Thursday, June 20, 2024
Economic Development Corporation Board Meeting

Council Chambers
3815 Sachse Road, Building B
6:00 PM

Economic Development Corporation Board meetings are streamed live online and available on-demand (https://sachsetx.swagit.com/live).

The City of Sachse reserves the right to reconvene, recess, or realign the 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 meeting for the purpose of seeking confidential legal advice from the City Attorney on any agenda item listed herein.

A. Meeting Opening

1. Call to Order: The Economic Development Corporation Board of the City of Sachse will hold a regular meeting on Thursday, June 20, 2024, at 6:00 PM to consider the following items of business:

2. Invocation and Pledges of Allegiance.

B. Public Comment

1. The public is invited to address the Board regarding any topic not already on the agenda. The time limit is 3 minutes per speaker. A Public Comment Card should be presented to the acting Secretary prior to the meeting. According to the Texas Open Meetings Act, the Board is prohibited from discussing any item not posted on the agenda but will take comments under advisement.

C. 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 May 23, 2024, meeting minutes.

2. Accept the monthly revenue and expenditure report for the period ending April 30, 2024.

3. Accept the Quarterly Investment Report for the quarter ending March 31, 2024.

D. Regular Agenda Items / Meeting Closing

1. Receive 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, or retail business retention; and marketing projects.

2. Consider approving the Sachse Economic Development Corporation FY 2024-2025 Budget.

3. Adjournment.

I, the undersigned authority, do hereby certify that this notice of a public 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, City Secretary

Posted: 06/17/2024 by 5 p.m. | Removed: _____________

Accommodation requests for persons with disabilities should be made at least 48 hours prior to the meeting by contacting Logan Thatcher, ADA Coordinator, via phone at 972-495-1212, via email at lthatcher@cityofsachse.com, or by appointment at 3815 Sachse Road, Building B, Sachse, Texas 75048.

C. 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 May 23, 2024, meeting minutes.**
Meeting	June 20, 2024 - Economic Development Corporation Board Meeting
Access	Public
Type	Action (Consent), Minutes
Fiscal Impact	None
Recommended Action	Approve the minutes as presented.
Goals	

BACKGROUND
Minutes from the May 23, 2024, Economic Development Corporation meeting.

POLICY CONSIDERATIONS
There are no policy considerations affiliated with this item.

RECOMMENDATION
Approve the minutes as presented.

File Attachments
1. EconomicDevelopmentCorporationBoard_Regular_Minutes_05.23.2024

ECONOMIC DEVELOPMENT CORPORATION BOARD OF THE CITY OF SACHSE
MAY 23, 2024, MEETING MINUTES

The Economic Development Corporation Board of the City of Sachse held a regular meeting on Thursday, May 23, 2024, at 6:00 PM at Sachse City Hall, 3815-B Sachse Road. Those present were: Christopher Decker, Scott McMurdie, Alan Bell, Jim Mason, Joshua Frick, Chinelo Nwanze.

Those absent were: Richard Chandler.

A. Meeting Opening

1. Call to Order: The Economic Development Corporation Board of the City of Sachse will hold a regular meeting on Thursday, May 23, 2024, at 6:00 PM to consider the following items of business:

President McMurdie called the meeting to order at 6:04 PM.

2. Invocation and Pledges of Allegiance.

Mr. McMurdie gave the invocation and led the Board in pledges.

B. Public Comment

1. The public is invited to address the Board regarding any topic not already on the agenda. The time limit is 3 minutes per speaker. A Public Comment Card should be presented to the acting Secretary prior to the meeting. According to the Texas Open Meetings Act, the Board is prohibited from discussing any item not posted on the agenda but will take comments under advisement.

No public comments were offered.

C. 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 April 18, 2024, meeting minutes.

2. Accept the monthly revenue and expenditure report for the period ending March 31, 2024.

Ms. Nwanze made a motion to approve the Consent Agenda as presented. Mr. Bell seconded the motion, and it carried 6 - 0. None voted against.

D. Regular Agenda Items

1. Receive 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, or retail business retention; and marketing projects.

Mr. McMurdie congratulated Mr. Potts on graduating from the University of Oklahoma Economic Development Institute.

Mr. Potts gave an update on the Shop Local Passport mentioning the last day to participate is May 30th. He noted the next Sachse Farmers Market is June 8th.

2. Receive early input regarding the fiscal year 2024-2025 EDC budget.

Mr. Potts explained the purpose of the agenda item is to provide an overview of the budget, discuss priorities for next fiscal year, and receive early input from the Board. He discussed expanding efforts in areas such as the 5th Street District, business retention efforts, and employee training. Mr. Potts mentioned replacing the current EDC car with a vehicle that would be shared by multiple departments.

Mr. Potts discussed exploring the need for a CRM tool to help with managing contacts. He mentioned looking into digital marketing campaigns and potential sponsorship opportunities to promote the City.

City Manager Gina Nash, discussed an internal structural change to the Economic Development team beginning next fiscal year.

The Board inquired about the objectives of the EDC in relation to the budget. Mr. Potts noted a few goals of the next budget, such as capital improvement projects, the strategic plan, and business retention efforts.

E. Executive Session

Mr. McMurdie adjourned the Board to Executive Session at 6:49 p.m.

1. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code Section §551.087: Economic Development Deliberations: Deliberate the offer of a financial or other incentive relating to the development of Project Ruby.

2. The Sachse Economic Development Corporation shall convene into Executive Session pursuant to Texas Government Code Section 551.087: Economic Development Deliberations: Update regarding the mixed-use development of the 5th Street District project and consideration of a Master Development Agreement for the 5th Street District project.

The Board returned to Regular Session at 8:11 p.m.

F. Regular Agenda Items / Meeting Closing

1. Take any action as a result of Executive Session - deliberate the offer of a financial or other incentive relating to the development of Project Ruby.

Mr. McMurdie read comments into the record from resident, Matthew Holboke, asking about financial information and expected employment related to Project Ruby.

Ms. Nwanze made a motion to authorize the City Manager as the Executive Director of the Sachse Economic Development Corporation, to negotiate and execute an incentive agreement for Project Ruby on behalf of the EDC. Mr. Mason seconded the motion, and it carried 6 - 0. None voted against.

2. Take any action as a result of Executive Session: Consider authorizing the City Manager as Executive Director of the EDC to negotiate and execute a Master Developer Agreement on behalf of the EDC for the development of the 5th Street District project, and any amendments and instruments related thereto.

Mr. McMurdie read comments into the record from resident, Matthew Holboke, related to the master developer agreement.

Ms. Nwanze made a motion to authorize the City Manager as Executive Director of the Sachse Economic Development Corporation to negotiate and execute a master developer agreement with Nak Development, its assigns, affiliates, or related entities, for the 5th Street District. Mr. Mason seconded the motion, and it carried 5 - 1. Mr. Frick voted against.

3. Adjournment.

President McMurdie adjourned the meeting at 8:16 p.m.

____
Scott McMurdie, President

ATTEST:

____
Jerod Potts, Economic Development Manager

C. 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 revenue and expenditure report for the period ending April 30, 2024.**
Meeting	June 20, 2024 - Economic Development Corporation Board Meeting
Access	Public
Type	Action (Consent)
Fiscal Impact	None
Recommended Action	Accept the monthly revenue and expenditure report for the period ending April 30, 2024.
Goals	Be a model of financial stewardship through growth management; responsible investment; and financial transparency.

BACKGROUND

The Sachse Economic Development Corporation's (EDC) Treasurer prepares a report each month to update the Board concerning the current year's budget monitoring. This month's report consists of the summary EDC report presented to the City Council covering April 2024. Also included is a preliminary line-item report and balance sheet for May 2024.

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Accept the monthly revenue and expenditure report for the period ending April 30, 2024.

File Attachments

1. EDC April 2024
2. EDC Budget Report May 2024 Preliminary
3. EDC Balance Sheet May 2024

City of Sachse

Monthly Revenue and Expenditure Report

April 30, 2024 (Unaudited)

SACHSE ECONOMIC DEVELOPMENT CORPORATION

58% of Year Completed

	Annual Budget	Current Month Actual	YTD Actuals	YTD Actuals % of Budget	Note
Revenue Summary					
Sales Tax	$ 1,430,000	$ 97,103	$ 837,783	59%	
Other Income	10,000	-	-	0%	**A**
Interest Income	100,000	25,536	157,183	157%	**B**
Total Revenue	**$ 1,540,000**	**$ 122,638**	**$ 994,967**	**65%**	
Expenditure Summary					
Expenditures	$ 909,632	$ 53,954	$ 484,332	53%	
Total Expenditures	**$ 909,632**	**$ 53,954**	**$ 484,332**	**53%**	
Revenue Over/(Under) Expenses	**$ 630,368**	**$ 68,685**	**$ 510,635**		
Beginning Fund Balance October 1, 2023			**$ 5,604,432**		

Explanation of Major Variances:

A Garland ISD grant for Fiscal Year 2022-2023 received in November and applied to prior fiscal year

B Interest revenue trending strong due to favorable interest rates

City of Sachse

Budget to Actual

Account Summary

For Fiscal: 2023-2024 Period Ending: 05/31/2024

		Prior Year Budget	Prior Year Actual	2023-2024 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
Fund: 06 - ECONOMIC DEVELOPMENT FUND									
Revenue									
000 - Non-Departmental									
06-000-40060	Sales Tax	1,300,000.00	1,462,119.80	1,430,000.00	165,055.07	1,002,838.23	0.00	70.13%	427,161.77
06-000-45000	Interest Income	7,000.00	185,330.22	100,000.00	0.00	157,183.41	0.00	157.18%	-57,183.41
06-000-46120	Misc Grants and Donations	10,000.00	20,000.00	10,000.00	0.00	0.00	0.00	0.00%	10,000.00
	000 - Non-Departmental Total:	**1,317,000.00**	**1,667,450.02**	**1,540,000.00**	**165,055.07**	**1,160,021.64**	**0.00**	**75.33%**	**379,978.36**
	Revenue Total:	**1,317,000.00**	**1,667,450.02**	**1,540,000.00**	**165,055.07**	**1,160,021.64**	**0.00**	**75.33%**	**379,978.36**

		Prior Year Budget	Prior Year Actual	2023-2024 Budget	MTD Activity	YTD Activity	Encumbrances	Percentage	Remaining Balance
Expense									
019 - Economic Development									
06-019-50000	Wages and Salaries	156,152.00	118,321.20	151,415.00	11,647.26	98,916.99	0.00	65.33%	52,498.01
06-019-50030	Longevity Pay	68.00	76.00	120.00	0.00	120.00	0.00	100.00%	0.00
06-019-50050	Social Security and Medicare (FICA)	12,027.00	8,780.59	11,752.00	864.54	7,534.58	0.00	64.11%	4,217.42
06-019-50060	TMRS Contributions	22,906.00	17,179.39	22,755.00	1,724.96	14,860.54	0.00	65.31%	7,894.46
06-019-50070	Vacation/Sick Leave Buy Back	991.00	0.00	2,077.00	0.00	2,139.34	0.00	103.00%	-62.34
06-019-50072	Health Insurance	0.00	0.00	21,552.00	1,797.24	13,888.44	0.00	64.44%	7,663.56
06-019-50080	Dental Insurance	0.00	0.00	723.00	60.28	482.24	0.00	66.70%	240.76
06-019-50090	Life and LTD Insurance	0.00	0.00	877.00	59.24	357.92	0.00	40.81%	519.08
06-019-50100	Workers Compensation	211.00	127.56	329.00	0.00	391.25	0.00	118.92%	-62.25
06-019-50110	Unemployment Tax	504.00	12.24	18.00	0.00	18.02	0.00	100.11%	-0.02
06-019-51030	Utilities - Communications	1,008.00	819.63	972.00	80.42	563.00	0.00	57.92%	409.00
06-019-51050	Office Supplies	5,750.00	221.70	3,000.00	0.00	162.79	0.00	5.43%	2,837.21
06-019-51070	Postage	400.00	833.61	1,000.00	0.00	339.17	0.00	33.92%	660.83
06-019-51230	Business Retention Efforts	10,000.00	5,846.35	10,000.00	0.00	1,409.54	0.00	14.10%	8,590.46
06-019-51500	Uniforms and Accessories	880.00	966.24	880.00	0.00	703.77	0.00	79.97%	176.23
06-019-51510	Small Tools and Equipment (under $10…	1,000.00	3,232.52	1,000.00	0.00	0.00	0.00	0.00%	1,000.00
06-019-51550	Fuel and Lubricants	574.00	167.02	473.00	0.00	144.42	0.00	30.53%	328.58
06-019-51700	Community Relations & Special Progra…	44,750.00	30,719.00	42,750.00	0.00	16,134.00	0.00	37.74%	26,616.00
06-019-51800	Dues and Subscriptions	51,692.00	42,692.33	7,829.00	0.00	2,475.30	0.00	31.62%	5,353.70
06-019-51810	Employee Training and Travel	7,900.00	13,948.43	17,430.00	522.75	5,597.80	0.00	32.12%	11,832.20
06-019-52000	Vehicle Repairs and Maintenance	1,000.00	523.87	1,000.00	0.00	157.98	0.00	15.80%	842.02
06-019-52040	Software Licensing, Support and Maint…	0.00	0.00	52,020.00	0.00	35,250.78	0.00	67.76%	16,769.22
06-019-53000	Legal/Consulting Fees	10,000.00	25,850.00	20,000.00	0.00	21,536.38	0.00	107.68%	-1,536.38
06-019-53002	Professional Services (53003)	73,000.00	10,291.67	70,000.00	1,502.79	10,498.00	0.00	15.00%	59,502.00
06-019-53060	Printing Services	3,100.00	1,972.25	2,000.00	0.00	2,537.20	0.00	126.86%	-537.20
06-019-53220	5th Street District	30,600.00	14,569.21	30,600.00	524.60	8,035.55	0.00	26.26%	22,564.45
06-019-53241	Local Business Grant Program	0.00	0.00	100,000.00	0.00	0.00	0.00	0.00%	100,000.00
06-019-53380	Advertising and Legal Publications	46,500.00	47,914.00	60,800.00	0.00	42,155.61	4,443.70	69.33%	18,644.39
06-019-53500	Web Page Services	9,225.00	0.00	2,520.00	0.00	7,070.00	0.00	280.56%	-4,550.00
06-019-53600	Copier Rental & Maintenance	0.00	0.00	945.00	72.00	576.00	288.00	60.95%	369.00
06-019-55000	Transfer Out to General Fund	118,803.00	118,803.00	122,795.00	0.00	71,631.00	0.00	58.33%	51,164.00
06-019-55050	Transfer Out to Gen Capital Projects Fu…	0.00	0.00	150,000.00	0.00	87,500.00	0.00	58.33%	62,500.00
06-019-57002	Infrastructure Grants / Sales Tax Reim…	0.00	0.00	0.00	105,695.00	155,695.00	0.00	0.00%	-155,695.00
	019 - Economic Development Total:	**609,041.00**	**463,867.81**	**909,632.00**	**124,551.08**	**608,882.61**	**4,731.70**	**66.94%**	**300,749.39**
	Expense Total:	**609,041.00**	**463,867.81**	**909,632.00**	**124,551.08**	**608,882.61**	**4,731.70**	**66.94%**	**300,749.39**
	Fund 06 Revenue Over/(Under) Expenses	**707,959.00**	**1,203,582.21**	**630,368.00**	**40,503.99**	**551,139.03**	**-4,731.70**	**87.43%**	**79,228.97**
	Total Revenue Over/(Under) Expenses:	**707,959.00**	**1,203,582.21**	**630,368.00**	**40,503.99**	**551,139.03**	**-4,731.70**	**87.43%**	**79,228.97**

Sachse Economic Development Corporation
Balance Sheet
5/31/2024

Assets:		
Cash	$102,361.81	
Investments	5,812,371.39	
Accts Receivable-Sales Tax	248,412.34	
Travel Advances	0.00	
Other Receivable-TIF	0.00	
Assets Held-Land	1,649,892.68	
Intangible Assets	2,681.84	
Total Assets		**$7,815,720.06**
Liabilities:		
Payables	$19,450.46	
Total Liabilities		**$19,450.46**
Equity:		
Fund Balance 9/30/2023	$5,604,431.97	
Net Position (full accrual)	$1,640,698.60	
FY 2024 YTD Surplus	551,139.03	
Total Equity		**$7,796,269.60**
Total Liabilities and Equity		**$7,815,720.06**

C. 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 Quarterly Investment Report for the quarter ending March 31, 2024.**
Meeting	June 20, 2024 - Economic Development Corporation Board Meeting
Access	Public
Type	Action (Consent)
Fiscal Impact	None
Recommended Action	Accept the Quarterly Investment Report for the quarter ending March 31, 2024.
Goals	Be a model of financial stewardship through growth management; responsible investment; and financial transparency.

BACKGROUND

The Finance Department provides a Quarterly Investment Report to provide an overview of investment activity details for Checking, Money Market, Investment Pool, and Certificate of Deposit accounts. The same Quarterly Investment Report was accepted by City Council on June 3, 2024.

POLICY CONSIDERATIONS

Texas Government Code 2256.023 of the Public Investment Act (PFIA) requires not less than quarterly, the investment officer prepare and submit a written report of investment transactions for all funds covered by the Investment Policy and that the report shall be presented not less than quarterly to each governing body within a reasonable time after the end of the period. The City's Investment Policy is to invest public funds in a manner which will provide the highest investment return with the maximum security while meeting the daily cash flow demands of Sachse and conforming to the PFIA and all other State and local statutes governing the investment of public funds.

RECOMMENDATION

Accept the Quarterly Investment Report for the quarter ending March 31, 2024.

File Attachments
1. Quarterly Investment Report FY 2024 Q 2024.03.31

Finance Department Memo

To: **Gina Nash, City Manager**

From: David Baldwin, Director of Finance

Ryan Bredehoeft, Assistant Director of Finance

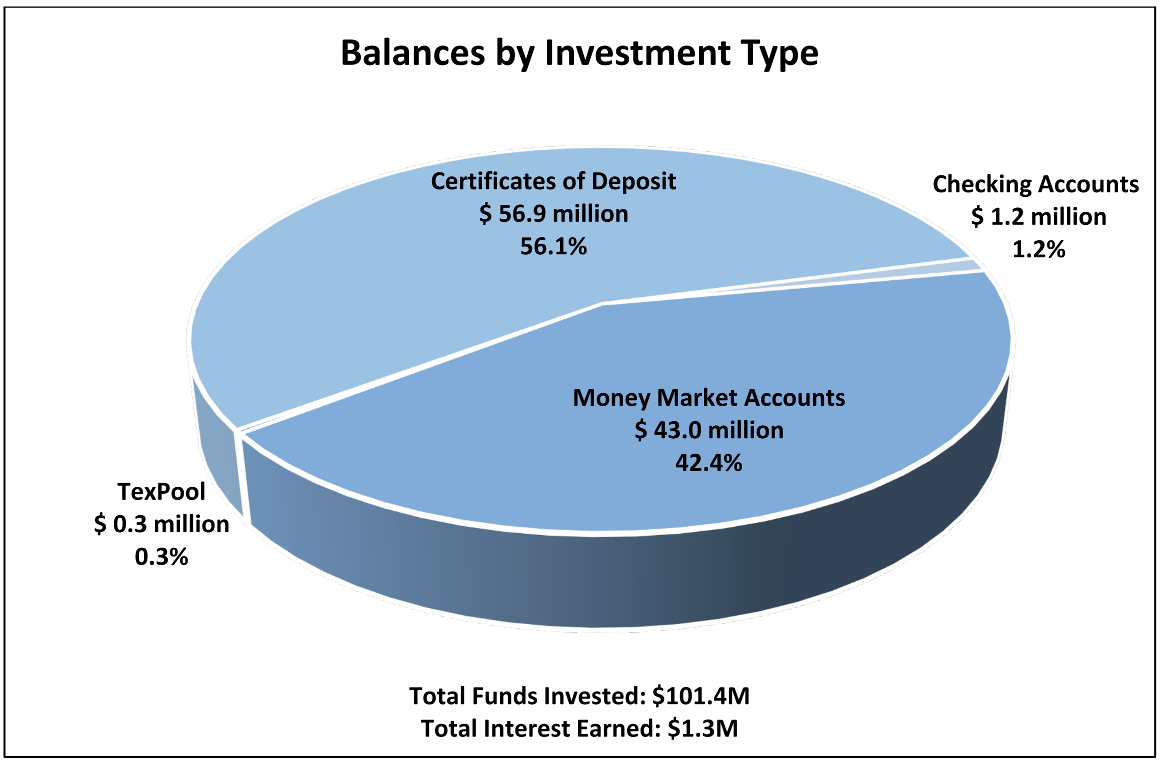
Katelyn Ellis, Senior Accountant

CC: Mayor and City Council

Date: June 3, 2024

Re: **Investment Report for the quarter ending March 31, 2024**

Attached is the Quarterly Investment Report for the quarter ending March 31, 2024. This report complies with the requirements of the City's Investment Policy and the Public Funds Investment Act as amended. The chart below provides a summary of balances by investment type. See the report for further details.



Account Type	Weighted Average Interest Rate
Checking Accounts	0.00%
Money Market Accounts	5.52%
TexPool	5.32%
Certificates of Deposit	5.29%

Average interest rate yield	5.33%
TexPool (benchmark)	5.32%

QUARTERLY INVESTMENT REPORT

For the Quarter Ended

March 31, 2024

Prepared by
Valley View Consulting, L.L.C.

The investment portfolio of the City is in compliance with the Public Funds Investment Act and the Investment Policy and strategies.

Director of Finance

Assistant Director of Finance

Senior Accountant

Disclaimer: These reports were compiled using information provided by the City of Sachse. No procedures were performed to test the accuracy or completeness of this information. The market values included in these reports were obtained by Valley View Consulting, L.L.C. from sources believed to be accurate and represent proprietary valuation. Due to market fluctuations these levels are not necessarily reflective of current liquidation values. Yield calculations are not determined using standard performance formulas, are not representative of total return yields and do not account for investment advisor fees.

Summary

Quarter End Results by Investment Category:

Asset Type	December 31, 2023 Book Value	December 31, 2023 Market Value	March 31, 2024 Book Value	March 31, 2024 Market Value	March 31, 2024 Ave. Yield
Demand Deposit/ Money Market/Pool	$ 42,056,757	$ 42,056,757	$ 44,527,115	$ 44,527,115	5.37%
CDs/Securities	60,028,446	60,028,446	56,864,319	56,864,319	5.29%
Totals	**$ 102,085,203**	**$ 102,085,203**	**$ 101,391,434**	**$ 101,391,434**	5.33%

Current Quarter Average Yield ***(1)***		**Fiscal Year-to-Date Average Yield** ***(2)***	
Total Portfolio	5.33%	Total Portfolio	5.30%
Weighted Average Maturity	113 days		
Rolling Three Month Treasury	5.46%	Rolling Three Month Treasury	5.49%
Rolling Six Month Treasury	5.37%	Rolling Six Month Treasury	5.43%
TexPool	5.32%	TexPool	5.34%

Interest Earnings (Approximate)

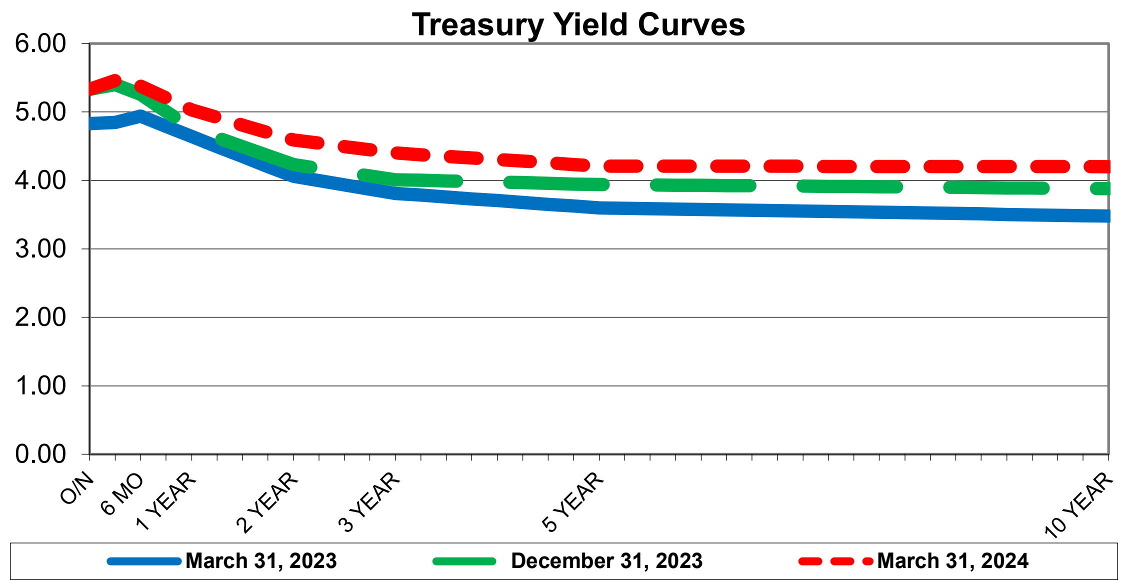
	City	EDC
Interest Earnings QTR	$ 1,269,008	$ 68,876
Interest Earnings YTD	$ 2,400,107	$ 132,643

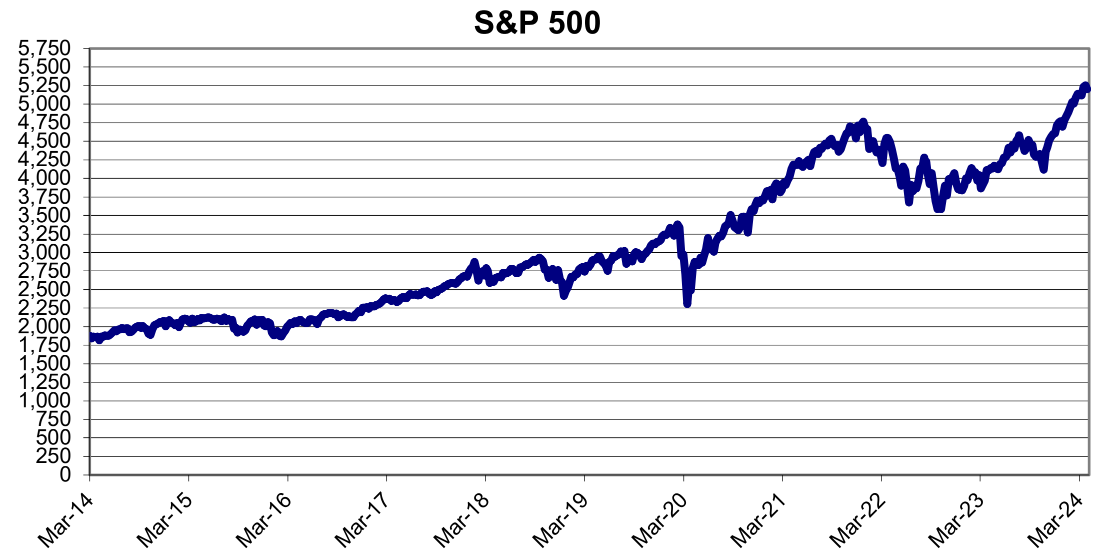
(1) Current Quarter Weighted Average Yield - calculated using quarter end report yields and adjusted book values and does not reflect a total return analysis; realized and unrealized gains/losses and investment advisory fees are not considered. The yield for the reporting month is used for bank, pool, and money market balances.
(2) Fiscal Year-to-Date Weighted Average Yields - calculated using quarter end report yields and adjusted book values and does not reflect a total return analysis or account for advisory fees.

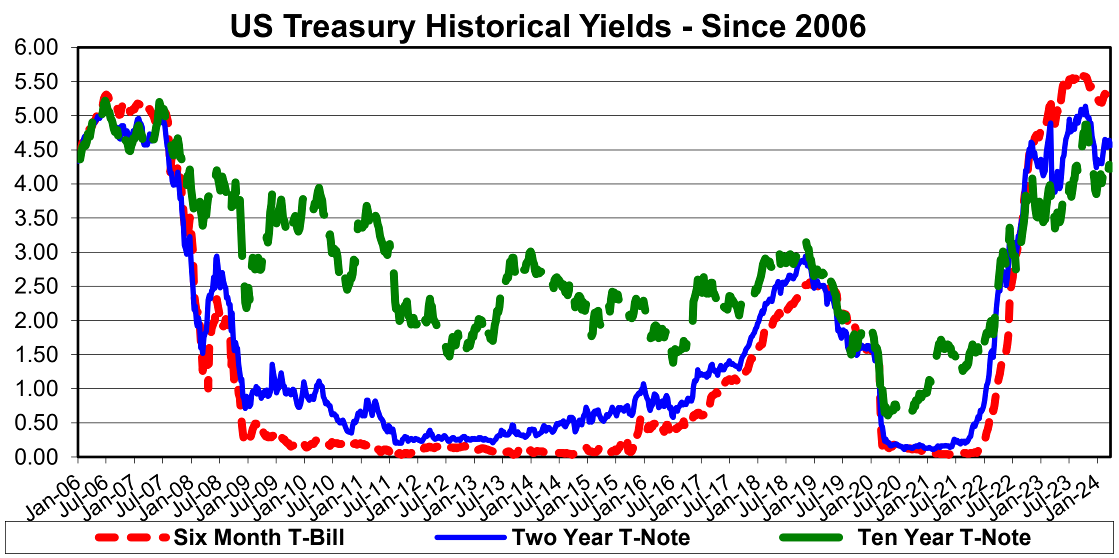
Economic Overview

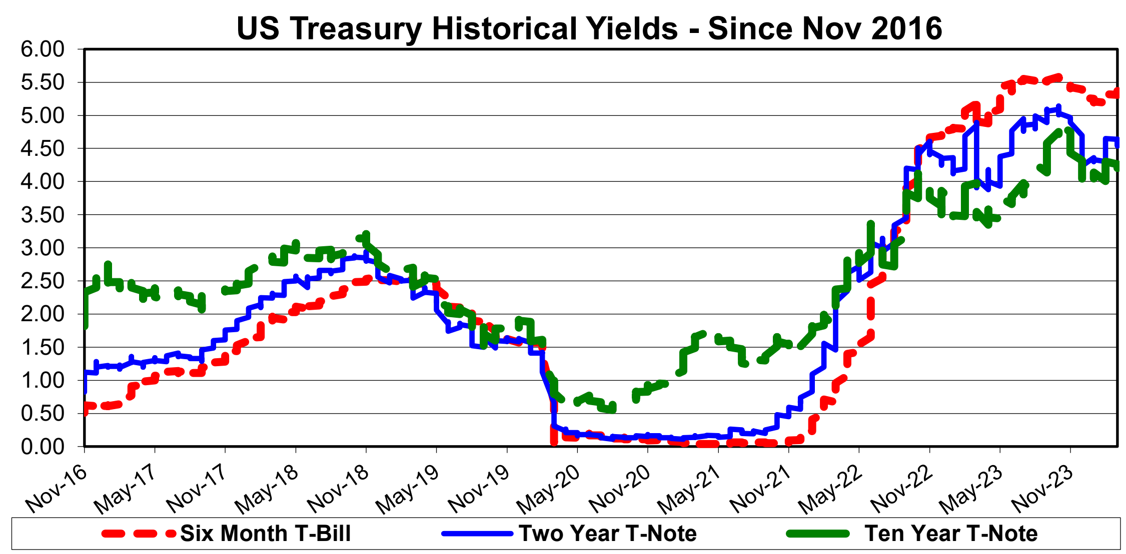
3/31/2024

The Federal Open Market Committee (FOMC) maintained the Fed Funds target range 5.25% - 5.50% (Effective Fed Funds are trading +/-5.33%). All expectations are for reduced future rates, but any actions will be meeting-by-meeting and "data-dependent." Fourth Quarter 2023 GDP recorded a stronger than expected 3.4%. The S&P 500 Stock Index reached another new high closing over 5,200. The yield curve remains inverted but longer yields rose slightly. Crude Oil traded over $87 per barrel. Inflation stubbornly remained above the FOMC 2% target (Core PCE +/-2.8% and Core CPI +/-3.8%). Reduced global economic outlooks and ongoing/expanding military conflicts continue increasing uncertainty.









Investment Holdings
March 31, 2024

Description	Rating	Coupon/ Discount	Maturity Date	Settlement Date	Book Value	Market Price	Market Value	Life (days)	Yield
Checking Accounts									
American Nat'l Bank of Texas Checking		0.00%	04/01/24	03/31/24	$ 1,203,417	1.00	$ 1,203,417	1	0.00%
Money Market Accounts									
American Nat'l Bank of Texas		3.91%	04/01/24	03/31/24	456,846	1.00	456,846	1	3.91%
NexBank IntraFi		5.55%	04/01/24	03/31/24	31,818,055	1.00	31,818,055	1	5.55%
Texas Bank		5.50%	04/01/24	03/31/24	10,750,547	1.00	10,750,547	1	5.50%
Local Government Investment Pools									
TexPool	AAAm	5.32%	04/01/24	03/31/24	298,251	1.00	298,251	1	5.32%
Certificates of Deposit									
East West Bank 0248		5.57%	04/05/24	07/05/23	5,211,095	100.00	5,211,095	5	5.73%
East West Bank 1557		5.31%	06/13/24	06/13/23	5,217,719	100.00	5,217,719	74	5.45%
East West Bank 3829		5.48%	07/05/24	07/05/23	5,207,615	100.00	5,207,615	96	5.63%
American Nat'l Bank & Trust 7787		4.50%	07/24/24	01/24/23	6,322,147	100.00	6,322,147	115	4.59%
East West Bank 0647		5.44%	09/26/24	03/26/24	5,004,473	100.00	5,004,473	179	5.59%
East West Bank 6187		5.61%	10/07/24	10/05/23	7,494,863	100.00	7,494,863	190	5.77%
Texas Bank 0374		4.94%	12/19/24	12/21/23	6,083,338	100.00	6,083,338	263	5.06%
Veritex Community Bank 5562		4.94%	01/16/25	01/16/24	10,101,837	100.00	10,101,837	291	5.05%
BOK Financial 3645		4.93%	06/12/25	06/15/23	1,040,060	100.00	1,040,060	438	5.05%
BOK Financial 2643		4.93%	07/03/25	07/06/23	518,558	100.00	518,558	459	5.05%
BOK Financial 3602		4.93%	07/10/25	07/13/23	4,662,614	100.00	4,662,614	466	5.05%
					$ 101,391,434		**$ 101,391,434**	**113**	**5.33%**
								(1)	**(2)**

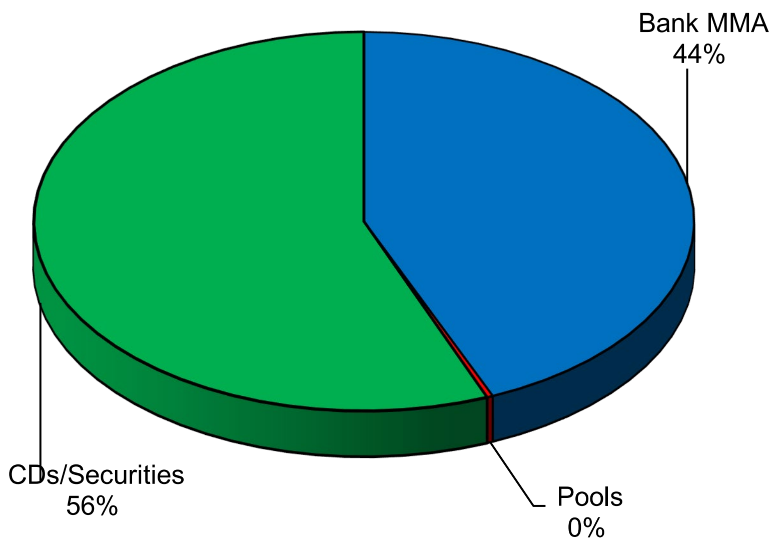
(1) Weighted average life - For purposes of calculating weighted average life, pool investments are assumed to have a one day maturity.

(2) Weighted average yield to maturity - The weighted average yield to maturity is based on adjusted book value, realized and unrealized gains/losses and investment advisory fees are not considered.

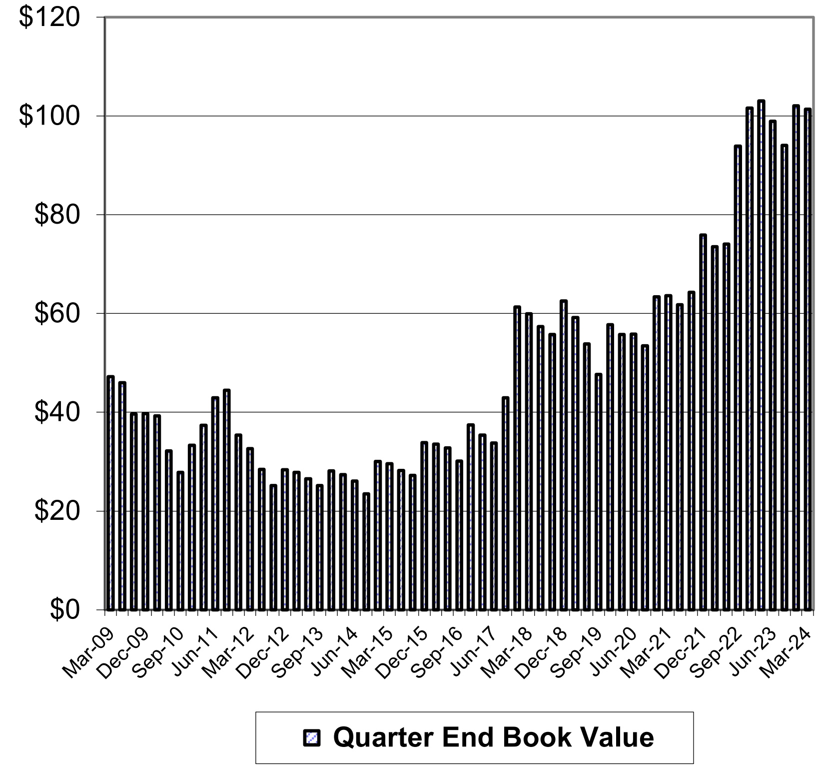
Book & Market Value Comparison

Issuer/Description	Yield	Maturity Date	Book Value 12/31/23	Increases	Decreases	Book Value 03/31/24	Market Value 12/31/23	Change in Market Value	Market Value 03/31/24
Checking Accounts									
American Nat'l Bank of Texas	0.00%	04/01/24	$ 1,014,755	$ 188,662	$ –	$ 1,203,417	$ 1,014,755	$ 188,662	$ 1,203,417
Money Market Accounts									
American Nat'l Bank of Texas	3.91%	04/01/24	452,500	4,345	–	456,846	452,500	4,345	456,846
NexBank IntraFi	5.55%	04/01/24	29,690,709	2,127,346	–	31,818,055	29,690,709	2,127,346	31,818,055
Texas Bank	5.50%	04/01/24	10,604,470	146,077	–	10,750,547	10,604,470	146,077	10,750,547
Local Government Investment Pools									
TexPool	5.32%	04/01/24	294,323	3,928	–	298,251	294,323	3,928	298,251
Certificates of Deposit									
Veritex Community Bank 5162	4.87%	01/09/24	3,142,498	–	(3,142,498)	–	3,142,498	(3,142,498)	–
Veritex Community Bank 5165	4.84%	01/23/24	7,317,451	–	(7,317,451)	–	7,317,451	(7,317,451)	–
American Nat'l Bank & Trust 7350	4.33%	03/07/24	5,253,807	–	(5,253,807)	–	5,253,807	(5,253,807)	–
East West Bank 3409	5.62%	03/12/24	3,092,662	–	(3,092,662)	–	3,092,662	(3,092,662)	–
East West Bank 0248	5.73%	04/05/24	5,139,235	71,860	–	5,211,095	5,139,235	71,860	5,211,095
East West Bank 1557	5.45%	06/13/24	5,149,104	68,615	–	5,217,719	5,149,104	68,615	5,217,719
East West Bank 3829	5.63%	07/05/24	5,136,955	70,660	–	5,207,615	5,136,955	70,660	5,207,615
American Nat'l Bank & Trust 7787	4.59%	07/24/24	6,251,745	70,402	–	6,322,147	6,251,745	70,402	6,322,147
East West Bank 0647	5.59%	09/26/24	–	5,004,473	–	5,004,473	–	5,004,473	5,004,473
East West Bank 6187	5.77%	10/07/24	7,390,773	104,090	–	7,494,863	7,390,773	104,090	7,494,863
Texas Bank 0374	5.06%	12/19/24	6,008,932	74,406	–	6,083,338	6,008,932	74,406	6,083,338
Veritex Community Bank 5562	5.05%	01/16/25	–	10,101,837	–	10,101,837	–	10,101,837	10,101,837
BOK Financial 3645	5.05%	06/12/25	1,027,363	12,697	–	1,040,060	1,027,363	12,697	1,040,060
BOK Financial 2643	5.05%	07/03/25	512,228	6,330	–	518,558	512,228	6,330	518,558
BOK Financial 3602	5.05%	07/10/25	4,605,694	56,920	–	4,662,614	4,605,694	56,920	4,662,614
TOTAL / AVERAGE	**5.33%**		**$ 102,085,203**	**$ 18,112,648**	**$ (18,806,417)**	**$ 101,391,434**	**$ 102,085,203**	**$ (693,769)**	**$ 101,391,434**

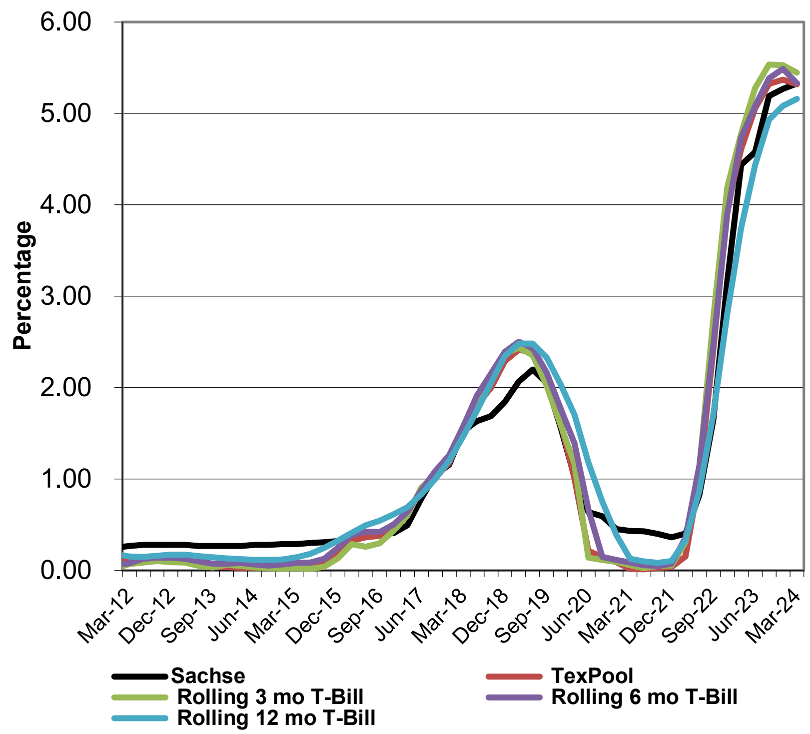
Portfolio Composition



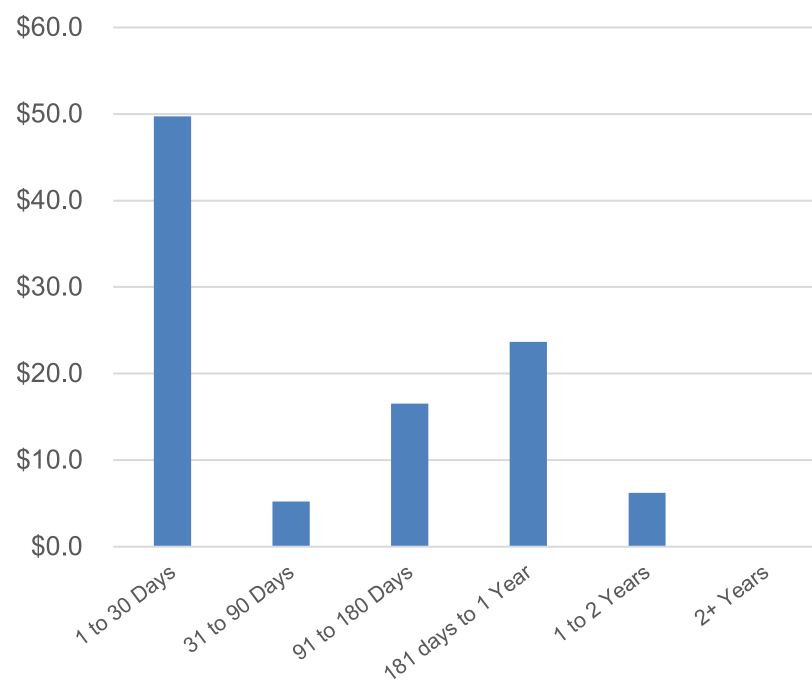
Total Portfolio (Millions)



Total Portfolio Performance



Distribution by Maturity (Millions)



FUND EQUITY IN POOLED CASH AND INVESTMENT

FUND	FUND NAME	12/31/2023	3/31/2024	Percent	Quarterly Change
01	General Fund	$ 19,727,742	$ 21,843,966	21.53%	$ 2,116,225
02	Utility Fund	22,820,568	21,239,866	20.95%	(1,580,702)
03	Debt Service	5,597,589	3,419,815	3.37%	(2,177,774)
04	Capital Projects	11,846,895	13,823,710	13.63%	1,976,815
05	Special Revenue Fund	853,502	879,557	0.87%	26,055
06	Sachse Economic Development (EDC)	5,181,153	5,402,458	5.33%	221,305
09	TIRZ 1 - PGBT	10,150	10,284	0.01%	134
10	Impact Fees	9,015,791	9,028,962	8.91%	13,171
11	Street Maintenance	1,930,974	2,147,145	2.12%	216,172
12	Vehicle Equipment Replacement Fund (VERF)	2,492,391	2,737,217	2.70%	244,827
13	Sachse Municipal Development District (MDD)	329,177	522,219	0.52%	193,041
14	TIRZ 2 - The Station	170,255	168,919	0.17%	(1,336)
15	Health Insurance	950,459	932,234	0.92%	(18,225)
16	Station O&M PID	119,685	80,987	0.08%	(38,698)
17	American Rescue Plan Act (ARPA)	4,167,657	3,194,998	3.15%	(972,659)
18	Hotel Occupancy Tax	34,284	38,461	0.04%	4,177
19	TIRZ 3 - Highway 78	534,591	541,504	0.53%	6,914
21	2022 Bond Construction Fund	16,302,342	15,379,131	15.17%	(923,211)
	TOTAL POOLED CASH AND INVESTMENTS	**$ 102,085,203**	**$ 101,391,434**	**100.00%**	**$ (693,769)**

Notes:

Consistent with City policy, investment activity is attributed to all of the City's accounting funds collectively and on a proportional basis to each fund's total cash balance.

The City does not carry any security instrument (investment type) on its books that is traded on the open market; therefore, all investments are listed at 100% of market value.

It is the strategy of the Finance Department to maintain a high percentage of its idle funds invested in safe and secure investment securities and pooled investment types in accordance with the Public Funds Investment Act.

The City's investments are liquid and have same day access (although may be subject to an early withdrawal penalty). The City's funds are swept into the above accounts and are withdrawn as needed for operational cash flow requirements.

Subject:	**2. Consider approving the Sachse Economic Development Corporation FY 2024-2025 Budget.**
Meeting	June 20, 2024 - Economic Development Corporation Board Meeting
Access	Public
Type	Discussion, Action
Fiscal Impact	None
Recommended Action	Consider approving the Sachse Economic Development Corporation FY 2024-2025 Budget.
Goals	Be a model of financial stewardship through growth management; responsible investment; and financial transparency. Provide a high quality of life environment for families; individuals; businesses; and other organizations in Sachse.

BACKGROUND

Each year the EDC Board must approve an annual budget for the following fiscal year. Staff has put together the FY 2024-2025 Economic Development Corporation budget to be consistent with the strategic goals and objectives of the Board.

POLICY CONSIDERATIONS

Approval of the proposed budget by the EDC Board is necessary for it to be included in the overall City of Sachse Budget and then to be approved by Ordinance of the City Council.

RECOMMENDATION

Consider approving the Sachse Economic Development Corporation FY 2024-2025 Budget.

File Attachments

1. Presentation_Budget
2. EDC Budget Worksheet_6.17.24

FY 2024-2025 EDC Budget

Consider approving the Sachse Economic Development Corporation FY 2024-2025 Budget.

SACHSE | ECONOMIC DEVELOPMENT

Presentation Outline

- Recap from Previous EDC Board Meeting
- Revenues and Expenditures
- Next Steps
- Draft Budget Calendar
- Questions / Discussion

SACHSE | ECONOMIC DEVELOPMENT

Recap from Previous EDC Board Meeting

- High-level budget process
- Initial EDC Board input
- Economic Development priorities for FY24-25
- Provided a draft calendar for additional budget discussions
- No action taken

SACHSE | ECONOMIC DEVELOPMENT

EDC Revenues / Expenditures

	FY 2022	FY 2023	FY 2024 (thru 6-17-24)*	**FY 2025 (projection)**
Revenues**	$1,397,813	$1,670,439	$1,160,021	**$1,785,000**
Expenditures	$434,606	$467,183	$623,501	**$1,192,605**
Revenues less expenditures	$963,206	$1,203,256	$536,519	**$592,394**

*FY 2024 ends September 30, 2024

**Revenues FY 2025:
Sales tax - $1,515,000
GISD grant - $10,000
Interest income - $260,000

Sachse Economic Development Corporation
Balance Sheet
5/31/2024

Assets:		
Cash	$102,361.81	
Investments	5,812,371.39	
Accts Receivable-Sales Tax	248,412.34	
Travel Advances	0.00	
Other Receivable-TIF	0.00	
Assets Held-Land	1,649,892.68	
Intangible Assets	2,681.84	
Total Assets		**$7,815,720.06**
Liabilities:		
Payables	$19,450.46	
Total Liabilities		**$19,450.46**
Equity:		
Fund Balance 9/30/2023	$5,604,431.97	
Net Position (full accrual)	$1,640,698.60	
FY 2024 YTD Surplus	551,139.03	
Total Equity		**$7,796,269.60**
Total Liabilities and Equity		**$7,815,720.06**

The EDC's balance of cash and investments represents highly liquid assets totaling **$5,914,733.20**

SACHSE ECONOMIC DEVELOPMENT

Next steps

- Receive EDC Board input and make necessary edits
- Continued refinement of EDC budget
- Bring budget to EDC Board for approval in August

SACHSE | ECONOMIC DEVELOPMENT

Draft Budget Calendar

- May 23 – early input on FY2024-2025 EDC budget
- June 3 – early citizen input on budget (City Council)
- June 11 – Budget town hall meeting
- June 20 – EDC Board budget discussion
- July 29 – City Council Budget workshop
- August 15 – EDC Board approval of budget
- August 19 – Presentation of budget to City Council
- September 3 – City Council public hearing on budget
- September 16 – City Council adoption of budget

No EDC Board meeting in July

SACHSE | ECONOMIC DEVELOPMENT

Questions / Discussion

SACHSE | ECONOMIC DEVELOPMENT

		2021-2022 Total Budget	2021-2022 Total Activity	2022-2023 Total Budget	2022-2023 Total Activity	2023-2024 Total Budget	2023-2024 YTD Activity	Defined Budgets 2024-2025 Prelim
Fund: 06 - ECONOMIC DEVELOPMENT FUND								
Revenue								
Object Category: 22 - Other Taxes								
06-000-40060	Sales Tax	975,000.00	1,374,944.64	1,300,000.00	1,462,119.80	1,430,000.00	1,002,838.23	1,515,000.00
	Object Category: 22 - Other Taxes Total:	**975,000.00**	**1,374,944.64**	**1,300,000.00**	**1,462,119.80**	**1,430,000.00**	**1,002,838.23**	**1,515,000.00**
Object Category: 28 - Interest, Rent & Leases								
06-000-45000	Interest Income	5,000.00	12,868.48	7,000.00	185,330.22	100,000.00	157,183.41	260,000.00
	Object Category: 28 - Interest, Rent & Leases Total:	**5,000.00**	**12,868.48**	**7,000.00**	**185,330.22**	**100,000.00**	**157,183.41**	**260,000.00**
Object Category: 29 - Grants and Donations								
06-000-46120	Misc Grants and Donations	10,000.00	10,000.00	10,000.00	20,000.00	10,000.00	0.00	10,000.00
	Object Category: 29 - Grants and Donations Total:	**10,000.00**	**10,000.00**	**10,000.00**	**20,000.00**	**10,000.00**	**0.00**	**10,000.00**
Object Category: 32 - Other Financing Sources								
06-000-49000	Lease Proceeds	0.00	0.00	0.00	2,979.84	0.00	0.00	0.00
	Object Category: 32 - Other Financing Sources Total:	**0.00**	**0.00**	**0.00**	**2,979.84**	**0.00**	**0.00**	**0.00**
Object Category: 33 - Gains and Losses								
06-000-47071	Sale of assets	0.00	0.00	0.00	10.00	0.00	0.00	0.00
	Object Category: 33 - Gains and Losses Total:	**0.00**	**0.00**	**0.00**	**10.00**	**0.00**	**0.00**	**0.00**
	Revenue Total:	**990,000.00**	**1,397,813.12**	**1,317,000.00**	**1,670,439.86**	**1,540,000.00**	**1,160,021.64**	**1,785,000.00**

Defined Budgets

		2021-2022 Total Budget	2021-2022 Total Activity	2022-2023 Total Budget	2022-2023 Total Activity	2023-2024 Total Budget	2023-2024 YTD Activity	2024-2025 Prelim
Expense								
Object Category: 41 - Personnel Costs								
06-019-50000	Wages and Salaries	114,039.00	84,196.85	156,152.00	118,321.20	151,415.00	104,740.62	190,210.00
06-019-50010	Overtime	5,196.75	1,767.67	0.00	0.00	0.00	0.00	0.00
06-019-50020	Other Pay	659.00	0.00	0.00	0.00	0.00	0.00	0.00
06-019-50030	Longevity Pay	48.00	0.00	68.00	76.00	120.00	120.00	252.00
06-019-50050	Social Security and Medicare (F…	9,176.00	6,660.88	12,027.00	8,780.59	11,752.00	7,966.85	14,906.00
06-019-50060	TMRS Contributions	16,575.00	12,668.61	22,906.00	17,179.39	22,755.00	15,723.02	29,228.00
06-019-50070	Vacation/Sick Leave Buy Back	0.00	1,279.20	991.00	0.00	2,077.00	2,139.34	4,389.00
06-019-50072	Health Insurance	17,867.00	0.00	0.00	0.00	21,552.00	14,787.06	25,287.00
06-019-50080	Dental Insurance	543.00	0.00	0.00	0.00	723.00	512.38	723.00
06-019-50090	Life and LTD Insurance	237.00	0.00	0.00	0.00	877.00	387.54	711.00
06-019-50100	Workers Compensation	280.00	189.37	211.00	127.56	329.00	391.25	481.00
06-019-50110	Unemployment Tax	630.00	9.00	504.00	12.24	18.00	18.02	234.00
	Object Category: 41 - Personnel Costs Total:	**165,250.75**	**106,771.58**	**192,859.00**	**144,496.98**	**211,618.00**	**146,786.08**	**266,421.00**
Object Category: 42 - Supplies and Materials								
06-019-51020	Utilities - Water	0.00	65.90	0.00	0.00	0.00	0.00	0.00
06-019-51030	Utilities - Communications	1,440.00	785.53	1,008.00	819.63	972.00	563.00	965.28
06-019-51050	Office Supplies	3,000.00	477.73	5,750.00	221.70	3,000.00	162.79	3,000.00
06-019-51070	Postage	400.00	0.00	400.00	833.61	1,000.00	339.17	1,000.00
06-019-51230	Business Retention Efforts	10,000.00	4,660.12	10,000.00	5,846.35	10,000.00	1,409.54	10,000.00
06-019-51500	Uniforms and Accessories	450.00	408.30	880.00	966.24	880.00	703.77	880.00
06-019-51510	Small Tools and Equipment (un…	1,000.00	473.20	1,000.00	3,232.52	1,000.00	0.00	1,000.00
06-019-51550	Fuel and Lubricants	3,250.00	299.97	574.00	167.02	473.00	144.42	472.50
06-019-51700	Community Relations & Special…	47,275.00	25,057.87	44,750.00	30,719.00	42,750.00	16,134.00	48,750.00
06-019-51800	Dues and Subscriptions	20,446.88	49,308.37	51,692.00	42,692.33	7,829.00	2,475.30	6,195.00
06-019-51810	Employee Training and Travel	7,715.50	7,252.76	7,900.00	13,948.43	17,430.00	5,597.80	18,200.00
	Object Category: 42 - Supplies and Materials Total:	**94,977.38**	**88,789.75**	**123,954.00**	**99,446.83**	**85,334.00**	**27,529.79**	**90,462.78**
Object Category: 43 - Maintenance and Repairs								
06-019-52000	Vehicle Repairs and Maintenan…	1,000.00	1,097.26	1,000.00	523.87	1,000.00	157.98	1,000.00
06-019-52040	Software Licensing, Support an…	0.00	0.00	0.00	0.00	52,020.00	40,250.78	50,850.00
	Object Category: 43 - Maintenance and Repairs Total:	**1,000.00**	**1,097.26**	**1,000.00**	**523.87**	**53,020.00**	**40,408.76**	**51,850.00**

Account	Description	2021-2022 Total Budget	2021-2022 Total Activity	2022-2023 Total Budget	2022-2023 Total Activity	2023-2024 Total Budget	2023-2024 YTD Activity	2024-2025 Prelim
Object Category: 44 - Contractual Services								
06-019-53000	Legal/Consulting Fees	0.00	1,618.75	10,000.00	25,850.00	20,000.00	21,536.38	30,000.00
06-019-53002	Professional Services (53003)	125,000.00	19,529.43	73,000.00	10,291.67	70,000.00	12,040.30	205,000.00
06-019-53060	Printing Services	6,000.00	1,885.00	3,100.00	1,972.25	2,000.00	2,537.20	2,500.00
06-019-53170	Contract Mowing Services	0.00	7,344.40	0.00	0.00	0.00	0.00	0.00
06-019-53220	5th Street District	25,000.00	867.91	30,600.00	14,569.21	30,600.00	8,035.55	35,600.00
06-019-53241	Local Business Grant Program	0.00	0.00	0.00	0.00	100,000.00	0.00	100,000.00
06-019-53380	Advertising and Legal Publicati...	21,400.00	22,028.83	46,500.00	47,914.00	60,800.00	42,155.61	67,800.00
06-019-53500	Web Page Services	5,000.00	7,098.00	9,225.00	0.00	2,520.00	7,070.00	2,520.00
06-019-53600	Copier Rental & Maintenance	0.00	0.00	0.00	0.00	945.00	576.00	945.00
	Object Category: 44 - Contractual Services Total:	**182,400.00**	**60,372.32**	**172,425.00**	**100,597.13**	**286,865.00**	**93,951.04**	**444,365.00**
Object Category: 45 - Capital Outlays and Projects								
06-019-54810	Capital Outlay for Lease Obligat...	0.00	0.00	0.00	2,979.84	0.00	0.00	0.00
	Object Category: 45 - Capital Outlays and Projects Total:	**0.00**	**0.00**	**0.00**	**2,979.84**	**0.00**	**0.00**	**0.00**
Object Category: 46 - Transfers and Contingencies								
06-019-55000	Transfer Out to General Fund	177,576.00	177,576.00	118,803.00	118,803.00	122,795.00	71,631.00	139,507.00
06-019-55050	Transfer Out to Gen Capital Pro...	0.00	0.00	0.00	0.00	150,000.00	87,500.00	200,000.00
	Object Category: 46 - Transfers and Contingencies Total:	**177,576.00**	**177,576.00**	**118,803.00**	**118,803.00**	**272,795.00**	**159,131.00**	**339,507.00**
Object Category: 47 - Debt Service Obligations								
06-019-56281	Lease Payment - Principal	0.00	0.00	0.00	276.92	0.00	0.00	0.00
06-019-56282	Lease Payment - Interest	0.00	0.00	0.00	59.08	0.00	0.00	0.00
	Object Category: 47 - Debt Service Obligations Total:	**0.00**	**0.00**	**0.00**	**336.00**	**0.00**	**0.00**	**0.00**
Object Category: 50 - Economic Development Grants								
06-019-57000	Economic Development Grants	0.00	0.00	703,883.00	0.00	0.00	0.00	0.00
06-019-57002	Infrastructure Grants / Sales Ta...	0.00	0.00	0.00	0.00	0.00	155,695.00	0.00
	Object Category: 50 - Economic Development Grants Total:	**0.00**	**0.00**	**703,883.00**	**0.00**	**0.00**	**155,695.00**	**0.00**
	Expense Total:	**621,204.13**	**434,606.91**	**1,312,924.00**	**467,183.65**	**909,632.00**	**623,501.67**	**1,192,605.78**
	Fund: 06 - ECONOMIC DEVELOPMENT FUND Surplus (Deficit):	**368,795.87**	**963,206.21**	**4,076.00**	**1,203,256.21**	**630,368.00**	**536,519.97**	**592,394.22**
	Report Surplus (Deficit):	**368,795.87**	**963,206.21**	**4,076.00**	**1,203,256.21**	**630,368.00**	**536,519.97**	**592,394.22**