TAX	61,455	61,455	-	32,043	29,412	52.1%
805-59999-760-000-0000	CONTINGENCY	-	-	-	-	-	
	Subtotal	319,455	319,455	-	290,043	29,412	90.8%
Dept number: 760	ECONOMIC DEVELOPMENT FUND	1,192,285	1,409,859	16,692	661,171	748,688	46.9%
	Expenditure Subtotal	1,192,285	1,409,859	16,692	661,171	748,688	46.9%
Fund number: 805	ECONOMIC DEVELOPMENT FUND	352,715	135,141	123,757	137,948	(2,806)	102.1%

ACCOUNT NUMBER	DESCRIPTION	INCEPTION THROUGH FY 25	FY 26 4/30/2026	TOTAL PROJECT TO DATE
<u>2021 EDC REVENUE BONDS</u>		4	5	6
	BEGINNING FUND BALANCE	-	427,933	-
870-35100-000-000-0000	INTEREST	65,544	9,805	75,349
870-35350-000-000-0000	BOND PROCEEDS	4,125,000	-	4,125,000
	TOTAL REVENUES	4,190,544	9,805	4,200,349
870-52710-000-000-0000	PROFESSIONAL SERVICES	65,049	-	65,049
870-54900-000-000-0000	NON-CAPITAL OUTLAY	1,268	-	1,268
870-54925-000-000-0000	LAND ACQUISITION	3,595,144	-	3,595,144
870-55005-000-000-0000	BOND ISSUANCE COST	101,150	-	101,150
	TOTAL EXPENDITURES	3,762,611	-	3,762,611
Fund number: 870	2021 EDC REVENUE BONDS	427,933	9,805	437,738
	ENDING FUND BALANCE	427,933	437,738	437,738

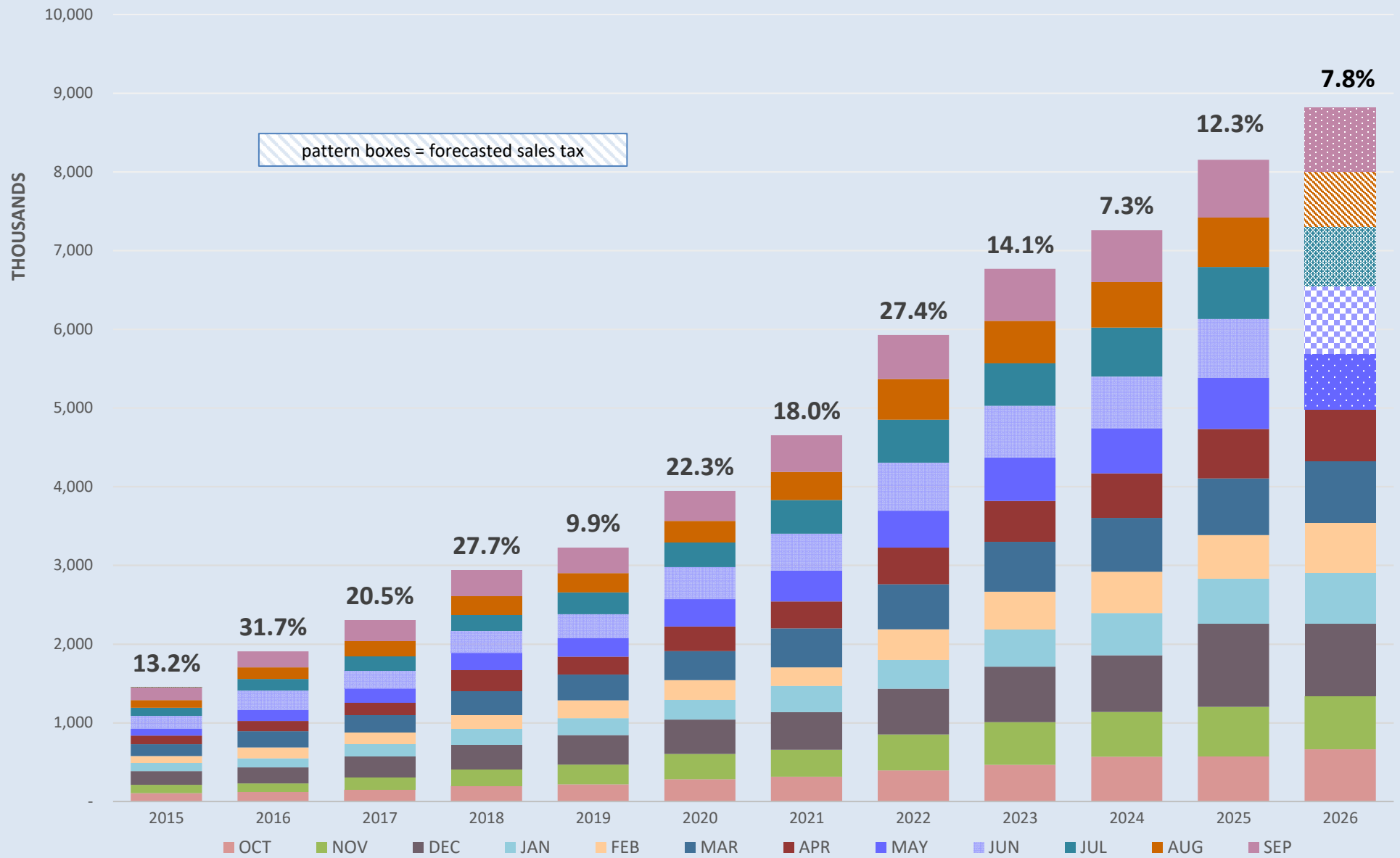
Outstanding Encumbrances:

Remaining funds	437,738
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MONTHLY SALES TAX HISTORY BY FISCAL YEAR YTD DATA, FORECAST AND LAST FIVE YEARS



SALES TAX GROWTH - FORECAST, AND LAST TEN YEARS





Raw Check Register -April 2026

Check Date: 04/01/2026-04/30/2026

Check Date	Check Number	Vendor Name	Detail Fund Description	Detail Department Description	Special Information	Amount	Void?
4/7/2026	76652	TEXAS TRI-COUNTY CHAMBER OF CC	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	2026 Small Business Symposium	1,000.00	
4/13/2026	76699	FLAT FIVE MARKETING LLC	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	Foundation Marketing Pmt 4/4	2,262.66	
4/13/2026	76749	THE CHAMBER	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	Luncheon Seats	30.00	
4/20/2026	76778	DAVIDSON TROILO REAM & GARZA	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT		1,109.00	
4/20/2026	76804	ODP BUSINESS SOLUTIONS, LLC	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	pen, pad	25.70	
4/20/2026	76815	WORKFORCE SOLUTIONS ALAMO	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	individual seat - Workforce Solutions	50.00	
4/27/2026	76829	CLANCY HARDIN	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	ICSC Las Vegas Expo	341.02	
4/27/2026	76851	LIONHEART PLACES LLC	ECONOMIC DEVELOPMENT FUND	ECONOMIC DEVELOPMENT	Cibola Downtown Plan	5,100.00	



Economic Development Corporation Staff Report

C. Approval of Reimbursement to the City of Cibolo General Fund for staff time working on Cibolo Economic Development Corporation projects for May 2026

Meeting	Agenda Group
Thursday, June 18, 2026, 6:30 PM	Consent Agenda Item: 6C.
From	
Clancy Hardin, Economic Development Manager	

PRIOR CITY COUNCIL ACTION:

N/A

BACKGROUND:

N/A

STAFF RECOMMENDATION:

N/A

FINANCIAL IMPACT:

N/A

MOTION(S):

N/A

Attachments

[EDC Reimbursement Items May 2026.pdf](#)

City Staff Time Spent on CEDC Items

May 1-31, 2026

Staff	Hours	Tasks	Costs
Clancy Hardin	45		\$ 2,697.30
Economic Development Manager		RFI Research + Submittals PO + Invoice Processing Incentives compliance BRE Visits/Meetings Downtown Lighting Meeting RFI meetings & Site Visits Old Town improvement research Prep agenda and attendance for the CEDC board mtg Chamber Ribbion Cuttings Chamber Lunch EDGE Grant meetings MOU scope work Website RFQ	
Luke Killion	43		\$2,042.93
Economic Development Specialist		BRE Strategy Meeting Chamber Ribbion Cuttings Chamber Lunch BRE Visits/Meetings EDGE / BIG Grant meetings RFI meetings & Site Visits Incentives compliance Prep agenda and attendance for the CEDC board mtg SCUC ISD Meeting Neon Cloud Productions Meeting Military Affairs Council Meeting SAMA Trade Show Historic Committee CEDC Grant Committee CEDC Art Committee CEDC Wellness Committee Cibolo Team ULI Committee IEDC Training - Entrepreneurial & Small Business Development Strategies Regional Job Fair	
Leili Samuelson	2.5	P-card processing	\$ 118.65
Procurement Manager		Processing Purchase Orders (POs)	
Jessica Donoho	2.5	March financials	\$153.85
Accounting Manager			
Rick Vasquez	4	BRE Visits/Meetings	\$ 380.36
Director Planning & Economic Development		SAMA Trade Show Agenda prep for board meeting	
Valerie Chapman	3.3	Minutes Agendas	\$289.05
City Secretary			
Total			\$ 5,682.14



Economic Development Corporation Staff Report

A. Discussion/Presentation from The Tri-County Chamber of Commerce related to Fiscal Year 2027 membership value, organizational contributions, and benefits to the City of Cibolo and Cibolo Economic Development Corporation (Becki Babcock, Tri County Chamber of Commerce Executive Director)

Meeting	Agenda Group
Thursday, June 18, 2026, 6:30 PM	Discussion/Action Item: 8A.
From	
Clancy Hardin, Economic Development Manager	

PRIOR CITY COUNCIL ACTION:

Historically, the Tri County Chamber membership funding has been paid for out of the City Secretaries budget using General Fund dollars.

BACKGROUND:

Beginning in fiscal year 2027 (Oct 1, 2026-Sept 30, 2027) the CEDC board will fund the memberships to the Tri County Chamber and other Chamber of Commerce they wish to provide value to the City, CEDC and the Cibolo business community.

Mrs. Becki Babcock will give a presentation to review membership levels & value, organizational contributions, and benefits to the City, CEDC and the Cibolo business community. Attached is an outline from Mrs. Babcock

STAFF RECOMMENDATION:

Staff has no recommendation for this item and a funding decision will be made during a later meeting.

FINANCIAL IMPACT:

TBD: The CEDC will make a decision related to funding during the budget process this summer.

MOTION(S):

N/A

Attachments

[Cibolo_CEDC_TriCo_Board_Packet_Document.pdf](#)

Texas Tri-County Chamber of Commerce

CEDC Review Document

Value | Services | Benefit to Cibolo and the Cibolo Economic Development Corporation

Prepared for the Cibolo Economic Development Corporation Board Packet

Presentation Date: June 18, 2026

Packet Deadline: June 10, 2026 at 10:00 AM

Submitted by Becki Babcock, President

Purpose: Provide detailed background on the Chamber's value, services, and direct benefit to Cibolo and CEDC.

Executive Summary

Texas Tri-County Chamber of Commerce serves as a regional business and community connector with a local front-door role. For Cibolo, the Chamber is already supporting businesses, residents, schools, nonprofits, city partners, and community needs through visibility, referrals, events, resource sharing, marketing guidance, and relationship-building. The Chamber's value to Cibolo is not limited to membership. Tri-County helps turn business support into visible community action by driving people into local businesses, sharing city updates, helping residents find trusted local resources, supporting local events, and connecting businesses with schools, volunteers, sponsors, and available resources.

CEDC support would allow this work to become more structured, consistent, expanded, and reportable, with a clear focus on Cibolo business visibility, local traffic, resident awareness, and economic development support.

Core Message for CEDC

Value	Services	Benefit to Cibolo + CEDC
TriCo gives Cibolo a visible business-support platform that connects residents, visitors, military families, schools, nonprofits, and city partners.	TriCo provides promotion, events, ribbon cuttings, business spotlights, referrals, classes, grant/resource sharing, marketing guidance, and community connections.	TriCo helps drive traffic to businesses, support retention, share city updates, promote local events, answer resident questions, and extend CEDC's reach into the community.

Tri-County's Existing Cibolo Support

The following examples reflect Cibolo-specific support already happening. These are not intended to be a complete list; they show the type of practical, local support TriCo is providing and can continue to grow.

Business resource and grant support

- Helped Cibolo businesses with grant information, resource direction, and next-step guidance when they are trying to grow, improve, or solve a business issue.
- Helped businesses understand where to look and who to contact for city, EDC, or partner resources.

Local event and volunteer support

- Supported Cibolo-related local events through promotion, volunteer help, city/community connections, and showing up where extra hands are needed.
- Helped connect businesses, residents, and community partners around local needs, sponsorships, donations, and event support.

Senior Bingo Board donation support

- Helped support the Cibolo Senior Bingo Board donation effort by connecting a community need with business and partner support.

Driving traffic to local businesses

- Used Chamber events, referrals, social media, business spotlights, and word-of-mouth promotion to encourage people to visit local businesses.
- Created reasons for residents, business owners, and regional partners to come into restaurants, venues, shops, and community spaces.

Main Street marketing, design, and visibility

- Supported Main Street businesses with logo/design help, marketing ideas, advertising guidance, and practical visibility support.
- Helped business owners think through how to promote themselves, communicate clearly, and make the most of local attention.

Schools, businesses, nonprofits, and resident support

- Connected schools, nonprofits, businesses, sponsors, volunteers, and community partners when needs or opportunities arise.
- Served as a place where residents, families, visitors, and military families can ask questions about the area, find local businesses, and learn what is happening nearby.

City updates and Cibolo representation

- Provided a platform to spotlight Cibolo updates, wins, events, openings, community needs, and local stories.
- Maintained a Cibolo city advisor/representative connection so Cibolo has a direct voice inside Chamber planning and communication.

Services Cibolo Businesses Can Use

Service	How it benefits Cibolo
Ribbon cuttings	Public celebration, photos, city/community attendance, and visibility for new or growing businesses.
Business spotlights	Social media promotion, local storytelling, member wins, city wins, and business features.
Morning Mingles	Casual networking hosted inside local businesses to bring people through the doors and build relationships.
Midday Mindsets / Monday Mindsets	Lunch-hour or midday programming that supports local restaurants, venues, and businesses while offering practical education and relationship-building.
Classes and business education	Marketing, AI, business basics, grant readiness, customer experience, operations, visibility, and growth topics.
Directory and referrals	A trusted place for residents, military families, visitors, partners, and businesses to find local services.
Grant and resource sharing	Helping business owners know where to look, who to ask, and what information to gather.
Sponsor and volunteer connections	Connecting local needs with businesses, nonprofits, schools, donors, and community volunteers.
City updates and community promotion	Sharing city wins, updates, events, community needs, and business openings through Chamber channels.

Programs That Drive Traffic and Visibility

Morning Mingles

Morning Mingles give Cibolo businesses the opportunity to host casual networking, bring people through the door, show off their space, and build relationships with residents, business owners, city leaders, and community partners.

Midday Mindsets / Monday Mindsets

Midday programming can be intentionally placed at local restaurants and businesses during lunch or slower business hours. The goal is to support the business while also giving business owners practical education and a reason to connect.

Luncheons and community events

Cibolo can receive priority or first opportunity to sponsor or host Chamber luncheons and community events when dates are available. These events put Cibolo in front of a regional business audience while driving foot traffic, visibility, and local awareness.

Golf tournament visibility

The City of Cibolo can receive a golf team in the Tri-County Chamber tournament, creating relationship-building time with regional business leaders, sponsors, city partners, and community decision-makers.

Classes and business support

TriCo can offer classes and hands-on guidance for Cibolo businesses on topics such as marketing, AI, grant readiness, customer experience, community partnerships, and practical business visibility.

Direct Benefit to Cibolo and CEDC

TriCo's work supports CEDC goals by giving Cibolo a visible, practical, and reportable business support partner. The Chamber helps extend CEDC's reach into everyday business and community life.

- Business retention support: Existing businesses receive visibility, guidance, referrals, and connections before they are isolated or in crisis.
- Local traffic and economic activity: Events, spotlights, referrals, and community programs bring people into Cibolo businesses, restaurants, venues, and public spaces.
- Resident awareness: Residents have a place to ask where to go, who to call, what is happening, and which local businesses to support.
- City communication: Cibolo updates, events, wins, openings, and resources can be shared with a wider regional audience.
- School and nonprofit connection: Businesses can be connected to sponsorships, volunteer needs, donation opportunities, and community partnerships. Scholarship opportunities with Small Business Symposium
- Regional visibility: Cibolo businesses benefit from TriCo's broader regional relationships across neighboring cities and community partners.
- Reportable value: CEDC can receive updates on Cibolo-specific activity, businesses supported, events promoted, classes offered, and outreach delivered.



Economic Development Corporation Staff Report

B. Discussion/direction on Fiscal year 2027 Budget priorities and memorandum of understanding (MOU) agreement with the City of Cibolo.

Meeting	Agenda Group
Thursday, June 18, 2026, 6:30 PM	Discussion/Action Item: 8B.
From	
Clancy Hardin, Economic Development Manager	

BACKGROUND:

CEDC board met on April 11, 2026, to discuss budget priorities, program status and future planning. This agenda item is intended to continue the conversation and for board members to share any ideas/questions/concerns/research requests related to the budget and the MOU with the City.

Budget proposals are due to the finance department June 1. Staff has framed out the budget proposals based on feedback during the CEDC Budget workshop/SEDP review. The draft budget and it does not include the move of staff salaries & benefits to the CEDC budget as well as funding the new marketing/admin position. The document will be provided during the meeting.

One time cost for FY27: Will be a new standalone website estimated budget will be \$40,000. Since this is a one time cost for a new website fund balance maybe used. For FY28 budget we will need to budget for domain/hosting fees.

During our June meeting staff will return with the draft MOU and continued copies of the draft budget. Ms. Anna Miranda will give a presentation of the budget prior to voting to approve it and send it over to City Council for consideration/approval.

Update: June 2026 as part of the City of Cibolo and GVSUD Comprehensive Settlement Agreement, GVSUD will demand (attached) the \$600,000 for the sewer line extension along Bolton Rd in 2027. This sewer line extension will serve the commercial tracts along Bolton Road. This is an obligation from 2024 when the agreement was approved by both agencies. CEDC has the fund balance to fund this improvement as a one time cost, funding this improvement sets up Bolton Rd for future commercial and industrial grow and improve the speed to market for prospects. Staff will also work with GVSUD to examine their CIP related plans for Bolton Rd and see if there are any other planned improvements for water lines on Bolton Rd to avoid tearing up the road twice.

STAFF RECOMMENDATION:

Is the CEDC board okay with the proposed budget with the understanding that some items may change based on availability of funds

This item will be on CEDC agenda's until the budget and MOU with the City of Cibolo is approved by the board.

FINANCIAL IMPACT:

Conservative estimate is 5% increase in budget over last year. CEDC operations & programs are funded primarily by Type B sales tax (.25) is dedicated to economic development efforts per the Texas Local Government Code Chapter 501-505

Most Texas cities use Type B EDCs to:

- Recruit new employers
- Support existing businesses
- Build infrastructure
- Improve quality of life amenities
- Fund projects that create jobs, tax base, or economic activity

MOTION(S):

N/A Staff is seeking direction on proposed budget and MOU for the City of Cibolo.

Attachments

[Preliminary Notice of Intent to Exercise Rights - Comp Settlement Agreement.pdf](#)

[DOCS1-#357252-v1-Cibolo_EDC_and_City_of_Cibolo_Agreement_FY27_5.15.26.pdf](#)



Green Valley Special Utility District
605 FM 465, P.O. Box 99
Marion, Texas 78124
Telephone: 830.914.2330
Fax: 830-420-4138
Website: www.gvsud.org

June 4, 2026

City of Cibolo
Attention: Wayne Reed, City Manager (wreed@cibolotx.gov)
200 S. Main Street
Cibolo, Texas 78108

RE: Preliminary Notice of Intent to Exercise Rights
under April 26, 2024 Comprehensive Settlement Agreement

Dear Wayne:

As you are aware, the April 26, 2024 Comprehensive Settlement Agreement (CSA) between Green Valley Special Utility District (GVSUD) and the City of Cibolo (Cibolo), which resolved several years of litigation between the parties, allocated several obligations and benefits among the parties to that Agreement. One such Cibolo obligation is the CSA's requirement that Cibolo contribute \$600,000 toward the construction of the extension of GVSUD's existing Bolton Road wastewater collection line.

For ease of reference, Section I.L. of the CSA provides as follows:

L. Monetary Contribution to Construction. Cibolo shall contribute \$600,000 toward the future construction of the extension of GVSUD's Bolton Road wastewater collection line, from any funding source available to the City of Cibolo, at the election of Cibolo. No contribution will be requested by GVSUD prior to January 1, 2026, and only after providing Cibolo with final construction plans for the Bolton Road wastewater collection line, evidence of all regulatory permitting, and an executed work order. Said monetary contribution shall be made by Cibolo to GVSUD within ninety days following the receipt of the required written notification from GVSUD.

Our strong relationship and coordination are extremely important to GVSUD. As such, we seek to provide advance notice in the spirit of our agreement, and as a courtesy to assist with the City's budgeting process, to make you aware that GVSUD has initiated the design and permitting process for the above-referenced Bolton Road wastewater collection line extension. We expect that the design will be complete and the project permitted and advertised for public bidding in the fourth quarter of 2026, with approval of a construction contract and notice to proceed anticipated in the first quarter of 2027, thus triggering the 90 day deadline for Cibolo's cash contribution.

GVSUD will of course provide final notice in accordance with the terms of the CSA when all of GVSUD's obligations under Section I.L. have been completed.

Warm regards,



Phillip K. Gage
General Manager

Copy to: T. Daniel Santee (tdsantee@rampagelaw.com)
Denton Navarro Rodriguez Bernal Santee & Zech
2517 N. Main Avenue
San Antonio, TX 78212

**FOURTH AMENDED
ECONOMIC DEVELOPMENT AGREEMENT BETWEEN
THE CITY OF CIBOLO AND
THE CIBOLO ECONOMIC DEVELOPMENT CORPORATION**

This is an agreement made and entered by and between the **City of Cibolo**, a Texas home rule municipality ("City") and the **Cibolo Economic Development Corporation** ("CEDC"), a non-profit corporation incorporated and created pursuant to Texas Local Government Code Chapters 501 and 505 and the Texas Non-Profit Corporations Act ("Agreement"). City and CEDC shall be referred to jointly as the "parties" and at times be referred to individually as a "party."

This Agreement supersedes the Economic Development Agreement between the City and the EDC dated July 11, 2023, and any prior agreements between the City and the EDC.

For the consideration outlined below, the parties agree as follows:

1. **Term:** This Agreement is for the period beginning on October 1, 2026, and ending September 30, 2027. This Agreement shall be reviewed annually by both the City and CEDC. CEDC shall provide written notice to the City of proposed amendments to the Agreement (to include term extensions), if any, at the same time it provides the City its proposed budget for next fiscal year (*i.e.*, October 1st to September 30th), which is at least sixty (60) days (*i.e.*, July 31st) prior to the commencement of the new fiscal year. Upon receiving any proposed amendments and draft budget, the parties agree in good faith to negotiate an amendment of the Agreement prior to the September 30th expiration date.

2. Definitions.

A. CEDC Staff shall mean City employees whose job descriptions and daily work are focused on economic development activities that directly support the CEDC consistent with the CEDC's Bylaws and Articles of Incorporation, the City of Cibolo City Charter, and State law, each as may be amended. Their role is to support the CEDC Board, including the promotion and implementation of its Strategic Economic Development Plan, as may be mended. In Fiscal Year 2026-2027, these positions include the Economic Development and Planning Director, Economic Development Manager, Assistant Director of Economic

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Commented [WR1]: Do we need to define "economic development activities?" This can be broad but specific enough to make clear the activities of these employees is all about ED. Actually, I think this is explained under Section 3.B. in this agreement.

Development, Economic Development Specialist, and Economic Development Marketing Specialist. The Economic Development and Planning Director position oversees multiple services and devotes a minimum of 30% of its full-time to economic development activities. All other CEDC Staff positions listed herein are devoted 100% (“full-time basis”) on economic development activities.

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3. B. **Economic Development Activities** shall mean the staff assisting in the City’s economic development strategy aimed at attracting businesses to the City of Cibolo which will foster the creation of primary jobs by attracting targeted industries and commercial developments to the City as well as to retain and assist in the expansion of existing industries located in the City of Cibolo.**Responsibilities and Duties to be Performed by CEDC Board Members:**

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A. CEDC.

- (1) The CEDC Board of Directors ("CEDC Board") will:
- (a) Review information packets for targeted industries in the City of Cibolo ("Cibolo") provided to the CEDC Board by the CEDC staff.
 - (b) Request CEDC staff to regularly conduct trend and market analyses of Cibolo and review such trend and market analyses.
 - (c) Maintain mutually beneficial relationships with the Cibolo City Council and regional entities engaged in economic development.
 - (d) Work with the CEDC and City Manager to (i) establish longer-term economic development for Cibolo based on Cibolo's community strengths and assets, and (ii) target opportunities that match up well with Cibolo's community strengths and assets and overall vision of the CEDC for economic development for Cibolo.
 - (e) Work with the City's Economic Development Manager to maintain an inventory of federal/state grant and incentive programs that

Deleted: City's Economic Development Director

support economic development projects (public or private) in Cibolo and determine applicability to the Cibolo projects.

- (f) Work with applicable City professional and administrative employees, Planning & Zoning Commission and City Council to discuss economic development uses for sites within Cibolo.
- (g) Develop means for Cibolo to incentivize and encourage office and industrial space in order to have a more balanced tax base and land-use outcome.

(h) Attend annual economic development training conferences.

(i) Work with the CEDC Staff to develop an annual budget and make a recommendation to the City Council for its consideration during the City's annual budget process.

(j) Meet monthly (or at minimum as required by its bylaws) and additionally as necessary to carry out the business of the CEDC.

(2) The CEDC will follow the City's adopted procurement policies and regulations.

(3) Any CEDC expenses which exceed \$10,000 in value will require approval of the CEDC Board and City Council. Any CEDC Business Improvement Grant ("BIG") which exceeds \$15,000 in value will require approval of the CEDC Board and City Council.

Deleted: <#>The CEDC staff will attend and participate with the development of a monthly CEDC Board meeting, process the activities associated with having a meeting, actively participate with CEDC Board discussions, and carry out CEDC Board policy decisions.¶
The CEDC staff will serve as points of contact for economic development services.¶

B. CITY. During the term of this Agreement:

(1) The CEDC staff and City Manager will make themselves available at the request of CEDC Board President to discuss pending projects on a as needed.

Deleted: <#>For purposes of this Agreement, CEDC staff is defined as Economic Development Manager, Assistant Director of Economic Development, Economic Development Specialist, Economic Development Marketing Specialist.¶

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- (2) The CEDC staff will attend and participate in the development of a monthly CEDC Board meeting, process the activities associated with having a meeting, prepare necessary packet materials, actively participate with CEDC Board discussions, and carry out CEDC Board policy decisions.
- (3) The CEDC staff will serve as points of contact for economic development activities and will respond to inquiries from the CEDC Board members.
- (4) CEDC staff will regularly conduct trend and market analyses of Cibolo, review such trend and market analyses, and present this information to the CEDC Board.
- (5) CEDC Staff shall evaluate and maintain a targeted industries in the City of Cibolo ("Cibolo") and provide information packets on targeted industries to the CEDC Board.
- (6) CEDC Staff shall conduct business retention activities with existing businesses to promote a positive business climate and shall report to the CEDC Board on its BRE activities.
- (7) The City's Economic Development Manager and other applicable CEDC Staff will provide the CEDC Board with a monthly status report on projects they are working on for the City and on projects they are performing on behalf of the CEDC.

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4. Reimbursement for Costs Associated with CEDC and City Staff:

- A. The CEDC shall pay the salaries, benefits and all other costs associated with CEDC staff as outlined in Exhibit A. CEDC Staff shall perform economic development activities on behalf of the CEDC on a full-time basis, unless otherwise specified in this Agreement, and such staff shall not be required to perform any City duties.
- B. The City will provide professional and administrative employees ("City Staff") to the CEDC to allow it to carry out and support its approved projects in Cibolo. The cost of the City Staff performing CEDC project support duties will be reimbursed

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from CEDC funding at an amount based on the City rate for the City Staff as outlined in **Exhibit A** multiplied by the number of actual hours worked by the City Staff performing CEDC support staff duties. Exhibit A is attached hereto and incorporated herein for all purposes. During the days and hours a City employee performs CEDC duties, that City employee will be considered a "CEDC employee."

C. A monthly accounting of City Staff time engaged as a CEDC employee will be provided to the CEDC Board and the corresponding reimbursement shall be made from the CEDC to the City. All CEDC funding for City Staff shall be derived from all lawful sources outlined in Chapters 501 and 505 of the Texas Local Government Code.

D. The following City Staff positions are part of this Agreement: (a) the City Manager, (b) the City Secretary (provides support for maintaining the meeting minutes, business records, and posting meeting agenda for the CEDC on behalf of the CEDC Board Secretary), (c) the City's Economic Development & Planning Director, (d) the People & Performance Director and designee involved in the recruitment and hiring of CEDC Staff, (e) the City Finance Director and designee involved in providing technical support of the CEDC with fiduciary record keeping on behalf of the CEDC Board Treasurer), and (f) any other City Staff positions outlined in Exhibit A attached hereto.

Deleted: <#>City Staff may serve dual roles as a CEDC employee and City employee.¶

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5. **Performance Measures:** The CEDC and City shall work cooperatively and develop annual performance measures that will be approved by both parties with an amendment to this Agreement.

6. **Governmental Relations:** The CEDC may represent the City at various times as an official representative to participate in dialogue with those officials in the State and Federal governments that will advocate for support activities/projects that will enhance the public welfare and promote economic development growth including, but not limited to: (a) improve infrastructure relating to transportation needs, utility improvements (water, wastewater, communications, etc.); and (b) present economic development requests to the

U.S. Department of Commerce, Economic Development Administration, Department of Housing & Urban Development, and Department of Transportation.

7. **Administration:** The City Manager or their designated representative shall be the Contract Administrator for this Agreement and shall assign the City's Economic Development & Planning Director to assist with the job tasks and assignments from the CEDC. While it is understood that many facts pertaining to projects must be held in the strictest of confidence, the CEDC ~~Staff~~, will update the City Manager on details and progress made pertaining to economic development prospects considering development in Cibolo to the greatest extent possible.
8. **Texas Open Meetings and Texas Public Information Act:** The parties shall comply with the Texas Open Meetings Act (Chapter 551 of the Texas Government Code) and Texas Public Information Act (Chapter 552 of the Texas Government Code) with respect to all services provided under this Agreement.
9. **Applicable Law:** This Agreement and all of the transactions contemplated herein shall be governed by and construed in accordance with the laws of the State of Texas. The provisions and obligations of this Agreement are performable in Guadalupe County, Texas, such that exclusive venue for any action arising out of this Agreement shall be in Guadalupe County, Texas.
10. **Entire Agreement:** It is understood and agreed that this Agreement contains the entire agreement between the parties and supersedes any and all prior engagements, arrangements, or understandings between the parties relating to the subject matter. No oral understandings, statements, promises, or inducements contrary to the terms of this Agreement exist. This Agreement cannot be changed or terminated orally.
11. **Amendments and Waivers:** No modification of this Agreement shall be binding unless made in writing and executed by both parties. No waiver by either party or any breach or obligation of the other party under this Agreement shall constitute a waiver of any other prior or subsequent breach or obligation.

Deleted: The CEDC Economic Development Manager or the Board President or their designated representative shall be the primary contact for all matters pertaining to this Agreement. ...

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12. Conditions: City and CEDC agree that each party paying for the performance of functions or services (including governmental functions or service, if applicable) under this Agreement shall make such payments from current revenues available to the paying party.

13. Termination:

A. Any party may terminate this Agreement for convenience on ninety (90) days' written notice to the other party. Termination for default by any party shall be as outlined in Subsection 11.B below.

B. In the event that any party (1) violates any of the terms and conditions of this Agreement beyond a period of thirty (30) days after written notice from the other party, and (2) fails to cure such failure within thirty (30) days after written notice from the other party, such violation of the terms and conditions of this Agreement and failure to cure shall constitute an act of default, and this Agreement may be terminated by the non-defaulting party.

14. Binding Effect: This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

15. Rights and Remedies: The parties have all rights and remedies by any proceeding, at law or in equity to enforce and/or interpret its rights and obligations under the Agreement.

16. Court Cases, Attorney's Fees and Other Litigation Expenses: Any party to this Agreement who is the prevailing party in any legal proceeding against any other party brought under or in connection with this Agreement or the subject matter hereof, shall be additionally entitled to recover court costs and reasonable attorneys' fees, and all other litigation expenses, including deposition costs, travel and expert witnesses' fees from the non-prevailing party.

17. Legal Construction: In case any one or more of the provisions contained in this Agreement shall for any reason be invalid, illegal or unenforceable in any respect, such

invalidity, illegality or unenforceability shall not affect any other provision hereof, and this Agreement shall be construed as if such invalid, illegal or unenforceable provision(s) had never been contained herein.

EXECUTED on this the ____ day of _____, 2026.

Kara Latimer, Mayor
City of Cibolo

Justin Triesch, President
Cibolo Economic Development Corporation

Attest:

Valerie Chapman, City Secretary

EXHIBIT A

HOURLY RATE FOR CITY STAFF TIME WHILE PERFORMING AS A CEDC EMPLOYEE

The rate above will be applied for city staff time spent while performing CEDC responsibilities. These rates are based on the midpoint of the pay plan for the position and not based on the individual employee performing the duties.

Position Title
Accounting Manager
Accounts Payable/Purchasing Clerk
Assistant City Secretary
Assistant Director of Planning
Assistant Director of Public Works
Grant Writer & Budget Analyst
City Manager
City Secretary
Communications Manager
Director of People & Performance
Director of Planning and Economic
Director of Public Works and Capital
Economic Development Specialist
Economic Development Manager
Executive Director of Safety and Infr
Director of Finance
Fire Chief
GIS Manager
GIS Technician
Director of Information Services
Planner I
Planner II
Police Chief
Procurement Manager
Technology Specialist I
Technology Specialist II

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Economic Development Corporation Staff Report

C. Discussion/Direction/Action on contract with Decor IQ for the Holiday Lighting Project in Old Town in the amount not to exceed \$65,000

Meeting	Agenda Group
Thursday, June 18, 2026, 6:30 PM	Discussion/Action Item: 8C.
From	
Clancy Hardin, Economic Development Manager	

PRIOR CITY COUNCIL ACTION:

N/A

BACKGROUND:

During the April SEDP/Budget Workshop, staff discussed the opportunity to “go big” for the holidays in order to better showcase Old Town, strengthen the district as a holiday destination, and provide an added boost to the small businesses located there. That feedback was well received, and staff has since worked to secure a quote for a comprehensive holiday lighting package for the Old Town area.

Staff received a proposal from DecorIQ for a turnkey holiday lighting package for Old Town totaling \$64,253.47. The quote includes leased holiday lighting with installation and removal, a 24-foot LED garland branch artificial frame tree, décor package, 3-foot star tree topper, and six 8-foot toy soldier pole mounts. The quote is structured as a 1-year deal.

The project is intended to create a more visible and festive holiday environment in Old Town, help drive additional foot traffic and sales activity to local businesses, and build excitement around seasonal events, including the Christmas parade. Because the proposal is turnkey, city staff would not be used for installation or removal.

Staff would like to proceed with contracting and fund the project using a split between FY26 and FY27. The payment schedule included in the quote requires \$32,126.73 upon receipt and \$32,126.74 upon installation.

In addition to the Old Town holiday lighting effort, staff will work with retail areas such as Cibolo Crossing and Buffalo Heights to encourage those shopping centers to also enhance their holiday décor and create a broader community-wide holiday experience.

STAFF RECOMMENDATION:

Staff recommends approval to proceed with contracting for the Old Town holiday lighting package with DecorIQ in order to elevate the Old Town district during the holiday season, support small business activity, and create a stronger holiday identity for Cibolo.

FINANCIAL IMPACT:

The proposed contract amount is \$64,253.47, with funding proposed to be split between FY26 and FY27. Decor IQ is a buyboard approved vendor.

Since the amount is above \$15,000, if approved the item will go before City Council at the next available meeting for consideration.

MOTION(S):

I move to approve the contract/proposal with DecorIQ for the Old Town holiday lighting project in the not to exceed amount of \$65,000, and for the item to be on the next available Cibolo City Council meeting either June 23 or July 14 with funding to be allocated between FY26 and FY27.

Attachments

[DecorIQ City of Cibolo, TX - Roofline Lighting 2026.pdf](#)

City of Cibolo, TX - Roofline Lighting 2026

City of Cibolo, TX

Cibolo, TX

US

Reference: 20260313-100342928

Quote created: March 13, 2026

Quote expires: June 30, 2026

Clancy Hardin

Economic Development Manager

chardin@cibolotx.gov

+12106190018

Quote created by: Hailey

Account Executive

hweidenfeller@decoriq.com

+12109125052

Comments from Hailey

Please note the following exclusions to the listed pricing:

Electrical Infrastructure

Shipping

Local Permitting

Sales tax

Power and Electrical Outlets Needed at all Locations

Thank you so much for the opportunity!

Products & Services

Item & Description	Image	SKU	Quantity	Unit Price	Total
Warm White Holiday Lights Lease - Installation/Removal Kindling Texas Kitchen, 209 N Main St, Cibolo, TX 78108 (250ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,863.26	\$1,863.26

Item & Description	Image	SKU	Quantity	Unit Price	Total
Warm White Holiday Lights Lease - Installation/Removal 1908 House of Wine & Ale, 207 N Main St, Cibolo, TX 78108 (350ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$2,608.57	\$2,608.57
Warm White Holiday Lights Lease - Installation/Removal The Rooted Fork, 201 N Main St, Cibolo, TX 78108 and The Buffalo Mural Building (250ft Front Only)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,863.26	\$1,863.26
Warm White Holiday Lights Lease - Installation/Removal The Mill Boutique & Mercantile, 200 N Main St, Cibolo, TX 78108 (110ft Front Only)		02 Holiday Lights - Lease - Installation/Removal	1	\$819.84	\$819.84
Warm White Holiday Lights Lease - Installation/Removal Old Main Ice House, 110 N Main St, Cibolo, TX 78108 (170ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,267.02	\$1,267.02
Warm White Holiday Lights Lease - Installation/Removal Catalano's Pizzeria, 102 N Main St, Cibolo, TX 78108 (220ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,639.67	\$1,639.67
Warm White Holiday Lights Lease - Installation/Removal Harmon's BBQ, 102 S Main St, Cibolo, TX 78108 (300ft Front and Sides of Full Building)		02 Holiday Lights - Lease - Installation/Removal	1	\$2,235.92	\$2,235.92
Warm White Holiday Lights Lease - Installation/Removal R. Tackett Insurance Agency, 101 S Main St, Cibolo, TX 78108 (200ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,490.61	\$1,490.61
Warm White Holiday Lights Lease - Installation/Removal Ernie's Patio Bar, 200 Pfeil Rd #120, Cibolo, TX 78108 (250ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,863.26	\$1,863.26

Item & Description	Image	SKU	Quantity	Unit Price	Total
Warm White Holiday Lights Lease - Installation/Removal Frenchie Coffee Roasters, 200 Pfeil Rd, Cibolo, TX 78108 (50ft Front Only)		02 Holiday Lights - Lease - Installation/Removal	1	\$372.65	\$372.65
Warm White Holiday Lights Lease - Installation/Removal Global Realty Group, LLC, 109 S Main St, Cibolo, TX 78108 (150ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,117.96	\$1,117.96
Warm White Holiday Lights Lease - Installation/Removal A'nis Aesthetics MedSpa & Wellness Center, 205 S Main St, Cibolo, TX 78108 (180ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,341.55	\$1,341.55
Warm White Holiday Lights Lease - Installation/Removal 1911 Cigars, 207 S Main St, Cibolo, TX 78108 (150ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,117.96	\$1,117.96
Warm White Holiday Lights Lease - Installation/Removal Yellow Rose Candle Co, 209 S Main St, Cibolo, TX 78108 (180ft Front & Sides)		02 Holiday Lights - Lease - Installation/Removal	1	\$1,341.55	\$1,341.55
8ft Toy Soldier Pole Mounts 8ft Toy Soldier Pole Mounts (6) Installation and Removal of 8' Garland LED Toy Soldier Pole Mount. Measures 4.5'W x 8'H with 74 C9 Bulbs in Red, Blue, Yellow, and Cool White		02 Holiday Lights - Lease - Installation/Removal	1	\$5,926.86	\$5,926.86
24ft LED Garland Branch Artificial Frame Tree (1) Installation and Removal of 24ft LED Garland Branch Artificial Frame Tree		02 Holiday Lights - Lease - Installation/Removal	1	\$26,876.72	\$26,876.72
Decor Package for 24ft LED Garland Branch Artificial Frame Tree (1) Installation and Removal of Decor Package for 24ft LED Garland Branch Artificial Frame Tree		02 Holiday Lights - Lease - Installation/Removal	1	\$9,480.81	\$9,480.81

Item & Description	Image	SKU	Quantity	Unit Price	Total
3ft Star Tree Topper		02 Holiday Lights -	1	\$1,026.00	\$1,026.00
(1) Installation and Removal of 3ft Star Tree Topper		Lease -			
		Installation/Removal			
One-time subtotal					\$64,253.47
Total				\$64,253.47	

Terms & Agreement

1 Year Lease

[Click to Review the Client Agreement](#)

By signing this quote/proposal, client agrees that they have read & reviewed our client "purchase, lease, & services agreement," linked above, and further approves & agrees to the terms outlined.

*A Note About Tariffs

In light of the recent tariffs imposed by the U.S. government, all sales quotes provided are subject to adjustments based on applicable tariffs and trade regulations. If any portion of the quoted price is affected by changes in tariffs or import/export duties incurred between the date of this quote and the date of delivery, we reserve the right to modify the pricing accordingly.

Customers will be promptly notified of any necessary adjustments, and any increase in costs due to tariffs may be reflected in the final invoice. The tariffs situation is evolving & we are monitoring it closely. As always, we remain committed to providing competitive pricing while maintaining the highest quality standards.

Signature

Signature

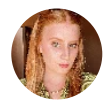
Date

Printed name

Payment Schedule

Name	Due	Amount
Payment 1	Upon receipt	\$32,126.73
Payment 2	Upon Install	\$32,126.74

Questions? Contact me



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