



Thursday, January 20, 2022
Sachse Economic Development Corporation Meeting

Council Chambers
3815 Sachse Road, Building B
7 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, January 20, 2022, at 6 p.m. to consider the following items of business:
2. Invocation and Pledge of Allegiance to the U.S. and Texas Flags.
3. Sachse Business Spotlight - Sachse Discount Pharmacy.

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 December 16, 2021, regular meeting.
2. Accept the monthly financial reports for the period ending December 31, 2021.
3. Approve the Consent Agenda as presented.

C. Regular Agenda Items

1. Receive and take action on 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.
2. Conduct a public hearing to consider a project for Evolve Biologics (USA) Inc. for a manufacturing facility to be constructed on an approximately 11.266-acre tract generally located at the southwest corner of President George Bush Highway and Pleasant Valley Road.
3. Conduct a public hearing to consider a project for Balleza Insurance Agency, LLC. for a building to be constructed on property described as Lot 1, Block A, Balleza Addition, City of Sachse, Dallas County, Texas, on 0.218-acres, generally located between State Highway 78, 6th Street, Billingsley Street, and 7th Street, addressed as 6100 State Highway 78.
4. Discuss goals and objectives as it relates to the Type B Corporation.

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 an Economic Development incentive for C&C Sachse, LLC. for a project generally located along State Highway (SH) 78 and Country Club Drive, and for retail or commercial business projects seeking to locate within the City of Sachse.


E. Regular Agenda Items

1. Take action as a result of executive session: Consider authorizing the City Manager as Executive Director of the EDC to negotiate and execute an economic development agreement on behalf of the EDC with C&C Sachse, LLC. for a project generally located along State Highway (SH) 78 and Country Club Drive, and any amendments and instruments related thereto.
2. Request for future agenda items.

F. 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	Jan 20, 2022 - Sachse Economic Development Corporation Meeting
Category	A. Regular Meeting Opening
Subject	3. Sachse Business Spotlight - Sachse Discount Pharmacy.
Access	Public
Type	Information

Public Content

BACKGROUND

In an effort to bolster business retention and expansion efforts, local Sachse businesses are selected and invited to attend EDC meetings. The goal for the Sachse Business Spotlight is to build and grow relationships between staff, the EDC, and the local business community.

OVERVIEW

Sachse Discount Pharmacy has been invited to be the second local business to present during the newly created program, Sachse Business Spotlight.

POLICY CONSIDERATION

There are no policy considerations affiliated with this item.

RECOMMENDATION

Receive a brief introduction and update from Sachse Discount Pharmacy as part of the Sachse Business Spotlight.

Chirag Sompura from Sachse Discount Pharmacy will be in attendance.



Agenda Item Details

Meeting	Jan 20, 2022 - 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 December 16, 2021, regular meeting.
Access	Public
Type	Action (Consent), Minutes
Recommended Action	Approve as presented.
Minutes	View Minutes for Dec 16, 2021 - Sachse Economic Development Corporation Meeting

Public Content

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Approve as presented.

[12.16.21 EDC Minutes.pdf \(193 KB\)](#)

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.



The City of
SACHSE
Economic Development
Corporation

**Minutes of the Regular Meeting of the Board of Directors of the
Sachse Economic Development Corporation
Thursday, December 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, December 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.

Those present: President, Spencer Hauenstein; Vice President, Tim Shivers; Board members Marcia Harris-Daniel, Teddy Kinzer, Cedric Alford, and Mark Potter; Mayor Pro Tem, Jeff Bickerstaff; EDC Executive Director and City Manager, Gina Nash; Assistant to the City Manager – Economic Development, Jerod Potts; Interim City Secretary, Leah Granger; and Assistant Director of Finance, David Baldwin.

Members absent: Angela Keeton

Regular Meeting Opening:

Call to Order.

President Hauenstein called the meeting to order at 6:00 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.

Sachse Business Spotlight - Sachse Nutrition.

Ms. Nash introduced a new program that resulted from conversations at previous meetings about contact with businesses and visitations from the Board. Staff will coordinate with a business every month to attend the meeting, talk about what their business is, what they offer in Sachse, and how EDC may be able help them. Most importantly, the program is intended to give businesses an opportunity to spotlight who they are and what they do.

Sachse Nutrition is the first business featured in the Sachse Business Spotlight. They are located at 7340 Hwy 78, Ste 250 of Sachse Plaza. They opened in November 2018 and are open 6 a.m. to 5 p.m. Monday – Friday, and 8 a.m. to 2 p.m. on Saturday.

Amanda Simants and Justin Bailey are the co-owners of Sachse Nutrition. They provide healthy teas and shakes that are low sugar, low carbohydrate, and high energy drinks for adults and aloe refreshers for kids. They are committed to community outreach and supporting local businesses, and they have several programs illustrating this commitment. Sachse Nutrition invites new businesses to come set up a shop within their store each Saturday. Once a month, patrons attend customer appreciation day where multiple vendors are invited in for them to check out. Ms. Simants and Mr. Bailey believe in giving back to the community and have worked with both 5 Loaves Pantry and Caring Bridge Angel Tree. Ms. Simants and Mr. Bailey will be holding the first fundraiser in the store this month to promote support of first responders. The vision of Sachse Nutrition is to “spread positive vibes” and “make healthy taste good.”

The Board thanked Ms. Simants and Mr. Bailey for attending the meeting and for all the work they do in the community. Ms. Harris-Daniel noted that Sachse Nutrition has a very friendly environment and their drinks taste great.

Consent Agenda:

- 1. Approve the minutes of the November 18, 2021, regular meeting.**
- 2. Accept the Quarterly Investment Report for the quarter ending September 30, 2021.**
- 3. Accept the monthly financial reports for the period ending November 30, 2021.**
- 4. Approve the Consent Agenda as presented.**

Mr. Shivers made a motion to approve all consent agenda items as they were presented. Ms. Harris-Daniel seconded the motion, and it carried unanimously.

Regular Agenda Items:

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.

Ms. Nash gave a brief overview of events in the near future and those recently passed.

- ICSC @ Red River (Dallas) – February 1-3. Registration begins January 3 and she encouraged Board members to attend if possible. The booth will be staffed by three staff members and three Board members at all times to provide enough coverage and consistency. She noted that this is a very productive conference.
- Staff has been delivering Christmas gifts from EDC to partners, friends, and prospects. All gifts were hand delivered and that contact has resulted in four meetings scheduled in January. Altogether, 37 gifts will be delivered and there has been very positive feedback. The goodwill that comes from the personal touch is invaluable. Ms. Nash gave kudos to Mr. Potts for the great work in facilitating the purchase and distribution of the gifts.
- GISC Campus Improvement Team. Ms. Nash was asked to be a part of the Gilbreath-Reed Career and Technical Center campus improvement team as a community member. Each

campus is required to have an improvement team charged with discussing and brainstorming ideas to optimize the campuses. Ms. Nash believes there is an opportunity to build relationships with the District and improve opportunities for employment in Sachse for graduates.

- Sachse Chamber of Commerce Board Retreat. Ms. Nash facilitated a discussion about DISC profiles for the Chamber Board members. She worked with their team on their strengths and opportunities to grow. She invited the chamber to attend the joint meeting with City Council and the EDC Board in January to help introduce them into the goals and objectives process.
- Ms. Nash touched on the Evolve Biologics groundbreaking held December 8. It was a great introduction of Evolve to the community. Earthwork will begin in January/February and construction should be complete in 2024.
- 5th Street District Drainage Study. The design contract was just awarded to Kimley-Horn at the last City Council meeting to study drainage and create the overall concept plan for the 5th Street District. The project will be funded by Impact Fees but will be reimbursed by TIRZ #3 funds. There will be a meeting in January with both restaurants to get together and discuss their needs and the layout of the sites. Staff is being very careful not to spend money on things that will need to be torn out later. Eventually, the development will continue across Hwy 78 and could potentially include a strategically placed garage.

President Hauenstein welcomed new member, Mark Potter, to the Board.

Consider and take action on the election of President and Vice-President of the Economic Development Corporation Board of Directors.

Mr. Shivers asked Mr. Hauenstein if he would like to continue as the President of the Board. Mr. Hauenstein said he would be happy to continue as President but noted that he was not tied to the position. Mr. Shivers expressed interest in continuing as the Vice-President as well. He thanked Mr. Hauenstein for the leadership he has provided. Ms. Harris-Daniel added that both gentlemen have served well and she appreciated their leadership.

Mr. Hauenstein nominated himself and made a motion to appoint Spencer Hauenstein as the President and Tim Shivers as Vice-President of the Economic Development Corporation Board of Directors. Mr. Potter seconded the motion, and it carried unanimously.

Discuss the upcoming joint meeting to be held between the Sachse EDC and City Council.

Ms. Nash gave an opportunity for the Board to talk about the upcoming joint meeting and for staff to gain an understanding of Board member expectations. The joint meeting will take place during the January 20 EDC meeting. Ms. Nash plans to present EDC's recent accomplishments, reporting on what has been completed in relation to the goals and objectives determined in the summer sessions, what is in progress, and what is scheduled to be completed or in progress in 2022. Ms. Nash asked the board what success looked like to them for that meeting noting she wants to make it as productive and successful as possible. Getting everyone in the same room to take a pulse check is important. She commented that the City Council wants to hear the Board's perspective.

Mr. Shivers reminded new members that the idea of the joint meeting is to continue a dialogue between the EDC Board and the City Council, ensuring both entities are in sync. He would like to show what has been accomplished and how it relates to the goals and objectives. His goals for the meeting are 1) honest feedback, both positive and negative; 2) agreement on future goals; and 3) something new such as a course correction with reprioritization or a new initiative, goal, or event that would ensure the group is moving in the desired direction. Ms. Harris-Daniel wants to make sure Council agrees with the pace the Board has been taking in the last six months. She wants to know if anything has changed that may necessitate a small priority shift.

Dr. Alford asked if consideration has been given to the shift in the Dallas County Commissioners Court and the redistricting. He wants to make sure the goals of the new Commissioner are being considered in relation to the goals and priorities. Mr. Kinzer likes the idea of looking at the meeting as an after-action review and using that model to guide the meeting. He noted that many of the goals are extensive and lofty. He wants the timing of the goals to be reviewed to make sure the Board has not overcommitted. He also noted that the Chamber was identified as a major stakeholder in the goals and objectives process. He wants to gain clarity on how staff, EDC, Council, and the Chamber interact. Ms. Nash agreed that there can sometimes be difficulty in understanding where the EDC duties end and the Chamber's begin. She said the EDC's primary responsibility is business attraction and the Chamber focus should be more on retention. This clarity between groups is important to reduce duplication of effort as well as assuring all the tasks are covered.

Mr. Shivers invited Mayor Pro Tem Bickerstaff to share his thoughts about the joint meeting. Mayor Pro Tem Bickerstaff explained that the Council is excited about the progress made in the last six months and is looking forward to hearing from the EDC Board for a temperature check. He noted that there will probably be discussion on areas to improve as well as positive feedback. He thinks the groups are mostly on the same page and the preparations of the Board are on the right track to facilitate a successful meeting.

Receive an update on the Placer.ai and Data Axle platforms.

Mr. Potts gave a run through on the two tools purchased recently, Data Axle and Placer.ai. In relation to Placer.ai, Mr. Potts has attended one of the several trainings needed to gain a comprehensive understanding of the tool's capabilities. He gave an overview using the Christmas Extravaganza as an example of how the platform can be used to start targeting business sectors. He was able to use heat maps and visitor journeys/routes to show the success of that event.

Data Axle is a cost-effective solution and an industry standard for gathering business information. This tool has already cut down the time Mr. Potts has needed to spend gathering business information.

Ms. Nash noted that these tools are a great start for staff to begin compiling the information the Board is interested in to determine target business sectors. She emphasized that Mr. Potts will need more training to be able to gather and analyze the data needed for the task. When asked, she stipulated that a consultant may be able to provide the information more thoroughly or quickly but

that, eventually, she believes staff will be able to present what is lacking in Sachse and where to focus attraction efforts.

The Board continued to discuss and ask questions to gain an understanding of how the tools will assist staff to identify target sectors. Ms. Nash mentioned that staff will mine the data to the best of their ability and would continue to build relationships with brokers to understand and guide their perception of Sachse.

President Hauenstein adjourned the meeting to Executive Session at 7:42 p.m.

Executive Session:

- 1. The Sachse Economic Development corporation shall convene into Executive Session pursuant to the Texas Government Code, Section §551.072: Deliberation regarding the sale of real property described as Lots 1 through 6, Block 44, Original Town of Sachse, to the City of Sachse.**
- 2. 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 incentives for retail or commercial business projects seeking to locate within the City of Sachse.**

President Hauenstein reconvened back to Regular Session at 8:26 p.m.

Regular Agenda:

Take action as a result of executive session: Consider authorizing the City Manager as Executive Director of the EDC to negotiate the sale of real property described as Lots 1 through 6, Block 44, Original Town of Sachse, to the City of Sachse.

No action taken at this time.

Request for future agenda items.

President Hauenstein asked if there were any requests for future meetings. Dr. Alford mentioned that having the City Attorney give a presentation at a future meeting on what EDC needs to know would be beneficial. Mr. Shivers noted that he likes the format currently being used.

Regular Meeting Closing:

President Hauenstein adjourned the meeting at 8:27 p.m.

Spencer Hauenstein, President

Gina Nash, Executive Director



Agenda Item Details

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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 December 31, 2021.
Access	Public
Type	Action (Consent)
Preferred Date	Jan 20, 2022
Fiscal Impact	No
Recommended Action	Accept the monthly financial reports for the period ending December 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 presented to City Council covering November 2021 and a preliminary line item budget report and balance sheet for December 2021.

RECOMMENDATION

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

[SEDC 11-30-21.pdf \(84 KB\)](#)

[December 2021 Preliminary Budget Report.pdf \(98 KB\)](#)

[EDC Balance Sheet Dec 2021.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
 November 30, 2021
 (Unaudited)

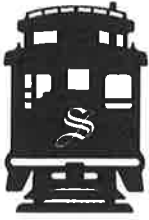
SACHSE ECONOMIC DEVELOPMENT CORPORATION

17% of Year Completed

	Annual Budget	Current Month Actual	Actual YTD	YTD Actual as a Percent of Budget	Note Reference
Revenue Summary					
Sales Tax	\$ 975,000	\$ 117,072	\$ 205,150	21.04%	
Other Income	10,000	-	-	0.00%	
Interest Income	5,000	809	1,628	32.57%	
Total Revenue	\$ 990,000	\$ 117,881	\$ 206,779	20.89%	
Expenditure Summary					
Expenditures	\$ 627,204	\$ 180,358	\$ 212,339	33.85%	A
Total Expenditures	\$ 627,204	\$ 180,358	\$ 212,339	33.85%	
Total Revenue Over/Under Expenses	\$ 362,796	\$ (62,476)	\$ (5,560)		

Explanation of Major Variances:

A Includes asbestos abatement and demolition



City of Sachse

Budget to Actual Account Summary

For Fiscal: 2021-2022 Period Ending: 12/31/2021

	Prior Year Budget	Prior Year YTD	2021-2022 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	837,500.00	264,343.12	975,000.00	97,946.95	303,097.21	0.00	31.09%	671,902.79
<u>06-000-45000</u>	Interest Income	5,000.00	1,343.55	5,000.00	-527.74	1,100.69	0.00	22.01%	3,899.31
<u>06-000-46120</u>	Misc Grants and Donations	0.00	10,000.00	10,000.00	10,000.00	10,000.00	0.00	100.00%	0.00
	000 - Non-Departmental Total:	842,500.00	275,686.67	990,000.00	107,419.21	314,197.90	0.00	31.74%	675,802.10
	Revenue Total:	842,500.00	275,686.67	990,000.00	107,419.21	314,197.90	0.00	31.74%	675,802.10

Budget to Actual

For Fiscal: 2021-2022 Period Ending: 12/31/2021

		Prior Year Budget	Prior Year YTD	2021-2022 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
Expense									
019 - Economic Development Corporation									
<u>06-019-50000</u>	Wages and Salaries	190,736.00	24,588.23	114,039.00	5,923.20	22,827.16	0.00	20.02%	91,211.84
<u>06-019-50005</u>	Wages and Salaries - Seasonal	6,000.00	0.00	6,000.00	0.00	0.00	0.00	0.00%	6,000.00
<u>06-019-50010</u>	Overtime	0.00	0.00	5,196.75	0.00	2,062.28	0.00	39.68%	3,134.47
<u>06-019-50020</u>	Other Pay	0.00	0.00	659.00	0.00	0.00	0.00	0.00%	659.00
<u>06-019-50030</u>	Longevity Pay	320.00	320.00	48.00	0.00	0.00	0.00	0.00%	48.00
<u>06-019-50050</u>	Social Security and Med Fica Contribu	15,314.00	1,890.32	9,176.00	451.92	1,989.73	0.00	21.68%	7,186.27
<u>06-019-50060</u>	TMRS Contributions	25,449.00	3,769.30	16,575.00	876.04	3,752.97	0.00	22.64%	12,822.03
<u>06-019-50070</u>	Health Insurance	20,937.00	3,155.85	17,867.00	0.00	1,279.20	0.00	7.16%	16,587.80
<u>06-019-50080</u>	Dental Insurance	1,181.00	65.40	543.00	0.00	0.00	0.00	0.00%	543.00
<u>06-019-50090</u>	Life and LTD Insurance	386.00	0.00	237.00	0.00	0.00	0.00	0.00%	237.00
<u>06-019-50100</u>	Workers Compensation	493.00	263.00	280.00	0.00	189.37	0.00	67.63%	90.63
<u>06-019-50110</u>	Unemployment Tax	648.00	0.00	630.00	0.00	0.00	0.00	0.00%	630.00
<u>06-019-51020</u>	Utilities - Water	0.00	0.00	0.00	0.00	65.90	0.00	0.00%	-65.90
<u>06-019-51030</u>	Utilities - Communications	1,600.00	267.68	1,440.00	0.00	182.47	0.00	12.67%	1,257.53
<u>06-019-51050</u>	Office Supplies	3,000.00	260.15	3,000.00	0.00	0.00	0.00	0.00%	3,000.00
<u>06-019-51070</u>	Postage	400.00	292.50	400.00	0.00	0.00	0.00	0.00%	400.00
<u>06-019-51230</u>	Business Retention Efforts	12,000.00	0.00	10,000.00	0.00	0.00	0.00	0.00%	10,000.00
<u>06-019-51500</u>	Uniforms and Accessories	0.00	0.00	450.00	0.00	0.00	0.00	0.00%	450.00
<u>06-019-51510</u>	Small Tools and Equipment	700.00	0.00	1,000.00	0.00	0.00	0.00	0.00%	1,000.00
<u>06-019-51550</u>	Fuel and Lubricants	0.00	0.00	3,250.00	0.00	0.00	0.00	0.00%	3,250.00
<u>06-019-51700</u>	Community Relations	0.00	0.00	47,275.00	600.00	6,969.99	0.00	14.74%	40,305.01
<u>06-019-51800</u>	Dues and Subscriptions	6,500.00	1,413.12	20,446.88	22,465.00	27,429.00	1,155.00	134.15%	-6,982.12
<u>06-019-51810</u>	Employee Training	7,000.00	165.00	7,715.50	700.00	700.00	0.00	9.07%	7,015.50
<u>06-019-52000</u>	Vehicle Repairs and Maintenance	500.00	32.86	1,000.00	33.50	40.50	0.00	4.05%	959.50
<u>06-019-53002</u>	Professional Fees	100,000.00	5,338.75	125,000.00	5,107.12	7,661.27	0.00	6.13%	117,338.73
<u>06-019-53060</u>	Printing Services	1,000.00	0.00	6,000.00	0.00	0.00	0.00	0.00%	6,000.00
<u>06-019-53220</u>	Backyard on 5th	25,000.00	483.03	25,000.00	0.00	156.02	0.00	0.62%	24,843.98
<u>06-019-53380</u>	Advertising and Legal Publications	45,000.00	13,608.26	21,400.00	0.00	4,381.95	3,400.00	20.48%	17,018.05
<u>06-019-53500</u>	Web Page Services	2,000.00	0.00	5,000.00	0.00	0.00	0.00	0.00%	5,000.00
<u>06-019-54252</u>	Economic Dev - Property Abatement	0.00	0.00	0.00	14,048.00	152,567.00	0.00	0.00%	-152,567.00
<u>06-019-54500</u>	Local Business Grant Program	206,262.00	21,884.59	0.00	3.04	695.39	0.00	0.00%	-695.39
<u>06-019-55000</u>	Operating Transfer Out - General Fund	154,310.00	38,577.57	177,576.00	0.00	29,596.16	0.00	16.67%	147,979.84
019 - Economic Development Corporation Total:		826,736.00	116,375.61	627,204.13	50,207.82	262,546.36	4,555.00	41.86%	364,657.77
Expense Total:		826,736.00	116,375.61	627,204.13	50,207.82	262,546.36	4,555.00	41.86%	364,657.77
Fund 06 Revenue Over/(Under) Expenses		15,764.00	159,311.06	362,795.87	57,211.39	51,651.54	-4,555.00	14.24%	311,144.33
Total Revenue Over/(Under) Expenses:		15,764.00	159,311.06	362,795.87	57,211.39	51,651.54	-4,555.00	14.24%	311,144.33

Sachse Economic Development Corporation
Balance Sheet
12/31/2021

Assets:

Cash	\$63,934.65
Investments	\$2,813,741.38
Accts Receivable-Sales Tax	\$205,150.26
Other Receivable-TIF	\$594,902.49
Assets Held-Land	<u>\$2,197,981.68</u>

Total Assets **\$5,875,710.46**

Liabilities:

Payables	<u>\$10,676.70</u>
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Total Liabilities \$10,676.70

Equity:

Fund Balance 9/30/2020	\$5,813,382.22
FY 2021 YTD Surplus	<u>\$51,651.54</u>

Total Equity **\$5,865,033.76**

Total Liabilities and Equity **\$5,875,710.46**



Agenda Item Details

Meeting	Jan 20, 2022 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	1. Receive and take action on 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.
Access	Public
Type	Action, Discussion, Information
Preferred Date	Dec 16, 2021
Absolute Date	Dec 16, 2021
Recommended Action	Receive and take action on 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 informational purposes.

POLICY CONSIDERATION

There are no policy considerations affiliated with this item.

RECOMMENDATION

Receive and take actions on 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	Jan 20, 2022 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	2. Conduct a public hearing to consider a project for Evolve Biologics (USA) Inc. for a manufacturing facility to be constructed on an approximately 11.266-acre tract generally located at the southwest corner of President George Bush Highway and Pleasant Valley Road.
Access	Public
Type	Action, Discussion
Preferred Date	Jan 20, 2022
Absolute Date	Jan 20, 2022
Recommended Action	Approve a project for Evolve Biologics (USA) Inc. for a manufacturing facility to be constructed on an approximately 11.266-acre tract generally located at the southwest corner of President George Bush Highway and Pleasant Valley Road.

Public Content

BACKGROUND

On June 7, 2021, Sachse City Council authorized the City Manager to negotiate and execute on behalf of the City an Economic Development Incentive Agreement with Evolve Biologics (USA) Inc., and with further authority to finalize the remaining terms to be negotiated, all subject to approval as to form by the City Attorney.

On June 15, 2021, Dallas County Commissioners Court approved an incentive agreement with Evolve Biologics (USA) Inc.

On June 17, 2021, the Sachse Economic Development Corporation authorized the City Manager to negotiate and execute on behalf of the Economic Development Corporation an Economic Development Incentive Agreement with Evolve Biologics (USA) Inc., and with further authority to finalize the remaining terms to be negotiated, all subject to approval as to form by the City Attorney.

This project was referred to as "Project Apollo" before the company (Evolve Biologics) was named publicly. Project Apollo was discussed during executive session at Sachse EDC Board meetings prior to approval by the EDC, including meetings held on April 15, May 6, and May 20 in 2021.

OVERVIEW

As required by Texas Local Government Code, a Type B corporation shall hold at least one public hearing on a proposed project before spending money to undertake the project.

POLICY CONSIDERATION

The Economic Development Policy (Resolution 3387) states that "the City and the SEDC may notwithstanding this policy provide economic development incentives and/or establish economic development programs on a case by case basis that promote economic development, create employment opportunities, increase sales tax and property tax revenue."

RECOMMENDATION

Approve a project for Evolve Biologics (USA) Inc. for a manufacturing facility to be constructed on an approximately 11.266-acre tract generally located at the southwest corner of President George Bush Highway and Pleasant Valley Road.



Agenda Item Details

Meeting	Jan 20, 2022 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	3. Conduct a public hearing to consider a project for Balleza Insurance Agency, LLC. for a building to be constructed on property described as Lot 1, Block A, Balleza Addition, City of Sachse, Dallas County, Texas, on 0.218-acres, generally located between State Highway 78, 6th Street, Billingsley Street, and 7th Street, addressed as 6100 State Highway 78.
Access	Public
Type	Action, Discussion
Preferred Date	Jan 20, 2022
Absolute Date	Jan 20, 2022
Fiscal Impact	Yes
Dollar Amount	20,000.00
Budget Source	Economic Development Corporation
Recommended Action	Approve a project for Balleza Insurance Agency, LLC. for a building to be constructed on property described as Lot 1, Block A, Balleza Addition, City of Sachse, Dallas County, Texas, on 0.218-acres, generally located between State Highway 78, 6th Street, Billingsley Street, and 7th Street, addressed as 6100 State Highway 78.

Public Content

BACKGROUND

On November 18, 2021, the Sachse Economic Development Corporation authorized the City Manager as Executive Director of the EDC to negotiate and execute an economic development agreement on behalf of the EDC with Balleza Insurance Agency, LLC.

On December 6, 2021, the Sachse City Council authorized the City Manger as Executive Director of the EDC to negotiate and execute an economic development agreement in the amount of \$20,000 on behalf of the EDC with Balleza Insurance Agency, LLC.

OVERVIEW

As required by Texas Local Government Code, a Type B corporation shall hold at least one public hearing on a proposed project before spending money to undertake the project.

POLICY CONSIDERATION

The Economic Development Policy (Resolution 3387) states that "the City and the SEDC may notwithstanding this policy provide economic development incentives and/or establish economic development programs on a case by case basis that promote economic development, create employment opportunities, increase sales tax and property tax revenue."

RECOMMENDATION

Approve a project for Balleza Insurance Agency, LLC. for a building to be constructed on property described as Lot 1, Block A, Balleza Addition, City of Sachse, Dallas County, Texas, on 0.218-acres, generally located between State Highway 78, 6th Street, Billingsley Street, and 7th Street, addressed as 6100 State Highway 78.



Agenda Item Details

Meeting	Jan 20, 2022 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	4. Discuss goals and objectives as it relates to the Type B Corporation.
Access	Public
Type	Discussion, Information

Public Content

BACKGROUND

The recently adopted Sachse EDC goals and objectives contain the following action item: "Conduct EDC/City Council joint work session every six months, to report progress, maintain alignment and adjust policy direction." The purpose of this specific agenda item is for the EDC to have a follow-up discussion about the joint work session held with City Council on January 20, 2022.

OVERVIEW

The Sachse EDC and staff will have a follow-up discussion if needed about the joint work session held with City Council on January 20, 2022.

POLICY CONSIDERATION

There is no policy consideration at this time.

RECOMMENDATION

Discuss the joint work session held with City Council on January 20, 2022, if needed.



Agenda Item Details

Meeting	Jan 20, 2022 - 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 an Economic Development incentive for C&C Sachse, LLC. for a project generally located along State Highway (SH) 78 and Country Club Drive, and for retail or commercial business projects seeking to locate within the City of Sachse.
Access	Public
Type	Closed Session

Public Content