



MINUTES OF THE REGULAR SCHEDULED MEETING OF THE BOARD OF DIRECTORS OF THE
SACHSE ECONOMIC DEVELOPMENT CORPORATION

Tuesday, January 28, 2020

STATE OF TEXAS

COUNTIES OF DALLAS AND COLLIN

The Board of Directors of the Sachse Economic Development Corporation convened in a public meeting at 6:30 p.m. on Tuesday, January 28, 2020, 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. The role of duly constituted members of the Board of Directors was called, which members are as follows, to-wit:

Spencer Hauenstein, Tim Shivers, Jeff Bickerstaff-Council Liaison, Marcia Harris-Daniel, Tricia Lindsey, Michael Rasmussen, Mike VanBuskirk, Niloufer Watkins, Leslyn Blake-ex-officio, Gina Nash-ex-officio

A. Regular Meeting Opening

1. Call to Order.

President Hauenstein called the meeting to order at 6:30 p.m.

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

Mr. Bickerstaff led the group in Invocation and Pledge of Allegiance to the U.S. and Texas Flags

B. Consent Agenda

1. Approve the minutes of December 16, 2019 Regular Meeting.
2. Accept the monthly revenue and expenditure report for the period ending November 30, 2019 and preliminary budget report for December 2019.
3. Accept the Quarterly Investment Report for the quarter ending September 30, 2019.
4. Receive the City of Sachse Investment Policy for FY 2019-2020, as adopted by the City Council on November 4, 2019

Mr. Shivers made motion to approve the Consent Agenda Items as presented and Ms. Lindsey seconded. Motion was passed by unanimous vote.

C. Regular Agenda Items

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.

CEO Report:

Ms. Blake provided an overview of her attendance at the ICSC Red River Conference in Ft. Worth, status of recruiting an Administrative Coordinator, being asked to serve on the Chamber of Commerce Awards Committee, and her attendance at the City of Sachse's newly opened Michael J Felix Community Center. Ms. Blake delivered a brief overview on where the SEDC is in the process of completing Incentive Agreements, the completion of the Retail Demand Analysis and the upcoming infrastructure needs for completing the 5th St. Development. The CEO Report concluded with a Development Report that outlined plans in review and businesses that are under construction.

Marketing Specialist Report:

Mr. Weber unveiled the new trade show exhibit featuring the "Oh So Sachse" campaign concept, displaying three double sided exhibit pieces and a podium. Mr. Weber additionally displayed photos of the exhibit being utilized at the ICSC Red River Conference in Ft. Worth, TX. During the period since the last Regular Meeting, the Sachse EDC ran a Christmas greeting ad in the *Sachse News* and was featured in the *Sachse News* and *Wylie Connections Magazine* with a "Year End Review". A briefing of future events was provided that included the opening of Backyard on 5th, ICSC Recon in Las Vegas and a *Dallas Business Journal* ad to be ran on March 6, 2020. Mr. Weber provided an overview of the SEDC's exhibit at the ICSC Red River Conference, remarking that the exhibit itself was commented upon favorably by the Commercial Real Estate and Economic Development Communities. Thirteen leads were generated for follow up. Email follow ups had been made and telephone follow ups will occur in the following week.

At 7:07 p.m., President Hauenstein convened from regular meeting into Executive Session

D. Executive Session

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 a business prospect.
2. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to the provisions of the Texas Government Code Section §551.074 Personnel: Conduct the annual evaluation of the CEO.

E. Regular Session

1. At 9:20 pm reconvened into Regular Session

Mr. Shivers made a motion to delay Ms. Blake's annual review until the next Regular Meeting on February 20, and Ms. Watkins seconded. The vote passed unanimously.

F. Regular Meeting Closing

1. Adjournment

Meeting was adjourned by President Hauenstein at 9:20 pm.

Spencer Hauenstein

Spencer Hauenstein, President

Leslyn Blake

Leslyn Blake, CEO