CITY OF OLMOS PARK

120 WEST EL PRADO DRIVE
OLMOS PARK, TEXAS 78212
(210) 824-3281

Economic Development Corporation Members:
Scott Nathan, Place 1
Deanna Rickabaugh, Place 2
Lance Reinsmith, Place 3
Aaron Peñaloza, Place 4

Economic Development Corporation Members:
Ashley Glotzer, Place 5
Kenneth Kirlin, Place 6
Christopher Smithson, Place 7

ECONOMIC DEVELOPMENT CORPORATION MEETING AGENDA

Notice is hereby given that the Economic Development Corporation for the City of Olmos Park, Texas will hold a meeting, open to the public, at Olmos Park City Hall at 120 W. El Prado Drive in Olmos Park, Texas on Wednesday, September 2, 2026 at 6:00 PM where the following items will be discussed:

CALL MEETING TO ORDER

1. Roll Call

CITIZENS TO BE HEARD

All members of the public wishing to speak during Citizens to be Heard must sign-up to speak prior to the start of the meeting. In accordance with the Texas Open Meetings Act, no action can or will be taken on issues raised under this portion of the meeting. Please state your name and address for the record and limit your remarks to a period not to exceed three minutes. All remarks shall be addressed to the Economic Development Corporation as a body, and not to any individual member thereof. Any person being disruptive while addressing the Economic Development Corporation may be requested to leave the meeting.

REGULAR AGENDA

2. Discussion and possible action on the minutes from the August 5, 2026 EDC meeting

3. Discussion and possible action regarding the Management Services Agreement between the City of Olmos Park and the Olmos Park Economic Development Corporation

4. Discussion and possible action on OPEDC Resolution 2026-09-02-04 approving the Fiscal Year 2026-2027 Budget for the Olmos Park Economic Development Corporation

5. Discussion and possible action on OPEDC Resolution 2026-09-02-05 approving the OPEDC Investment Policy

6. Discussion regarding HdL marketing materials and community profile

7. Discussion and possible action to schedule a meeting with McCullough Avenue business owners regarding McCullough Avenue vision

FINANCIALS

8. EDC Financials through July 2026

9. HDL Snapshot through July 2026

ADJOURN

CERTIFICATE OF NOTICE

I hereby certify that the above Notice of Meeting was posted on the bulletin board at Olmos Park City Hall and to the City website at www.olmospark.org at 5:00 PM on August 27, 2026.

____

Irma Duran
City Secretary

The Economic Development Corporation reserves the right to adjourn into executive session at any time to discuss any of the matters listed on the agenda as authorized by the Texas Government Code §551.071, Consultation with Attorney, §551.072, Deliberations about Real Property, §551.073, Deliberations about Gifts and Donations, §551.074, Personnel Matters, §551.076, Deliberations about Security Devices. Action, if any, will be taken in open session.

OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION
MINUTES OF REGULAR MEETING OF BOARD OF DIRECTORS
HELD ON August 5, 2026

The Board of Directors of the Olmos Park Economic Development Corporation met on Wednesday, August 5, 2026, at 6:00 p.m. at City Hall in the City of Olmos Park at 120 West El Prado Drive, Olmos Park, Texas to consider the following agenda:

1. Call meeting to order and determination of quorum.

   Present Members: Dr. Kenneth Kirlin, Scott Nathan, Aaron Peñaloza and Christopher Smithson

   Also Present: City Manager Ashley Maus, City Secretary Irma Duran, EDC Attorney Dan Santee

   President Kirlin called the meeting to order at 6:01 p.m.

   Citizens to be Heard

   There were no citizens to be heard.

2. Discussion regarding the Management Services Agreement with the City of Olmos Park

   City Manager Maus presented the agreement, noting that it was similar to last year's agreement with updated line items and a proposed budget of $26,000. She stated that the agreement would return to the OPEDC following Council review.

   Member Smithson asked whether the agreement had been in effect for the entire year. City Manager Maus clarified that it had but noted that the OPEDC had not yet made payment. The City had not yet invoiced.

3. Discussion regarding the 2026-2027 EDC Budget

   President Kirlin tabled the item until the next meeting.

4. Discussion and possible action on the minutes from the July 01, 2026 EDC meeting

   Christopher Smithson made a motion to approve the minutes. Scott Nathan seconded the motion. The motion passed with 4 in favor and 0 against

5. Update on the Substantive Zoning Subcommittee Meetings

   City Manager Maus summarized the survey results.

   Member Smithson asked for the OPEDC to receive a summary of the results for review.

   Financials

6. EDC Financials through June 2026

   City Manager Maus stated amendments would come at the end of the year to match what occurred during the year. She noted that program funds had not been utilized, despite programs through which commercial property owners could apply for improvement assistance had been approved and were still available.

Member Peñaloza asked where the programs were outlined. City Manager Maus clarified that the programs were on the website but explained that the promotion of the programs may have been lost in the transition to the new website earlier in the year.

President Kirlin stated that if a business association was formed, one of the tasks would be to promote the programs.

7. HDL Snapshot through June 2026

   City Manager Maus asked members to consider serving on a marketing subcommittee that would work with HdL to develop a brochure promoting the Commercial Corridor. Staff would return in the next month with a basic draft of what the brochure would need and what the subcommittee would look like.

8. Update on the Bi-Annual Investments Subcommittee meeting

   City Manager Maus summarized June meeting with the President and Treasurer. The Financial Advisor cautioned the types of investments the OPEDC could invest in, and LOGIC is the best option available.

   Member Nathan inquired about the Sales Tax report previously mentioned in the HdL snapshot and the businesses generating sales tax were clarified.

Adjourn meeting

There being no further business, the meeting was adjourned at 6:22 p.m.

Minutes approved on the _______ day of __________________, 2026.

____
Kenneth Kirlin, President

____
Irma Duran, City Secretary

AGREEMENT FOR PROVISION OF PROFESSIONAL SERVICES
BETWEEN THE CITY OF OLMOS PARK AND
THE OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION

THE STATE OF TEXAS
KNOWN ALL PERSONS BY THESE PRESENTS:
COUNTY OF BEXAR

THIS AGREEMENT, effective the 1st day of October, 2026, by and between the CITY OF OLMOS PARK, a municipal corporation, acting by and through its City Council, situated in Bexar County, Texas (hereinafter referred to as "City"), and the Olmos Park Economic Development Corporation (hereinafter referred to as "OPEDC") acting by and through its President of the Board is as follows:

WITNESSETH:

I.

The City agrees to provide management, professional, administrative and financial services to the OPEDC according to the terms of this agreement. Direct services the City shall perform for the OPEDC shall include:

1. Preparing financial reports and keeping all financial books and records required by the OPEDC's Bylaws.

2. Preparing a budget and a workplan for the forthcoming year for review and approval by the Board and City Council.

3. Providing necessary budgeting, accounting and financial management

4. Providing for a repository of records, office and conference space.

5. Providing executive and administrative support, review and oversight by including but not limited to City Administrator and City Secretary.

6. Providing for project management services.

It is understood and agreed that access to City staff resources by the OPEDC is secondary to the needs of the City Council of the City of Olmos Park.

II.

Subject to the OPEDC continuing to contract with the City for management services, the OPEDC will pay to the City for its services pursuant to this agreement, a flat fee as approved in the OPEDC Budget annually by City Council.

In the event of the termination of this agreement, the OPEDC will be responsible for paying the City only the portion of the cost allocated to periods prior to the effective date of the termination of the agreement.

III.

It is the express purpose of this agreement for the City to provide certain management, professional, administrative and financial services to the OPEDC.

IV.

Subject to early termination as provided in Article V below, this agreement shall be in effect for a period of one year commencing October 1, 2026 and ending September 30, 2027, and said agreement shall be extended for additional one-year terms thereafter under the same terms and conditions unless one party gives to the other party written notification at least thirty (30) days prior to the end of the existing term of its desire to terminate the agreement.

V.

1. This contract may be terminated by the City or OPEDC, in whole, or from time to time, in part, upon thirty (30) days notice from the terminating party to the other party. Termination shall be effective thirty (30) days after delivery of Notice of Termination specifying to what extent performance or work under the contract shall be terminated thirty (30) days after receipt by the notified party.

2. After receipt of a Notice of Termination the City shall:

   a. Stop work on the date as specified in the thirty (30) day Notice of Termination to the extent possible.

   b. Place no further orders or subcontracts except as may be necessary for completion of the work not terminated.

   c. Terminate all orders and subcontracts to the extent that they relate to the performance of work terminated by the Notice of Termination in so far as possible.

   d. The OPEDC shall pay all expenses incurred through the date of termination.

VI.

This Agreement shall take effect on the day of execution.

IN WITNESS WHEREOF, the parties have executed this Contract in the year and on the day indicated.

OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION	CITY OF OLMOS PARK, TEXAS
______________________	______________________
Dr. Kenneth Kirlin President	Erin Harrison Mayor
______________________	______________________
Date	Date

EDC Cost Breakdown - Management Services Agreement

City Manager Salary - 10%	$	15,000	
City Secretary Salary - 10%	$	7,000	
Website - 10%	$	547	Total Cost to City: $5,472 (Annual)
Agenda Management - 20%	$	540	Total Cost to City: $2,700 (Annual) Council - 40% P&Z - 20% BOA - 20% EDC = 20%
Rent/Overhead	$	1,000	
Supplies	$	250	
Audit - 10% of Total Cost to City	$	1,787	Total for FYE 9/20/2025 is $17,870
Accounting Fees	$	400	
	$	26,524	

OPEDC RESOLUTION NO. 2026-09-02-04

A RESOLUTION OF THE CITY OF OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION PROVIDING A RECOMMENDATION TO THE CITY COUNCIL FOR APPROVAL OF THE FISCAL YEAR 2026-2027 BUDGET, AND OTHER MATTERS IN CONNECTION THEREWITH

WHEREAS, the Olmos Park Economic Development Corporation ("OPEDC") is a non-profit development corporation duly established under the Development Corporation Act of 1979, as amended (Section 501.001 et seq. Texas Local Government Code, formerly the Development Corporation Act of 1979) (the "Act") and Chapter 505 of the Texas Local Government Code; and

WHEREAS, according to the Act, the authorizing unit for the OPEDC shall mean the City of Olmos Park City Council ("City Council"); and

WHEREAS, all of the powers of the OPEDC are vested in the OPEDC Board of Directors (the "Board") appointed by the City Council; and

WHEREAS, Section 501.073 of the Act requires the City Council to approve all programs and expenditures; and

WHEREAS, the OPEDC's budget proposal, hereto attached as Exhibit A, sets forth the established revenues and expenditures and makes the detailed classifications as required by the Act; and

WHEREAS, after consideration, the Board is of the opinion that the proposed budget should be submitted to the City Council for approval and adoption.

NOW THEREFORE BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION THAT:

SECTION 1. That the foregoing recitals are found to be true and correct and incorporated fully herein.

SECTION 2. The Board hereby recommends the City Council consider approving the OPEDC Fiscal Year 2026-2027 Budget in substantially the form as is set forth on Exhibit A.

SECTION 3. The recitals contained in the preamble hereof are hereby found to be true, and such recitals are hereby made a part of this Resolution for all purposes and are adopted as a part of the judgment and findings of the Board.

SECTION 4. All resolutions or parts thereof, which are in conflict or inconsistent with any provision of this Resolution are hereby repealed to the extent of such conflict, and the provisions of this Resolution shall be and remain controlling as to the matters resolved herein.

SECTION 5. This Resolution shall be construed and enforced in accordance with the laws of the State of Texas and the United States of America.

SECTION 6. If any provision of this Resolution or the application thereof to any person or circumstance shall be held to be invalid, the remainder of this Resolution and the application of such provision to other persons and circumstances shall nevertheless be valid, and the Board hereby declares that this Resolution would have been enacted without such invalid provision.

SECTION 7. It is officially found, determined, and declared that the meeting at which this Resolution is adopted was open to the public and public notice of the time, place, and subject matter of the public business to be considered at such meeting, including this Resolution, was given, all as required by Chapter 551, Texas Government Code, as amended.

SECTION 8. This Resolution shall be in force and effect from and after its final passage, and it is so resolved.

RESOLVED this 2nd day of September, 2026

____
Dr. Kenneth Kirlin, President

ATTEST:

____
Irma Duran, City Secretary

Exhibit A

Exhibit A

Olmos Park Economic Development Corporation Budget

Fiscal Year 2026-2027

City of Olmos Park, Texas

Economic Development Corporation

Proposed Operating Budget

October 1, 2026 through September 30, 2027

Fiscal Year 2026-2027

As Submitted to

The Board of Directors of the Olmos Park Economic Development Corporation

Olmos Park Economic Development Corporation

FY 2026-2027 Budget

Revenues

Line Item	Description	2025-2026 Budget	2025-2026 Projected	2026-2027 Proposed Budget	Notes
80-300-100	Sales Tax Revenue	150,000	180,000	165,000	Conservative Projection
80-300-101	Interest	-	12,000	12,000	Conservative Projection
80-300-102	Misc Income	-	-	-	
	Total Revenue	150,000	192,000	177,000	

Expenses

Line Item	Description	2025-2026 Budget	2025-2026 Projected	2026-2027 Proposed Budget	Notes
80-400-110	Business Promotion and Development	15,000	10,600	16,500	10% of Projected Sales Tax
	Total Business Promotion and Development Expenditures	15,000	10,600	16,500	

Line Item	Description	2025-2026 Budget	2025-2026 Projected	2026-2027 Proposed Budget	Notes
80-400-200	Management Services Agreement	26,500	26,500	26,500	Management Services Agreement with City, tied to admin costs
80-400-203	Legal Expenses	5,000	6,000	8,000	
80-500-100	Mailings/Postings/Legal Notices	1,000	-	1,000	
80-800-100	Training	2,000	-	2,000	
	Total Non-Project Related Expenditures	34,500	32,500	37,500	

Expenses Continued

Line Item	Description	2025-2026 Budget	2025-2026 Projected	2026-2027 Proposed Budget	Notes
80-700-100	McCullough Beautification project	5,000	15,230	5,000	
80-700-112	McCullough Landscape Maintenance	12,000	5,000	5,100	Paid to the City, Quarterly $1,270
80-700-119	SAWS	3,500	800	1,000	
80-700-121	CPS	1,000	300	1,000	
800-700-125	McCullough Lighting Project	76,382	-	14,000	Estimated cost for 2 16-foot lights
80-700-105	Holiday Decoration Project	7,000	6,550	7,000	
80-700-126	McCullough Beautification Landscaping/ Lighting Program	50,000	-	50,000	
80-700-127	McCullough Beautification Sidewalk Program	50,000	-	50,000	
80-700-128	McCullough Visual Improvements Program	25,000	-	25,000	
	Total Project Related Expenses	229,882	27,880	158,100	
	Total Expenses	**279,382**	**70,980**	**212,100**	

	2025-2026 Budget	2025-2026 Projected	2026-2027 Proposed Budget
Total Revenues	150,000	192,000	177,000
Total Expenses	279,382	70,980	212,100
Revenue Over (Under) Expenses	(129,382)	121,020	(35,100)
Beginning Fund Balance	$ 754,292	$ 754,292	$ 875,312
Ending Fund Balance	$ 624,910	$ 875,312	$ 840,212

Sales Tax Revenue History

Fiscal Year	Sales Tax Revenue	Percent Change	
FY2027	$ 165,000	-8%	Budgeted
FY2026	$ 180,000	-3%	Projected
FY2025	$ 185,489	8%	
FY2024	$ 171,418	1%	
FY2023	$ 169,973	2%	
FY2022	$ 166,829	37%	
FY2021	$ 121,347	0%	
FY2020	$ 120,985	-7%	
FY2019	$ 129,851	5%	
FY2018	$ 123,143	2%	
FY2017	$ 120,538	7%	
FY2016	$ 112,160	-6%	
FY2015	$ 119,000	5%	
FY2014	$ 113,047	-3%	
FY2013	$ 116,618	1%	
FY2012	$ 115,365	15%	

OPEDC RESOLUTION NO. 2026-09-02-05

A RESOLUTION OF THE OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION APPROVING AN INVESTMENT POLICY; PROVIDING FOR SEVERABILITY; AND PROVIDING AN EFFECTIVE DATE

WHEREAS, Chapter 2256, Government Code also cited as the Public Funds Investment Act requires that nonprofit corporations acting on behalf of a local government adopt and maintain written rules governing its investment practices and define the authority of the Investment Officer; and

WHEREAS, as per Section 2256.003 of the Texas Government Code, a nonprofit acting on behalf of a local government may purchase, sell, and invest its funds and funds under its control in investments authorized under this subchapter in compliance with investment policies approved by the governing body and according to the standard of care prescribed by the code; and

WHEREAS, the governing body of an investing entity shall adopt by rule, order, ordinance, or resolution as appropriate, a written investment policy regarding the investment of its funds and funds under its control; and

WHEREAS, each investing entity shall designate one or more officers or employees of the local government as investment officer to be responsible for the investment of its funds consistent with the investment policy adopted by the entity; and

WHEREAS, the governing body of an investing entity shall review its investment policy and investment strategies not less than annually; and

WHEREAS, the OPEDC must state it has reviewed the Investment Policy and the Resolution so adopted shall record any change or changes made to the Investment Policy and/or investment strategies not less than annually.

NOW THEREFORE BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE OLMOS PARK ECONOMIC DEVELOMENT CORPORATION THAT:

SECTION 1. That the foregoing recitals are found to be true and correct and incorporated fully herein.

SECTION 2. As required by the Public Funds Investment Act that the Olmos Park Economic Development Corporation must appoint an investment Officer from time to time who shall be responsible for the investment of the Olmos Park Economic Development Corporation's funds consistent with this Investment Policy, the Olmos Park Economic Development Corporation Board of directors hereby appoints the City Manager as Investment Officer.

SECTION 3. The Board of Directors herein states it has conducted the required annual review of the Investment Policy and investment strategies for the Olmos Park Economic Development Corporation.

SECTION 4. The Investment Advisory Committee, made up of the President and Treasurer of the Olmos Park Economic Development Corporation, is hereby appointed to meet at least twice annually with the City Manager to give guidance regarding the investment of Olmos Park Economic Development Corporation funds and administering and implementing this Investment Policy.

SECTION 5. Based on review, the Board of Directors hereby approves the Olmos Park Economic Development Corporation's Investment Policy, attached as "EXHIBIT A."

SECTION 6. All resolutions or parts thereof, which are in conflict or inconsistent with any provision of this Resolution are hereby repealed to the extent of such conflict, and the provisions of this Resolution shall be and remain controlling as to the matters resolved herein.

SECTION 7. This Resolution shall be construed and enforced in accordance with the laws of the State of Texas and the United States of America.

SECTION 8. If any provision of this Resolution or the application thereof to any person or circumstance shall be held to be invalid, the remainder of this Resolution and the application of such provision to other persons and circumstances shall nevertheless be valid, and the Board hereby declares that this Resolution would have been enacted without such invalid provision.

SECTION 9. It is officially found, determined, and declared that the meeting at which this Resolution is adopted was open to the public and public notice of the time, place, and subject matter of the public business to be considered at such meeting, including this Resolution, was given, all as required by Chapter 551, Texas Government Code, as amended.

SECTION 10. This Resolution shall be in force and effect from and after its final passage, and it is so resolved.

PASSED AND APPROVED this, the 2nd day of September, 2026

Dr. Kenneth Kirlin, President

ATTEST:

Irma Duran, City Secretary

Exhibit A

Olmos Park Economic Development Corporation Investment Policy

Reviewed and Approved by the OPEDC on September 2, 2026

OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION

INVESTMENT POLICY AND STRATEGY

Reviewed and Adopted by the OPEDC on September 2, 2026

Reviewed and Adopted by the Olmos Park City Council on ______________

OLMOS PARK ECONOMIC DEVELOPMENT CORPORATION
INVESTMENT POLICY AND STRATEGY
TABLE OF CONTENTS

I. INTRODUCTION

Effective cash management is recognized as essential to good fiscal management. Investment interest is a source of revenue for the Olmos Park Economic Development Corporation's (OPEDC's) funds. The OPEDC's investment portfolio shall be designed and managed in a manner to optimize this revenue source, to be responsive to public trust, and in compliance with legal requirements and limitations.

Investments shall be made with the primary objectives of:

- **Safety** and preservation of principal,
- Maintenance of sufficient **liquidity** to meet operating needs,
- **Public trust** from prudent investment activities, and
- Optimization of **interest earnings** (yield) on the portfolio.

II. PURPOSE

The purpose of this document is to set forth specific investment policy and strategy guidelines for the Olmos Park Economic Development Corporation (OPEDC). This Investment Policy addresses the methods, procedures and practices that must be exercised to ensure effective and judicious fiscal management of the OPEDC's funds.

This policy serves to satisfy the statutory requirement (specifically the Public Funds Investment Act, Texas Government Code, Chapter 2256, and the "Act") to define, adopt and review a formal investment policy and strategy. The OPEDC shall review its policy and investment strategies annually.

III. SCOPE

This investment policy applies to all financial assets of the OPEDC. These funds are accounted for in the OPEDC's annual financial audit.

When advantageous, the OPEDC will consolidate cash balances to optimize investment strategy implementation. Investment income will be allocated to the consolidated funds based on their respective participation in the consolidated balances and in accordance with generally accepted accounting principles.

This Investment Policy shall apply to all transactions involving the financial assets and related activity for all the foregoing funds. However, this Policy does not apply to the assets administered for the benefit of the OPEDC by outside agencies under pension plans or deferred compensation programs.

IV. INVESTMENT OBJECTIVES & STRATEGIES

The OPEDC shall manage and invest its cash with four objectives, listed in order of priority: **safety, liquidity, public trust, and yield.** The safety of the principal always remains the primary objective. All investments shall be designed and managed in a manner responsive to the public trust and consistent with state and local law.

The OPEDC shall maintain a comprehensive cash management program, which includes collection of account receivables, vendor payments in accordance with invoice terms, and prudent investment of available cash.

Safety: The primary objective of the OPEDC's investment activity is the preservation of capital and the safety of principal. Each investment transaction shall be conducted in a manner to avoid capital losses, whether they are from securities defaults, safekeeping or erosion of market value. Investment in high credit quality securities, portfolio diversification, and decisions based on anticipated cash flow needs are the primary factors in providing safety.

Liquidity: The OPEDC's investment portfolio will remain sufficiently liquid to enable the OPEDC to meet all operating requirements that might reasonably be anticipated. Liquidity shall be achieved by matching investment maturities with forecasted cash flow requirements; investing in securities with active secondary markets; and maintaining appropriate portfolio diversification.

Public Trust: All participants in the OPEDC's investment process shall act responsibly as custodians of the public trust.

Return on Investment (Yield): The OPEDC's investment portfolio shall be designed with the objective of attaining a rate of return throughout budgetary and economic cycles that is commensurate with the OPEDC's investment risk constraints and cash flow characteristics.

V. RESPONSIBILITY AND CONTROL

a. INVESTMENT ADVISORY COMMITTEE

An Investment Advisory Committee shall be appointed annually by the President at the time of review of this Investment Policy. The Investment Advisory Committee shall regularly but at least twice annually meet with the City Manager and give guidance regarding the investment of city funds and administering and implementing this Investment Policy.

b. INVESTMENT OFFICER

Management responsibility for the investment program is hereby delegated to the City Manager who is designated as the Investment Officer and who shall be responsible for all transactions undertaken, shall establish a system of controls to regulate the program, and shall consult and coordinate with the Investment Advisory Committee.

c. TRAINING OF INVESTMENT OFFICER(S)

The OPEDC shall provide periodic training in investments for Investment Officer(s) through courses and seminars to ensure the quality and capability of the OPEDC's investment management in compliance with the PFIA.

Investment Officer(s) shall attend at least 10 hours of instruction relating to the officer's responsibility under the Act within 12 months after assuming duties. Thereafter, the Investment Officer(s) shall attend at least 8 hours of investment training relating to investment responsibilities not less than once every two years from an independent source approved by the OPEDC.

d. PRUDENCE AND STANDARD OF CARE

The standard of care used by the OPEDC shall be that as defined by the PFIA stating: "Investments shall be made with judgment and care, under prevailing circumstances, that a person of prudence, discretion and intelligence would exercise in the management of ~~their~~ the person's own affairs, not for speculation, but for investment, considering the probable safety of capital and the probable income to be derived."

The standard of prudence to be used by investment officials shall be the "prudent person" standard and shall be applied in the context of managing an overall portfolio. Investment officers acting in accordance with written procedures and the investment policy and exercising due diligence shall be relieved of personal responsibility for an individual security's credit risk or market price changes, provided deviations from expectations are reported in a timely fashion and appropriate action is taken to control adverse developments.

e. ETHICS AND CONFLICTS OF INTEREST

Investment Officers and employees involved in the investment process shall act as custodian of the public trust avoiding any transactions which might involve a conflict of interest, the appearance of a conflict of interest, or any activity which might otherwise discourage public confidence. Investment Officers shall refrain from personal business activity that could conflict with proper execution of the investment program, or which could impair their ability to make impartial investment decisions.

Additionally, in accordance with the PFIA under certain conditions, Investment Officers shall file with the Texas Ethics Commission and the OPEDC a statement disclosing any personal business relationship with a business organization seeking to sell investments to the OPEDC with which they maintain a relationship within the second degree by affinity or consanguinity to an individual/firm seeking to sell investments to the OPEDC.

f. INTERNAL CONTROLS

The Investment Officer is responsible for establishing and maintaining an internal control structure designed to ensure that the assets of the OPEDC are protected from loss, theft or misuse. The internal control structure shall be designed to provide reasonable assurance that these objectives are met. The concept of reasonable assurance recognizes that (1) the cost of a control should not exceed the benefits likely to be derived; and (2) the valuation of costs and benefits requires estimates and judgments by management.

The internal controls shall address the following points:

- Avoidance of collusion,
- Separation of transactions authority from accounting and record keeping,
- Third-party safekeeping and custody,
- Clear delegation of authority of subordinate staff members,
- Avoidance of physical delivery securities,
- Written confirmation for transactions for investments and wire transfers and
- Development of a wire transfer agreement with the depository bank or custodian.

g. BOARD OF DIRECTORS RESPONSIBILITY

The OPEDC Board of Directors holds the ultimate fiduciary responsibility for the portfolio under the PFIA. It will designate investment officer(s), receive and review quarterly investment reports, approve and provide for investment officer training, annually approve broker/dealers, and annually review and adopt the Investment Policy.

VI. AUTHORIZED AND SUITABLE INVESTMENTS

The OPEDC utilizes a "buy and hold" portfolio strategy. Maturity dates are matched with cash flow requirements and investments are purchased with the intent to be held until maturity. However, investments may be liquidated or redeemed prior to maturity for the following reasons:

- An investment with declining credit may be liquidated early to minimize loss of principal, or
- Cash flow needs of the OPEDC require that the investment be liquidated.

OPEDC funds governed by this Investment Policy may be invested in the instruments described below, all of which are authorized by the PFIA. Investment of OPEDC funds in any instrument or security not authorized for investment under the PFIA is prohibited. The OPEDC will not be required to liquidate an investment that becomes unauthorized subsequent to its purchase.

Investments are restricted to:

a. Obligations, including letters of credit, of the United States or its agencies and instrumentalities, including the Federal Home Loan Banks.

b. Direct obligations of the State of Texas or its agencies and instrumentalities.

c. Other obligations, the principal of and interest on which are unconditionally guaranteed or insured by, or backed by the full faith and credit of, the State of

Texas or the United States or their respective agencies and instrumentalities, including obligations that are fully guaranteed or insured by the Federal Deposit Insurance Corporation (FDIC) or by the explicit full faith and credit of the United States.

d. Obligations of states, agencies, counties, cities, and other political subdivisions of the State of Texas rated as to investment quality by a nationally recognized investment rating firm not less than A or its equivalent.

e. Financial institution deposits that, are issued by a state or national bank or credit union that a) has its main office or a branch office in Texas and is guaranteed or insured by the FDIC or NCUSIF or successors, b) is secured by obligations in a manner and amount provided by law and this Investment Policy for deposits of the OPEDC, or c) is placed in a manner that meets the requirements of the PFIA.

f. Fully collateralized direct repurchase agreements with a defined termination date secured by obligations of the United State or its agencies and instrumentalities. These shall be pledged to the OPEDC, held in the OPEDC's account, and deposited at the time the investment is made with the OPEDC or with a third party selected and approved by the OPEDC. Repurchase agreements must be purchased through a primary government securities dealer, as defined by the Federal Reserve, or a financial institution doing business in Texas. A Repurchase Agreement must be signed by the counter-party prior to investment in a repurchase agreement. All repurchase agreement transactions must have a market value of purchased securities greater than or equal to 102 percent of the total balance of the agreement.

g. Money Market Mutual funds that: (1) are registered and regulated by the Securities and Exchange Commission, (2) seek to maintain a net asset value of $1.0000 per share, and (3) are rated AAA by at least one nationally recognized rating service.

h. Local government investment pools, which (1) meet the requirements of the PFIA, (2) are rated no lower than AAA or an equivalent rating by at least one nationally recognized rating service, and (3) are authorized by resolution of the OPEDC

No other investments will be made without authorization of the OPEDC.

VII. INVESTMENT PARAMETERS

a. Maximum Maturities and Investment Strategies

The Investment Officer will retain sufficient cash working funds to cover anticipated expenditures plus a surplus to handle most emergency situations. Excess funds will be invested in approved instruments, with maturities matching anticipated cash flow requirements. The OPEDC generally will not invest directly in securities maturing more than 1 year from the date of purchase. However, the Investment Officer may elect to invest not more than 50% of excess funds in investments with maturities from 1 - 3 years, save and except for investments to support a capital project in which case the funds should be invested to match projected cash flow requirements of the capital project with sufficient liquidity to meet unanticipated project outlays. In general, the final maturity dates of investments should not exceed the expected project completion date(s) and meet all underlying bond covenants, where applicable.

No longer term investments will be made directly by the OPEDC without written authorization of the OPEDC Board of Directors and then only if the maturity coincides as nearly as practicable with the expected use of the funds.

b. Diversification

The OPEDC recognizes that investment risks can result from issuer defaults, market price changes or various technical complications leading to temporary illiquidity. Risk is managed through portfolio diversification that shall be achieved by the following general guidelines:

- Limiting investments to avoid overconcentration in investments from a specific issuer or business sector, when appropriate,
- Limiting investment in higher credit risk issuers,
- Investing in investments with varying maturities, and
- Continuously investing a portion of the portfolio in readily available funds such as financial institution deposits, local government investment pools, money market funds, or overnight repurchase agreements to ensure that appropriate liquidity is maintained in order to meet ongoing obligations.

c. Competitive Environment

The OPEDC requires a competitive environment for all individual security purchases and sales, financial institution time deposit and transaction accounts, and money market mutual fund and local government investment pool selections. The Investment Officer shall develop and maintain procedures for ensuring a competitive environment in the investment of the OPEDC's funds.

d. Delivery versus Payment

All security transactions shall be settled on a **delivery versus payment** basis.

VIII. PERFORMANCE STANDARDS

The investment portfolio shall be designed to obtain a rate of return throughout budgetary and economic cycles commensurate with the investment risk constraints and cash flow needs. The Investment Officer shall use the 6-month U.S. Treasury bill rate to determine if adequate yields are being achieved.

The investment strategy is generally passive, and securities will be held until maturity unless prevailing market conditions or emergency needs require otherwise.

IX. SELECTION OF PRIMARY DEPOSITORY AND BROKER/DEALERS

a. Primary Depository

City Council shall, by ordinance, “select and designate one or more banking institutions as the depository for the monies and funds of the City” in accordance with the requirement of Tex. Loc. Gov’t Code Ch. 105. At least every five years, a Depository shall be selected for a contract term of three years with two one-year renewal options through the City's banking services procurement process, which shall include a formal request for proposal (RFP).

Due to the limited number of financial institutions located within the City, the City has concluded that consideration of banking services (bids/proposals) from financial institutions outside the City limits are in the best interest of the City and, therefore, will accept depository applications from institutions both inside and outside the City limits.

In selecting a depository, the credit worthiness of institutions shall be considered, and the Investment Officer shall conduct a comprehensive review of prospective depositories' credit characteristics and financial history.

The selection of a primary depository will be determined by evaluation of the “best value” criteria during the RFP process, and may include the following selection criteria:

- The ability to qualify as a depository for public funds in accordance with state law,
- The ability to provide requested information or financial statements for the periods specified,
- The ability to meet the minimum required items in the banking RFP,
- Complete response to all required items on the RFP form, and
- Competitive net banking service cost, consistent with the ability to provide an appropriate level of service.

b. Authorized Broker/Dealers

The OPEDC shall, at least annually, review, revise and adopt a list of authorized broker/dealers authorized to engage in securities transactions with the OPEDC. Those firms that become qualified may be required to provide a completed broker/dealer questionnaire that provides information regarding creditworthiness, experience and reputation. Authorized firms may include primary dealers or regional dealers that qualify under Securities & Exchange Commission Rule 15C3-1 (Uniform Net Capital Rule), and qualified depositories.

c. Investment Policy Certification

All local government investment pools and discretionary investment management firms must sign a certification acknowledging that the organization has received and reviewed the OPEDC's Investment Policy, and that reasonable procedures and controls have been implemented to preclude investment transactions that are not authorized by the OPEDC's Policy and in accordance with the PFIA.

X. SAFEKEEPING AND CUSTODY

The OPEDC shall contract with a bank or banks for the safekeeping of securities either owned by the OPEDC as part of its investment portfolio or held as collateral to secure demand or time deposits. Securities owned by the OEPDC shall be held in the OPEDC's account as evidenced by safekeeping receipts of the institution holding the securities. The OPEDC shall approve all third-party custodians for the holding of securities pledged to the OPEDC as collateral to secure financial institution deposits

XI. COLLATERALIZATION

a. Time and Demand Deposits – Pledged Collateral

All bank time and demand deposits shall be collateralized above FDIC coverage by secured, pledged collateral. To anticipate market changes and provide the required level of security for all funds, collateral will be maintained and monitored by the pledging depository at a market value of 102% of the total principal and accrued interest on deposit. The institution shall monitor and maintain the margins on a daily basis.

Collateral pledged to secure deposits shall be held by an independent financial institution outside the holding company of the depository. The collateral agreement with the depository shall be approved by resolution of the Bank Board or Bank Loan Committee for compliance with FIRREA. The custodian or bank shall provide a monthly report of collateral directly to the OPEDC.

Substitution rights may be granted but new collateral must be pledged before existing collateral is released. All collateral shall be subject to inspection and audit by the OPEDC or its independent auditors.

b. Authorized Collateral

Only the following securities are authorized as collateral for time and demand deposits:

a. FDIC insurance coverage.

b. Obligations of the United States, its agencies or instrumentalities, or evidence of indebtedness of the United States guaranteed as to principal and interest including MBS and CMO which pass the bank test.
c. Obligations of any US state or of a county, City or other political subdivision of any US state having been rated as investment grade (investment rating no less than "A" or its equivalent) by two nationally recognized rating agencies.
d. Irrevocable letter of credit from a FHLB regional bank.

XII. REPORTING

Each quarter, the Investment Officer(s) shall prepare and submit to the OPEDC a written report of all investment transactions. The investment report will be prepared in a manner that will allow the OPEDC to ascertain whether investment activities during the reporting period have conformed to the Investment Policy. The report will be provided to the OPEDC and include the following:

- A listing of individual investments held at the end of the reporting period,
- Unrealized gains or losses resulting from appreciation or depreciation, by listing the beginning and ending book and market value of investments for the period,
- Additions and changes to the market value during the period,
- Average weighted yield to maturity of the portfolio,
- Listing of investment by maturity date,
- Fully accrued interest for the reporting period,
- The percentage of the total portfolio that each type of investment represents, and
- Statement of compliance of the OPEDC's investment portfolio with State law and the Investment Policy (and incorporated Strategy) approved by the OPEDC.

This report must be prepared and signed by the Investment Officer(s) of the OPEDC.

Weighted average yield to maturity shall be the portfolio's performance measurement standard.

In conjunction with the quarterly investment report, the Investment Officer(s) will verify from reliable sources market value of all securities and the current credit rating for each held investment that has a PFIA-required minimum rating.

The OPEDC, in conjunction with its annual financial audit, will require the audit firm to conduct a compliance audit of the management controls on investments and adherence to investment policies.

Also, in conjunction with the annual audit, the quarterly reports shall be formally reviewed by the OPEDC's independent auditor, and the result of the review shall be reported to the OPEDC by that auditor. Said results may be included in the annual audit report.

XIII. INVESTMENT POLICY ADOPTION AND REVEW

The OEPDC shall adopt, by resolution, the Investment Policy. It is the OPEDC's intent to comply with State laws and regulations. The OPEDC's Investment Policy shall be subject to revisions consistent with changing laws, regulations, and the needs of the OPEDC. Additionally, the OEPDC shall adopt a resolution stating that it has reviewed the Investment Policy (and incorporated strategies) at least annually, approving any changes or modifications.

APPENDIX A – AUTHORIZED BROKER/DEALER LIST

OLMOS PARK / TEXAS

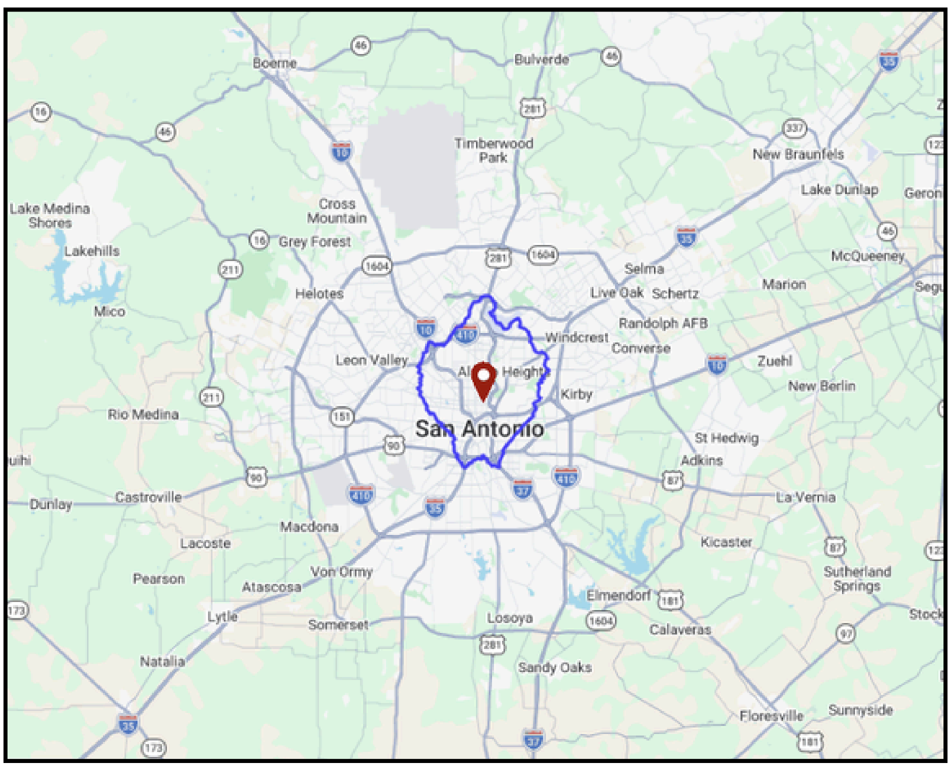
Market Area Summary

2026

Distinctively Connected

Located in the heart of the San Antonio metro area and near regional transportation corridors, Olmos Park provides access to one of Texas' largest consumer markets. Supported by a highly educated population, strong household incomes, and a central location, the community offers businesses visibility, connectivity, and long-term success while maintaining small-town charm and character.

Trade Area — 15 Minute Drive



Nearby Landmarks	Distance
Cities	
Downtown San Antonio	7 mi
New Braunfels	38 mi
Highways	
US 281	0 mi
Interstate 10	5 mi
Interstate 35	6 mi
Airports	
San Antonio International	8 mi
Austin-Bergstrom International	85 mi
Educational Institutions	
Trinity University	2 mi
St. Mary's University	8 mi
University of Texas - San Antonio	13 mi
Things to Do and See	
The Alamo	4 mi
San Antonio Botancial Gardens	3 mi
San Antonio River Walk	5 mi

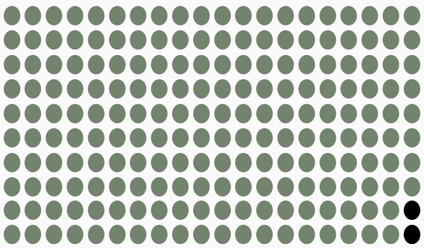
Olmos Park
Contact
Information

Ashley Wayman Maus
City Manager
(210) 824-3281 | AWMaus@olmospark.org

HdL Companies

Olmos Park Community Figures

Population



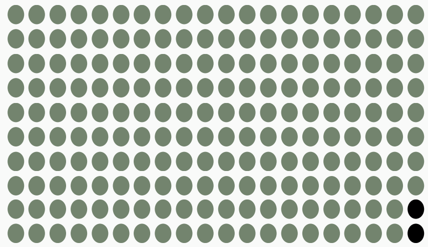
TRADE AREA

275,012

CITY PROPER

2,186

Total Households



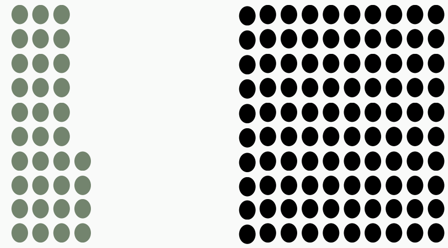
TRADE AREA

107,350

CITY PROPER

931

Median Household Income



TRADE AREA

$63,208

CITY PROPER

$185,278

Average Age

40.4

Home Ownership

48.9%

Average Household Income

$99,304

Olmos Park Trade Area Demographic Breakdown

Age

Age	#	%
19 years and under	57,779	21.0%
20 to 24 years	27,467	10.0%
25 to 34 years	38,154	13.9%
35 to 44 years	38,153	13.9%
45 to 54 years	31,735	11.5%
55 to 64 years	31,843	11.6%
65 to 74 years	28,101	10.2%
75 to 84 years	15,961	5.8%
85 years and older	5,819,	2.1%

Education

Highest Level	#	%
Less than 9th Grade	18,530	9.8%
Some HS, No Diploma	18,988	10.0%
HS Grad (or Equivalent)	47,885	25.2%
Some College, No Degree	37,284	19.6%
Associate Degree	11,794	6.2%
Bachelor's Degree	29,396	15.5%
Graduate Degree	16,522	8.7%

Employment

Level	#	%
Employed	134,161	59.8%
Unemployed	5,774	2.6%
Out of the Workforce	84,520	37.7%
White Collar Employees	82,487	61.5%
Blue Collar Employees	51,675	38.5%

HdL Companies

Economic Development Corporation - ACCR
GL Account Summary Report
FY 2026
As of July 31, 2026

	Acct #	Annual Budget	Current Month Actual	Year to Date Actual	YTD Budget Remaining
EDC REVENUE					
EDC Sales Tax Revenue	80-300-100	150,000.00	$ 15,615.61	$ 166,725.44	(16,725.44)
Interest Income	80-300-101	0.00	1,636.19	9,707.54	(9,707.54)
Total Revenues		150,000.00	17,251.80	176,432.98	(26,432.98)
EDC EXPENSES					
Business Promotion and Development Expenditures					
Business Promotion & Dev	80-400-110	15,000.00	0.00	10,592.59	4,407.41
Total Business and Developmental Expen		(15,000.00)	0.00	(10,592.59)	(4,407.41)
Non-Project Related Expenditures					
Management Services Agreement	80-400-200	26,500.00	0.00	0.00	26,500.00
Professional Services-Legal	80-400-203	5,000.00	1,014.00	5,509.00	(509.00)
Mrkt/Comm. Exp.: Mailings	80-500-100	1,000.00	0.00	0.00	1,000.00
Training	80-800-100	2,000.00	0.00	0.00	2,000.00
Total Non-Project Related Expenditures		52,500.00	2,028.00	32,798.00	19,702.00
Project Related Expenditures					
Proj.Exp.: McCullough Project	80-700-100	5,000.00	0.00	15,230.00	(10,230.00)
Proj.Exp.: Holiday Decorations	80-700-105	7,000.00	0.00	6,550.00	450.00
Proj: Landscape maintenance	80-700-112	12,000.00	0.00	3,575.00	8,425.00
Proj: SAWS	80-700-119	3,500.00	0.00	597.04	2,902.96
CPS	80-700-121	1,000.00	0.00	162.95	837.05
5005 McCullough Lighting Proj.	80-700-125	76,382.00	0.00	0.00	76,382.00
McCullough Landscaping/Light	80-700-126	50,000.00	0.00	0.00	50,000.00
McCullough Sidewalk Program	80-700-127	50,000.00	0.00	0.00	50,000.00
McCullough Visual Improvements	80-700-128	25,000.00	0.00	0.00	25,000.00
Total Project Related Expenditures		229,882.00	0.00	26,114.99	203,767.01
TOTAL EXPENDITURES		279,382.00	1,014.00	42,216.58	237,165.42

Sales Tax History By Month

2023	
January	$ 86,044
February	$ 102,190
March	$ 73,199
April	$ 79,347
May	$ 87,988
June	$ 91,190
July	$ 80,947
August	$ 104,213
September	$ 71,206
October	$ 78,875
November	$ 84,044
December	$ 99,992
2023 Total	$ 1,039,234
2023 Monthly Avg.	$ 86,603

2024	
January	$ 86,767
February	$ 105,955
March	$ 75,813
April	$ 80,711
May	$ 94,980
June	$ 100,424
July	$ 77,586
August	$ 75,797
September	$ 75,683
October	$ 73,850
November	$ 80,947
December	$ 86,927
2024 Total	$ 1,015,441
2024 Monthly Avg.	$ 84,620

2025	
January	$ 78,903
February	$ 102,831
March	$ 77,297
April	$ 79,966
May	$ 119,035
June	$ 102,806
July	$ 80,803
August	$ 110,521
September	$ 91,087
October	$ 79,336
November	$ 103,431
December	$ 108,745
2025 Total	$ 1,134,761
2025 Monthly Avg.	$ 94,563

2026	
January	$ 80,809
February	$ 134,456
March	$ 96,074
April	$ 92,848
May	$ 106,346
June	$ 104,614
July	$ 93,693
August	$ 109,638
September	
October	
November	
December	
2026 Total	$ 818,480
2026 Monthly Avg.	$ 102,310

Average by Month	
January	$ 83,131
February	$ 111,358
March	$ 80,596
April	$ 83,218
May	$ 102,087
June	$ 99,759
July	$ 83,257
August	$ 100,042
September	$ 79,325
October	$ 77,354
November	$ 89,474
December	$ 98,554

EDC Portion of Sales Tax

2023	
January	$ 14,341
February	$ 17,032
March	$ 12,200
April	$ 13,224
May	$ 14,665
June	$ 15,198
July	$ 13,491
August	$ 17,369
September	$ 11,868
October	$ 13,146
November	$ 14,007
December	$ 16,665
2023 Total	$ 173,206
2023 Monthly Avg.	$ 14,434

2024	
January	$ 14,461
February	$ 17,659
March	$ 12,635
April	$ 13,452
May	$ 15,830
June	$ 16,737
July	$ 12,931
August	$ 12,633
September	$ 12,614
October	$ 12,308
November	$ 13,491
December	$ 14,488
2024 Total	$ 169,240
2024 Monthly Avg.	$ 14,103

2025	
January	$ 13,151
February	$ 17,139
March	$ 12,883
April	$ 13,328
May	$ 19,839
June	$ 17,134
July	$ 13,467
August	$ 18,420
September	$ 15,181
October	$ 13,223
November	$ 17,239
December	$ 18,124
2025 Total	$ 189,127
2025 Monthly Avg.	$ 15,761

2026	
January	$ 13,468
February	$ 22,409
March	$ 16,012
April	$ 15,475
May	$ 17,724
June	$ 17,436
July	$ 15,616
August	$ 18,273
September	$ -
October	$ -
November	$ -
December	$ -
2026 Total	$ 136,413
2026 Monthly Avg.	$ 17,052

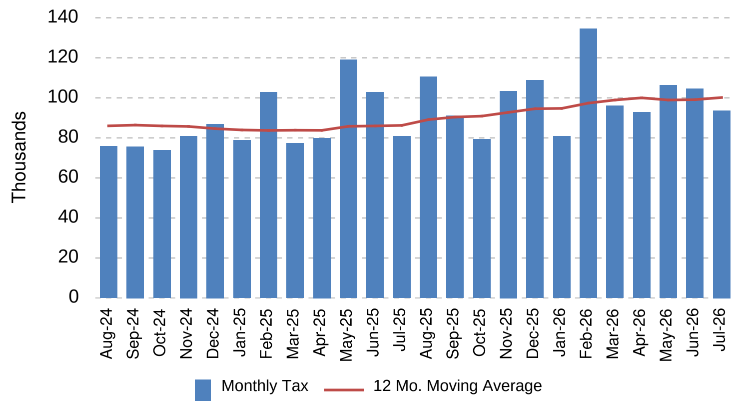
Average by Month	
January	$ 13,855
February	$ 17,276
March	$ 12,573
April	$ 13,335
May	$ 16,778
June	$ 16,357
July	$ 13,296
August	$ 16,141
September	$ 13,221
October	$ 12,892
November	$ 14,912
December	$ 16,426

SALES TAX SNAPSHOT
Olmos Park
Jul-26

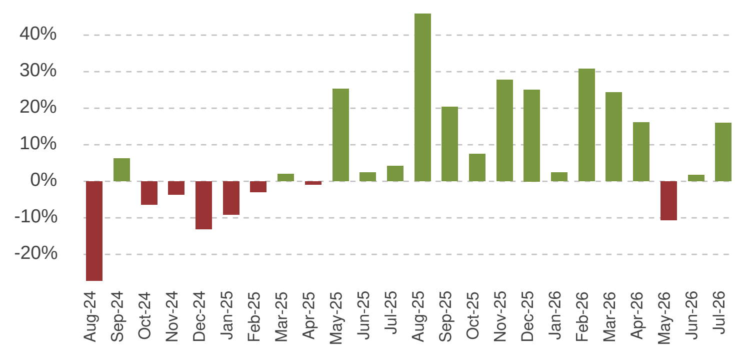
Sales Tax Net Payments

FY Mo.	FY2025	FY2026	YoY % Change
Oct	$ 73,850	$ 79,336	7.4%
Nov	$ 80,947	$ 103,431	27.8%
Dec	$ 86,927	$ 108,745	25.1%
Jan	$ 78,903	$ 80,809	2.4%
Feb	$ 102,831	$ 134,456	30.8%
Mar	$ 77,297	$ 96,074	24.3%
Apr	$ 79,966	$ 92,848	16.1%
May	$ 119,035	$ 106,346	-10.7%
Jun	$ 102,806	$ 104,614	1.8%
Jul	$ 80,803	$ 93,694	16.0%
Aug	$ 110,521		
Sep	$ 91,087		
FYTD	$ 883,365	$ 1,000,353	13.2%
FY Total	$ 1,084,973		

Sales Tax Net Payments Trend



Sales Tax Net Payments Change - YoY



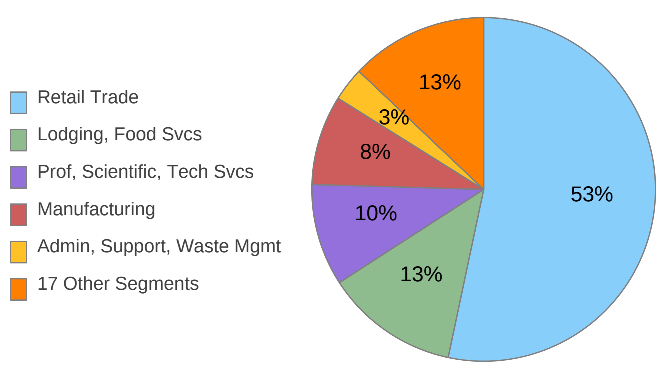
Top 10 Taxpayers

Rank	Company	FYTD Collections	% Total
1	JULIAN GOLD LTD.		
2	M INTERIORS INC.		
3	CANTWELL MATTRESS COMPANY		
4	PANCHITOS RESTAURANT GROUP LLC		
5	AMAZON.COM SERVICES LLC (MARKETPLACE)		
6	OLIVIA GRACE BRIDAL LLC		
7	BILLINDA J WILKINSON		
8	SABOR COCINABAR LLC		
9	AMAZON.COM SERVICES LLC		
10	JOYEUX HOME DECOR LLC		
Top 10	Companies	$ 508,148	49.8%
3164	Other Large Companies	$ 494,254	48.4%
	Small Companies/Other	$ 17,214	1.7%
	Single Local Tax Rate (SLT)	$ 1,209	0.1%
	Total	$ 1,020,825	100.0%

Industry Segment Collections Trend - YoY % Chg

SEGMENT	Feb	Mar	Apr	May	Jun	Jul
Retail Trade	19.8%	18.0%	1.3%	-34.7%	-2.5%	16.4%
Lodging, Food Svcs	21.0%	-16.6%	-8.4%	-8.0%	1.3%	-19.0%
Prof, Scientific, Tech Svcs	100.8%	213.4%	81.8%	46.4%	71.0%	61.7%
Manufacturing	-11.4%	-9.6%	-11.7%	16.8%	-28.4%	15.8%
Admin, Support, Waste Mgmt	208.9%	207.9%	186.1%	76.0%	35.6%	33.7%
All Others	95.4%	60.9%	42.9%	63.4%	-0.1%	45.4%
Total Collections	33.4%	24.2%	15.9%	-11.3%	3.0%	16.3%

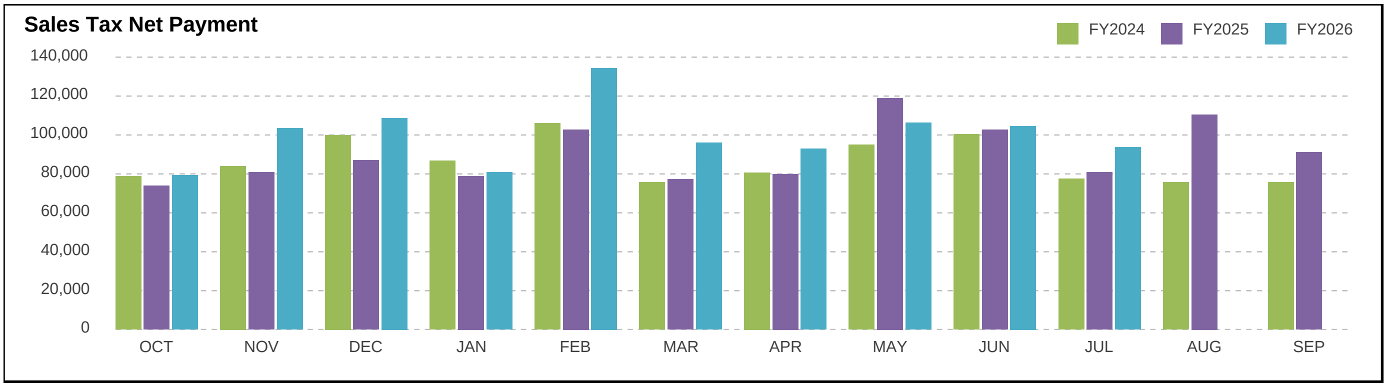
Sales Tax Collections by Industry Segment

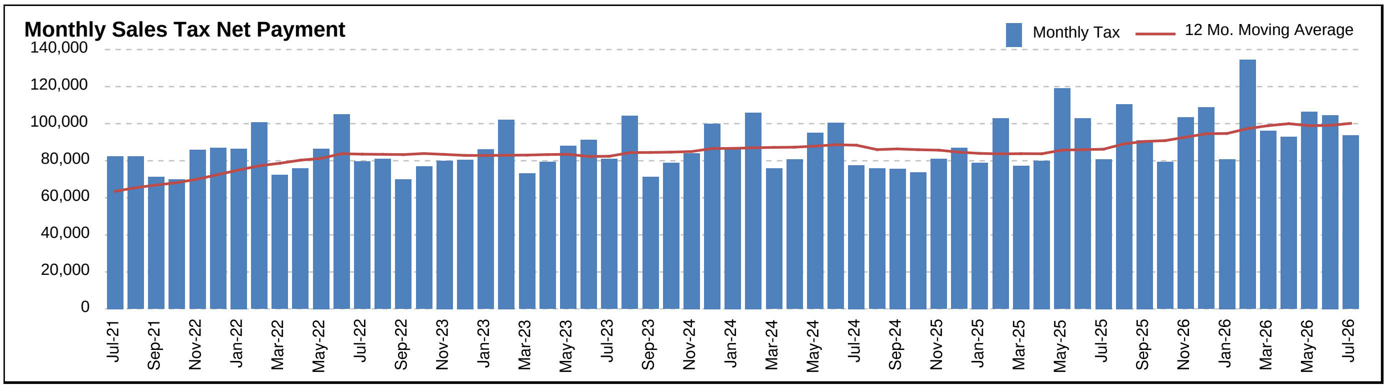


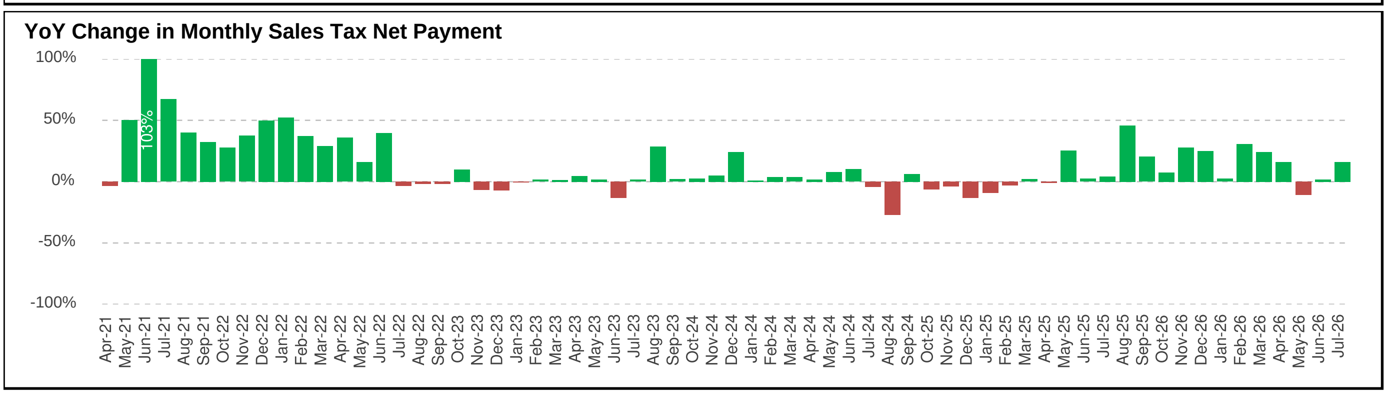
Data Source: Texas Comptroller of Public Accounts

Olmos Park - Sales Tax Net Payment Trend

	FISCAL YEAR						Change: FY '26/'25			
							Month		Year-to-Date	
	2022	2023	2024	2025	2026		$	%	$	YTD %
Oct	$ 69,948	$ 76,871	$ 78,875	$ 73,850	$ 79,336		$ 5,485	7.4%	$ 5,485	7.4%
Nov	$ 85,803	$ 80,015	$ 84,044	$ 80,947	$ 103,431		$ 22,484	27.8%	$ 27,969	18.1%
Dec	$ 86,968	$ 80,595	$ 99,992	$ 86,927	$ 108,745		$ 21,818	25.1%	$ 49,787	20.6%
Jan	$ 86,476	$ 86,044	$ 86,767	$ 78,903	$ 80,809		$ 1,905	2.4%	$ 51,692	16.1%
Feb	$ 100,671	$ 102,190	$ 105,955	$ 102,831	$ 134,456		$ 31,625	30.8%	$ 83,318	19.7%
Mar	$ 72,258	$ 73,199	$ 75,813	$ 77,297	$ 96,074		$ 18,777	24.3%	$ 102,095	20.4%
Apr	$ 75,855	$ 79,347	$ 80,711	$ 79,966	$ 92,848		$ 12,882	16.1%	$ 114,977	19.8%
May	$ 86,445	$ 87,988	$ 94,980	$ 119,035	$ 106,346		$ (12,689)	-10.7%	$ 102,289	14.6%
Jun	$ 104,997	$ 91,190	$ 100,424	$ 102,806	$ 104,614		$ 1,808	1.8%	$ 104,097	13.0%
Jul	$ 79,646	$ 80,947	$ 77,586	$ 80,803	$ 93,694		$ 12,891	16.0%	$ 116,988	13.2%
Aug	$ 80,914	$ 104,213	$ 75,797	$ 110,521						
Sep	$ 69,861	$ 71,206	$ 75,683	$ 91,087						
YEAR	**$ 999,841**	**$ 1,013,804**	**$ 1,036,627**	**$ 1,084,974**	**$ 1,000,353**					
YoY Change		**1.4%**	**2.3%**	**4.7%**	**na**					







Data Source: Texas Comptroller of Public Accounts

Olmos Park
SALES TAX PAYMENT DETAIL

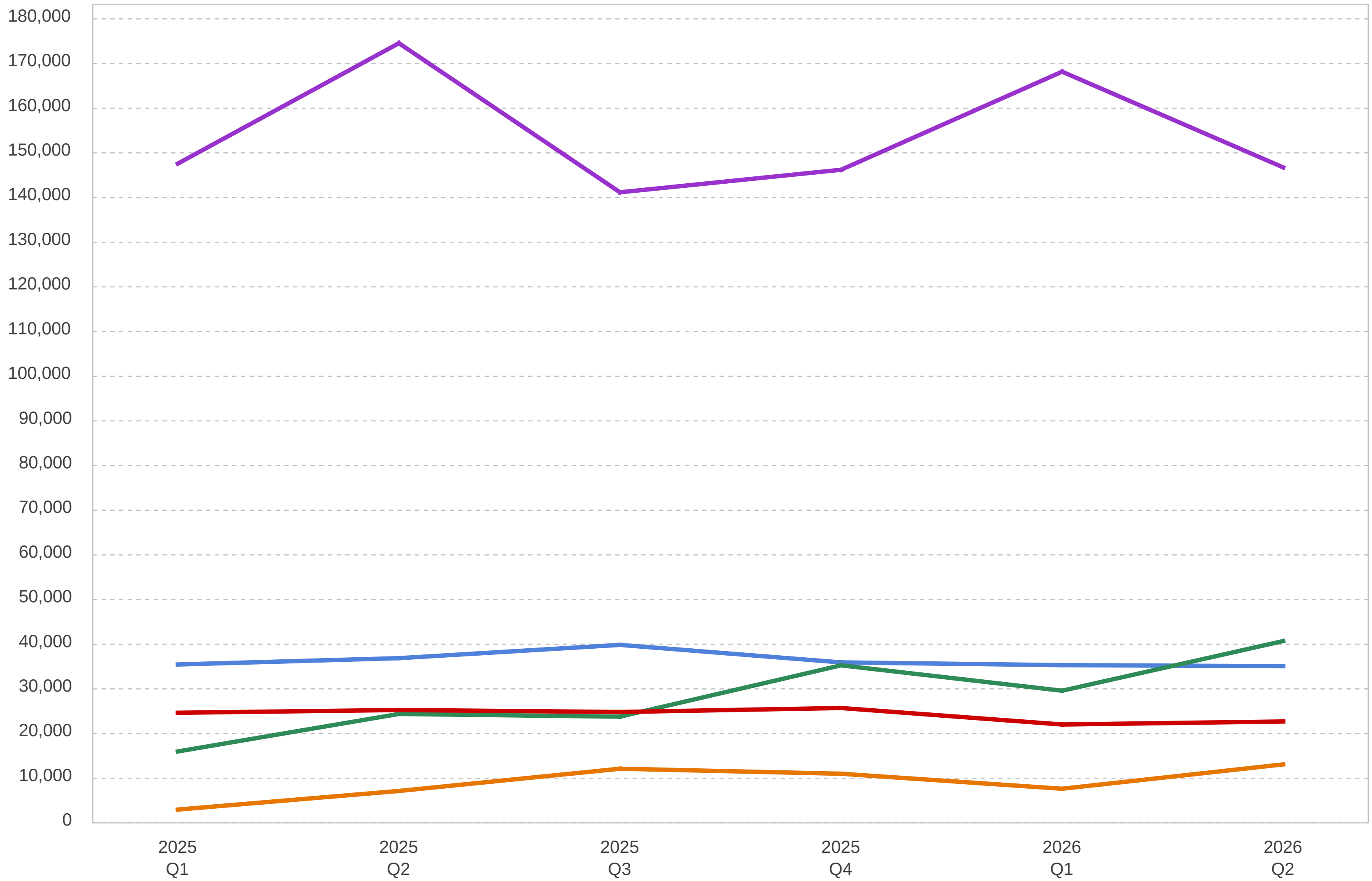
Jul-26 Fiscal Year: Oct-Sep

COLLECTIONS	Jul-25	Jul-26	Chg. $ / Chg. %	Prior FYTD	Current FYTD	Chg. $ / Chg. %
Current Period	**80,069**	**84,862**	**4,793** **6.0%**	**846,829**	**930,438**	**83,608** **9.9%**
Prior Period	591	6,974	6,383 1080.6%	39,288	48,465	9,176 23.4%
Future Period		85	85 0.0%	3,953	14,987	11,035 279.2%
Audit	462	2,215	1,753 379.9%	154	13,224	13,070 8485.1%
Unidentified	14	35	21 143.4%	276	301	25 9.1%
Single Local Tax Rate	866	1,209	343 39.7%	10,987	13,409	2,422 22.0%
TOTAL	**82,001**	**95,379**	**13,378** **16.3%**	**901,488**	**1,020,825**	**119,337** **13.2%**
Service Fee	(1,640)	(1,908)	(268) -16.3%	(18,030)	(20,417)	(2,387) -13.2%
Current Retained	(1,607)	(1,869)	(262) -16.3%	(17,669)	(20,008)	(2,339) -13.2%
Prior Retained	2,049	2,091	42 2.1%	17,576	19,952	2,377 13.5%
NET PAYMENT	**80,803**	**93,694**	**12,891** **16.0%**	**883,365**	**1,000,353**	**116,988** **13.2%**

Data Source:
Texas Comptroller of Public Accounts

HdL Companies

INDUSTRY SEGMENT SALES TAX TREND
Olmos Park



	2025 Q1	2025 Q2	2025 Q3	2025 Q4	2026 Q1	2026 Q2
Retail Trade	147,606	174,552	141,181	146,221	168,178	146,756
Lodging, Food Svcs	35,467	36,881	39,854	35,935	35,318	35,086
Prof, Scientific, Tech Svcs	15,998	24,392	23,788	35,284	29,594	40,713
Manufacturing	24,661	25,273	24,833	25,724	22,033	22,705
Admin, Support, Waste Mgmt	2,983	7,148	12,127	11,006	7,650	13,099

Data Source: Texas Comptroller of Public Accounts

HdL Companies

Olmos Park
INDUSTRY SEGMENT RANK & CHANGE
Jul-26

Fiscal Year: Oct-Sep

INDUSTRY SEGMENT*	% Total Current YTD Collections	Prior Calendar YTD Sales Tax Collections	Current Calendar YTD Sales Tax Collections	Change $	Change %
Retail Trade	51.5%	365,690	365,617	(73)	-0.0%
Lodging, Food Svcs	11.5%	85,959	81,431	(4,528)	-5.3%
Prof, Scientific, Tech Svcs	10.7%	43,824	75,859	32,035	73.1%
Manufacturing	7.6%	57,927	53,998	(3,929)	-6.8%
Admin, Support, Waste Mgmt	3.5%	12,996	24,579	11,583	89.1%
Top 5	**84.8%**	**566,397**	**601,485**	**35,088**	**6.2%**
Information excl. Telecom	3.4%	17,047	23,794	6,746	39.6%
Construction	3.4%	4,143	23,844	19,701	475.5%
Recreation, Arts, Entmt	2.5%	15,622	17,466	1,844	11.8%
Wholesale Trade	2.0%	14,244	14,365	121	0.8%
Telecom	1.5%	9,775	10,370	595	6.1%
Other Services	0.8%	6,476	5,844	(632)	-9.8%
Utilities	0.6%	4,357	4,406	49	1.1%
Unidentified	0.9%	215	6,313	6,098	2835.6%
Real Estate, Rental, Leasing	0.1%	737	677	(60)	-8.1%
Financial, Insurance	0.1%	425	384	(41)	-9.7%
Transportation, Warehousing	0.0%	154	158	3	2.2%
Mining, Oil/Gas Extr	0.0%				0.0%
Health Care, Social Assistance	0.0%	72	114	42	58.5%
Education Services	0.0%	45	81	36	81.1%
Company, Enterprise Mgmt	0.0%	10	77	67	679.4%
Ag, Forestry, Fishing, Hunting	0.0%	26	22	(4)	-15.9%
Public Admin	0.0%		1	1	0.0%
All Other	**15.2%**	**73,349**	**107,915**	**34,566**	**47.1%**
TOTAL COLLECTIONS	**100.0%**	**639,746**	**709,399**	**69,654**	**10.9%**

INDUSTRY SEGMENT	% Change from same month Prior Year: Feb	Mar	Apr	May	Jun	Jul
Retail Trade	19.8%	18.0%	1.3%	-34.7%	-2.5%	16.4%
Lodging, Food Svcs	21.0%	-16.6%	-8.4%	-8.0%	1.3%	-19.0%
Prof, Scientific, Tech Svcs	100.8%	213.4%	81.8%	46.4%	71.0%	61.7%
Manufacturing	-11.4%	-9.6%	-11.7%	16.8%	-28.4%	15.8%
Admin, Support, Waste Mgmt	208.9%	207.9%	186.1%	76.0%	35.6%	33.7%
All Others	95.4%	60.9%	42.9%	63.4%	-0.1%	45.4%
TOTAL COLLECTIONS	33.4%	24.2%	15.9%	-11.3%	3.0%	16.3%

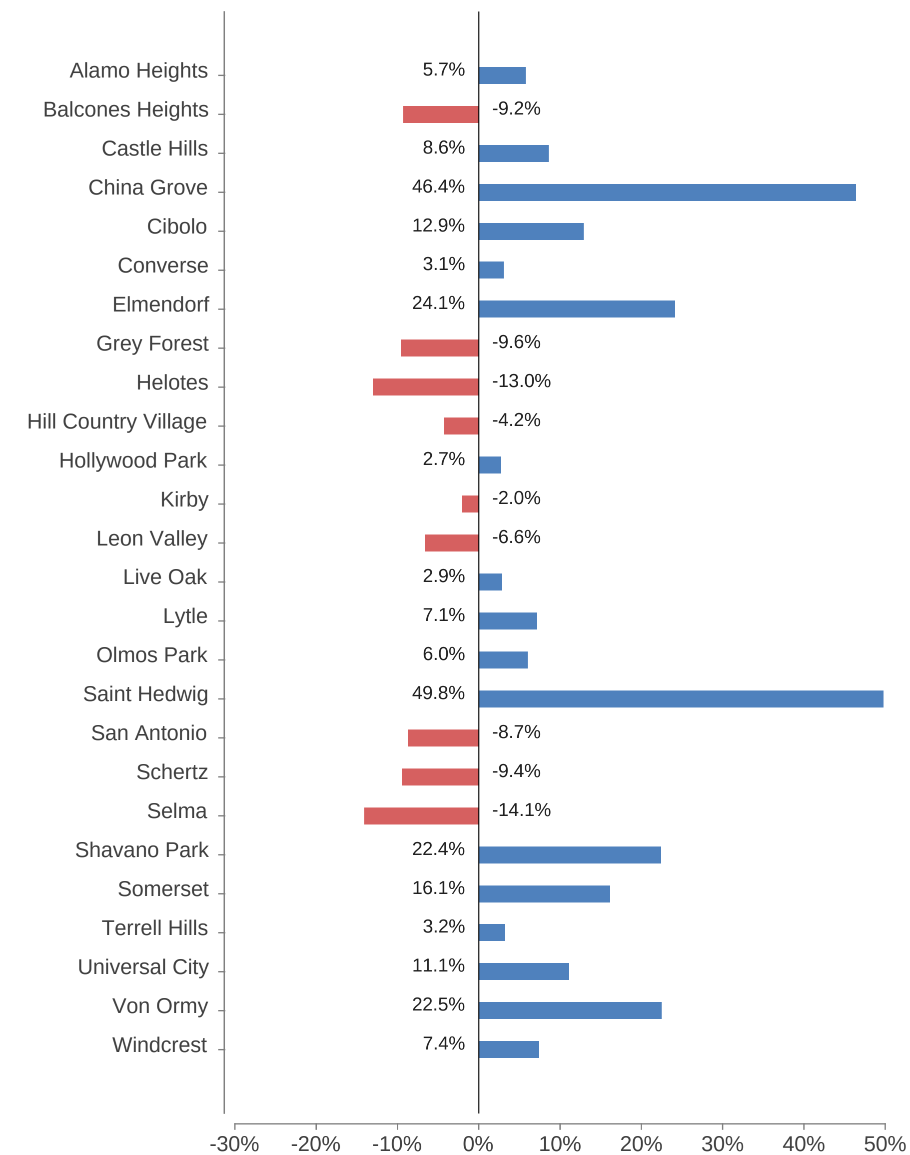
* Ranked by Current + Prior YTD Collections

Data Source: Texas Comptroller of Public Accounts
Analysis: HdL Companies

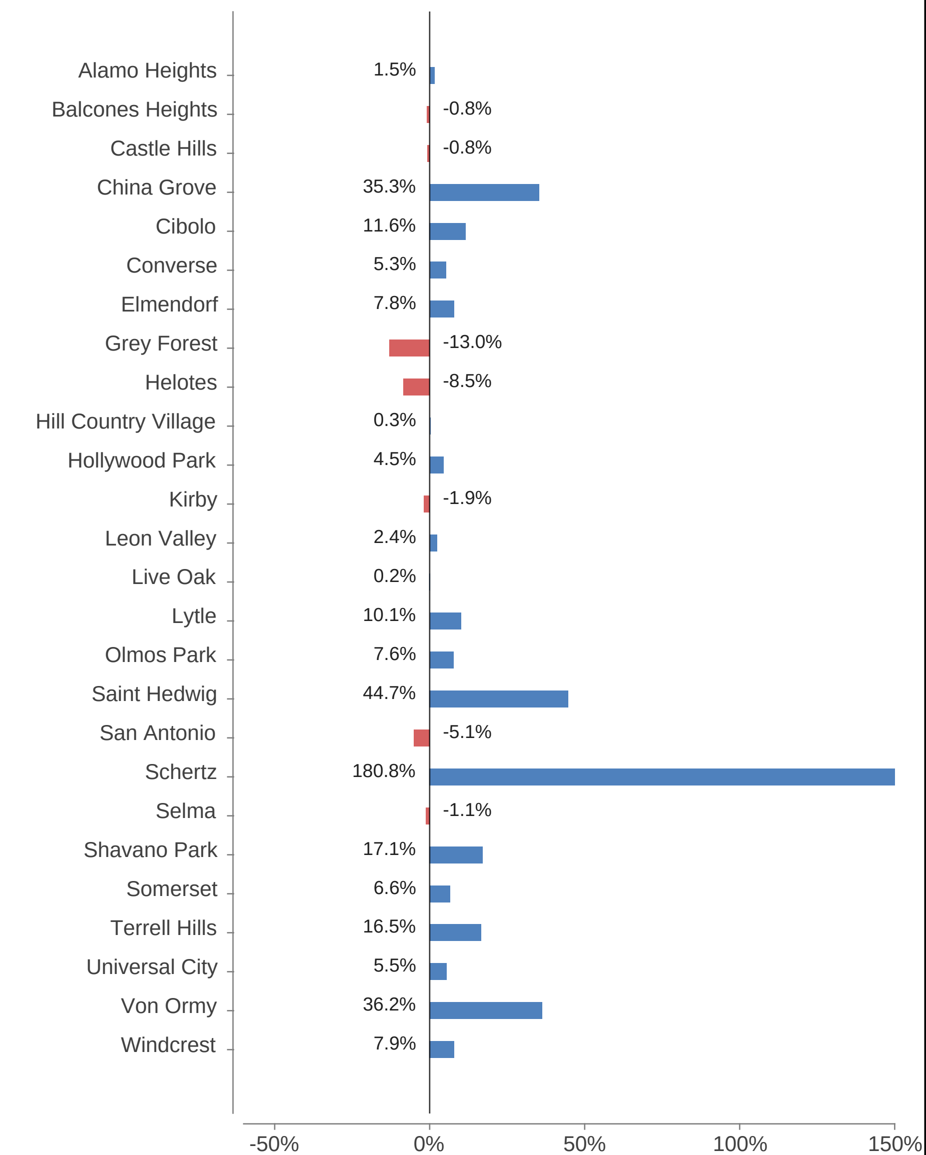
HdL Companies

SALES TAX TREND
BEXAR COUNTY (CITIES)
Jul-26

SALES TAX CURRENT PERIOD COLLECTIONS
Current Month
Yr/Yr Change



SALES TAX CURRENT PERIOD COLLECTIONS
Calendar Yr-to-Date
Yr/Yr Change



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HdL Companies