



Thursday, October 28, 2021
Sachse Economic Development Corporation Meeting

Council Chambers
3815 Sachse Road, Building B
6:00 p.m.

The Sachse Economic Development Corporation reserves the right to reconvene, recess or realign the regular meeting, call Executive Session or order of business at any time prior to adjournment.

As authorized by Section 551.071(2) of the Texas Government Code, these meetings may be convened into closed Executive Session at any time during the Sachse Economic Development Corporation meeting for the purpose of seeking confidential legal advice from the City Attorney on any workshop or regular meeting agenda item listed herein.

A. Regular Meeting Opening

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 28, 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.

1. Approve the minutes of the September 16, 2021, regular meeting.
2. Accept the monthly financial reports for the period ending September 30, 2021.
3. Approve the Consent Agenda as presented.

C. Regular Agenda Items

1. Consider and take action on reports and presentations by the Sachse Economic Development Corporation President, Board Members, Executive Director and staff regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, business retention and marketing projects.
2. Consider and authorize the City Manager as the Executive Director of the EDC to dispose of, donate or sell the property purchased for the Backyard on 5th Street event consisting of but not limited to tables, chairs, bar, stage, and playground equipment.
3. Discuss and consider the selection process for target business sectors based on the goals and objectives of the Sachse EDC.
4. Request for future agenda items.

D. Regular Meeting Closing

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.


 Leah K Granger, Interim 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, or by appointment at 3815 Sachse Road, Building B, Sachse, Texas 75048.



Agenda Item Details

Meeting	Oct 28, 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 September 16, 2021, regular meeting.
Access	Public
Type	Action (Consent), Minutes
Recommended Action	Approve as presented.
Minutes	View Minutes for Sep 16, 2021 - Sachse Economic Development Corporation Meeting

Public Content

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Approve as presented.

09.16.21 EDC Minutes.pdf (182 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, September 16, 2021**

The Board of Directors of the Sachse Economic Development Corporation (EDC) convened in a public meeting at 6:00 p.m. on Thursday, September 16, 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: President, Spencer Hauenstein; Vice President, Tim Shivers; Marcia Harris-Daniel; Angela Keeton; Teddy Kinzer; Cedric Alford; Mayor Pro Tem, Jeff Bickerstaff; EDC Executive Director and City Manager, Gina Nash; Assistant to the City Manager – Economic Development, Jerod Potts; Executive Assistant to the City Manager, Leah Granger; Director of Finance, Teresa Savage; and Director of Development Services, Matt Robinson.

Members absent: Niloufer Watkins

President Hauenstein called the meeting to order at 6:01 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 August 19, 2021, regular meeting.**
- 2. Accept the monthly financial reports for the period ending August 31, 2021.**
- 3. Accept the Quarterly Investment Report for the quarter ending June 30, 2021.**
- 4. Approve the Consent Agenda as presented.**

Mr. Kinzer made a motion to approve all consent agenda items as they are presented. Mr. Shivers seconded the motion and it carried unanimously.

Regular Agenda Items

1. Receive an overview of the Development Services process and how it relates to EDC.

Ms. Nash introduced the Director of Development Services, Matt Robinson, who gave an overview of the Development Services Department. He explained the department consists of building permits, inspections, and planning and zoning. They also provide staff support to the Planning and Zoning Commission and the Board of Adjustments. They are the starting point of all development in Sachse. The Comprehensive Plan is the City's guiding policy for development in the city. The group actively works to implement the City's vision. They help guide the developer toward what fits with the zoning and planning for the city. A monthly development report is produced to breakdown the projects that are active in the city. This is updated and available monthly on the City website.

President Hauenstein thanked Mr. Robinson for the informative presentation.

Mr. Shivers also thanked Mr. Robinson for his presentation. He asked what tools were used to capture engagements. Mr. Robinson said they keep track of all predevelopment meetings because the developer is already serious about their project and it is moving forward. They receive an abundant number of calls and most do not develop into projects. ArcGIS online is used for zoning and subdivision regulations to help answer questions. Staff is in the process of getting land development software that will make the process easier for the residents to see what is developing. Ms. Nash noted that the greater plan is to coordinate with EDC and make connections easier for site selection.

Dr. Alford asked about the makeup of Mr. Robinson's team. Mr. Robinson described the team and noted that development is particularly busy right now. He also explained that they have been a little short staffed so they are working at a fast pace to try to keep up.

Ms. Harris-Daniel thanked Mr. Robinson for giving the overview. She said it is great to know what resources the City has but even better to know that everyone is working together to serve our city well.

2. Receive a briefing about the creation of Tax Increment Reinvestment Zone (TIRZ) #3.

Ms. Nash gave a presentation to the City Council on September 7. There is an ancillary connection to the EDC goals so she wants to keep the Board apprised of the progress. The TIRZ is a tool that will be a catalyst to help improve the SH 78 corridor for public improvements with no new taxes. City directed public improvements become attractive to developers to develop and redevelop an area. The TIRZ is controlled by the City 100%, there are no upfront costs, and it does not incur debt so it does not impact bond rating or debt capacity. This tool gives the City the chance to make significant infrastructure improvements that are needed.

Ms. Nash explained how the TIRZ tool works. Nothing is taken away from what the City has, but rather, it allows the City to dedicate that money to a particular area. The City Council will consider a resolution on Monday, September 20, to call a public hearing for the creation of a TIRZ on Monday, October 18.

Mr. Shivers asked why a TIRZ would be used rather than just dedicating the money to the area through the regular budgeting process. Ms. Nash's experience is that when developers see that a City is dedicating money to a TIRZ, they are more willing to develop there because the money is already allocated to that area. The money is obligated to that area and cannot be diverted to other areas of the city. Mr. Shivers followed up his question asking if there is a danger of limiting the city's ability to collect tax revenue and spend it on the city as a whole. Ms. Nash said that investment begets investment. She noted how effective the previous two TIRZ have been. She pointed out that The Station development would not have happened without the reinvestment zone.

The Board discussed areas of the city, the TIRZ tool, and participation by Dallas and Collin Counties.

Mr. Kinzer asked if the Bond coming up in November would affect the TIRZ. Ms. Nash said it would be unfortunate if people have that confusion or misunderstanding. Most feedback is that residents want SH 78 cleaned up and this tool is an opportunity for the City to specifically dedicate money to that area. There is a long list of projects that could be completed without raising taxes or neglecting any other area.

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

Ms. Nash and Mr. Potts updated the Board on the progress of the asbestos abatement and demolition of the EDC-owned properties in the 5th St. District. AISM completed the asbestos surveys and recommended three abatement contractors. The City requested proposals from five contractors to be more comprehensive and thorough. The contractors submitted proposals for both abatement and demolition. Ms. Nash explained that the anticipated duration of the project made a big difference in the cost of the proposals. Staff recommends selecting HP EnviroVision for the process. They had an excellent reference, thorough proposal, and could get the project finished in the shortest timeframe. The EDC does not have to follow City protocols of selecting the lowest bidder and HP EnviroVision was the second lowest bidder. The primary driving factor is cost but the number of days and the thoroughness of their proposal brought them to the top. Mr. Potts went on to say that the proposals were also given to the City's Chief Building Official without letting him know staff's choice, and he came to the same conclusion.

Mr. Shivers made a motion to authorize the City Manager as the Executive Director of EDC to negotiate and execute an agreement with HP EnviroVision and AISM for professional services to perform the necessary asbestos abatement, notification, air monitoring, demolition, reporting, and

any other incidental costs associated with this work for the EDC-owned properties in the 5th Street District to be paid from the EDC fund balance for an amount not to exceed One Hundred Seventy Thousand and No/100 Dollars (\$170,000). Mr. Kinzer seconded the motion and it carried unanimously.

4. Discuss and consider selection process for target business sectors based on the goals and objectives of the Sachse EDC.

Ms. Nash talked about the target business sector process being in several of the goals for EDC so it is an extra important topic. She and Mr. Potts have done some additional research since the last meeting where a hybrid approach was the consensus. A scope and quote were requested from two firms for a hybrid approach model. They both explained that pulling the data is not the time-consuming part of the process, rather, the analysis of the data is where most of the effort is spent. The consultant would request data from the City but would do the analysis themselves. Ms. Nash requested information from the Board to determine what they want to accomplish with this process. She laid out deliverables that staff can provide as well as options a consultant can provide. The strength of the deliverables the Board would like to see will drive which option is chosen.

President Hauenstein said the target business sector information would inform the Board how to help Sachse get where the residents want it to be. He wants the city to match who we are.

Dr. Alford thought the list of deliverables the staff can provide seemed small. He agreed the deliverable from the staff would not be the same quality as what a consultant could provide, but since the city is almost built out, he did not think an extensive report was necessary. Mr. Shivers agreed with Dr. Alford's assessment and wanted to know what the report would be used for. Ms. Nash responded that it is important for staff to know from the Board and City Council level what the target business sector is so they can know what to push toward. It will help inform what incentives are appropriate as well as give direction for staff to pursue. During conversation, Ms. Nash noted the cost proposed by one of the consultants. Dr. Alford had expected it to be much higher and suggested that the deliverables enumerated would be worth the money.

Mr. Kinzer said he thought having baseline information would be beneficial. It would help the Board to know what businesses produce the City's tax base.

Ms. Harris-Daniel reminded the Board that staff has been purchasing tools. She would like for staff to do the heavy lifting and a consultant could sharpen the information. Ms. Nash reiterated that staff has tools to mine the data but a consultant has the expertise and resources to take the data to a higher level. A consultant provides the art of the possible. Ms. Harris-Daniel agreed that there is something to be said for having an outside focus. A consultant would be able to see trends on a broader level and has a greater capacity to see the bigger picture. Mr. Kinzer concurred that it would be helpful to know what is being done in other cities to be able to work together and leverage the

information. Dr. Alford stated that a consultant would be able to look at similar communities all around the country. They could explain what they are doing and how they got there.

Mr. Kinzer would like to see the data and what it looks like. It would help if the Board knew the current state of the city then go to the consultant to understand the next step. Dr. Alford expounded that staff has finite resources. He thinks staff should see how far they can get, then bring in the consultant to help get on the right track and understand the next steps.

Mr. Shivers asked for Ms. Nash's opinion. Ms. Nash wants to make sure staff is moving in the direction of the Board and City Council's objectives. She wants to make sure the vision from the Board and Council are balanced with the character of Sachse. She would like to find the happy medium between what businesses could set up and thrive now and what businesses the City can stretch to bring in and create a successful atmosphere. The goal would be to do this and be in line with what residents want. She thinks the target sector process is the art of figuring out that difference. Staff can start pulling the data because the consultant will need it anyway, but she would like to know the art of the possible. A consultant can help us get what we want beyond what we know. Staff can start the work and have a conversation at a future meeting then possibly bring in a consultant to show the true potential. She believes a good portion of the data could be produced by the next meeting, then possibly interview a consultant in November.

Mr. Shivers asked to hear from the Council liaison. Mayor Pro Tem Bickerstaff indicated the reason for the process is because the Council and the Board want to be on the same page. What has been done on SH 78 to make improvements has not worked well. The Council is in the same situation and is trying to figure out where we as a community want to be. He agrees with Ms. Nash and the Board that the options in front of them are not a binary choice. Staff could start pulling the data, then the conversation can be had to see what the best next step is. The Council depends on the EDC for direction.

5. Request for future agenda items.

Mr. Kinzer would like to discuss the visual aspect of SH 78. As businesses need to replace or update signs and image, is that something the Board could, or should, consider? Ms. Nash stated that EDC does not typically consider that. This would be established in the zoning and development standards. The TIRZ projects will also impact the image of the corridor. Mr. Shivers suggested making a recommendation to Council to start a commission for beautification of the corridor. Ms. Nash replied that this would be a Council discussion to see what standards would govern the development/redevelopment of SH 78.

Mr. Shivers asked for a business update. He would like to understand what is going on with businesses and what challenges they are facing. Mr. Kinzer and Ms. Harris-Daniel agreed that having the chamber present might be helpful. Dr. Alford asked to discuss how this Board gets out and lets businesses know how the EDC can benefit them. He thinks it is important to get the information from

the Chamber and then figure out how to make it actionable. Mr. Kinzer reinforced that most businesses do not understand how the EDC can help them. The Board would like to get some homework at the next meeting for how they can participate in this effort and help businesses grow.

Ms. Harris-Daniel would like to get a census update. Ms. Nash replied that staff will have some information in the next target sector update.

Regular Meeting Closing

1. Adjournment.

Mr. Hauenstein adjourned the meeting at 8:33 p.m.

Spencer Hauenstein, President

Gina Nash, Executive Director



Agenda Item Details

Meeting	Oct 28, 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 September 30, 2021.
Access	Public
Type	Action (Consent)
Preferred Date	Oct 28, 2021
Recommended Action	Accept the monthly financial reports for the period ending September 30, 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 presented to City Council covering August 2021 and a preliminary line item budget report and balance sheet for September 2021.

RECOMMENDATION

Accept the monthly financial reports for the period ending September 30, 2021.

[SEDC 8-31-2021.pdf \(83 KB\)](#)

[SEDC Prelim Budget Sept 2021.pdf \(98 KB\)](#)

[EDC Balance Sheet Sept2021.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

August 31, 2021

(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
Revenue Summary					
Sales Tax	\$ 837,500	\$ 117,640	\$ 1,035,318	123.62%	
Other Income	\$ 12,500	\$ -	\$ 10,000	80.00%	A
Interest Income	5,000	785	5,853	117.05%	
Total Revenue	\$ 855,000	\$ 118,425	\$ 1,051,170	122.94%	
Expenditure Summary					
Expenditures	855,000	40,177	505,452	59.12%	
Total Expenditures	\$ 855,000	\$ 40,177	\$ 505,452	59.12%	
Total Revenue Over/Under Expenses	\$ -	\$ 78,248	\$ 545,718		

Explanation of Major Variances:

A GISD Grant received in November



City of Sachse

Budget to Actual Account Summary

For Fiscal: 2020-2021 Period Ending: 09/30/2021

	Prior Year Budget	Prior Year Actual	2020-2021 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance	
Fund: 06 - ECONOMIC DEVELOPMENT FUND									
Revenue									
000 - Non-Departmental									
<u>06-000-40060</u>	Sales Tax	775,000.00	997,822.95	837,500.00	95,277.82	1,130,595.57	0.00	135.00%	-293,095.57
<u>06-000-45000</u>	Interest Income	4,000.00	13,842.76	5,000.00	-482.33	5,370.23	0.00	107.40%	-370.23
<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
	000 - Non-Departmental Total:	791,500.00	1,013,831.40	855,000.00	94,795.49	1,145,965.80	0.00	134.03%	-290,965.80
	Revenue Total:	791,500.00	1,013,831.40	855,000.00	94,795.49	1,145,965.80	0.00	134.03%	-290,965.80

Budget to Actual

For Fiscal: 2020-2021 Period Ending: 09/30/2021

Expense	Prior Year Budget	Prior Year Actual	2020-2021 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
019 - Economic Development Corporation								
<u>06-019-50000</u> Wages and Salaries	190,736.00	139,532.15	190,736.00	15,280.80	160,163.25	0.00	83.97%	30,572.75
<u>06-019-50005</u> Wages and Salaries - Seasonal	6,000.00	751.26	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	1,401.37	6,155.29	0.00	0.00%	-6,155.29
<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	10,442.29	15,314.00	1,245.93	11,811.55	0.00	77.13%	3,502.45
<u>06-019-50060</u> TMRS Contributions	25,454.00	20,513.79	25,449.00	2,467.29	23,452.89	0.00	92.16%	1,996.11
<u>06-019-50070</u> Health Insurance	20,243.00	14,103.39	20,937.00	0.00	5,502.87	0.00	26.28%	15,434.13
<u>06-019-50080</u> Dental Insurance	571.00	443.64	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	306.67	648.00	0.00	432.94	0.00	66.81%	215.06
<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	2,440.64	1,600.00	0.00	1,238.30	0.00	77.39%	361.70
<u>06-019-51050</u> Office Supplies	3,000.00	1,789.11	3,000.00	0.00	808.36	0.00	26.95%	2,191.64
<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	1,479.82	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	8,150.66	6,500.00	720.00	14,251.50	0.00	219.25%	-7,751.50
<u>06-019-51810</u> Employee Training	10,000.00	2,770.85	7,000.00	975.00	1,140.00	0.00	16.29%	5,860.00
<u>06-019-52000</u> Vehicle Repairs and Maintenance	500.00	261.22	500.00	-11.59	257.64	0.00	51.53%	242.36
<u>06-019-53002</u> Professional Fees	63,000.00	205,570.73	100,000.00	12,231.32	109,074.31	0.00	109.07%	-9,074.31
<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	5,042.49	25,000.00	0.00	954.58	0.00	3.82%	24,045.42
<u>06-019-53380</u> Advertising and Legal Publications	83,000.00	62,773.14	45,000.00	6,200.00	19,397.86	0.00	43.11%	25,602.14
<u>06-019-53500</u> Web Page Services	7,000.00	12,989.12	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	13,470.29	206,262.00	46.48	43,080.94	0.00	20.89%	163,181.06
<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	145,287.00	154,310.00	0.00	141,451.09	0.00	91.67%	12,858.91
019 - Economic Development Corporation Total:	808,349.00	700,833.79	855,000.00	40,556.60	546,008.95	0.00	63.86%	308,991.05
Expense Total:	808,349.00	700,833.79	855,000.00	40,556.60	546,008.95	0.00	63.86%	308,991.05
Fund 06 Revenue Over/(Under) Expenses	-16,849.00	312,997.61	0.00	54,238.89	599,956.85	0.00	0.00%	-599,956.85
Total Revenue Over/(Under) Expenses:	-16,849.00	312,997.61	0.00	54,238.89	599,956.85	0.00	0.00%	-599,956.85

Sachse Economic Development Corporation
Balance Sheet
9/30/2021

Assets:

Cash	\$36,649.22
Investments	\$2,811,324.58
Accts Receivable-Sales Tax	\$182,424.62
Other Receivable-TIF	\$594,902.49
Assets Held-Land	<u>\$2,197,981.68</u>

Total Assets **\$5,823,282.59**

Liabilities:

Payables	<u>\$12,031.69</u>
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Total Liabilities \$12,031.69

Equity:

Fund Balance 9/30/2020	\$5,211,294.05
FY 2021 YTD Surplus	<u>\$599,956.85</u>

Total Equity **\$5,811,250.90**

Total Liabilities and Equity **\$5,823,282.59**



Agenda Item Details

Meeting	Oct 28, 2021 - 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, Executive Director 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
Preferred Date	Oct 28, 2021
Absolute Date	Oct 28, 2021
Recommended Action	Accept any reports and presentations by the Sachse Economic Development Corporation President, Board Members, Executive Director, and staff regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, business retention, and marketing projects.
Goals	Make Sachse more prosperous through job creation and quality development that adds community value.

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

Accept any reports and presentations by the Sachse Economic Development Corporation President, Board Members, Executive Director, 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 28, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	2. Consider and authorize the City Manager as the Executive Director of the EDC to dispose of, donate or sell the property purchased for the Backyard on 5th Street event consisting of but not limited to tables, chairs, bar, stage, and playground equipment.
Access	Public
Type	Action, Discussion
Preferred Date	Oct 28, 2021
Absolute Date	Oct 28, 2021
Recommended Action	Authorize the City Manager as Executive Director of the EDC to take the necessary action to dispose of, donate, or sell the property items purchased for the Backyard on 5th Street event consisting of but not limited to tables, chairs, bar, stage, and playground equipment.

Public Content

BACKGROUND

The Sachse EDC began hosting the Backyard on 5th event as a proof of concept and to promote the 5th Street District. The goal was to draw residents, businesses, and visitors to the area to show how suitable Sachse is for new restaurants and retail. A number of different items were purchased from the EDC budget to support this event, such as picnic tables, a bar, lighting, decorations, play equipment, and more. These items were left at the site of Backyard on 5th, where they remain today. Now, the existing structures in the 5th Street District are in the process of having the asbestos abated, and soon all the structures will be demolished. The City does not have adequate storage space to keep these items. Recently, staff has engaged with members of the community interested in taking certain items left in the 5th Street District.

OVERVIEW

Because the tables, chairs, playground equipment, and other property items were purchased by the EDC for the Backyard on 5th event, the Board must authorize the Executive Director to either sell, donate, or dispose of these items. By authorizing the Executive Director to dispose of, donate, or sell these items, someone in the community can have the opportunity to take and utilize these materials rather than them being demolished with the other structures on the site.

POLICY CONSIDERATION

There is no policy consideration at this time.

RECOMMENDATION

Authorize the City Manager as Executive Director of the EDC to take the necessary action to dispose of, donate, or sell the property items purchased for the Backyard on 5th street event consisting of but not limited to tables, chairs, bar, stage, and playground equipment.



Agenda Item Details

Meeting	Oct 28, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	3. Discuss and consider the selection process for target business sectors based on the goals and objectives of the Sachse EDC.
Access	Public
Type	Action, Discussion
Preferred Date	Oct 28, 2021
Absolute Date	Oct 28, 2021
Budget Source	Economic Development Corporation
Recommended Action	Provide direction for staff on target business sector identification.
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. At the August 19 meeting, the process of how to determine the focus of business acquisition and retention efforts was discussed. At the September 16 meeting, the EDC directed staff to start the data gathering piece of this project internally.

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 consideration at this time.

RECOMMENDATION

Provide direction for staff on target business sector identification.

2021 Community Profile.pdf (150 KB)



Community Profile

Sachse City, TX
 Sachse City, TX (4864064)
 Geography: Place

Prepared by Esri

	Sachse city, ...
Population Summary	
2000 Total Population	10,482
2010 Total Population	20,329
2021 Total Population	27,166
2021 Group Quarters	0
2026 Total Population	29,880
2021-2026 Annual Rate	1.92%
2021 Total Daytime Population	23,106
Workers	9,661
Residents	13,445
Household Summary	
2000 Households	3,493
2000 Average Household Size	3.00
2010 Households	6,659
2010 Average Household Size	3.05
2021 Households	8,752
2021 Average Household Size	3.10
2026 Households	9,549
2026 Average Household Size	3.13
2021-2026 Annual Rate	1.76%
2010 Families	5,598
2010 Average Family Size	3.34
2021 Families	7,369
2021 Average Family Size	3.39
2026 Families	8,049
2026 Average Family Size	3.42
2021-2026 Annual Rate	1.78%
Housing Unit Summary	
2000 Housing Units	3,632
Owner Occupied Housing Units	83.6%
Renter Occupied Housing Units	12.5%
Vacant Housing Units	3.8%
2010 Housing Units	6,972
Owner Occupied Housing Units	84.0%
Renter Occupied Housing Units	11.5%
Vacant Housing Units	4.5%
2021 Housing Units	8,995
Owner Occupied Housing Units	82.9%
Renter Occupied Housing Units	14.4%
Vacant Housing Units	2.7%
2026 Housing Units	9,748
Owner Occupied Housing Units	84.7%
Renter Occupied Housing Units	13.2%
Vacant Housing Units	2.0%
Median Household Income	
2021	\$102,428
2026	\$108,923
Median Home Value	
2021	\$317,571
2026	\$365,009
Per Capita Income	
2021	\$37,381
2026	\$41,413
Median Age	
2010	35.3
2021	36.7
2026	36.7

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

July 28, 2021



Community Profile

Sachse City, TX
 Sachse City, TX (4864064)
 Geography: Place

Prepared by Esri

Sachse city, ...

2021 Households by Income

Household Income Base	8,751
<\$15,000	1.6%
\$15,000 - \$24,999	2.1%
\$25,000 - \$34,999	4.2%
\$35,000 - \$49,999	9.2%
\$50,000 - \$74,999	15.0%
\$75,000 - \$99,999	15.4%
\$100,000 - \$149,999	29.3%
\$150,000 - \$199,999	13.5%
\$200,000+	9.7%
Average Household Income	\$116,181

2026 Households by Income

Household Income Base	9,550
<\$15,000	1.3%
\$15,000 - \$24,999	1.6%
\$25,000 - \$34,999	3.5%
\$35,000 - \$49,999	7.4%
\$50,000 - \$74,999	13.3%
\$75,000 - \$99,999	14.3%
\$100,000 - \$149,999	30.8%
\$150,000 - \$199,999	16.4%
\$200,000+	11.3%
Average Household Income	\$129,780

2021 Owner Occupied Housing Units by Value

Total	7,462
<\$50,000	0.4%
\$50,000 - \$99,999	0.4%
\$100,000 - \$149,999	1.3%
\$150,000 - \$199,999	8.1%
\$200,000 - \$249,999	13.8%
\$250,000 - \$299,999	20.9%
\$300,000 - \$399,999	29.1%
\$400,000 - \$499,999	20.0%
\$500,000 - \$749,999	5.7%
\$750,000 - \$999,999	0.1%
\$1,000,000 - \$1,499,999	0.2%
\$1,500,000 - \$1,999,999	0.0%
\$2,000,000 +	0.0%
Average Home Value	\$336,049

2026 Owner Occupied Housing Units by Value

Total	8,260
<\$50,000	0.0%
\$50,000 - \$99,999	0.0%
\$100,000 - \$149,999	0.1%
\$150,000 - \$199,999	1.7%
\$200,000 - \$249,999	7.7%
\$250,000 - \$299,999	18.0%
\$300,000 - \$399,999	34.6%
\$400,000 - \$499,999	29.5%
\$500,000 - \$749,999	8.2%
\$750,000 - \$999,999	0.1%
\$1,000,000 - \$1,499,999	0.1%
\$1,500,000 - \$1,999,999	0.0%
\$2,000,000 +	0.0%
Average Home Value	\$377,300

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

July 28, 2021



Community Profile

Sachse City, TX
 Sachse City, TX (4864064)
 Geography: Place

Prepared by Esri

	Sachse city, ...
2010 Population by Age	
Total	20,329
0 - 4	7.6%
5 - 9	8.7%
10 - 14	8.6%
15 - 24	11.8%
25 - 34	12.5%
35 - 44	19.4%
45 - 54	16.2%
55 - 64	9.3%
65 - 74	3.9%
75 - 84	1.6%
85 +	0.4%
18 +	70.1%
2021 Population by Age	
Total	27,166
0 - 4	6.8%
5 - 9	7.7%
10 - 14	7.8%
15 - 24	11.7%
25 - 34	13.5%
35 - 44	14.9%
45 - 54	15.2%
55 - 64	12.4%
65 - 74	7.0%
75 - 84	2.4%
85 +	0.6%
18 +	73.5%
2026 Population by Age	
Total	29,877
0 - 4	6.9%
5 - 9	7.4%
10 - 14	7.6%
15 - 24	10.8%
25 - 34	14.4%
35 - 44	15.3%
45 - 54	13.6%
55 - 64	11.9%
65 - 74	8.0%
75 - 84	3.4%
85 +	0.7%
18 +	73.9%
2010 Population by Sex	
Males	9,938
Females	10,391
2021 Population by Sex	
Males	13,307
Females	13,859
2026 Population by Sex	
Males	14,643
Females	15,234

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.



Community Profile

Sachse City, TX
 Sachse City, TX (4864064)
 Geography: Place

Prepared by Esri

	Sachse city, ...
2010 Population by Race/Ethnicity	
Total	20,329
White Alone	71.9%
Black Alone	8.9%
American Indian Alone	0.8%
Asian Alone	11.1%
Pacific Islander Alone	0.1%
Some Other Race Alone	4.4%
Two or More Races	3.0%
Hispanic Origin	13.9%
Diversity Index	59.2
2021 Population by Race/Ethnicity	
Total	27,168
White Alone	62.9%
Black Alone	11.1%
American Indian Alone	0.7%
Asian Alone	16.0%
Pacific Islander Alone	0.1%
Some Other Race Alone	5.2%
Two or More Races	3.9%
Hispanic Origin	17.1%
Diversity Index	68.9
2026 Population by Race/Ethnicity	
Total	29,879
White Alone	58.8%
Black Alone	12.4%
American Indian Alone	0.7%
Asian Alone	18.1%
Pacific Islander Alone	0.1%
Some Other Race Alone	5.7%
Two or More Races	4.3%
Hispanic Origin	18.8%
Diversity Index	72.7
2010 Population by Relationship and Household Type	
Total	20,329
In Households	100.0%
In Family Households	93.6%
Householder	27.5%
Spouse	23.1%
Child	37.1%
Other relative	4.4%
Nonrelative	1.5%
In Nonfamily Households	6.4%
In Group Quarters	0.0%
Institutionalized Population	0.0%
Noninstitutionalized Population	0.0%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

July 28, 2021



Community Profile

Sachse City, TX
 Sachse City, TX (4864064)
 Geography: Place

Prepared by Esri

	Sachse city, ...
2021 Population 25+ by Educational Attainment	
Total	17,925
Less than 9th Grade	3.9%
9th - 12th Grade, No Diploma	5.8%
High School Graduate	18.1%
GED/Alternative Credential	2.4%
Some College, No Degree	23.1%
Associate Degree	10.1%
Bachelor's Degree	24.4%
Graduate/Professional Degree	12.1%
2021 Population 15+ by Marital Status	
Total	21,103
Never Married	25.5%
Married	62.5%
Widowed	3.0%
Divorced	9.1%
2021 Civilian Population 16+ in Labor Force	
Civilian Population 16+	14,527
Population 16+ Employed	95.1%
Population 16+ Unemployment rate	4.9%
Population 16-24 Employed	9.2%
Population 16-24 Unemployment rate	11.3%
Population 25-54 Employed	69.1%
Population 25-54 Unemployment rate	3.4%
Population 55-64 Employed	16.0%
Population 55-64 Unemployment rate	4.4%
Population 65+ Employed	5.8%
Population 65+ Unemployment rate	13.3%
2021 Employed Population 16+ by Industry	
Total	13,808
Agriculture/Mining	0.7%
Construction	6.5%
Manufacturing	10.9%
Wholesale Trade	3.4%
Retail Trade	7.6%
Transportation/Utilities	4.5%
Information	4.6%
Finance/Insurance/Real Estate	11.1%
Services	46.6%
Public Administration	4.2%
2021 Employed Population 16+ by Occupation	
Total	13,810
White Collar	74.6%
Management/Business/Financial	23.5%
Professional	27.6%
Sales	9.1%
Administrative Support	14.4%
Services	10.8%
Blue Collar	14.6%
Farming/Forestry/Fishing	0.0%
Construction/Extraction	2.3%
Installation/Maintenance/Repair	3.5%
Production	5.0%
Transportation/Material Moving	3.9%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

July 28, 2021



Community Profile

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Geography: Place

Prepared by Esri

	Sachse city, ...
2010 Households by Type	
Total	6,659
Households with 1 Person	12.9%
Households with 2+ People	87.1%
Family Households	84.1%
Husband-wife Families	70.7%
With Related Children	40.0%
Other Family (No Spouse Present)	13.4%
Other Family with Male Householder	4.0%
With Related Children	2.5%
Other Family with Female Householder	9.4%
With Related Children	6.6%
Nonfamily Households	3.1%
All Households with Children	49.5%
Multigenerational Households	5.4%
Unmarried Partner Households	3.9%
Male-female	3.4%
Same-sex	0.6%
2010 Households by Size	
Total	6,659
1 Person Household	12.9%
2 Person Household	28.9%
3 Person Household	21.8%
4 Person Household	21.3%
5 Person Household	9.7%
6 Person Household	3.5%
7 + Person Household	1.9%
2010 Households by Tenure and Mortgage Status	
Total	6,659
Owner Occupied	88.0%
Owned with a Mortgage/Loan	78.4%
Owned Free and Clear	9.5%
Renter Occupied	12.0%
2021 Affordability, Mortgage and Wealth	
Housing Affordability Index	169
Percent of Income for Mortgage	13.0%
Wealth Index	124
2010 Housing Units By Urban/ Rural Status	
Total Housing Units	6,972
Housing Units Inside Urbanized Area	97.8%
Housing Units Inside Urbanized Cluster	0.0%
Rural Housing Units	2.2%
2010 Population By Urban/ Rural Status	
Total Population	20,329
Population Inside Urbanized Area	98.1%
Population Inside Urbanized Cluster	0.0%
Rural Population	1.9%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.



Community Profile

Sachse City, TX
Sachse City, TX (4864064)
Geography: Place

Prepared by Esri

Sachse city, ...

Top 3 Tapestry Segments

1. Workday Drive (4A)
2. Boomburbs (1C)
3. Up and Coming Families (7A)

2021 Consumer Spending

Apparel & Services: Total \$	\$22,932,453
Average Spent	\$2,620.25
Spending Potential Index	124
Education: Total \$	\$17,767,951
Average Spent	\$2,030.16
Spending Potential Index	118
Entertainment/Recreation: Total \$	\$35,052,754
Average Spent	\$4,005.11
Spending Potential Index	124
Food at Home: Total \$	\$56,668,295
Average Spent	\$6,474.90
Spending Potential Index	119
Food Away from Home: Total \$	\$41,186,312
Average Spent	\$4,705.93
Spending Potential Index	124
Health Care: Total \$	\$66,546,174
Average Spent	\$7,603.54
Spending Potential Index	122
HH Furnishings & Equipment: Total \$	\$25,417,709
Average Spent	\$2,904.22
Spending Potential Index	129
Personal Care Products & Services: Total \$	\$9,765,166
Average Spent	\$1,115.76
Spending Potential Index	124
Shelter: Total \$	\$214,377,283
Average Spent	\$24,494.66
Spending Potential Index	122
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$28,089,802
Average Spent	\$3,209.53
Spending Potential Index	134
Travel: Total \$	\$28,904,420
Average Spent	\$3,302.61
Spending Potential Index	131
Vehicle Maintenance & Repairs: Total \$	\$12,031,287
Average Spent	\$1,374.69
Spending Potential Index	124

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

July 28, 2021