



Thursday, May 20, 2021
Sachse Economic Development Corporation Meeting

Michael J. Felix Community Center, Reservation Room
3815 Sachse Road, Building E
6:00 p.m.

The Sachse Economic Development Corporation reserves the right to reconvene, recess or realign the regular meeting, called 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, May 20, 2021 at 6:00 p.m. in the Reservation Room at the Michael J. Felix Community Center, 3815 Sachse Road, Building E, Sachse, Texas 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 April 15, 2021, special meeting.
2. Approve the minutes of the May 6, 2021, special meeting.
3. Accept the monthly financial reports for the period ending March 31, 2021.
4. Approve the Consent Agenda as presented.

C. Regular Agenda Items

1. Hold a discussion regarding goals, objectives and Bylaws 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 Economic Development incentive for retail or commercial business projects seeking to locate within the City of Sachse.
2. The City Council 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.
3. Take any action as a result of Executive Session.

E. 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.

A handwritten signature in black ink that reads "Michelle Lewis Sirianni". The signature is written in a cursive, flowing style.

Michelle Lewis Sirianni, City Secretary

Accommodation requests for persons with disabilities should be made at least 48 hours prior to the meeting by contacting Lauren Rose, ADA Coordinator, via phone at 972.429.4770, via email at lrose@cityofsachse.com, or by appointment at 3815 Sachse Road, Building B, Sachse, Texas 75048.



Agenda Item Details

Meeting	May 20, 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 April 15, 2021, special meeting.
Access	Public
Type	Action (Consent), Minutes
Recommended Action	Motion to approve minutes as presented.
Minutes	View Minutes for Apr 15, 2021 - Sachse Economic Development Corporation Meeting

Public Content

BACKGROUND

Minutes of the April 15, 2021, special meeting.

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Approve the minutes of the April 15, 2021, special meeting.

[04.15.21 EDC Minutes.pdf \(140 KB\)](#)

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

April 15, 2021

STATE OF TEXAS

COUNTIES OF DALLAS AND COLLIN

The Board of Directors of the Sachse Economic Development Corporation convened virtually via ZOOM in a public meeting at 5:30 p.m. on Thursday, April 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. The role of duly constituted members of the Board of Directors was called, which members are as follows, to-wit:

Spencer Hauenstein, Tim Shivers, Marcia Harris-Daniel, Teddy Kinzer, Angela Keeton, Niloufer Watkins, Jeff Bickerstaff, Council Liaison, and Gina Nash, Executive Director.

President Hauenstein called the special meeting to order at 5:42 p.m.

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

Ms. Harris-Daniel led the group in Invocation and Pledge of Allegiance to the U.S. and Texas Flags.

Consent Agenda Items

1. Approve the minutes of the February 26, 2021 regular meeting.
2. Approve the minutes of the March 9, 2021 special meeting.
3. Approve the minutes of the March 18, 2021 regular meeting.
4. Accept the monthly financial reports for the period ending January 31, 2021.
5. Accept the monthly financial reports for the period ending February 28, 2021.

Mr. Shivers made a motion to approve the consent agenda as presented. Mrs. Watkins seconded that motion and the motion was unanimously approved.

Regular Agenda Items

1. **Discuss Back Yard on 5th and take any necessary action.**

Mrs. Nash provided an update regarding Back Yard on 5th and items needing repairs which included power, lighting, seating, the playground, and general landscaping. The total cost of repairs to bring

everything back as it initially was set up is \$12,500. Mrs. Nash noted that the current construction is anticipated to be completed in the spring. However, the work on Alexander and Boone will not be complete until the fall. Staff recommended not reopening this spring to allow time for cleanup, but that the Parks and Recreation staff would continue to maintain. Mrs. Nash noted that if the board wanted to move forward with re-opening in the fall, that they use a third party since the City is not able to manage internally. Staff is seeking feedback on how to move forward.

Mrs. Harris-Daniel asked what other cities are doing with similar events in response to COVID, as well as expressed that a concern would be the loss of parking due to the current road construction. Mrs. Nash noted that more things are starting to open with modifications, but has no discomfort in pursuing unless there would be another rise in cases.

President Hauenstein asked if there is an on-going benefit to continue operating. Mrs. Nash stated that there is value in marketing the site and the community enjoys it.

Mrs. Watkins asked how much time would be needed to complete the repairs if they were to open in the fall, and if there was a specific budget tied to Back Yard on 5th. Mr. Whitworth stated that a month's notice would be sufficient to have the site ready. He also noted that the refrigerator is not working and was not included in the costs. Mrs. Watkins stated she would like to revisit the item in August.

Mr. Shivers asked what months they were open previously, and would like to try to open by September. It was noted that Back Yard on 5th was initially open from April to November.

Mr. Kinzer asked if there were any contingencies factored into the time frame of the road construction, if the funding was all administered through the EDC or other City departments, and thoughts on doing on a Friday where they would be competing with sports activities. Mrs. Nash stated she is confident the road will be done unless the City has a wet spring and, in the past, the funding came all from the EDC. However, she will use city resources to assist where feasible. She indicated the other consideration is whether the board would want to hire temporary staffing versus outsourcing to a third party.

The consensus of the board was to revisit the item in August and to include additional information regarding previous and available funding, as well as any costs to consider that would be associated with the event.

2. Discuss and consider future meetings related to continuing virtual meetings or beginning in-person meetings.

Mrs. Nash stated that the board can consider whether they would like to continue virtual or go back to in-person. The board may continue to stay virtual as long as the Governor continue to extend the declaration, which allows boards and commissions to stay within the guidelines of the Open Meetings Act.

The board discussed both options along with the current set up and cleaning protocols in the Council Chambers. The consensus of the board was to continue to stay virtual and revisit the item in June.

Executive Session

At 6:29 p.m., the Sachse EDC recessed into Executive Session to discuss the following items:

1. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code Section §551.087: 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 §551.072: Deliberation regarding Real Property: Discussion of the purchase, exchange, lease, or value of real property.
3. The Sachse Economic Development 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.

At 8:20 p.m., the Sachse EDC reconvened back into regular session.

No action was taken on any of the items.

Adjournment

Meeting was adjourned by President Hauenstein at 8:21 p.m.

Spencer Hauenstein, President

Gina Nash, Executive Director



Agenda Item Details

Meeting	May 20, 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. Approve the minutes of the May 6, 2021, special meeting.
Access	Public
Type	Action (Consent), Minutes
Recommended Action	Approve as presented.
Minutes	View Minutes for May 6, 2021 - Sachse Economic Development Corporation Special Me

Public Content

BACKGROUND

Minutes of the May 6, 2021, special meeting.

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Approve the minutes of the May 6, 2021, special meeting.

[05.06.21 EDC Minutes Special.pdf \(120 KB\)](#)

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 SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE
SACHSE ECONOMIC DEVELOPMENT CORPORATION

May 6, 2021

STATE OF TEXAS

COUNTIES OF DALLAS AND COLLIN

The Board of Directors of the Sachse Economic Development Corporation convened virtually via ZOOM in a public meeting at 5:00 p.m. on Thursday, May 6, 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. The role of duly constituted members of the Board of Directors was called, which members are as follows, to-wit:

Spencer Hauenstein, Tim Shivers, Marcia Harris-Daniel, Teddy Kinzer, Tricia Lindsey, Angela Keeton, Niloufer Watkins, Jeff Bickerstaff-Council Liaison and Gina Nash, Executive Director.

President Hauenstein called the special meeting to order at 5:08 p.m.

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

Ms. Harris-Daniel led the group in Invocation and Pledge of Allegiance to the U.S. and Texas Flags.

Executive Session

At 5:21 p.m., the Sachse EDC recessed into Executive Session to discuss the following items:

1. 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.

At 5:47 p.m., the Sachse EDC reconvened back into regular session.

Regular Agenda Items

1. **Take any action as a result of Executive Session.**

No action was taken.

Adjournment

Meeting was adjourned by President Hauenstein at 5:50 p.m.

Spencer Hauenstein, President

Gina Nash, Executive Director



Agenda Item Details

Meeting	May 20, 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	3. Accept the monthly financial reports for the period ending March 31, 2021.
Access	Public
Type	Action (Consent)
Preferred Date	May 20, 2021
Fiscal Impact	No
Recommended Action	Accept the monthly financial reports for the period ending March 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 March 2021 activity, a line item budget report for April 2021, and a balance sheet as of April 30, 2021.

RECOMMENDATION

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

[SEDC 3-31-2021.pdf \(84 KB\)](#)

[SEDC Prelim Budget April 2021.pdf \(99 KB\)](#)

[EDC Balance Sheet April 2021.pdf \(110 KB\)](#)

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.

Sachse Economic Development Corporation
Balance Sheet
4/30/2021

Assets:

Cash	\$101,729.04
Investments	\$2,485,557.96
Accts Receivable-Sales Tax	\$182,424.62
Other Receivable-TIF	\$594,902.49
Assets Held-Land	<u>\$2,197,981.68</u>

Total Assets	<u>\$5,562,595.79</u>
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Liabilities:

Payables	<u>\$19,203.34</u>
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Total Liabilities	\$19,203.34
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Equity:

Fund Balance 9/30/2020	\$5,211,294.05
FY 2020 YTD Surplus	<u>\$332,098.40</u>

Total Equity	<u>\$5,543,392.45</u>
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Total Liabilities and Equity	<u>\$5,562,595.79</u>
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City of Sachse
Monthly Revenue and Expenditure Report
March 31, 2021
(Unaudited)

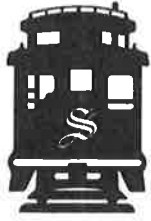
SACHSE ECONOMIC DEVELOPMENT CORPORATION

50% of Year Completed

	Annual Budget	Current Month Actual	Actual YTD	YTD Actual as a Percent of Budget	Note Reference 0%
Revenue Summary					
Sales Tax	\$ 837,500	\$ 79,936	\$ 561,049	66.99%	A
Other Income	\$ 12,500	\$ -	\$ 10,000	80.00%	
Interest Income	5,000		2,297	45.94%	
Total Revenue	\$ 855,000	\$ 79,936	\$ 573,346	67.06%	
Expenditure Summary					
Expenditures	855,000	39,180	240,445	28.12%	
Total Expenditures	\$ 855,000	\$ 39,180	\$ 240,445	28.12%	
Total Revenue Over/Under Expenses	\$ -	\$ 40,755	\$ 332,901		

Explanation of Major Variances:

A GISD Grant received in November



City of Sachse

Budget to Actual Account Summary

For Fiscal: 2020-2021 Period Ending: 04/30/2021

		Prior Year Budget	Prior Year YTD	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	559,741.72	837,500.00	70,771.63	631,820.22	0.00	75.44%	205,679.78
<u>06-000-45000</u>	Interest Income	4,000.00	11,534.95	5,000.00	659.32	2,956.40	0.00	59.13%	2,043.60
<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	573,442.36	855,000.00	71,430.95	644,776.62	0.00	75.41%	210,223.38
Revenue Total:		791,500.00	573,442.36	855,000.00	71,430.95	644,776.62	0.00	75.41%	210,223.38

Budget to Actual

For Fiscal: 2020-2021 Period Ending: 04/30/2021

Expense	Prior Year Budget	Prior Year YTD	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	85,928.10	190,736.00	52,000.00	115,043.85	0.00	60.32%	75,692.15
<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>06-019-50030</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	6,886.14	15,314.00	3,978.00	7,986.31	0.00	52.15%	7,327.69
<u>06-019-50060</u> TMRS Contributions	25,454.00	13,367.80	25,449.00	7,690.80	15,869.37	0.00	62.36%	9,579.63
<u>06-019-50070</u> Health Insurance	20,243.00	9,800.52	20,937.00	0.00	5,502.87	0.00	26.28%	15,434.13
<u>06-019-50080</u> Dental Insurance	571.00	299.76	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	0.00	144.00	0.00	22.22%	504.00
<u>06-019-51030</u> Utilities - Communications	2,364.00	2,062.44	1,600.00	0.00	645.81	0.00	40.36%	954.19
<u>06-019-51050</u> Office Supplies	3,000.00	1,418.60	3,000.00	0.00	260.15	0.00	8.67%	2,739.85
<u>06-019-51070</u> Postage	400.00	52.04	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	1,107.91	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	2,654.61	6,500.00	0.00	2,419.50	0.00	37.22%	4,080.50
<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	0.00	42.10	0.00	8.42%	457.90
<u>06-019-53002</u> Professional Fees	63,000.00	140,341.35	100,000.00	832.50	33,550.80	0.00	33.55%	66,449.20
<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	1,553.68	25,000.00	0.00	682.66	0.00	2.73%	24,317.34
<u>06-019-53380</u> Advertising and Legal Publications	83,000.00	29,930.14	45,000.00	-5,175.00	12,847.86	0.00	28.55%	32,152.14
<u>06-019-53500</u> Web Page Services	7,000.00	3,476.62	2,000.00	0.00	3,643.76	0.00	182.19%	-1,643.76
<u>06-019-54500</u> Local Business Grant Program	184,194.00	2,204.11	206,262.00	48.19	22,031.42	0.00	10.68%	184,230.58
<u>06-019-54505</u> Small Business Grant Program	0.00	0.00	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	84,750.89	154,310.00	12,859.19	90,014.33	0.00	58.33%	64,295.67
019 - Economic Development Corporation Total:	808,349.00	405,485.24	855,000.00	72,233.68	312,678.22	0.00	36.57%	542,321.78
Expense Total:	808,349.00	405,485.24	855,000.00	72,233.68	312,678.22	0.00	36.57%	542,321.78
Fund 06 Revenue Over/(Under) Expenses	-16,849.00	167,957.12	0.00	-802.73	332,098.40	0.00	0.00%	-332,098.40
Total Revenue Over/(Under) Expenses:	-16,849.00	167,957.12	0.00	-802.73	332,098.40	0.00	0.00%	-332,098.40



Agenda Item Details

Meeting	May 20, 2021 - Sachse Economic Development Corporation Meeting
Category	C. Regular Agenda Items
Subject	1. Hold a discussion regarding goals, objectives and Bylaws as it relates to the Type B Corporation.
Access	Public
Type	Discussion, Information

Public Content



Achieving a Clear Path Forward
Workshop #3

Economic Development Corporation/Staff

May 20, 2021

Workshop Tasks
EDC/Staff

**Consolidate
Goals**

**Develop
Objectives**

Mission and Vision

assumptions

Mission:

Cultivate economic development opportunities that improve the lives of citizens, businesses and customers of the City of Sachse

Vision:

Sachse will successfully compete on a regional and national basis to attract and sustain high quality businesses and the talent that supports them.

Strategic Priorities

*New Business
Attraction*



Improve and Expand
New Business Attraction

*Business
Retention and
Expansion*



Strengthen Existing
Businesses to Create
Thriving Local Economy

Critical Success Factors

Alignment and Ownership

Establish and foster economic development ownership and alignment between EDC, Council and City organization

Data Harvesting

Identify and collect meaningful data to understand needs and accurately measure performance

Available Resources

Set expectations to match available dedicated resources

- Council
- EDC
- City Manager
- Economic Development Admin Support Staff (.5)
- Assistant to the City Manager for Economic Development

Business Attraction Goal List

No.	Business Attraction	Random Factor
1	Attracting business from outside of Sachse	0.94
1	For the City's ambiance in main corridors to be conducive to the higher-end quality businesses that generate a lot of sales tax	0.90
1	Attract Business that will increase Sales Tax so that we can reduce burden of residential tax	0.89
1	Develop a portfolio of businesses that provide Sachse a mix of a strong tax base, essential services for residents, and business friendly office areas	0.64
1	Attract major national companies for home (opportunity PGBT)	0.37
1	Build a diverse & resilient business community in Sachse	0.21
1	Business Diversity - bringing in more technology businesses to increase tech opportunities particularly on 78	0.16
2	Skills oriented Jobs	0.98
2	For the businesses that increase daytime presence of shoppers to have pays that enable higher disposable income	0.94
2	Service Oriented	0.65
2	Professional Opportunities	0.57
2	Attract medium size employer to 190 area in a high tech or professional industry	0.33
2	Manufacturing opportunities	0.09
3	Destination Location - Bring higher-end entertainment option	0.96
3	Destination Entertainment	0.82
3	Provide opportunities for Sachse residents to work, play, shop & eat in Sachse	0.79
3	Redevelop centers of town to entice new development opportunity	0.75
3	Add businesses that draw customers from outside the City, and make commuters want to stop here	0.60
3	Attract a destination business that draws people from a 50 mile radius	0.14
4	Leverage Community colleges w/ training	0.46
4	Housing Diversity	0.28
5	Attract and retain businesses that can increase day time presence of people and shoppers in the City	0.32
6	Make 78 more appealing, more useful businesses and less old grungy spots	0.45
6	Upgrade Frontage facades on 78	0.44
6	Define "core" start for 78 redevelopment (5th, Allsup's)	0.10
6	78 Corridor Improvements - Create a pleasing and attractive corridor allowing access	0.07
?	Enable a small business to build in Old Town District that otherwise could not afford infrastructure improvement costs such as Water/Sewer	0.96
?	Attract a Community Need	0.77

Business Retention and Expansion Goal List

No.	Business Retention	Random Factor
1	Collaborate with businesses and property owners off 78 to create an aesthetically pleasing and attractive environment	0.39
1	78-Business Makeover	0.15
2	Shop Sachse First Campaign	0.95
2	Buy Sachse - purchase local	0.51
2	Destination for a purpose	0.47
2	Local community not needing go to elsewhere	0.24
2	Promote Sachse businesses TO Sachse. Capitalize on our small-town community spirit	0.15
3	Each year award at least one grant for improving he property or structure of a business	0.96
3	People/owners need to know that leaders have been to and frequent a business	0.82
3	Leverage Leadership from all levels	0.74
3	Meet a local business monthly/weekly/quarterly provide the relationships intentionally	0.59
3	Attempt to make contact with every business once a year to gather input and advice on services by EDC and Community	0.48
4	Outreach Program	0.90
4	Identify what resources the City, EDC, and Chamber can offer to assist current businesses	0.85
4	Provide flexible space for new businesses incubation or growth	0.73
4	Understand demographic make up in Sachse such as % of graduates	0.59
4	Construct an outreach program for current business to consider growth, depth, redevelopment	0.58
4	Educate about EDC Resources and connect small business owners to business training & information	0.55
4	Become THE go to resource for small businesses in Sachse	0.48
4	Work with small businesses for resources	0.40
4	Analyze systemic issues which hinder business growth and address them	0.28
4	Provide a growing list of available Sachse services resident know what is available	0.26
4	Data/Inventory/Make inclusive	0.22
4	Make strategic investments to elevate businesses that are already primed for success	0.09
?	Identify relationship w/ local colleges to identify learning needs	0.89
3	What is the greatest need of current businesses?	0.75
3	Meet more of the needs and wants of our citizens to keep them within our City	0.62
1	Revitalize part of town to create attractive spaces for relocating businesses	0.53
?	Larger non-traditional opportunities	0.13

Business Attraction

GOALS

The Sachse Economic Development Program will:

1. Invest in education, workforce training, infrastructure, and essential public services
2. Attract a wide and healthy variety of resilient businesses and the talent that supports them
3. Attract good paying jobs that raise the overall average income in Sachse
4. Provide tools and resources to improve the SH 78 Corridor
5. Aggressively pursue unique arts, entertainment and dining venues

Business Attraction

Goals and Objectives

Goal #1 : Invest in education, workforce training, infrastructure, and essential public services

OBJECTIVES:

- 1.A. Identify data sources to establish accurate and measurable criteria to accomplish goals
- 1.B. Actively seek opportunities to partner workforce resources with new business prospects
- 1.C. Support specific Sachse infrastructure needs necessary for targeted business attraction

Business Attraction

Goals and Objectives

Goal #2 Attract a wide and healthy variety of resilient businesses and the talent that supports them

OBJECTIVES:

- 1.A. Secure access to data bases for business start-ups and relocations.
- 1.B. Analyze Sachse business sectors to determine greatest needs and opportunities in light of local and regional demand.
- 1.C. Maintain up to date materials and marketing participation when possible.
- 1.D. Survey citizens and businesses to determine needs and desires and include data in 1.C.

Business Attraction

Goals and Objectives

Goal #3 Attract good paying jobs that raise the overall average income in Sachse

OBJECTIVES:

- 3.A. Gather, analyze and maintain Sachse wage and income data base
- 3.B. Apply wage data to business attraction tools and incentive considerations.
- 3.C. Target marketing materials to business sectors that increase overall income levels
- 3.D. Identify opportunities to incubate and/or support businesses that produce high paying jobs

Business Attraction

Goals and Objectives

Goal #4 Provide tools and resources to improve the 78 Corridor

OBJECTIVES:

- 4.A. Support City efforts to develop a SH 78 Corridor Redevelopment Overlay
- 4.B. Seek opportunities to re-purpose deteriorated properties
- 4.C. Improve 5th Street entryway
- 4.D. Identify unique neighborhood businesses to bring to corridor

Business Attraction

Goals and Objectives

Goal #5 Aggressively pursue unique arts, dining and entertainment uses

OBJECTIVES:

- 5.A. Support City efforts to develop a SH 78 Corridor Redevelopment Overlay
- 5.B. Seek opportunities to re-purpose deteriorated properties
- 5.C. Improve 5th Street entryway
- 5.D. Aggressively pursue unique neighborhood businesses to bring to corridor
- 5.E. Attract new uniquely Sachse restaurants and businesses to anchor the 5t Street District. Utilize land use needs gleaned from survey.

Business Retention and Expansion

GOALS

The Sachse Economic Development Program will:

1. Support efforts to redevelop and repurpose the SH 78 Corridor with unique neighborhood businesses in Sachse needing to relocate or expand
2. Let Sachse businesses know who we are and what we do
3. Utilize public and private partnerships to provide link between EDC, local businesses and expansion/improvement partners

Business Retention and Expansion

Goals and Objectives

Goal #1 Support efforts to redevelop and repurpose the 78 corridor with unique neighborhood businesses.

OBJECTIVES:

- 1.A. Partner with City to identify opportunities to re-purpose deteriorated properties
- 1.B. Improve 5th Street District entryway
- 1.C. Aggressively pursue unique neighborhood businesses to bring to corridor

Business Retention and Expansion

Goals and Objectives

Goal #2 Let Sachse Businesses know who we are and what we do.

OBJECTIVES:

- 2.A. Identify appropriate data sources to gather information on all Sachse businesses with 10 or more employees and record in database
- 2.B. Prepare contact form and make personal contact with each of 1.A.
- 2.C. Incorporate Chamber and/or other volunteers to enlist in business contact effort
- 2.D. Prepare annual report to reflect State of Small Businesses in Sachse
- 2.E. Produce communication materials designed to distribute to small business to increase awareness of EDC resources

Business Retention and Expansion

Goals and Objectives

Goal #3 Provide networking opportunities with other Sachse businesses to improve awareness and identify local producer/consumer relationships

OBJECTIVES:

- 3.A. Identify appropriate data sources for each Sachse business sector and develop information material
- 3.B. Prepare and distribute Support Sachse Small Business campaign and materials for each business sector
- 3.C. Host networking events that bring local businesses together to share information and forge business relationships

Next Steps:

- Council/EDC/Staff Workshop #4 to:
 - Review and Adopt Completed Goals and Objectives
 - Discuss Resources
 - Discuss Reporting and Communication Plan
 - Review and Approve Performance Dashboard



Agenda Item Details

Meeting	May 20, 2021 - Sachse Economic Development Corporation Meeting
Category	D. Executive Session
Subject	1. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code Section §551.087: Deliberation regarding Economic Development Negotiations: Discussion of Economic Development incentive for retail or commercial business projects seeking to locate within the City of Sachse.
Access	Public
Type	Closed Session

Public Content



Agenda Item Details

Meeting	May 20, 2021 - Sachse Economic Development Corporation Meeting
Category	D. Executive Session
Subject	2. The City Council 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.
Access	Public
Type	Closed Session

Public Content