



**Thursday, August 19, 2021  
Sachse Economic Development Corporation Meeting**

**This meeting will begin at 6:00 p.m.**

**A temporary suspension of the Open Meetings Act to allow telephone or videoconference public meetings has been granted by Governor Greg Abbott and therefore, members of the public are entitled to participate remotely via ZOOM.**

**<https://us02web.zoom.us/j/83387585796?pwd=TCsyL0dDbzJuVjlaaURRQs2NjNZUT09>**

**Or Telephone: (Toll Free) 877-853-5247**

**Webinar ID: 833 8758 5796**

**Passcode: 030669**

**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, August 19, 2021 at 6:00 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 July 15, 2021, regular meeting.
2. Accept the monthly financial reports for the period ending July 31, 2021
3. Approve the Consent Agenda as presented.

**C. Regular Agenda Items**

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1. Consider the Sachse Economic Development Corporation FY 2021-2022 Budget.
2. Receive a demonstration on recently purchased tools - Impact DashBoard & Community Analyst.
3. Discuss the Target Business Sector Analysis.
4. Discuss and consider future in-person meeting start time.

**D. Executive Session**

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1. Executive Session Pursuant to Texas Government Code Section 551.087: Economic Development Deliberation: Consideration of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation, and Sherpa Brewery Inc., or its related entities for the purpose of conveying City-owned land and to incentivize building a new restaurant in the 5th Street District in Sachse, Texas.
2. Executive Session Pursuant to Texas Government Code Section 551.087: Economic Development Deliberation: Consideration of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and the operator of Frankie's Mexican Cuisine for the purpose of conveying City-owned land and to

incentivize building a new restaurant in the 5th Street District and the remodel and repurpose the existing restaurant located at 7218 Highway 78, Sachse, Texas.

#### **E. Regular Agenda Items**

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1. Take action as result of executive session: Approval of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and Sherpa Brewery Inc., or its related entities.
2. Take action as result of executive session: Approval of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and the operator of Frankie's Mexican Cuisine.
3. Request for future agenda items.

#### **F. 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.



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Michelle Lewis Sirianni, City Secretary

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



### Agenda Item Details

Meeting	Aug 19, 2021 - 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 July 15, 2021, regular meeting.
Access	Public
Type	Action (Consent), Minutes
Recommended Action	Approve as presented.
Minutes	<a href="#">View Minutes for Jul 15, 2021 - Sachse Economic Development Corporation Meeting</a>

### Public Content

#### **BACKGROUND**

Minutes of the July 15, 2021, regular meeting.

#### **POLICY CONSIDERATIONS**

There are no policy considerations affiliated with this item.

#### **RECOMMENDATION**

Approve the minutes of the July 15, 2021, regular meeting.

[07.15.21 EDC Minutes.pdf \(138 KB\)](#)

*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.*



MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE  
SACHSE ECONOMIC DEVELOPMENT CORPORATION  
THURSDAY, JULY 15, 2021  
STATE OF TEXAS  
COUNTIES OF DALLAS AND COLLIN

The Board of Directors of the Sachse Economic Development Corporation (SEDC) convened virtually via Zoom in a public meeting at 6:00 p.m. on Thursday, July 15, 2021, notice of the meeting having been posted as prescribed at the Sachse City Hall, 3815 Sachse Road, Building B, Sachse, Texas as required by Chapter 551, Local Texas Government Code.

**Members present:** SEDC President Spencer Hauenstein, Niloufer Watkins, Marcia Harris-Daniel, Tim Shivers, Teddy Kinzer, Cedric Alford, Mayor Pro Tem Jeff Bickerstaff, City Manager Gina Nash, Assistant to the City Manager – EDC Jerod Potts, Executive Assistant to the City Manager Leah Granger, and Director of Finance Teresa Savage.

**Members absent:** Angela Keeton

President Hauenstein called the meeting to order at 6:10 p.m.

**Invocation and Pledge of Allegiance to the U.S. and Texas Flags.**

Ms. Harris-Daniel gave the invocation and led the board in the Pledge of Allegiance to the U.S. and Texas flags.

**Consent Agenda**

- 1. Approve the minutes of the June 17, 2021, joint meeting.**
- 2. Approve the minutes of the June 17, 2021, regular meeting.**
- 3. Accept the monthly financial reports for the period ending June 30, 2021.**
- 4. Approve the Consent Agenda as presented.**

Mr. Shivers made a motion to approve the Consent Agenda as presented. Ms. Harris-Daniel seconded the motion and it passed unanimously.

## **Regular Agenda Items**

### **1. Discuss and consider adopting the goals and objectives set forth by the Sachse Economic Development Corporation.**

Ms. Nash presented the goals and objectives as prioritized in previous meetings and workshops. The action items were also presented in a timeline waterfall. Ms. Nash noted that staff may not be able to complete all action items of the top 15 priorities by the end of the 2022 fiscal year, but most of the work should be done or underway by then.

Mr. Shivers made a motion to adopt the goals and objectives as presented. Dr. Alford seconded the motion and it passed unanimously.

### **2. Discuss and consider action on the 2021-2022 fiscal year Sachse Economic Development Corporation annual budget.**

Ms. Nash presented the budget that staff prepared for FY 2021-2022 to reflect the values, goals and objectives, and action items for the SEDC. Each line item was discussed individually by expenditure. Board members asked questions and got clarification where necessary.

Ms. Nash explained that the Grant Programs line item was taken out until policy determined that it is a priority and fits into the SEDC goals and objectives. Mr. Shivers agreed that he would rather not budget an item that we do not really know how we want to use it. The Board still has the ability to decide as a group to fund a grant program through the EDC General Fund. Council is not interested in budgeting an item that does not have a particular intention to be used.

Dr. Alford made a motion to approve 2021-2022 Fiscal Year SEDC annual budget as presented. Ms. Watkins seconded the motion and it passed unanimously.

### **3. Discuss and consider action on the asbestos abatement plan moving forward for the EDC-owned properties in the 5th St. District.**

Ms. Nash explained the state of the Back Yard on 5th properties and the process for demolition. Mr. Potts detailed more specific information related to the asbestos situation in those properties. Ms. Nash indicated that staff needs direction to move forward with this process. The Board discussed the circumstances.

Ms. Harris-Daniel made a motion to approve the asbestos abatement plan moving forward for the EDC owned properties in the 5<sup>th</sup> street district. Specifically approving the expenditures for the asbestos surveys and abatement plan, as well as the air quality monitoring and other related costs. Mr. Shivers seconded the motion and it passed unanimously.

President Hauenstein adjourned the meeting to Executive Session at 9:12 p.m.

## **Executive Session**

President Hauenstein called the Executive Session to order at 9:15 p.m.

- 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. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code, Section §551.087 Economic Development Deliberations: to deliberate the offer or other financial incentive to a business prospect generally located along the President George Bush Turnpike.**

## **Regular Agenda Items**

The SEDC reconvened back into Regular Session at 10:49 p.m.

- 1. Take action as result of executive session including authorizing the City Manager as the Executive Director of SEDC to negotiate and execute an economic development agreement on behalf of the SEDC with Avalon Sachse I LLC, and any amendments and instruments related thereto.**

Mr. Shivers made a motion to authorize the City Manager as the Executive Director of SEDC to negotiate and execute an economic development agreement on behalf of the SEDC with Avalon Sachse I LLC, and any amendments and instruments related thereto. Ms. Watkins seconded the motion and it passed unanimously.

- 2. Request for future agenda items.**

No items requested at this time.

## **Regular Meeting Closing**

- 1. Adjournment.**

President Hauenstein adjourned the meeting at 10:51 p.m.

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Spencer Hauenstein, President

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Gina Nash, Executive Director



### Agenda Item Details

Meeting	Aug 19, 2021 - 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 July 31, 2021
Access	Public
Type	Action (Consent)
Preferred Date	Aug 19, 2021
Fiscal Impact	No
Recommended Action	Accept the monthly financial reports for the period ending July 31, 2021.
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. This month's report consists of the summary financial report most recently presented to the City Council covering June 2021 activity, and a line item budget report and balance sheet for July 2021.

#### **RECOMMENDATION**

Accept the monthly financial reports for the period ending July 31, 2021.

[EDC 6-30-2021.pdf \(84 KB\)](#)

[EDC Balance Sheet July 2021.xlsx \(11 KB\)](#)

[EDC Prelim July 2021.pdf \(97 KB\)](#)

*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

June 30, 2021

(Unaudited)

### SACHSE ECONOMIC DEVELOPMENT CORPORATION

75% of Year Completed

	Annual Budget	Current Month Actual	Actual YTD	YTD Actual as a Percent of Budget	Note Reference 0%
<b>Revenue Summary</b>					
Sales Tax	\$ 837,500	\$ 86,153	\$ 828,732	98.95%	
Other Income	\$ 12,500	\$ -	\$ 10,000	80.00%	<b>A</b>
Interest Income	5,000	832	4,232	84.64%	
<b>Total Revenue</b>	<b>\$ 855,000</b>	<b>\$ 86,985</b>	<b>\$ 842,964</b>	<b>98.59%</b>	
<b>Expenditure Summary</b>					
Expenditures	855,000	64,122	419,146	49.02%	
<b>Total Expenditures</b>	<b>\$ 855,000</b>	<b>\$ 64,122</b>	<b>\$ 419,146</b>	<b>49.02%</b>	
<b>Total Revenue Over/Under Expenses</b>	<b>\$ -</b>	<b>\$ 22,862</b>	<b>\$ 423,818</b>		

**Explanation of Major Variances:**

**A** GISD Grant received in November



**Sachse Economic Development Corporation**  
**Balance Sheet**  
**7/31/2021**

**Assets:**

Cash	\$89,603.73
Investments	\$2,637,179.89
Accts Receivable-Sales Tax	\$182,424.62
Other Receivable-TIF	\$594,902.49
Assets Held-Land	<u>\$2,197,981.68</u>

**Total Assets** **\$5,702,092.41**

**Liabilities:**

Payables	<u>\$10,745.03</u>
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**Total Liabilities** \$10,745.03

**Equity:**

Fund Balance 9/30/2020	\$5,211,294.05
FY 2021 YTD Surplus	<u>\$480,053.33</u>

**Total Equity** **\$5,691,347.38**

**Total Liabilities and Equity** **\$5,702,092.41**



City of Sachse

# Budget to Actual Account Summary

For Fiscal: 2020-2021 Period Ending: 07/31/2021

		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>									
<u>06-000-40060</u>	Sales Tax	775,000.00	789,524.26	837,500.00	88,945.92	917,677.92	0.00	109.57%	-80,177.92
<u>06-000-45000</u>	Interest Income	4,000.00	12,897.46	5,000.00	0.00	4,232.12	0.00	84.64%	767.88
<u>06-000-46055</u>	Concession Income - Food Trucks	12,500.00	2,165.69	12,500.00	0.00	0.00	0.00	0.00%	12,500.00
<u>06-000-46120</u>	Misc Grants and Donations	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00%	-10,000.00
	<b>000 - Non-Departmental Total:</b>	<b>791,500.00</b>	<b>804,587.41</b>	<b>855,000.00</b>	<b>88,945.92</b>	<b>931,910.04</b>	<b>0.00</b>	<b>109.00%</b>	<b>-76,910.04</b>
	<b>Revenue Total:</b>	<b>791,500.00</b>	<b>804,587.41</b>	<b>855,000.00</b>	<b>88,945.92</b>	<b>931,910.04</b>	<b>0.00</b>	<b>109.00%</b>	<b>-76,910.04</b>

**Budget to Actual**

For Fiscal: 2020-2021 Period Ending: 07/31/2021

Expense	Prior Year Budget	Prior Year YTD	2020-2021 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance	
<b>019 - Economic Development Corporation</b>									
<u>06-019-50000</u>	Wages and Salaries	190,736.00	113,928.10	190,736.00	10,187.20	134,695.25	0.00	70.62%	56,040.75
<u>06-019-50005</u>	Wages and Salaries - Seasonal	6,000.00	789.01	6,000.00	0.00	0.00	0.00	0.00%	6,000.00
<u>06-019-50010</u>	Overtime	0.00	81.48	0.00	1,040.93	3,903.19	0.00	0.00%	-3,903.19
<u>06-019-50030</u>	Longevity Pay	356.00	356.00	320.00	0.00	320.00	0.00	100.00%	0.00
<u>06-019-50050</u>	Social Security and Med Fica Contribu	15,317.00	8,953.62	15,314.00	840.33	9,741.36	0.00	63.61%	5,572.64
<u>06-019-50060</u>	TMRS Contributions	25,454.00	17,503.40	25,449.00	1,660.64	19,353.09	0.00	76.05%	6,095.91
<u>06-019-50070</u>	Health Insurance	20,243.00	12,147.54	20,937.00	0.00	5,502.87	0.00	26.28%	15,434.13
<u>06-019-50080</u>	Dental Insurance	571.00	378.24	1,181.00	0.00	146.22	0.00	12.38%	1,034.78
<u>06-019-50090</u>	Life and LTD Insurance	386.00	0.00	386.00	0.00	0.00	0.00	0.00%	386.00
<u>06-019-50100</u>	Workers Compensation	493.00	314.88	493.00	0.00	263.00	0.00	53.35%	230.00
<u>06-019-50110</u>	Unemployment Tax	648.00	306.75	648.00	238.32	429.71	0.00	66.31%	218.29
<u>06-019-51020</u>	Utilities - Water	0.00	98.05	0.00	0.00	66.39	0.00	0.00%	-66.39
<u>06-019-51030</u>	Utilities - Communications	2,364.00	2,358.53	1,600.00	0.00	1,001.30	0.00	62.58%	598.70
<u>06-019-51050</u>	Office Supplies	3,000.00	1,452.20	3,000.00	300.00	651.22	0.00	21.71%	2,348.78
<u>06-019-51070</u>	Postage	400.00	53.09	400.00	0.00	300.00	0.00	75.00%	100.00
<u>06-019-51230</u>	Business Retention Efforts	4,000.00	12,801.87	12,000.00	0.00	0.00	0.00	0.00%	12,000.00
<u>06-019-51400</u>	Special Programming Supplies	2,500.00	1,150.39	2,500.00	0.00	799.21	0.00	31.97%	1,700.79
<u>06-019-51510</u>	Small Tools and Equipment	700.00	1,295.16	700.00	0.00	0.00	0.00	0.00%	700.00
<u>06-019-51800</u>	Dues and Subscriptions	7,200.00	5,841.99	6,500.00	5,950.00	11,369.50	600.00	174.92%	-4,869.50
<u>06-019-51810</u>	Employee Training	10,000.00	2,770.85	7,000.00	0.00	165.00	0.00	2.36%	6,835.00
<u>06-019-52000</u>	Vehicle Repairs and Maintenance	500.00	111.01	500.00	4.00	46.10	0.00	9.22%	453.90
<u>06-019-53002</u>	Professional Fees	63,000.00	182,604.55	100,000.00	12,436.69	85,427.99	0.00	85.43%	14,572.01
<u>06-019-53060</u>	Printing Services	1,000.00	905.00	1,000.00	0.00	0.00	0.00	0.00%	1,000.00
<u>06-019-53220</u>	Backyard on 5th	34,000.00	3,931.95	25,000.00	0.00	814.94	0.00	3.26%	24,185.06
<u>06-019-53380</u>	Advertising and Legal Publications	83,000.00	56,234.64	45,000.00	0.00	13,197.86	0.00	29.33%	31,802.14
<u>06-019-53500</u>	Web Page Services	7,000.00	3,476.62	2,000.00	0.00	4,940.76	0.00	247.04%	-2,940.76
<u>06-019-54500</u>	Local Business Grant Program	184,194.00	11,605.13	206,262.00	52.88	42,989.04	0.00	20.84%	163,272.96
<u>06-019-54505</u>	Small Business Grant Program	0.00	36,810.00	25,764.00	0.00	0.00	0.00	0.00%	25,764.00
<u>06-019-55000</u>	Operating Transfer Out - General Fund	145,287.00	121,072.70	154,310.00	0.00	115,732.71	0.00	75.00%	38,577.29
<b>019 - Economic Development Corporation Total:</b>		<b>808,349.00</b>	<b>599,332.75</b>	<b>855,000.00</b>	<b>32,710.99</b>	<b>451,856.71</b>	<b>600.00</b>	<b>52.85%</b>	<b>403,143.29</b>
<b>Expense Total:</b>		<b>808,349.00</b>	<b>599,332.75</b>	<b>855,000.00</b>	<b>32,710.99</b>	<b>451,856.71</b>	<b>600.00</b>	<b>52.85%</b>	<b>403,143.29</b>
<b>Fund 06 Revenue Over/(Under) Expenses</b>		<b>-16,849.00</b>	<b>205,254.66</b>	<b>0.00</b>	<b>56,234.93</b>	<b>480,053.33</b>	<b>-600.00</b>	<b>0.00%</b>	<b>-480,053.33</b>
<b>Total Revenue Over/(Under) Expenses:</b>		<b>-16,849.00</b>	<b>205,254.66</b>	<b>0.00</b>	<b>56,234.93</b>	<b>480,053.33</b>	<b>-600.00</b>	<b>0.00%</b>	<b>-480,053.33</b>



### Agenda Item Details

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	1. Consider the Sachse Economic Development Corporation FY 2021-2022 Budget.
Access	Public
Type	Action, Discussion, Information
Preferred Date	Aug 19, 2021
Fiscal Impact	No
Recommended Action	Approve the Sachse Economic Development Corporation FY 2021-2022 Budget.
Goals	Be a model of financial stewardship through growth management, responsible investment, and financial transparency.

### Public Content

#### **BACKGROUND**

The Draft Budget for FY 2021-2022 was presented to the SEDC Board at the July 15, 2021 meeting for discussion. The document presented tonight includes minor revisions based on city-wide policy direction from the City Council and correction of any errors or omissions discovered during the budget review process.

#### **OVERVIEW**

The FY 2021-2022 SEDC Budget shows projected revenues exceeding requested expenditures by \$362,796.

#### **POLICY CONSIDERATION**

The Sachse Economic Development Corporation is considered a discretely presented component unit of the City of Sachse; approval of the Proposed Budget by the SEDC Board is necessary for it to be included in the overall City of Sachse Budget, to be approved by Ordinance of the City Council.

#### **RECOMMENDATION**

Approve the Sachse Economic Development Corporation FY 2021-2022 Budget.

[FY 2021-2022 EDC Budget.pdf \(118 KB\)](#)

**SUMMARY OF REVENUES AND EXPENDITURES  
FISCAL YEAR 2021-2022**

**SACHSE ECONOMIC DEVELOPMENT FUND**

	<u>Actual FY 2019/2020</u>	<u>Budget FY 2020/2021</u>	<u>Projected FY 2020/2021</u>	<u>Budget FY 2021/2022</u>
<b>BEGINNING FUND BALANCE</b>	<b>\$ 4,900,441</b>	<b>\$ 5,213,439</b>	<b>\$ 5,213,439</b>	<b>\$ 5,213,439</b>
<b><u>REVENUES</u></b>				
Other Taxes	\$ 997,823	\$ 837,500	\$ 917,678	\$ 975,000
Interest, Rent & Leases	13,843	5,000	4,232	5,000
Other Income	2,166	12,500	-	-
Grants & Donations	-	-	10,000	10,000
<b>TOTAL REVENUES</b>	<b>\$ 1,013,831</b>	<b>\$ 855,000</b>	<b>\$ 931,910</b>	<b>\$ 990,000</b>
<b><u>EXPENDITURES</u></b>				
Personnel Costs	\$ 186,846	\$ 261,464	\$ 261,464	\$ 171,251
Supplies and Materials	30,879	33,700	33,700	94,977
Maintenance and Repairs	261	500	500	1,000
Contractual Services	287,280	173,000	173,000	182,400
Capital Outlay and Projects	50,280	232,026	232,026	-
Transfers	145,287	154,310	154,310	177,576
<b>TOTAL EXPENDITURES</b>	<b>\$ 700,834</b>	<b>\$ 855,000</b>	<b>\$ 855,000</b>	<b>\$ 627,204</b>
<b>TOTAL REVENUES OVER EXPENDITURES</b>	<b>\$ 312,998</b>	<b>\$ -</b>	<b>\$ 76,910</b>	<b>\$ 362,796</b>
<b>ENDING FUND BALANCE</b>	<b>\$ 5,213,439</b>	<b>\$ 5,213,439</b>	<b>\$ 5,290,349</b>	<b>\$ 5,576,234</b>

**SUMMARY OF REVENUES  
FISCAL YEAR 2021-2022**

**SACHSE ECONOMIC DEVELOPMENT FUND**

	<u>Actual</u> <u>FY 2019/2020</u>	<u>Budget</u> <u>FY 2020/2021</u>	<u>Projected</u> <u>FY 2020/2021</u>	<u>Budget</u> <u>FY 2021/2022</u>
<b><u>OTHER TAXES</u></b>				
Sales Taxes	\$ 997,823	\$ 837,500	\$ 917,678	\$ 975,000
<b>OTHER TAXES TOTAL</b>	<u>\$ 997,823</u>	<u>\$ 837,500</u>	<u>\$ 917,678</u>	<u>\$ 975,000</u>
<b><u>INTEREST, RENT &amp; LEASES</u></b>				
Interest Income	\$ 13,843	\$ 5,000	\$ 4,232	\$ 5,000
Rental Income - EDC Property	-	-	-	-
<b>INTEREST, RENT &amp; LEASES TOTAL</b>	<u>\$ 13,843</u>	<u>\$ 5,000</u>	<u>\$ 4,232</u>	<u>\$ 5,000</u>
<b><u>OTHER INCOME</u></b>				
Concession Income - Food Trucks	\$ 2,166	\$ 12,500	\$ -	\$ -
<b>OTHER INCOME TOTAL</b>	<u>\$ 2,166</u>	<u>\$ 12,500</u>	<u>\$ -</u>	<u>\$ -</u>
<b><u>GRANTS &amp; DONATIONS</u></b>				
Miscellaneous Grants & Donations	\$ -	\$ -	\$ 10,000	\$ 10,000
<b>GRANTS &amp; DONATIONS TOTAL</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 10,000</u>	<u>\$ 10,000</u>
<b>TOTAL REVENUES</b>	<u><u>\$ 1,013,831</u></u>	<u><u>\$ 855,000</u></u>	<u><u>\$ 931,910</u></u>	<u><u>\$ 990,000</u></u>

**SUMMARY OF EXPENDITURES  
FISCAL YEAR 2021-2022**

**SACHSE ECONOMIC DEVELOPMENT FUND**

	<u>Actual</u> <u>FY 2019/2020</u>	<u>Budget</u> <u>FY 2020/2021</u>	<u>Projected</u> <u>FY 2020/2021</u>	<u>Budget</u> <u>FY 2021/2022</u>
<b><u>PERSONNEL COSTS</u></b>				
Wages and Salaries	\$ 139,532	\$ 190,736	\$ 190,736	\$ 114,039
Wages and Salaries - Seasonal	751	6,000	6,000	6,000
Overtime	-	-	-	5,197
Other Pay	81	-	-	659
Longevity	356	320	320	48
Social Security and Med Fica	10,442	15,314	15,314	9,176
TMRS Contributions	20,514	25,449	25,449	16,575
Health Insurance	14,103	20,937	20,937	17,867
Dental Insurance	444	1,181	1,181	543
Life and LTD Insurance	-	386	386	237
Workers Compensation	315	493	493	280
Unemployment Tax	307	648	648	630
<b>PERSONNEL COSTS TOTAL</b>	<b>\$ 186,846</b>	<b>\$ 261,464</b>	<b>\$ 261,464</b>	<b>\$ 171,251</b>
<b><u>SUPPLIES AND MATERIALS</u></b>				
Utilities - Water	\$ 98	\$ -	\$ -	\$ -
Utilities - Communications	2,441	1,600	1,600	1,440
Office Supplies	1,789	3,000	3,000	3,000
Fuel and Lubricants	-	-	-	3,250
Postage	53	400	400	400
Uniforms and Accessories	-	-	-	450
Business Retention Efforts	12,802	12,000	12,000	10,000
Community Relations & Special Programs	-	-	-	47,275
Special Programming Supplies	1,480	2,500	2,500	-
Small Tools and Equipment	1,295	700	700	1,000
Dues and Subscriptions	8,151	6,500	6,500	20,447
Employee Training	2,771	7,000	7,000	7,716
<b>SUPPLIES AND MATERIALS TOTAL</b>	<b>\$ 30,879</b>	<b>\$ 33,700</b>	<b>\$ 33,700</b>	<b>\$ 94,977</b>
<b><u>MAINTENANCE AND REPAIRS</u></b>				
Vehicle Repairs and Maintenance	\$ 261	\$ 500	\$ 500	\$ 1,000
<b>MAINTENANCE AND REPAIRS TOTAL</b>	<b>\$ 261</b>	<b>\$ 500</b>	<b>\$ 500</b>	<b>\$ 1,000</b>
<b><u>CONTRACTUAL SERVICES</u></b>				
Professional Fees	\$ 205,571	\$ 100,000	\$ 100,000	\$ 125,000
Printing Services	905	1,000	1,000	6,000
Special Events	5,042	25,000	25,000	25,000
Advertising and Legal Publications	62,773	45,000	45,000	21,400
Web Page Services	12,989	2,000	2,000	5,000
<b>CONTRACTUAL SERVICES TOTAL</b>	<b>\$ 287,280</b>	<b>\$ 173,000</b>	<b>\$ 173,000</b>	<b>\$ 182,400</b>
<b><u>CAPITAL OUTLAY AND PROJECTS</u></b>				
Local Business Grant Program	\$ 13,470	\$ 206,262	\$ 206,262	\$ -
Small Business Grant Program	36,810	25,764	25,764	-
<b>CAPITAL OUTLAY AND PROJECTS TOTAL</b>	<b>\$ 50,280</b>	<b>\$ 232,026</b>	<b>\$ 232,026</b>	<b>\$ -</b>

**SUMMARY OF EXPENDITURES  
FISCAL YEAR 2021-2022**

**SACHSE ECONOMIC DEVELOPMENT FUND**

	<u>Actual</u> <u>FY 2019/2020</u>	<u>Budget</u> <u>FY 2020/2021</u>	<u>Projected</u> <u>FY 2020/2021</u>	<u>Budget</u> <u>FY 2021/2022</u>
<b><u>TRANSFERS</u></b>				
Operating Transfer Out - General Fund	\$ 145,287	\$ 154,310	\$ 154,310	\$ 177,576
<b>TRANSFERS TOTAL</b>	<u>\$ 145,287</u>	<u>\$ 154,310</u>	<u>\$ 154,310</u>	<u>\$ 177,576</u>
<b>TOTAL EXPENDITURES</b>	<u><u>\$ 700,834</u></u>	<u><u>\$ 855,000</u></u>	<u><u>\$ 855,000</u></u>	<u><u>\$ 627,204</u></u>





### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	2. Receive a demonstration on recently purchased tools - Impact DashBoard & Community Analyst.
Access	Public
Type	Discussion, Information
Goals	Make Sachse more prosperous through job creation and quality development that adds community value.

### **Public Content**

#### **BACKGROUND**

During budget discussions with the EDC, staff mentioned some tools that would further advance the goals of the Sachse economic development program while also reducing the amount of budget spent on consulting fees. Staff has recently obtained access to online subscriptions for Impact DashBoard from Impact DataSource and Community Analyst from ESRI. Staff will provide a high-level overview of these tools, specifically highlighting key benefits to the EDC.

#### **OVERVIEW**

At the July 15 meeting, the board approved the goals and objectives set forth by the Economic Development Corporation. Among the many identified action items were those related to collecting data and to better understand the cost/benefit for prospects chosen to incentivize. Staff will provide the EDC with an overview of Impact DashBoard and Community Analyst to demonstrate some benefits associated with each tool, and how they advance the goals of the EDC.



### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	3. Discuss the Target Business Sector Analysis.
Access	Public
Type	Discussion, Information
Goals	Make Sachse more prosperous through job creation and quality development that adds community value.

### **Public Content**

#### **BACKGROUND**

At the July 15 meeting, the board approved the goals and objectives set forth by the Economic Development Corporation. Identifying target business sectors was a high priority during the strategic planning process. The Sachse EDC will begin discussions on how best to identify, distinguish, and prioritize businesses by sector.

#### **OVERVIEW**

The Sachse Economic Development Corporation desires to more formally identify, distinguish, and prioritize businesses by sector in the community. Such an analysis will assist the EDC in terms of both business retention and expansion, as well as business attraction. Developing a list of prioritized business sectors will assist the EDC by clearly articulating the types of businesses to pursue based upon the factors that make Sachse unique in the metroplex. There are different paths to achieving this outcome, and each will require robust analysis not only of this community, but of the region. This analysis will enable Sachse and the EDC to better understand where the city has strategic strengths on which to capitalize.

#### **POLICY CONSIDERATION**

There is no policy considerations affiliated with this item.

#### **RECOMMENDATION**

SEDC Board discussion will provide direction for staff on the approach for the process of target business sector identification.



### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	4. Discuss and consider future in-person meeting start time.
Access	Public
Type	Action, Discussion, Information
Absolute Date	Aug 19, 2021
Fiscal Impact	No
Budgeted	No
Recommended Action	Motion to begin meetings at ____ p.m. beginning in September.

### **Public Content**

#### **BACKGROUND**

On March 16, 2020, Governor Abbott suspended certain requirements of the Open Meetings Act to permit open meetings to occur in a fully virtual setting. On June 30, 2021, Governor Abbott's office approved a request by the Office of the Attorney General to lift the suspensions of certain provisions of the Open Meetings Act. The suspensions will lift at 12:01 a.m. on September 1, 2021. Thus, as of September 1, 2021, all provisions of the Open Meetings Act will be effective and all Texas governmental bodies subject to the Open Meetings Act must conduct their meetings in full compliance with the Open Meetings Act as written in statute.

#### **OVERVIEW**

During the pandemic, Sachse Economic Development Corporation meetings were held at 5:30pm. Prior to the pandemic, the meetings were held at 6:30 p.m. With the virtual meeting allowance being lifting, the Board can discuss and consider the meeting time.

#### **POLICY CONSIDERATION**

There are no policy considerations affiliated with this item.

#### **RECOMMENDATION**

Motion for future SEDC meetings to begin in September in person at \_\_\_\_\_ p.m.



### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	D. Executive Session
Subject	1. Executive Session Pursuant to Texas Government Code Section 551.087: Economic Development Deliberation: Consideration of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation, and Sherpa Brewery Inc., or its related entities for the purpose of conveying City-owned land and to incentivize building a new restaurant in the 5th Street District in Sachse, Texas.
Access	Public
Type	Closed Session

### **Public Content**



### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	D. Executive Session
Subject	2. Executive Session Pursuant to Texas Government Code Section 551.087: Economic Development Deliberation: Consideration of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and the operator of Frankie's Mexican Cuisine for the purpose of conveying City-owned land and to incentivize building a new restaurant in the 5th Street District and the remodel and repurpose the existing restaurant located at 7218 Highway 78, Sachse, Texas.
Access	Public
Type	Closed Session

### **Public Content**



### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	E. Regular Agenda Items
Subject	1. Take action as result of executive session: Approval of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and Sherpa Brewery Inc., or its related entities.
Access	Public
Type	Action
Recommended Action	Motion to authorize the City Manager to negotiate and execute on behalf of the SEDC a Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and Sherpa Brewery Inc., or its related entities, and to recommend the City Council approve such Memorandum of Understanding.
Goals	Make Sachse more prosperous through job creation and quality development that adds community value.

### **Public Content**



### **Agenda Item Details**

Meeting	Aug 19, 2021 - Sachse Economic Development Corporation Meeting
Category	E. Regular Agenda Items
Subject	2. Take action as result of executive session: Approval of Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and the operator of Frankie's Mexican Cuisine.
Access	Public
Type	Action
Recommended Action	Motion to authorize the City Manager to negotiate and execute on behalf of the SEDC a Memorandum of Understanding among the City of Sachse, the Sachse Economic Development Corporation and the operator of Frankie's Mexican Cuisine, and to recommend the City Council approve such Memorandum of Understanding.
Goals	Make Sachse more prosperous through job creation and quality development that adds community value.

### **Public Content**