



**Thursday, November 19, 2020  
Sachse Economic Development Corporation Meeting**

**BOARD OF DIRECTORS REGULAR MEETING  
THURSDAY, NOVEMBER 19, 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/82496298000?](https://us02web.zoom.us/j/82496298000?pwd=RWRFUVCxTzljOWZLT05nb2RHNVVtUT09)**

**pwd=RWRFUVCxTzljOWZLT05nb2RHNVVtUT09**

**Meeting ID: 824 9629 8000**

**Passcode: 593250**

**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: 824 9629 8000, Passcode: 593250. 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, November 19, 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 15, 2020 regular meeting.
2. Accept the monthly financial reports for the period ending October 31, 2020.
3. Approve the Consent Agenda Items as presented.

### **C. Regular Agenda Items**

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1. 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	Nov 19, 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 15, 2020 regular 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	Nov 19, 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 October 31, 2020.
Access	Public
Type	Action (Consent)
Preferred Date	Nov 19, 2020
Fiscal Impact	No
Recommended Action	Accept the monthly financial reports for the period ending October 31, 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 October 31, 2020.

[SEDC 9-30-20.pdf \(84 KB\)](#)

[SEDC Prelim Budget October 2020.pdf \(92 KB\)](#)

[EDC Balance Sheet October 2020.pdf \(77 KB\)](#)

*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  
 September 30, 2020  
 (Unaudited)

**SACHSE ECONOMIC DEVELOPMENT CORPORATION**

100% 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	\$ 78,659	\$ 974,742	125.77%	
Other Income	\$ 12,500	\$ -	\$ 2,166	17.33%	
Interest Income	4,000	522	13,843	346.07%	A
<b>Total Revenue</b>	<b>\$ 791,500</b>	<b>\$ 79,181</b>	<b>\$ 990,751</b>	<b>125.17%</b>	
<b>Expenditure Summary</b>					
Expenditures	808,349	66,798	695,795	86.08%	
<b>Total Expenditures</b>	<b>\$ 808,349</b>	<b>\$ 66,798</b>	<b>\$ 695,795</b>	<b>86.08%</b>	
<b>Total Revenue Over/Under Expenses</b>	<b>\$ (16,849)</b>	<b>\$ 12,383</b>	<b>\$ 294,956</b>		

**Explanation of Major Variances:**

A Allocation of pooled money market better than projected



# Budget to Actual Account Summary

For Fiscal: 2020-2021 Period Ending: 10/31/2020

	Prior Year Budget	Prior Year YTD	2020-2021 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
<b>Fund: 06 - ECONOMIC DEVELOPMENT FUND</b>								
<b>Revenue</b>								
<b>000 - Non-Departmental</b>								
<del>06-000-40060</del> Sales Tax	775,000.00	68,804.72	837,500.00	75,429.26	75,429.26	0.00	9.01%	762,070.74
<del>06-000-45000</del> Interest Income	4,000.00	1,538.22	5,000.00	0.00	0.00	0.00	0.00%	5,000.00
<del>06-000-46055</del> Concession Income - Food Trucks	12,500.00	1,544.62	12,500.00	0.00	0.00	0.00	0.00%	12,500.00
<b>000 - Non-Departmental Total:</b>	<b>791,500.00</b>	<b>71,887.56</b>	<b>855,000.00</b>	<b>75,429.26</b>	<b>75,429.26</b>	<b>0.00</b>	<b>8.82%</b>	<b>779,570.74</b>
<b>Revenue Total:</b>	<b>791,500.00</b>	<b>71,887.56</b>	<b>855,000.00</b>	<b>75,429.26</b>	<b>75,429.26</b>	<b>0.00</b>	<b>8.82%</b>	<b>779,570.74</b>

**Budget to Actual**

For Fiscal: 2020-2021 Period Ending: 10/31/2020

Expense	Prior Year Budget	Prior Year YTD	2020-2021 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
<b>019 - Economic Development Corporation</b>								
06-019-50000	190,736.00	7,547.20	190,736.00	8,000.00	8,000.00	0.00	4.19%	182,736.00
06-019-50005	6,000.00	528.46	6,000.00	0.00	0.00	0.00	0.00%	6,000.00
06-019-50030	356.00	0.00	320.00	0.00	0.00	0.00	0.00%	320.00
06-019-50050	15,317.00	1,126.45	15,314.00	600.28	600.28	0.00	3.92%	14,713.72
06-019-50060	25,454.00	1,965.86	25,449.00	1,181.60	1,181.60	0.00	4.64%	24,267.40
06-019-50070	20,243.00	1,702.16	20,937.00	391.17	391.17	0.00	1.87%	20,545.83
06-019-50080	571.00	47.60	1,181.00	13.08	13.08	0.00	1.11%	1,167.92
06-019-50090	386.00	0.00	386.00	0.00	0.00	0.00	0.00%	386.00
06-019-50100	493.00	314.88	493.00	263.00	263.00	0.00	53.35%	230.00
06-019-50110	648.00	2.16	648.00	0.00	0.00	0.00	0.00%	648.00
06-019-51030	2,364.00	682.59	1,600.00	0.00	0.00	0.00	0.00%	1,600.00
06-019-51050	3,000.00	84.79	3,000.00	0.00	0.00	0.00	0.00%	3,000.00
06-019-51070	400.00	17.99	400.00	0.00	0.00	0.00	0.00%	400.00
06-019-51230	4,000.00	5,000.00	12,000.00	0.00	0.00	0.00	0.00%	12,000.00
06-019-51400	2,500.00	94.21	2,500.00	0.00	0.00	0.00	0.00%	2,500.00
06-019-51510	700.00	10.81	700.00	0.00	0.00	0.00	0.00%	700.00
06-019-51800	7,200.00	47.19	6,500.00	0.00	0.00	0.00	0.00%	6,500.00
06-019-51810	10,000.00	65.65	7,000.00	0.00	0.00	0.00	0.00%	7,000.00
06-019-52000	500.00	0.00	500.00	0.00	0.00	0.00	0.00%	500.00
06-019-53002	63,000.00	12,500.00	100,000.00	355.00	355.00	0.00	0.36%	99,645.00
06-019-53060	1,000.00	0.00	1,000.00	0.00	0.00	0.00	0.00%	1,000.00
06-019-53220	34,000.00	-560.05	25,000.00	0.00	0.00	0.00	0.00%	25,000.00
06-019-53380	83,000.00	3,088.86	45,000.00	195.00	195.00	0.00	0.43%	44,805.00
06-019-53500	7,000.00	75.00	2,000.00	0.00	0.00	0.00	0.00%	2,000.00
06-019-54500	184,194.00	0.00	206,262.00	980.00	980.00	0.00	0.48%	205,282.00
06-019-54505	0.00	0.00	25,764.00	0.00	0.00	0.00	0.00%	25,764.00
06-019-55000	145,287.00	12,107.27	154,310.00	0.00	0.00	0.00	0.00%	154,310.00
<b>019 - Economic Development Corporation Total:</b>	<b>808,349.00</b>	<b>46,449.08</b>	<b>855,000.00</b>	<b>11,979.13</b>	<b>11,979.13</b>	<b>0.00</b>	<b>1.40%</b>	<b>843,020.87</b>
<b>Expense Total:</b>	<b>808,349.00</b>	<b>46,449.08</b>	<b>855,000.00</b>	<b>11,979.13</b>	<b>11,979.13</b>	<b>0.00</b>	<b>1.40%</b>	<b>843,020.87</b>
<b>Fund 06 Revenue Over/(Under) Expenses</b>	<b>-16,849.00</b>	<b>25,438.48</b>	<b>0.00</b>	<b>63,450.13</b>	<b>63,450.13</b>	<b>0.00</b>	<b>0.00%</b>	<b>-63,450.13</b>
<b>Total Revenue Over/(Under) Expenses:</b>	<b>-16,849.00</b>	<b>25,438.48</b>	<b>0.00</b>	<b>63,450.13</b>	<b>63,450.13</b>	<b>0.00</b>	<b>0.00%</b>	<b>-63,450.13</b>

**Sachse Economic Development Corporation**  
**Balance Sheet**  
**10/31/2020**

**Assets:**

Cash	\$322,065.31
Investments	\$1,759,016.42
Accts Receivable-Sales Tax	\$159,344.11
Other Receivable-TIF	\$823,867.39
Assets Held-Land	<u>\$2,197,981.68</u>

**Total Assets** \$5,262,274.91

**Liabilities:**

Payables	<u>\$5,930.67</u>
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**Total Liabilities** \$5,930.67

**Equity:**

Fund Balance 8/31/2020	\$5,192,894.11
FY 2020 YTD Surplus	<u>\$63,450.13</u>

**Total Equity** \$5,256,344.24

**Total Liabilities and Equity** \$5,262,274.91





### **Agenda Item Details**

Meeting	Nov 19, 2020 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	1. 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	Nov 19, 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**