



**Thursday, October 15, 2020  
Sachse Economic Development Corporation Meeting**

**BOARD OF DIRECTORS REGULAR MEETING  
THURSDAY, OCTOBER 15, 2020 – 5:30 P.M.**

**MEETING HELD AS A VIDEO CONFERENCE CALL**

Due to the State of Texas Executive Order, we are practicing social distancing in order to prevent the spread of COVID-19. The physical location of the meeting will be closed to the public in order to practice social distancing but will be open and viewable to the public through Zoom telephone or video conference call. We encourage members of the public to view and/or listen to the video conference meeting. If you have any comments to submit regarding the agenda or other items related to the

SEDC, please e-mail those to [lblake@cityofsachse.com](mailto:lblake@cityofsachse.com).

**INSTRUCTIONS FOR ACCESSING THE VIDEO CONFERENCE CALL:**

Follow this Link: <https://us02web.zoom.us/j/86755917502?pwd=OW1JQmFyVGNRReFdyQm5aRHYxUjJHdz09>  
Meeting ID: 867 5591 7502  
Passcode: 344878

There is the option to listen to the meeting through the audio on your computer. To listen to the meeting by telephone dial: 346.248.7799 and enter meeting ID: 867 5591 7502, Passcode: 344878. Participants that log into the meeting through their computers will be able to view presentations and video interactions. Participants that dial in using their telephone will only be able to hear the audio of the meeting. Please note that only SEDC Board Members, select City of Sachse and SEDC Staff and presenters will have their video turned on and be able to speak during the meeting. All other meeting attendees will only be able to view and/or listen to the meeting.

The SEDC Board reserves the right to convene into Executive Session pursuant to the Texas Government Code, Chapter 551.071(2) for the purpose of seeking confidential legal advice from SEDC's general counsel regarding posted items on the meeting agenda.

**A. Regular Meeting Opening**

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1. Call to Order: The Board of Directors of the Economic Development Corporation of the City of Sachse will hold a Regular Meeting on Thursday, October 15, 2020 at 5:30 p.m. to consider the following items of business:
2. Invocation and Pledge of Allegiance to the U.S. and Texas Flags.

**B. Consent Agenda - All items listed on the consent agenda will be considered by the Board and will be enacted on by one motion. There will be no separate discussion of these items unless a Board member so requests.**

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1. Approve the minutes of the October 1, 2020 special meeting.
2. Accept the monthly financial reports for the period ending September 30, 2020.

**C. Regular Agenda Items**

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1. Consider amending action taken on April 16, 2020 approving the funding request for the purchase of fireworks for the City of Sachse's Red, White and Blue Blast festivities at Heritage Park, in an amount not to exceed \$20,800.00 to be reallocated to the City of Sachse's 2020 Christmas Extravaganza at Sachse City Hall.
2. Discuss the presentation of the EDC Strategic Plan to be presented to the Sachse City Council during a joint workshop session on October 26, 2020.
3. Consider and take action on changing SEDC Board Meeting start time to 5:30 pm.
4. Recognize and thank outgoing SEDC Board Member Mike VanBuskirk for his service on the SEDC Board of Directors.
5. Consider and take action on reports and presentations by the Sachse Economic Development Corporation President, Board Members, CEO and staff regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, business retention and marketing projects.

#### **D. Executive Session**

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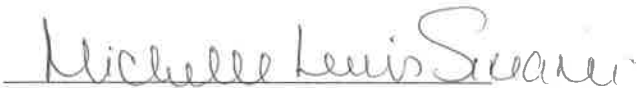
1. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code Section §551.087: Deliberation regarding Economic Development Negotiations: Discussion of Economic Development incentive for retail or commercial business projects seeking to locate within the City of Sachse.
2. Take any action as a result of Executive Session.

#### **E. Regular Meeting Closing**

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1. Adjournment.

I, the undersigned authority, do hereby certify that this notice of meeting was posted in accordance with the regulations of the Texas Open Meetings Act and was posted on the bulletin board, an accessible location at Sachse City Hall.



Michelle Lewis Sirianni, City Secretary

Accommodation requests for persons with disabilities should be made at least 48 hours prior to the meeting by contacting Lauren Rose, ADA Coordinator, via phone at 972.429.4770, via email at [lrose@cityofsachse.com](mailto:lrose@cityofsachse.com), or by appointment at 3815 Sachse Road, Building B, Sachse, Texas 75048.



**Agenda Item Details**

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	B. Consent Agenda - All items listed on the consent agenda will be considered by the Board and will be enacted on by one motion. There will be no separate discussion of these items unless a Board member so requests.
Subject	1. Approve the minutes of the October 1, 2020 special meeting.
Access	Public
Type	Action (Consent), Minutes
Recommended Action	Motion to approve minutes as attached.

**Public Content**

*All items listed on the consent agenda will be considered by the Board and will be enacted by one motion. There will be no separate discussion of these items unless a Board member so requests.*



### Agenda Item Details

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	B. Consent Agenda - All items listed on the consent agenda will be considered by the Board and will be enacted on by one motion. There will be no separate discussion of these items unless a Board member so requests.
Subject	2. Accept the monthly financial reports for the period ending September 30, 2020.
Access	Public
Type	Action (Consent)
Preferred Date	Oct 15, 2020
Fiscal Impact	No
Recommended Action	Accept the monthly financial reports for the period ending September 30, 2020.
Goals	Be a model of financial stewardship through growth management, responsible investment, and financial transparency.

### Public Content

#### **BACKGROUND**

The Sachse Economic Development Corporation Treasurer prepares a report each month to update the Board concerning the current year's budgetary progress. The report includes the most recent summary presented to City Council and a line item budget report and balance sheet for the most recent month.

#### **RECOMMENDATION**

Accept the monthly financial reports for the period ending September 30, 2020.

[SEDC-8-31-20.pdf \(84 KB\)](#)

[SEDC Preliminary Budget September 2020.pdf \(97 KB\)](#)

[EDC Balance Sheet September 2020.pdf \(76 KB\)](#)

*All items listed on the consent agenda will be considered by the Board and will be enacted by one motion. There will be no separate discussion of these items unless a Board member so requests.*

**City of Sachse**  
 Monthly Revenue and Expenditure Report  
 August 31, 2020  
 (Unaudited)

**SACHSE ECONOMIC DEVELOPMENT CORPORATION**

92% of Year Completed

	Annual Budget	Current Month Actual	Actual YTD	YTD Actual as a Percent of Budget	Note Reference
<b>Revenue Summary</b>					
Sales Tax	\$ 775,000	\$ 106,560	\$ 896,084	115.62%	
Other Income	\$ 12,500	\$ -	\$ 2,166	17.33%	
Interest Income	4,000	423	13,320	333.01%	A
<b>Total Revenue</b>	<b>\$ 791,500</b>	<b>\$ 106,982</b>	<b>\$ 911,570</b>	<b>115.17%</b>	
<b>Expenditure Summary</b>					
Expenditures	808,349	29,665	628,998	77.81%	
<b>Total Expenditures</b>	<b>\$ 808,349</b>	<b>\$ 29,665</b>	<b>\$ 628,998</b>	<b>77.81%</b>	
<b>Total Revenue Over/Under Expenses</b>	<b>\$ (16,849)</b>	<b>\$ 77,318</b>	<b>\$ 282,572</b>		

**Explanation of Major Variances:**

A Allocation of pooled money market better than projected



# Budget to Actual Account Summary

For Fiscal: 2019-2020 Period Ending: 09/30/2020

		Prior Year Budget	Prior Year Actual	2019-2020 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
<b>Fund: 06 - ECONOMIC DEVELOPMENT FUND</b>									
<b>Revenue</b>									
<b>000 - Non-Departmental</b>									
<u>06-000-40060</u>	Sales Tax	737,500.00	860,101.79	775,000.00	78,658.66	974,742.44	0.00	125.77%	-199,742.44
<u>06-000-45000</u>	Interest Income	2,500.00	12,065.94	4,000.00	0.00	13,320.39	0.00	333.01%	-9,320.39
<u>06-000-46055</u>	Concession Income - Food Trucks	12,550.00	15,206.65	12,500.00	0.00	2,165.69	0.00	17.33%	10,334.31
	<b>000 - Non-Departmental Total:</b>	<b>752,550.00</b>	<b>887,374.38</b>	<b>791,500.00</b>	<b>78,658.66</b>	<b>990,228.52</b>	<b>0.00</b>	<b>125.11%</b>	<b>-198,728.52</b>
	<b>Revenue Total:</b>	<b>752,550.00</b>	<b>887,374.38</b>	<b>791,500.00</b>	<b>78,658.66</b>	<b>990,228.52</b>	<b>0.00</b>	<b>125.11%</b>	<b>-198,728.52</b>

**Budget to Actual**

For Fiscal: 2019-2020 Period Ending: 09/30/2020

Expense	Prior Year Budget	Prior Year Actual	2019-2020 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
<b>019 - Economic Development Corporation</b>								
06-019-50000	189,574.00	175,875.12	190,736.00	12,000.00	133,928.10	0.00	70.22%	56,807.90
06-019-50005	0.00	9,675.91	6,000.00	0.00	789.01	0.00	13.15%	5,210.99
06-019-50010	0.00	0.00	0.00	0.00	81.48	0.00	0.00%	-81.48
06-019-50030	378.00	224.00	356.00	0.00	356.00	0.00	100.00%	0.00
06-019-50050	14,620.00	12,808.50	15,317.00	880.32	10,420.82	0.00	68.03%	4,896.18
06-019-50060	25,264.00	24,273.43	25,454.00	1,772.40	20,457.40	0.00	80.37%	4,996.60
06-019-50070	20,426.00	20,425.92	20,243.00	1,173.51	14,103.39	0.00	69.67%	6,139.61
06-019-50080	571.00	571.20	571.00	39.24	443.64	0.00	77.70%	127.36
06-019-50090	382.00	472.00	386.00	0.00	0.00	0.00	0.00%	386.00
06-019-50100	483.00	331.34	493.00	0.00	314.88	0.00	63.87%	178.12
06-019-50110	486.00	48.92	648.00	0.00	306.75	0.00	47.34%	341.25
06-019-51020	0.00	0.00	0.00	0.00	98.05	0.00	0.00%	-98.05
06-019-51030	4,224.00	4,590.68	2,364.00	0.00	2,400.44	0.00	101.54%	-36.44
06-019-51050	2,400.00	3,165.13	3,000.00	0.00	1,627.33	0.00	54.24%	1,372.67
06-019-51070	500.00	346.18	400.00	0.00	53.09	0.00	13.27%	346.91
06-019-51230	5,000.00	5,244.26	4,000.00	0.00	12,801.87	0.00	320.05%	-8,801.87
06-019-51400	3,000.00	1,819.32	2,500.00	0.00	1,479.82	0.00	59.19%	1,020.18
06-019-51510	700.00	1,514.49	700.00	0.00	1,295.16	0.00	185.02%	-595.16
06-019-51800	7,200.00	9,457.52	7,200.00	1,618.50	7,552.27	0.00	104.89%	-352.27
06-019-51810	8,000.00	12,349.65	10,000.00	0.00	2,770.85	0.00	27.71%	7,229.15
06-019-52000	500.00	862.20	500.00	0.00	111.01	0.00	22.20%	388.99
06-019-53002	62,591.00	33,857.71	63,000.00	15,701.78	203,018.53	0.00	322.25%	-140,018.53
06-019-53060	1,000.00	0.00	1,000.00	0.00	905.00	0.00	90.50%	95.00
06-019-53220	34,000.00	44,390.15	34,000.00	1,045.27	5,042.49	0.00	14.83%	28,957.51
06-019-53380	83,000.00	81,799.61	83,000.00	3,266.00	59,883.14	0.00	72.15%	23,116.86
06-019-53500	7,000.00	772.29	7,000.00	9,512.50	12,989.12	0.00	185.56%	-5,989.12
06-019-54500	181,055.00	48,375.28	184,194.00	66.58	12,853.99	0.00	6.98%	171,340.01
06-019-54505	0.00	0.00	0.00	0.00	36,810.00	0.00	0.00%	-36,810.00
06-019-55000	113,675.00	113,675.00	145,287.00	12,107.03	145,287.00	0.00	100.00%	0.00
<b>019 - Economic Development Corporation Total:</b>	<b>766,029.00</b>	<b>606,925.81</b>	<b>808,349.00</b>	<b>59,183.13</b>	<b>688,180.63</b>	<b>0.00</b>	<b>85.13%</b>	<b>120,168.37</b>
<b>Expense Total:</b>	<b>766,029.00</b>	<b>606,925.81</b>	<b>808,349.00</b>	<b>59,183.13</b>	<b>688,180.63</b>	<b>0.00</b>	<b>85.13%</b>	<b>120,168.37</b>
<b>Fund 06 Revenue Over/(Under) Expenses</b>	<b>-13,479.00</b>	<b>280,448.57</b>	<b>-16,849.00</b>	<b>19,475.53</b>	<b>302,047.89</b>	<b>0.00</b>	<b>-1,792.68%</b>	<b>-318,896.89</b>
<b>Total Revenue Over/(Under) Expenses:</b>	<b>-13,479.00</b>	<b>280,448.57</b>	<b>-16,849.00</b>	<b>19,475.53</b>	<b>302,047.89</b>	<b>0.00</b>	<b>-1,792.68%</b>	<b>-318,896.89</b>

**Sachse Economic Development Corporation**  
**Balance Sheet**  
**9/30/2020**

**Assets:**

Cash	\$283,764.85
Investments	\$1,758,494.05
Accts Receivable-Sales Tax	\$159,344.11
Other Receivable-TIF	\$823,867.39
Assets Held-Land	<u>\$2,197,981.68</u>

**Total Assets** \$5,223,452.08

**Liabilities:**

Payables	<u>\$23,107.75</u>
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**Total Liabilities** \$23,107.75

**Equity:**

Fund Balance 8/31/2020	\$4,898,296.44
FY 2020 YTD Surplus	<u>\$302,047.89</u>

**Total Equity** \$5,200,344.33

**Total Liabilities and Equity** \$5,223,452.08





### **Agenda Item Details**

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	1. Consider amending action taken on April 16, 2020 approving the funding request for the purchase of fireworks for the City of Sachse's Red, White and Blue Blast festivities at Heritage Park, in an amount not to exceed \$20,800.00 to be reallocated to the City of Sachse's 2020 Christmas Extravaganza at Sachse City Hall.
Access	Public
Type	Action, Discussion, Information

### **Public Content**

As the City of Sachse was forced to cancel the Red, White, and Blue blast due to COVID-19, the City has requested reallocation of SEDC sponsorship funds to the city-wide Christmas Extravaganza to offset expenses involved in the production of the event.



### **Agenda Item Details**

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	2. Discuss the presentation of the EDC Strategic Plan to be presented to the Sachse City Council during a joint workshop session on October 26, 2020.
Access	Public
Type	Action, Discussion, Information

### **Public Content**

The SEDC Board of Directors approved their 24-month Strategic Plan at a recent Board meeting. The Board and Staff will present the plan to Council for discussion and request final approval on October 26, 2020. During this item, the Board will discuss logistics of the presentation and determine how to deliver the plan in a way that involves each board member.



### **Agenda Item Details**

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	3. Consider and take action on changing SEDC Board Meeting start time to 5:30 pm.
Access	Public
Type	Action, Discussion, Information

### **Public Content**

As a result of COVID 19 restricting SEDC Board Meetings to virtual only, the Board is able to meet more easily earlier in the day. The Board will discuss changing their regular meeting time to one hour earlier than the regularly scheduled time of 6:30 pm.



**Agenda Item Details**

Meeting Oct 15, 2020 - Sachse Economic Development Corporation Meeting

Category C. Regular Agenda Items

Subject 4. Recognize and thank outgoing SEDC Board Member Mike VanBuskirk for his service on the SEDC Board of Directors.

Access Public

Type Action, Discussion, Information

**Public Content**



**Agenda Item Details**

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	5. Consider and take action on reports and presentations by the Sachse Economic Development Corporation President, Board Members, CEO and staff regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, business retention and marketing projects.
Access	Public
Type	Action, Discussion, Information, Reports
Recommended Action	Approve any reports and presentations by the Sachse Economic Development Corporation President, Board Members, CEO and staff regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, business retention and marketing projects.

**Public Content**

**BACKGROUND**

Announcements are made at this time only for information purposes.

**POLICY CONSIDERATION**

There are no policy considerations affiliated with this item.

**RECOMMENDATION**

Approve any reports and presentations by the Sachse Economic Development Corporation President, Board Members, CEO and staff regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, business retention and marketing projects.



### **Agenda Item Details**

Meeting	Oct 15, 2020 - Sachse Economic Development Corporation Meeting
Category	D. Executive Session
Subject	1. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code Section §551.087: Deliberation regarding Economic Development Negotiations: Discussion of Economic Development incentive for retail or commercial business projects seeking to locate within the City of Sachse.
Access	Public
Type	Closed Session

### **Public Content**