



**Thursday, August 14, 2025**  
**Economic Development Corporation Board Meeting**

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

**Economic Development Corporation Board meetings are available live and 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**

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1. Call to Order: The Economic Development Corporation Board of the City of Sachse will hold a regular meeting on Thursday, August 14, 2025, at 6:00 PM to consider the following items of business:
2. Invocation and Pledges of Allegiance.

### **B. Public Comment**

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The public is invited to address the Board regarding any topic not already on the agenda for action or public hearing. **Comments regarding the Consent Agenda or any discussion-only items on the agenda may be addressed during this Public Comment section.** The time limit is three 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**

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Consent Agenda items are routine or administrative in nature, have been discussed previously at a Board meeting, and/or do not warrant discussion. The Board will act upon these items with one motion. There will be no separate discussion of these items unless a Board member requests the item be removed from the consent agenda. **If you have comments related to items on the Consent Agenda, please address them in the Public Comment section of the meeting.**

1. Approve the June 26, 2025, meeting minutes.
2. Accept the monthly revenue and expenditure report for the period ending May 31, 2025.
3. Accept the Quarterly Investment Report for the quarter ending March 31, 2025.
4. Accept the monthly revenue and expenditure report for the period ending June 30, 2025.

### **D. Action Items**

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Action items are for Board discussion and consideration for action. **The presiding officer will invite comments before the Board votes.** A Public Comment Card should be given to the acting secretary prior to the start of the meeting.

1. Consider the Sachse Economic Development Corporation FY 2025-2026 Budget.

### **E. Discussion Items**

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These items are for the Board and staff to discuss as needed. **Comments on Discussion Items should be addressed in the Public Comment Section of this meeting.**

1. Receive an update and discuss the ongoing development of the Sachse Economic Development Strategic Plan.
2. 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.

#### **F. Executive Session**

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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 Yellow Jacket.

#### **G. Action Resulting from Executive Session**

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Items resulting from Executive Session are for consideration for action. **The presiding officer will invite comments before the Board votes.** A Public Comment Card should be given to the acting secretary prior to the start of the meeting.

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 Yellow Jacket.

#### **H. Adjournment**

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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, on August 8, 2025, by 12 PM.

\_\_\_\_\_  
Leah K Granger, TRMC, City Secretary

\_\_\_\_\_  
Date 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](mailto:lthatcher@cityofsachse.com), or by appointment at 3815 Sachse Road, Building B, Sachse, Texas 75048.

## C. Consent Agenda

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**Subject:** 1. Approve the June 26, 2025, meeting minutes.

Meeting August 14, 2025 - 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 June 26, 2025, regular meeting.

### **POLICY CONSIDERATIONS**

State law and Sachse's Charter require minutes to be recorded for public meetings.

### **RECOMMENDATION**

Approve the minutes as presented.

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|-------------------------|
| <p>File Attachments</p> |
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|   |
|---|
| <p>1. EconomicDevelopmentCorporationBoard_Regular_Minutes_06.26.2025-unsigned</p> |
|---|

**ECONOMIC DEVELOPMENT CORPORATION BOARD OF THE CITY OF SACHSE  
JUNE 26, 2025, MEETING MINUTES**

The Economic Development Corporation Board of the City of Sachse held a regular meeting on Thursday, June 26, 2025, at 6:00 PM at Sachse City Hall, 3815-B Sachse Road. Those present were: Scott McMurdie, Chinelo Nwanze, Alan Bell, Christopher Decker, Joshua Frick, Krisleigh Hoermann.

Those absent were: Ashley Holley.

**A. Meeting Opening**

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1. Call to Order: The Economic Development Corporation Board of the City of Sachse will hold a regular meeting on Thursday, June 26, 2025, at 6:00 PM to consider the following items of business:

President McMurdie called the meeting to order at 6:01 PM.

2. Invocation and Pledges of Allegiance.

Mr. McMurdie offered the invocation and led the pledges.

*Ms. Nwanze and Ms. Hoermann entered the meeting at 6:01 pm.*

**B. Public Comment**

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The public is invited to address the Board regarding any topic not already on the agenda for action or public hearing. **Comments regarding the Consent Agenda or any discussion-only items on the agenda may be addressed during this Public Comment section.** The time limit is three 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**

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Consent Agenda items are routine or administrative in nature, have been discussed previously at a Board meeting, and/or do not warrant discussion. The Board will act upon these items with one motion. There will be no separate discussion of these items unless a Board member requests the item be removed from the consent agenda. **If you have comments related to items on the Consent Agenda, please address them in the Public Comment section of the meeting.**

1. Approve the May 15, 2025, meeting minutes.
2. Accept the monthly revenue and expenditure report for the period ending April 30, 2025.

Ms. Nwanze made a motion to approve the consent agenda. Mr. Decker seconded the motion, and it carried 6 - 0. None voted against.

**D. Discussion Items**

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These items are for the Board and staff to discuss as needed. **Comments on Discussion Items should be addressed in the Public Comment Section of this meeting.**

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. Potts mentioned the Comprehensive Plan update was adopted in May and is undergoing a final review before the finalized document is posted. The Economic Development Strategic Plan is underway and the consultants have held preliminary discussions and plan to be at the EDC Board meeting in August. Mr. Potts noted a few important upcoming dates.

2. Discuss the Sachse Economic Development Corporation FY 2025-2026 Budget.

Mr. Potts provided an overview of the FY 2025-2026 budget that focused on revenues, expenditures, and budget goals. Mr. Potts highlighted recent accomplishments for Sachse Economic Development, and provided details on notable base budget increases and decreases for certain line items between the adopted FY 2025 budget and the preliminary proposed FY 2026 budget.

The Board asked staff about a few line items and discussed prioritizing future projects based on the results of the Economic Development Strategic Plan. The Board mentioned discussing the Local Business Grant Program at a future meeting. No action was taken on the budget.

## **E. Adjournment**

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President McMurdie adjourned the meeting at 6:56 PM.

\_\_\_\_\_  
Scott McMurdie, President

ATTEST:

\_\_\_\_\_  
Jerod Potts, Economic Development Director

## C. Consent Agenda

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|                    |  |
|--------------------|--|
| <b>Subject:</b>    | <b>2. Accept the monthly revenue and expenditure report for the period ending May 31, 2025.</b>                    |
| Meeting            | August 14, 2025 - 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 May 31, 2025.                              |
| 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 May 2025. Also included is a preliminary line-item report and balance sheet for June 2025.

### **POLICY CONSIDERATIONS**

There are no policy considerations affiliated with this item.

### **RECOMMENDATION**

Accept the monthly revenue and expenditure report for the period ending May 31, 2025.

#### File Attachments

1. EDC Fund May 2025
2. EDC Budget Report June 2025 Preliminary
3. EDC Balance Sheet June 2025

# City of Sachse

## Monthly Revenue and Expenditure Report May 31, 2025 (Unaudited)

### SACHSE ECONOMIC DEVELOPMENT CORPORATION

|   | 67% of Year Completed |                         |                     |                            | Note |
|---|-----------------------|-------------------------|---------------------|----------------------------|------|
|   | Annual Budget         | Current Month<br>Actual | YTD Actuals         | YTD Actuals<br>% of Budget |      |
| <b>Revenue Summary</b>                        |                       |                         |                     |                            |      |
| Sales Tax                                     | \$ 1,610,000          | \$ 137,350              | \$ 1,001,741        | 62%                        | A    |
| Other Income                                  | 16,000                | -                       | 1,143               | 7%                         | B    |
| Interest Income                               | 260,000               | 23,902                  | 190,388             | 73%                        | C    |
| <b>Total Revenue</b>                          | <b>\$ 1,886,000</b>   | <b>\$ 161,252</b>       | <b>\$ 1,193,272</b> | <b>63%</b>                 |      |
| <b>Expenditure Summary</b>                    |                       |                         |                     |                            |      |
| Expenditures                                  | \$ 2,180,980          | \$ 76,614               | \$ 1,481,022        | 68%                        |      |
| <b>Total Expenditures</b>                     | <b>\$ 2,180,980</b>   | <b>\$ 76,614</b>        | <b>\$ 1,481,022</b> | <b>68%</b>                 |      |
| <b>Revenue Over/(Under) Expenses</b>          | <b>\$ (294,980)</b>   | <b>\$ 84,638</b>        | <b>\$ (287,750)</b> |                            | D    |
| <b>Beginning Fund Balance October 1, 2024</b> |                       |                         | <b>\$ 6,527,603</b> |                            |      |

**Explanation of Major Variances:**

- A** EDC Sales Tax collections are \$1K below prior year year-to-date collections
- B** Garland ISD grant and auction proceeds anticipated to be received later in the fiscal year
- C** Interest revenue trending strong due to favorable interest rates
- D** YTD Actual variance due to timing of revenue collections and expenses



City of Sachse

# Budget to Actual Account Summary

For Fiscal: 2024-2025 Period Ending: 06/30/2025

|   | Prior Year<br>Budget | Prior Year<br>Actual | 2024-2025<br>Budget | MTD<br>Activity   | YTD<br>Activity     | Encumbrances | Percentage    | Remaining Balance |
|---|----------------------|----------------------|---------------------|-------------------|---------------------|--------------|---------------|-------------------|
| <b>Fund: 06 - ECONOMIC DEVELOPMENT FUND</b> |                      |                      |                     |                   |                     |              |               |                   |
| <b>Revenue</b>                              |                      |                      |                     |                   |                     |              |               |                   |
| <b>000 - Non-Departmental</b>               |                      |                      |                     |                   |                     |              |               |                   |
| <a href="#">06-000-40060</a>                |                      |                      |                     |                   |                     |              |               |                   |
| Sales Tax                                   | 1,430,000.00         | 1,519,924.65         | 1,610,000.00        | 115,431.39        | 1,117,172.50        | 0.00         | 69.39%        | 492,827.50        |
| <a href="#">06-000-45000</a>                |                      |                      |                     |                   |                     |              |               |                   |
| Interest Income                             | 100,000.00           | 289,820.72           | 260,000.00          | 0.00              | 190,388.42          | 0.00         | 73.23%        | 69,611.58         |
| <a href="#">06-000-46120</a>                |                      |                      |                     |                   |                     |              |               |                   |
| Misc Grants and Donations                   | 10,000.00            | 10,000.00            | 10,000.00           | 0.00              | 0.00                | 0.00         | 0.00%         | 10,000.00         |
| <a href="#">06-000-47060</a>                |                      |                      |                     |                   |                     |              |               |                   |
| Auction Proceeds                            | 0.00                 | 0.00                 | 6,000.00            | 0.00              | 0.00                | 0.00         | 0.00%         | 6,000.00          |
| <a href="#">06-000-47070</a>                |                      |                      |                     |                   |                     |              |               |                   |
| Health Insurance Credits                    | 0.00                 | 0.00                 | 0.00                | 0.00              | 1,142.86            | 0.00         | 0.00%         | -1,142.86         |
| <b>000 - Non-Departmental Total:</b>        | <b>1,540,000.00</b>  | <b>1,819,745.37</b>  | <b>1,886,000.00</b> | <b>115,431.39</b> | <b>1,308,703.78</b> | <b>0.00</b>  | <b>69.39%</b> | <b>577,296.22</b> |
| <b>Revenue Total:</b>                       | <b>1,540,000.00</b>  | <b>1,819,745.37</b>  | <b>1,886,000.00</b> | <b>115,431.39</b> | <b>1,308,703.78</b> | <b>0.00</b>  | <b>69.39%</b> | <b>577,296.22</b> |

Budget to Actual

For Fiscal: 2024-2025 Period Ending: 06/30/2025

| Expense   | Prior Year Budget | Prior Year Actual | 2024-2025 Budget    | MTD Activity     | YTD Activity        | Encumbrances   | Percentage    | Remaining Balance |
|---|-------------------|-------------------|---------------------|------------------|---------------------|----------------|---------------|-------------------|
| <b>019 - Economic Development</b>                                       |                   |                   |                     |                  |                     |                |               |                   |
| <a href="#">06-019-50000</a> Wages and Salaries                         | 151,415.00        | 153,125.66        | 191,924.00          | 14,185.57        | 139,705.16          | 0.00           | 72.79%        | 52,218.84         |
| <a href="#">06-019-50030</a> Longevity Pay                              | 120.00            | 120.00            | 252.00              | 0.00             | 248.00              | 0.00           | 98.41%        | 4.00              |
| <a href="#">06-019-50050</a> Social Security and Medicare (FICA)        | 11,752.00         | 11,573.52         | 15,019.00           | 1,048.50         | 10,639.45           | 0.00           | 70.84%        | 4,379.55          |
| <a href="#">06-019-50060</a> TMRS Contributions                         | 22,755.00         | 22,895.86         | 31,215.00           | 2,255.50         | 22,216.35           | 0.00           | 71.17%        | 8,998.65          |
| <a href="#">06-019-50070</a> Vacation/Sick Leave Buy Back               | 2,077.00          | 2,139.34          | 4,100.00            | 0.00             | 3,034.62            | 0.00           | 74.02%        | 1,065.38          |
| <a href="#">06-019-50072</a> Health Insurance                           | 21,552.00         | 21,077.40         | 25,287.00           | 2,384.62         | 19,699.44           | 0.00           | 77.90%        | 5,587.56          |
| <a href="#">06-019-50080</a> Dental Insurance                           | 723.00            | 723.36            | 723.00              | 60.28            | 542.52              | 0.00           | 75.04%        | 180.48            |
| <a href="#">06-019-50090</a> Life and LTD Insurance                     | 877.00            | 607.11            | 711.00              | 79.56            | 734.58              | 0.00           | 103.32%       | -23.58            |
| <a href="#">06-019-50100</a> Workers Compensation                       | 329.00            | 391.25            | 497.00              | 0.00             | 440.38              | 0.00           | 88.61%        | 56.62             |
| <a href="#">06-019-50110</a> Unemployment Tax                           | 18.00             | 234.02            | 234.00              | 0.00             | 234.01              | 0.00           | 100.00%       | -0.01             |
| <a href="#">06-019-50130</a> Employee Assistance Program                | 0.00              | 0.00              | 0.00                | 6.00             | 49.04               | 0.00           | 0.00%         | -49.04            |
| <a href="#">06-019-51030</a> Utilities - Communications                 | 972.00            | 965.16            | 966.00              | 0.00             | 643.68              | 0.00           | 66.63%        | 322.32            |
| <a href="#">06-019-51050</a> Office Supplies                            | 3,000.00          | 311.76            | 3,000.00            | 0.00             | 21.19               | 0.00           | 0.71%         | 2,978.81          |
| <a href="#">06-019-51070</a> Postage                                    | 1,000.00          | 339.17            | 1,000.00            | 0.00             | 1,599.52            | 0.00           | 159.95%       | -599.52           |
| <a href="#">06-019-51230</a> Business Retention and Expansion           | 10,000.00         | 3,004.41          | 10,000.00           | 400.00           | 8,784.31            | 0.00           | 87.84%        | 1,215.69          |
| <a href="#">06-019-51500</a> Uniforms and Accessories                   | 880.00            | 703.77            | 880.00              | 0.00             | 792.25              | 0.00           | 90.03%        | 87.75             |
| <a href="#">06-019-51510</a> Small Tools and Equipment (under \$10...   | 1,000.00          | 816.20            | 1,000.00            | 0.00             | 98.71               | 0.00           | 9.87%         | 901.29            |
| <a href="#">06-019-51550</a> Fuel and Lubricants                        | 473.00            | 209.46            | 473.00              | 0.00             | 168.96              | 0.00           | 35.72%        | 304.04            |
| <a href="#">06-019-51700</a> Community Relations & Special Progra...    | 42,750.00         | 24,701.04         | 48,750.00           | 0.00             | 9,962.62            | 0.00           | 20.44%        | 38,787.38         |
| <a href="#">06-019-51800</a> Dues and Subscriptions                     | 7,829.00          | 2,888.83          | 6,195.00            | 0.00             | 3,912.11            | 0.00           | 63.15%        | 2,282.89          |
| <a href="#">06-019-51810</a> Employee Training and Travel               | 17,430.00         | 7,034.12          | 18,200.00           | 211.97           | 6,094.97            | 0.00           | 33.49%        | 12,105.03         |
| <a href="#">06-019-51820</a> Mileage/Tolls/Parking Reimbursement        | 0.00              | 0.00              | 0.00                | 0.00             | 220.13              | 0.00           | 0.00%         | -220.13           |
| <a href="#">06-019-52000</a> Vehicle Repairs and Maintenance            | 1,000.00          | 333.54            | 1,000.00            | 0.00             | 845.34              | 0.00           | 84.53%        | 154.66            |
| <a href="#">06-019-52040</a> Software Licensing, Support and Maint...   | 52,020.00         | 55,740.22         | 50,850.00           | 14,904.00        | 51,373.24           | 0.00           | 101.03%       | -523.24           |
| <a href="#">06-019-53000</a> Legal/Consulting Fees                      | 20,000.00         | 31,364.97         | 30,000.00           | 6,467.00         | 13,732.00           | 0.00           | 45.77%        | 16,268.00         |
| <a href="#">06-019-53002</a> Professional Services (53003)              | 70,000.00         | 28,340.36         | 80,000.00           | 0.00             | 2,990.00            | 0.00           | 3.74%         | 77,010.00         |
| <a href="#">06-019-53060</a> Printing Services                          | 2,000.00          | 3,166.70          | 2,500.00            | 0.00             | 1,233.75            | 0.00           | 49.35%        | 1,266.25          |
| <a href="#">06-019-53220</a> 5th Street District                        | 30,600.00         | 24,498.60         | 35,600.00           | 1,049.20         | 8,170.79            | 0.00           | 22.95%        | 27,429.21         |
| <a href="#">06-019-53241</a> Local Business Grant Program               | 100,000.00        | 0.00              | 100,000.00          | 0.00             | 0.00                | 0.00           | 0.00%         | 100,000.00        |
| <a href="#">06-019-53380</a> Advertising and Legal Publications         | 60,800.00         | 62,544.99         | 67,800.00           | 698.88           | 38,553.66           | 0.00           | 56.86%        | 29,246.34         |
| <a href="#">06-019-53500</a> Web Page Services                          | 2,520.00          | 7,370.00          | 2,520.00            | 0.00             | 48.68               | 0.00           | 1.93%         | 2,471.32          |
| <a href="#">06-019-53600</a> Copier Rental & Maintenance                | 945.00            | 192.00            | 945.00              | 72.00            | 648.00              | 216.00         | 68.57%        | 297.00            |
| <a href="#">06-019-55000</a> Transfer Out to General Fund               | 0.00              | 0.00              | 23,233.00           | 0.00             | 0.00                | 0.00           | 0.00%         | 23,233.00         |
| <a href="#">06-019-55050</a> Transfer Out to Gen Capital Projects Fu... | 150,000.00        | 150,000.00        | 350,000.00          | 29,167.00        | 262,503.00          | 0.00           | 75.00%        | 87,497.00         |
| <a href="#">06-019-55060</a> Transfer Out to General Fund - Indirect... | 122,795.00        | 122,795.00        | 141,106.00          | 11,759.00        | 105,831.00          | 0.00           | 75.00%        | 35,275.00         |
| <a href="#">06-019-57002</a> Infrastructure Grants / Sales Tax Reim...  | 0.00              | 155,695.00        | 935,000.00          | 0.00             | 850,000.00          | 0.00           | 90.91%        | 85,000.00         |
| <b>019 - Economic Development Total:</b>                                | <b>909,632.00</b> | <b>895,902.82</b> | <b>2,180,980.00</b> | <b>84,749.08</b> | <b>1,565,771.46</b> | <b>216.00</b>  | <b>71.79%</b> | <b>615,208.54</b> |
| <b>Expense Total:</b>   | <b>909,632.00</b> | <b>895,902.82</b> | <b>2,180,980.00</b> | <b>84,749.08</b> | <b>1,565,771.46</b> | <b>216.00</b>  | <b>71.79%</b> | <b>615,208.54</b> |
| <b>Fund 06 Revenue Over/(Under) Expenses</b>                            | <b>630,368.00</b> | <b>923,842.55</b> | <b>-294,980.00</b>  | <b>30,682.31</b> | <b>-257,067.68</b>  | <b>-216.00</b> | <b>87.15%</b> | <b>-37,912.32</b> |
| <b>Total Revenue Over/(Under) Expenses:</b>                             | <b>630,368.00</b> | <b>923,842.55</b> | <b>-294,980.00</b>  | <b>30,682.31</b> | <b>-257,067.68</b>  | <b>-216.00</b> | <b>87.15%</b> | <b>-37,912.32</b> |

**Sachse Economic Development Corporation**  
**Balance Sheet**  
**6/30/2025**

**Assets:**

|                            |                 |
|----------------------------|-----------------|
| Cash                       | \$77,402.44     |
| Investments                | 5,966,727.97    |
| Accts Receivable-Sales Tax | 245,038.27      |
| Travel Advances            | 0.00            |
| Assets Held-Land           | 1,649,892.68    |
| Intangible Assets          | <u>2,085.88</u> |

**Total Assets** **\$7,941,147.24**

**Liabilities:**

|          |                    |
|----------|--------------------|
| Payables | <u>\$35,560.43</u> |
|----------|--------------------|

**Total Liabilities** **\$35,560.43**

**Equity:**

|                                    |                       |
|------------------------------------|-----------------------|
| Fund Balance 9/30/2024             | \$6,527,602.52        |
| <b>Net Position (full accrual)</b> | <b>\$1,635,051.97</b> |
| FY 2025 YTD Surplus                | <u>-257,067.68</u>    |

**Total Equity** **\$7,905,586.81**

**Total Liabilities and Equity** **\$7,941,147.24**

## C. Consent Agenda

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|                    |  |
|--------------------|--|
| <b>Subject:</b>    | <b>3. Accept the Quarterly Investment Report for the quarter ending March 31, 2025.</b>                            |
| Meeting            | August 14, 2025 - 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, 2025.                                      |
| 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 2, 2025.

### **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, 2025.

|                         |
|-------------------------|
| <b>File Attachments</b> |
|-------------------------|

- |  |
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| 1. Quarterly Investment Report FY 2025 Q2 2025.03.31 |
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**To:** Gina Nash, City Manager

**From:** David Baldwin, Director of Finance

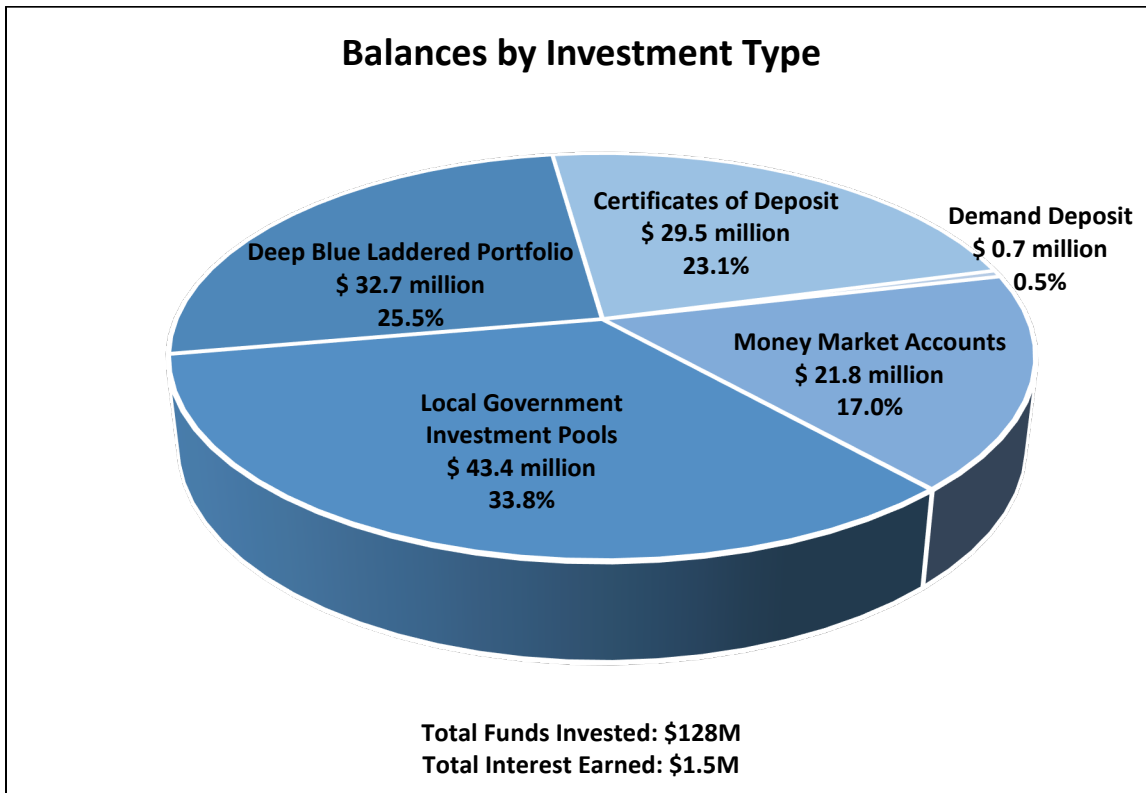
Katelyn Ellis, Senior Accountant

**CC:** Mayor and City Council

**Date:** June 2, 2025

**Re:** Investment Report for the quarter ending March 31, 2025

Attached is the Quarterly Investment Report for the quarter ending March 31, 2025. 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 |
|-----------------------------------|--------------------------------|
| Demand Deposit                    | 0.00%                          |
| Money Market Accounts             | 4.48%                          |
| Local Government Investment Pools | 4.51%                          |
| Certificates of Deposit           | 5.04%                          |
| Deep Blue Laddered Portfolio      | 4.40%                          |

|                                 |       |
|---------------------------------|-------|
| Average interest rate yield     | 4.57% |
| 3-month US Treasury (benchmark) | 4.21% |

## Summary

### Quarter End Results by Investment Category:

| Asset Type                        | December 31, 2024     |                       | March 31, 2025        |                       |              |             |
|-----------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|--------------|-------------|
|                                   | Book Value            | Market Value          | Book Value            | Market Value          | Ave. Yield   | Weight      |
| Demand Deposit                    | \$ 855,665            | \$ 855,665            | \$ 686,702            | \$ 686,702            | 0.00%        | 1%          |
| Money Market Accounts             | 45,854,582            | 45,854,582            | 21,838,661            | 21,838,661            | 4.48%        | 17%         |
| Local Government Investment Pools | 29,644,565            | 29,644,565            | 43,378,318            | 43,378,318            | 4.51%        | 34%         |
| CDs                               | 39,663,828            | 39,663,828            | 29,549,953            | 29,549,953            | 5.04%        | 23%         |
| DBIA Long-Term Portfolio          | 10,014,059            | 10,014,059            | 32,730,949            | 32,730,949            | 4.40%        | 26%         |
| <b>Totals</b>                     | <b>\$ 126,032,698</b> | <b>\$ 126,032,698</b> | <b>\$ 128,184,582</b> | <b>\$ 128,184,582</b> | <b>4.57%</b> | <b>100%</b> |

#### Current Quarter Average Yield (1)

Total Portfolio 4.57%

Weighted Average Maturity 67.8 days

Rolling Three Month Treasury 4.21%

Rolling Six Month Treasury 4.23%

#### Fiscal Year-to-Date Average Yield (2)

Total Portfolio 4.64%

Rolling Three Month Treasury 4.26%

Rolling Six Month Treasury 4.25%

#### Interest Earnings (Approximate)

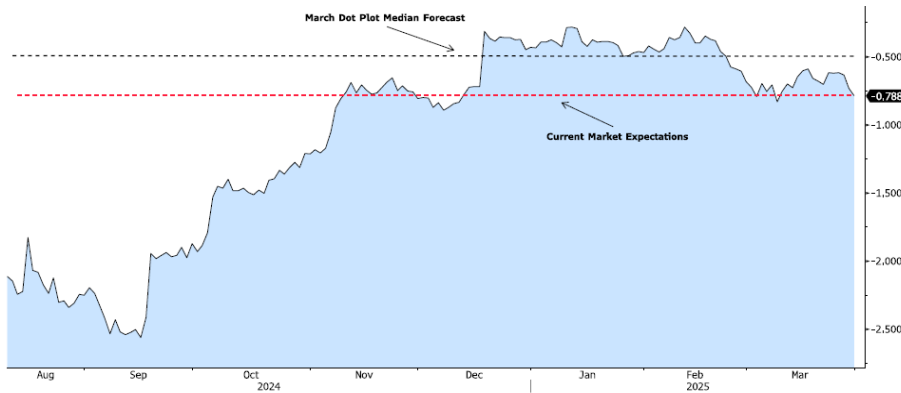
|                       | City         | EDC        |
|-----------------------|--------------|------------|
| Interest Earnings QTR | \$ 1,429,069 | \$ 48,533  |
| Interest Earnings YTD | \$ 2,671,876 | \$ 119,927 |

(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.

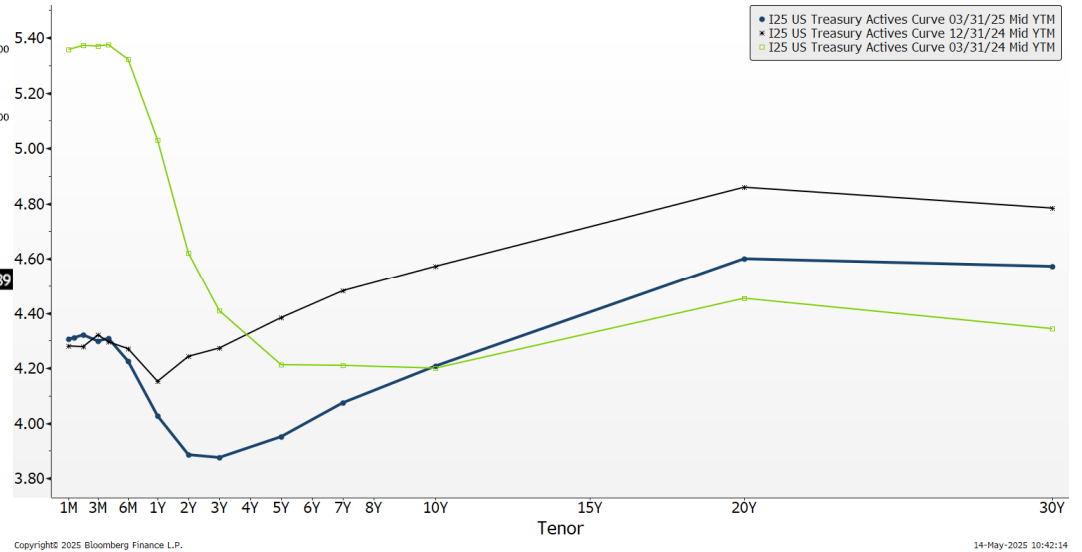
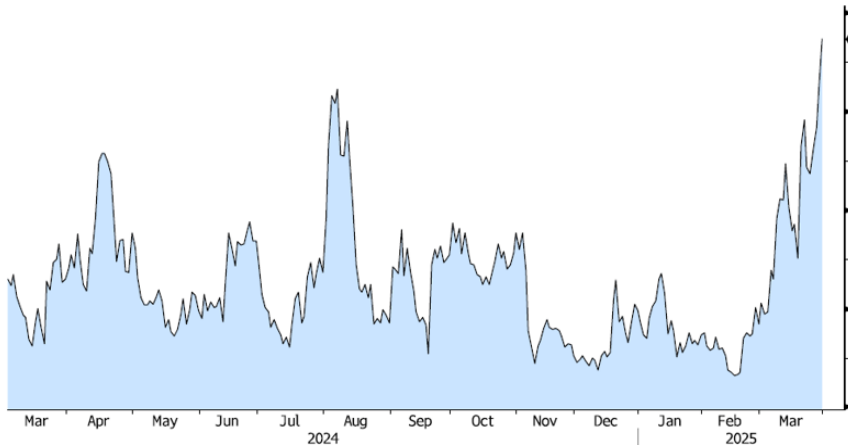
(2) Fiscal Year-to-Date Weighted Average Yields - calculated using quarter end report yields and adjusted book values and does not reflect a total return analysis or account for advisory fees.

## Economic Update

Fourth quarter GDP registered at 2.4% for its final revision, up above expectations of 2.3%, and down from 3.4% in the fourth quarter of 2023. Total nonfarm payrolls increased 151k in February, above expectations of 160k. The unemployment rate in February came in at 4.1%, slightly above expectations. The Federal Reserve Board met on March 19-20 and agreed to hold interest rates steady in a 4.25%-2.50% target range. Board members expect 50 basis points in rate cuts by year end. Core CPI (excluding food and energy) came in at 3.1% year-over-year, slightly below expectations of 3.2%. While inflation has come down significantly from its peak in 2022, it has stalled out and even started to reaccelerate in the past few months.



Financial Conditions Starting to Deteriorate



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## Investment Holdings

March 31, 2025

| Description                                 | Rating | Coupon/<br>Discount | Maturity<br>Date | Settlement<br>Date | Book<br>Value         | Market<br>Price | Market<br>Value       | Life<br>(days) | Yield        | Weight |
|---|--------|---------------------|------------------|--------------------|-----------------------|-----------------|-----------------------|----------------|--------------|--------|
| <b>Checking Accounts</b>                    |        |                     |                  |                    |                       |                 |                       |                |              |        |
| American Nat'l Bank of Texas Checking       |        | 0.00%               | 4/1/2025         | 3/31/2025          | \$ 686,702            | 1.00            | \$ 686,702            | 1              | 0.00%        | 1%     |
| <b>Money Market Accounts</b>                |        |                     |                  |                    |                       |                 |                       |                |              |        |
| American Nat'l Bank of Texas                |        | 3.92%               | 4/1/2025         | 3/31/2025          | 758,559               | 1.00            | 758,559               | 1              | 3.92%        | 1%     |
| NexBank Intrafi                             |        | 4.50%               | 4/1/2025         | 3/31/2025          | 21,080,101            | 1.00            | 21,080,101            | 1              | 4.50%        | 16%    |
| <b>Local Government Investment Pools</b>    |        |                     |                  |                    |                       |                 |                       |                |              |        |
| TX FIT                                      |        | 4.51%               | 4/1/2025         | 3/31/2025          | 43,378,318            | 1.00            | 43,378,318            | 1              | 4.51%        | 34%    |
| <b>Certificates of Deposit</b>              |        |                     |                  |                    |                       |                 |                       |                |              |        |
| BOK Financial 3645                          |        | 4.59%               | 6/12/2025        | 6/15/2023          | 1,092,583             | 100.00          | 1,092,583             | 73             | 4.59%        | 1%     |
| Cornerstone Capital Bank 7374               |        | 5.34%               | 6/20/2025        | 6/20/2024          | 5,212,689             | 100.00          | 5,212,689             | 81             | 5.34%        | 4%     |
| BOK Financial 2643                          |        | 4.59%               | 7/3/2025         | 7/6/2023           | 544,745               | 100.00          | 544,745               | 94             | 4.59%        | 0%     |
| BOK Financial 3602                          |        | 4.59%               | 7/10/2025        | 7/13/2023          | 4,898,078             | 100.00          | 4,898,078             | 101            | 4.59%        | 4%     |
| Cornerstone Capital Bank 7374               |        | 5.26%               | 7/10/2025        | 7/11/2024          | 5,193,862             | 100.00          | 5,193,862             | 101            | 5.26%        | 4%     |
| Cornerstone Capital Bank 2023               |        | 5.18%               | 7/24/2025        | 7/25/2024          | 6,216,839             | 100.00          | 6,216,839             | 115            | 5.18%        | 5%     |
| Texas Bank 0374/0102                        |        | 4.94%               | 12/18/2025       | 12/19/2024         | 6,391,155             | 100.00          | 6,391,155             | 262            | 4.94%        | 5%     |
| <b>Deep Blue Laddered Portfolio</b>         |        |                     |                  |                    |                       |                 |                       |                |              |        |
| MUFG Bank, LTD. - New York Branch           | A1-P1  | 0.00%               | 6/26/2025        | 12/27/2024         | 5,056,288             | 100.00          | 5,056,288             | 87             | 4.40%        | 4%     |
| The Toronto-Dominion Bank                   | P1     | 0.00%               | 7/3/2025         | 12/27/2024         | 5,056,860             | 100.00          | 5,056,860             | 94             | 4.40%        | 4%     |
| First American Govt. Money Market           |        | 3.96%               | 4/1/2025         | 3/31/2025          | 86,069                | 1.00            | 86,069                | 1              | 3.97%        | 0%     |
| KEB Hana Bank - New York Branch             |        | 0.00%               | 8/29/2025        | 1/13/2025          | 5,049,603             | 100.00          | 5,049,603             | 151            | 4.50%        | 4%     |
| Credit Agricole Corporate & Investment Bank |        | 0.00%               | 9/10/2025        | 1/13/2025          | 5,047,977             | 100.00          | 5,047,977             | 163            | 4.42%        | 4%     |
| Natixis, New York Branch                    |        | 0.00%               | 10/7/2025        | 1/24/2025          | 3,816,845             | 100.00          | 3,816,845             | 190            | 4.38%        | 3%     |
| Shinhan Bank - New York Branch              |        | 0.00%               | 9/12/2025        | 1/22/2025          | 3,806,950             | 100.00          | 3,806,950             | 165            | 4.47%        | 3%     |
| US Treasury 8/31/25                         |        | 0.25%               | 8/31/2025        | 1/23/2025          | 3,811,993             | 100.00          | 3,811,993             | 153            | 4.23%        | 3%     |
| US Treasury 11/15/25                        |        | 2.25%               | 11/15/2025       | 1/29/2025          | 998,365               | 100.00          | 998,365               | 229            | 4.14%        | 1%     |
| <b>TOTAL</b>                                |        |                     |                  |                    | <b>\$ 128,184,582</b> |                 | <b>\$ 128,184,582</b> | <b>67.8</b>    | <b>4.57%</b> |        |

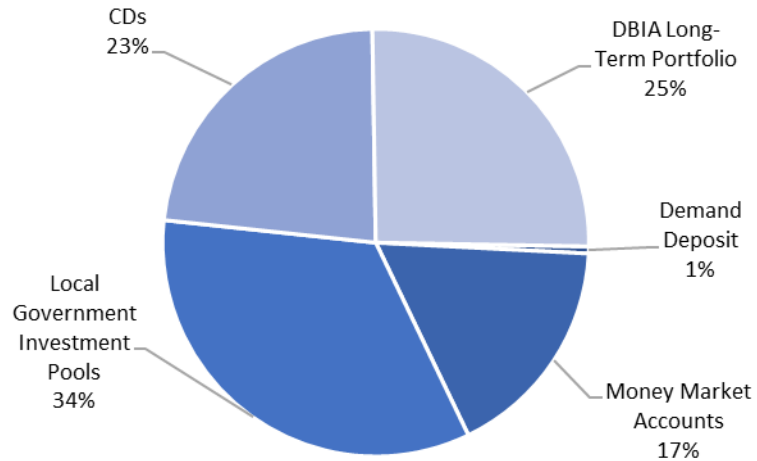
(1) Weighted average life - For purposes of calculating weighted average life, pool investments are assumed to have a one day maturity.

(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.

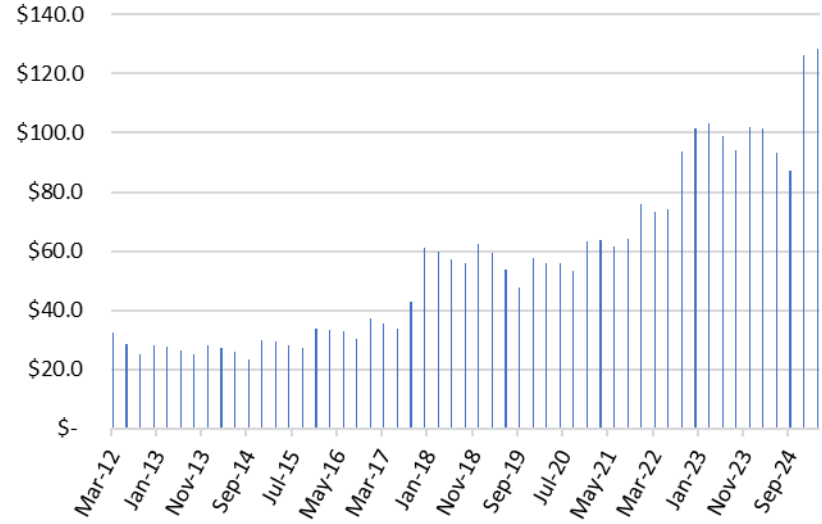
## Book & Market Value Comparison

| Issuer/Description                         | Yield        | Maturity Date | Book Value<br>12/31/24 | Increases            | Decreases              | Book Value<br>3/31/25 | Market Value<br>12/31/24 | Change in<br>Market Value | Market Value<br>3/31/25 |
|--|--------------|---------------|------------------------|----------------------|------------------------|-----------------------|--------------------------|---------------------------|-------------------------|
| <b>Checking Accounts</b>                   |              |               |                        |                      |                        |                       |                          |                           |                         |
| American Nat'l Bank of Texas Checking      | 0.00%        | 4/1/2025      | \$ 855,665             | \$ -                 | \$ (168,963)           | \$ 686,702            | \$ 855,665               | \$ (168,963)              | \$ 686,702              |
| <b>Money Market Accounts</b>               |              |               |                        |                      |                        |                       |                          |                           |                         |
| American Nat'l Bank of Texas               | 3.92%        | 4/1/2025      | 104,229                | 654,330              | -                      | 758,559               | 104,229                  | 654,330                   | 758,559                 |
| NexBank Intrafi                            | 4.50%        | 4/1/2025      | 45,750,353             | -                    | (24,670,251)           | 21,080,101            | 45,750,353               | (24,670,251)              | 21,080,101              |
| <b>Certificates of Deposit</b>             |              |               |                        |                      |                        |                       |                          |                           |                         |
| Veritex Community Bank 5562                | 4.94%        | 1/16/2025     | 10,484,098             | -                    | (10,484,098)           | -                     | 10,484,098               | (10,484,098)              | -                       |
| BOK Financial 3645                         | 4.93%        | 6/12/2025     | 1,079,391              | 13,192               | -                      | 1,092,583             | 1,079,391                | 13,192                    | 1,092,583               |
| Cornerstone Capital Bank 7374              | 5.34%        | 6/20/2025     | 5,144,565              | 68,125               | -                      | 5,212,689             | 5,144,565                | 68,125                    | 5,212,689               |
| BOK Financial 2643                         | 4.93%        | 7/3/2025      | 538,168                | 6,577                | -                      | 544,745               | 538,168                  | 6,577                     | 544,745                 |
| BOK Financial 3602                         | 4.93%        | 7/10/2025     | 4,838,937              | 59,142               | -                      | 4,898,078             | 4,838,937                | 59,142                    | 4,898,078               |
| Cornerstone Capital Bank 7374              | 5.26%        | 7/10/2025     | 5,126,942              | 66,920               | -                      | 5,193,862             | 5,126,942                | 66,920                    | 5,193,862               |
| Cornerstone Capital Bank 2023              | 5.18%        | 7/24/2025     | 6,137,889              | 78,951               | -                      | 6,216,839             | 6,137,889                | 78,951                    | 6,216,839               |
| Texas Bank 0102                            | 4.94%        | 12/18/2025    | 6,313,838              | 77,317               | -                      | 6,391,155             | 6,313,838                | 77,317                    | 6,391,155               |
| <b>Local Government Investment Pools</b>   |              |               |                        |                      |                        |                       |                          |                           |                         |
| TX FIT                                     | 4.51%        | 4/1/2025      | 29,644,565             | 13,733,753           | -                      | 43,378,318            | 29,644,565               | 13,733,753                | 43,378,318              |
| <b>Deep Blue Laddered Portfolio</b>        |              |               |                        |                      |                        |                       |                          |                           |                         |
| MUFG Bank, LTD. - New York Branch          | 0.00%        | 6/26/2025     | 5,000,078              | 56,210               | -                      | 5,056,288             | 5,000,078                | 56,210                    | 5,056,288               |
| The Toronto-Dominion Bank                  | 0.00%        | 7/3/2025      | 5,000,595              | 56,265               | -                      | 5,056,860             | 5,000,595                | 56,265                    | 5,056,860               |
| First American Govt. Money Market          | 3.96%        | 4/1/2025      | 13,386                 | 72,683               | -                      | 86,069                | 13,386                   | 72,683                    | 86,069                  |
| KEB Hana Bank - New York Branch            | 0.00%        | 8/29/2025     | -                      | 5,049,603            | -                      | 5,049,603             | -                        | 5,049,603                 | 5,049,603               |
| Credit Agricole Corporate & Investment Bar | 0.00%        | 9/10/2025     | -                      | 5,047,977            | -                      | 5,047,977             | -                        | 5,047,977                 | 5,047,977               |
| Natixis, New York Branch                   | 0.00%        | 10/7/2025     | -                      | 3,816,845            | -                      | 3,816,845             | -                        | 3,816,845                 | 3,816,845               |
| Shinhan Bank - New York Branch             | 0.00%        | 9/12/2025     | -                      | 3,806,950            | -                      | 3,806,950             | -                        | 3,806,950                 | 3,806,950               |
| United States Department of the Treasury   | 0.25%        | 8/31/2025     | -                      | 3,811,993            | -                      | 3,811,993             | -                        | 3,811,993                 | 3,811,993               |
| United States Department of the Treasury   | 2.25%        | 11/15/2025    | -                      | 998,365              | -                      | 998,365               | -                        | 998,365                   | 998,365                 |
| <b>TOTAL/AVERAGE</b>                       | <b>4.57%</b> |               | <b>\$ 126,032,698</b>  | <b>\$ 37,475,197</b> | <b>\$ (35,323,312)</b> | <b>\$ 128,184,582</b> | <b>\$ 126,032,698</b>    | <b>\$ 2,151,884</b>       | <b>\$ 128,184,582</b>   |

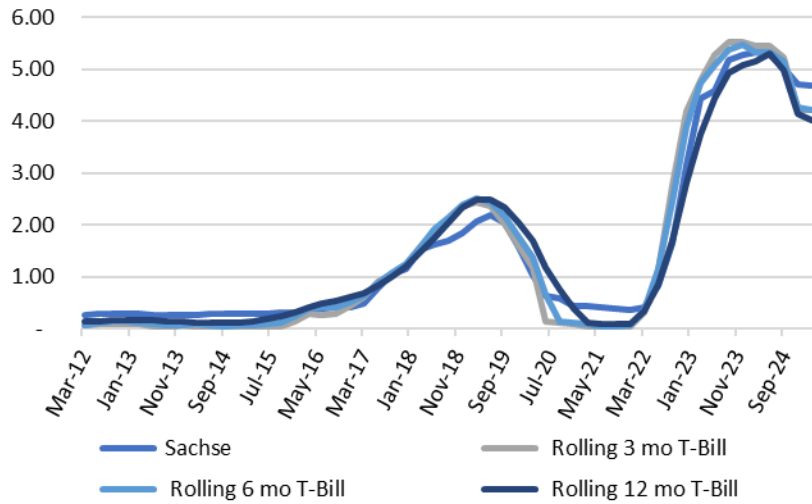
**Portfolio Composition**



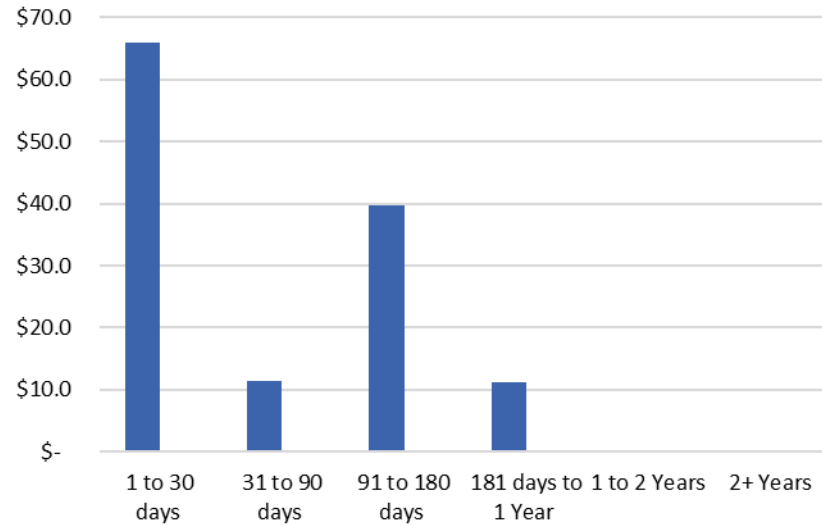
**Total Portfolio (Millions)**



**Total Portfolio Performance**



**Distribution by Maturity (Millions)**



**Fund Equity In Pooled Cash and Investment**

| <b>Fund</b>                               | <b>Balance as of<br/>12/31/24</b> | <b>Balance as of<br/>3/31/25</b> | <b>Percent</b> | <b>Quarterly<br/>Change</b> |
|---|-----------------------------------|----------------------------------|----------------|-----------------------------|
| 01 - General Fund                         | \$ 13,910,433                     | \$ 18,855,822                    | 14.70%         | \$ 4,945,389                |
| 02 - Utility Fund                         | 24,552,788                        | 23,414,209                       | 18.27%         | (1,138,579)                 |
| 03 - Debt Service Fund                    | 6,216,923                         | 3,824,865                        | 2.98%          | (2,392,058)                 |
| 04 - General Capital Projects             | 15,918,293                        | 16,617,923                       | 12.96%         | 699,630                     |
| 05 - Special Revenue Fund                 | 1,210,215                         | 1,228,225                        | 0.96%          | 18,010                      |
| 06 - Economic Development Fund            | 6,466,831                         | 6,121,890                        | 4.78%          | (344,941)                   |
| 09 - TIRZ 1 - PGBT                        | 194,978                           | 197,194                          | 0.15%          | 2,216                       |
| 10 - Impact Fee Fund                      | -                                 | -                                | 0.00%          | -                           |
| 11 - Street Maintenance Tax Fund          | 860,168                           | 1,071,424                        | 0.84%          | 211,256                     |
| 12 - General VERF                         | 4,032,234                         | 4,521,283                        | 3.53%          | 489,049                     |
| 13 - Municipal Development District       | 692,635                           | 885,293                          | 0.69%          | 192,658                     |
| 14 - TIRZ 2 - The Station                 | 300,147                           | 30,019                           | 0.02%          | (270,128)                   |
| 15 - Health Insurance                     | 913,411                           | 921,144                          | 0.72%          | 7,732                       |
| 16 - PID - O&M                            | 174,423                           | 127,263                          | 0.10%          | (47,160)                    |
| 17 - American Rescue Plan Act (ARPA) Fund | 68,623                            | -                                | 0.00%          | (68,623)                    |
| 18 - Hotel Occupancy Tax Fund             | 47,783                            | 51,135                           | 0.04%          | 3,352                       |
| 19 - TIRZ 3 - Highway 78                  | 1,414,853                         | 1,431,013                        | 1.12%          | 16,159                      |
| 21 - 2022 Bond Construction Fund          | 40,167,145                        | 39,722,985                       | 30.99%         | (444,159)                   |
| 22 - Roadway Impact Fee                   | 1,153,233                         | 1,166,386                        | 0.91%          | 13,153                      |
| 23 - Water Impact Fee                     | 5,048,843                         | 5,116,707                        | 3.99%          | 67,864                      |
| 24 - Sewer Impact Fee                     | 2,320,722                         | 2,179,236                        | 1.70%          | (141,486)                   |
| 55 - Utility VERF                         | 368,015                           | 700,564                          | 0.55%          | 332,548                     |
| <b>Total Pooled Cash and Investments</b>  | <b>\$ 126,032,698</b>             | <b>\$ 128,184,582</b>            | <b>100.00%</b> | <b>\$ 2,151,884</b>         |

**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.

## C. Consent Agenda

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|                    |  |
|--------------------|--|
| <b>Subject:</b>    | <b>4. Accept the monthly revenue and expenditure report for the period ending June 30, 2025.</b>                   |
| Meeting            | August 14, 2025 - 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 June 30, 2025.                             |
| 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 June 2025. Also included is a preliminary line-item report and balance sheet for July 2025.

### **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 monthly revenue and expenditure report for the period ending June 30, 2025.

#### File Attachments

1. EDC Fund June 2025
2. EDC Budget Report July 2025 Preliminary
3. EDC Balance Sheet July 2025

# City of Sachse

## Monthly Revenue and Expenditure Report June 30, 2025 (Unaudited)

### SACHSE ECONOMIC DEVELOPMENT CORPORATION

|   | 75% of Year Completed |                         |                     |                            | Note |
|---|-----------------------|-------------------------|---------------------|----------------------------|------|
|   | Annual Budget         | Current Month<br>Actual | YTD Actuals         | YTD Actuals<br>% of Budget |      |
| <b>Revenue Summary</b>                        |                       |                         |                     |                            |      |
| Sales Tax                                     | \$ 1,610,000          | \$ 115,431              | \$ 1,117,173        | 69%                        | A    |
| Other Income                                  | 16,000                | -                       | 1,143               | 7%                         | B    |
| Interest Income                               | 260,000               | 22,521                  | 212,909             | 82%                        | C    |
| <b>Total Revenue</b>                          | <b>\$ 1,886,000</b>   | <b>\$ 137,952</b>       | <b>\$ 1,331,224</b> | <b>71%</b>                 |      |
| <b>Expenditure Summary</b>                    |                       |                         |                     |                            |      |
| Expenditures                                  | \$ 2,180,980          | \$ 113,386              | \$ 1,594,409        | 73%                        |      |
| <b>Total Expenditures</b>                     | <b>\$ 2,180,980</b>   | <b>\$ 113,386</b>       | <b>\$ 1,594,409</b> | <b>73%</b>                 |      |
| <b>Revenue Over/(Under) Expenses</b>          | <b>\$ (294,980)</b>   | <b>\$ 24,566</b>        | <b>\$ (263,184)</b> |                            |      |
| <b>Beginning Fund Balance October 1, 2024</b> |                       |                         | <b>\$ 6,527,603</b> |                            |      |

**Explanation of Major Variances:**

- A EDC Sales Tax collections are \$24K below prior year year-to-date collections
- B Garland ISD grant and auction proceeds anticipated to be received later in the fiscal year
- C Interest revenue trending strong due to favorable interest rates



City of Sachse

# Budget to Actual Account Summary

For Fiscal: 2024-2025 Period Ending: 07/31/2025

|   | Prior Year<br>Budget                 | Prior Year<br>Actual | 2024-2025<br>Budget | MTD<br>Activity     | YTD<br>Activity   | Encumbrances        | Percentage  | Remaining Balance |                   |
|---|--------------------------------------|----------------------|---------------------|---------------------|-------------------|---------------------|-------------|-------------------|-------------------|
| <b>Fund: 06 - ECONOMIC DEVELOPMENT FUND</b> |                                      |                      |                     |                     |                   |                     |             |                   |                   |
| <b>Revenue</b>                              |                                      |                      |                     |                     |                   |                     |             |                   |                   |
| <b>000 - Non-Departmental</b>               |                                      |                      |                     |                     |                   |                     |             |                   |                   |
| <a href="#">06-000-40060</a>                | Sales Tax                            | 1,430,000.00         | 1,519,924.65        | 1,610,000.00        | 117,380.03        | 1,234,552.53        | 0.00        | 76.68%            | 375,447.47        |
| <a href="#">06-000-45000</a>                | Interest Income                      | 100,000.00           | 289,820.72          | 260,000.00          | 0.00              | 212,908.99          | 0.00        | 81.89%            | 47,091.01         |
| <a href="#">06-000-46120</a>                | Misc Grants and Donations            | 10,000.00            | 10,000.00           | 10,000.00           | 0.00              | 0.00                | 0.00        | 0.00%             | 10,000.00         |
| <a href="#">06-000-47060</a>                | Auction Proceeds                     | 0.00                 | 0.00                | 6,000.00            | 0.00              | 0.00                | 0.00        | 0.00%             | 6,000.00          |
| <a href="#">06-000-47070</a>                | Health Insurance Credits             | 0.00                 | 0.00                | 0.00                | 0.00              | 1,142.86            | 0.00        | 0.00%             | -1,142.86         |
|   | <b>000 - Non-Departmental Total:</b> | <b>1,540,000.00</b>  | <b>1,819,745.37</b> | <b>1,886,000.00</b> | <b>117,380.03</b> | <b>1,448,604.38</b> | <b>0.00</b> | <b>76.81%</b>     | <b>437,395.62</b> |
|   | <b>Revenue Total:</b>                | <b>1,540,000.00</b>  | <b>1,819,745.37</b> | <b>1,886,000.00</b> | <b>117,380.03</b> | <b>1,448,604.38</b> | <b>0.00</b> | <b>76.81%</b>     | <b>437,395.62</b> |

Budget to Actual

For Fiscal: 2024-2025 Period Ending: 07/31/2025

|  |  | Prior Year Budget | Prior Year Actual | 2024-2025 Budget    | MTD Activity     | YTD Activity        | Encumbrances   | Percentage    | Remaining Balance |
|--|--|-------------------|-------------------|---------------------|------------------|---------------------|----------------|---------------|-------------------|
| <b>Expense</b>                               |  |                   |                   |                     |                  |                     |                |               |                   |
| <b>019 - Economic Development</b>            |  |                   |                   |                     |                  |                     |                |               |                   |
| <a href="#">06-019-50000</a>                 | Wages and Salaries                         | 151,415.00        | 153,125.66        | 191,924.00          | 13,604.12        | 153,309.28          | 0.00           | 79.88%        | 38,614.72         |
| <a href="#">06-019-50030</a>                 | Longevity Pay                              | 120.00            | 120.00            | 252.00              | 0.00             | 248.00              | 0.00           | 98.41%        | 4.00              |
| <a href="#">06-019-50050</a>                 | Social Security and Medicare (FICA)        | 11,752.00         | 11,573.52         | 15,019.00           | 1,004.02         | 11,643.47           | 0.00           | 77.52%        | 3,375.53          |
| <a href="#">06-019-50060</a>                 | TMRS Contributions                         | 22,755.00         | 22,895.86         | 31,215.00           | 2,163.04         | 24,379.39           | 0.00           | 78.10%        | 6,835.61          |
| <a href="#">06-019-50070</a>                 | Vacation/Sick Leave Buy Back               | 2,077.00          | 2,139.34          | 4,100.00            | 0.00             | 3,034.62            | 0.00           | 74.02%        | 1,065.38          |
| <a href="#">06-019-50072</a>                 | Health Insurance                           | 21,552.00         | 21,077.40         | 25,287.00           | 2,384.62         | 22,084.06           | 0.00           | 87.33%        | 3,202.94          |
| <a href="#">06-019-50080</a>                 | Dental Insurance                           | 723.00            | 723.36            | 723.00              | 60.28            | 602.80              | 0.00           | 83.37%        | 120.20            |
| <a href="#">06-019-50090</a>                 | Life and LTD Insurance                     | 877.00            | 607.11            | 711.00              | 79.56            | 814.14              | 0.00           | 114.51%       | -103.14           |
| <a href="#">06-019-50100</a>                 | Workers Compensation                       | 329.00            | 391.25            | 497.00              | 0.00             | 440.38              | 0.00           | 88.61%        | 56.62             |
| <a href="#">06-019-50110</a>                 | Unemployment Tax                           | 18.00             | 234.02            | 234.00              | 0.00             | 234.01              | 0.00           | 100.00%       | -0.01             |
| <a href="#">06-019-50130</a>                 | Employee Assistance Program                | 0.00              | 0.00              | 0.00                | 6.00             | 55.04               | 0.00           | 0.00%         | -55.04            |
| <a href="#">06-019-51030</a>                 | Utilities - Communications                 | 972.00            | 965.16            | 966.00              | 0.00             | 724.14              | 0.00           | 74.96%        | 241.86            |
| <a href="#">06-019-51050</a>                 | Office Supplies                            | 3,000.00          | 311.76            | 3,000.00            | 0.00             | 21.19               | 0.00           | 0.71%         | 2,978.81          |
| <a href="#">06-019-51070</a>                 | Postage                                    | 1,000.00          | 339.17            | 1,000.00            | 0.00             | 1,599.52            | 0.00           | 159.95%       | -599.52           |
| <a href="#">06-019-51230</a>                 | Business Retention and Expansion           | 10,000.00         | 3,004.41          | 10,000.00           | 0.00             | 8,827.61            | 0.00           | 88.28%        | 1,172.39          |
| <a href="#">06-019-51500</a>                 | Uniforms and Accessories                   | 880.00            | 703.77            | 880.00              | 0.00             | 792.25              | 0.00           | 90.03%        | 87.75             |
| <a href="#">06-019-51510</a>                 | Small Tools and Equipment (under \$10...   | 1,000.00          | 816.20            | 1,000.00            | 0.00             | 98.71               | 0.00           | 9.87%         | 901.29            |
| <a href="#">06-019-51550</a>                 | Fuel and Lubricants                        | 473.00            | 209.46            | 473.00              | 0.00             | 230.61              | 0.00           | 48.75%        | 242.39            |
| <a href="#">06-019-51700</a>                 | Community Relations & Special Progra...    | 42,750.00         | 24,701.04         | 48,750.00           | 0.00             | 9,962.62            | 0.00           | 20.44%        | 38,787.38         |
| <a href="#">06-019-51800</a>                 | Dues and Subscriptions                     | 7,829.00          | 2,888.83          | 6,195.00            | 0.00             | 3,912.11            | 0.00           | 63.15%        | 2,282.89          |
| <a href="#">06-019-51810</a>                 | Employee Training and Travel               | 17,430.00         | 7,034.12          | 18,200.00           | 0.00             | 6,193.19            | 0.00           | 34.03%        | 12,006.81         |
| <a href="#">06-019-51820</a>                 | Mileage/Tolls/Parking Reimbursement        | 0.00              | 0.00              | 0.00                | 0.00             | 470.13              | 0.00           | 0.00%         | -470.13           |
| <a href="#">06-019-52000</a>                 | Vehicle Repairs and Maintenance            | 1,000.00          | 333.54            | 1,000.00            | 0.00             | 845.34              | 0.00           | 84.53%        | 154.66            |
| <a href="#">06-019-52040</a>                 | Software Licensing, Support and Maint...   | 52,020.00         | 55,740.22         | 50,850.00           | 0.00             | 51,373.24           | 0.00           | 101.03%       | -523.24           |
| <a href="#">06-019-53000</a>                 | Legal/Consulting Fees                      | 20,000.00         | 31,364.97         | 30,000.00           | 0.00             | 16,042.00           | 0.00           | 53.47%        | 13,958.00         |
| <a href="#">06-019-53002</a>                 | Professional Services (53003)              | 70,000.00         | 28,340.36         | 80,000.00           | 0.00             | 2,990.00            | 0.00           | 3.74%         | 77,010.00         |
| <a href="#">06-019-53060</a>                 | Printing Services                          | 2,000.00          | 3,166.70          | 2,500.00            | 0.00             | 1,233.75            | 0.00           | 49.35%        | 1,266.25          |
| <a href="#">06-019-53220</a>                 | 5th Street District                        | 30,600.00         | 24,498.60         | 35,600.00           | 189.00           | 9,153.54            | 0.00           | 25.71%        | 26,446.46         |
| <a href="#">06-019-53241</a>                 | Local Business Grant Program               | 100,000.00        | 0.00              | 100,000.00          | 0.00             | 0.00                | 0.00           | 0.00%         | 100,000.00        |
| <a href="#">06-019-53380</a>                 | Advertising and Legal Publications         | 60,800.00         | 62,544.99         | 67,800.00           | 0.00             | 38,553.66           | 0.00           | 56.86%        | 29,246.34         |
| <a href="#">06-019-53500</a>                 | Web Page Services                          | 2,520.00          | 7,370.00          | 2,520.00            | 425.00           | 473.68              | 0.00           | 18.80%        | 2,046.32          |
| <a href="#">06-019-53600</a>                 | Copier Rental & Maintenance                | 945.00            | 192.00            | 945.00              | 72.00            | 720.00              | 144.00         | 76.19%        | 225.00            |
| <a href="#">06-019-55000</a>                 | Transfer Out to General Fund               | 0.00              | 0.00              | 23,233.00           | 0.00             | 0.00                | 0.00           | 0.00%         | 23,233.00         |
| <a href="#">06-019-55050</a>                 | Transfer Out to Gen Capital Projects Fu... | 150,000.00        | 150,000.00        | 350,000.00          | 29,167.00        | 291,670.00          | 0.00           | 83.33%        | 58,330.00         |
| <a href="#">06-019-55060</a>                 | Transfer Out to General Fund - Indirect... | 122,795.00        | 122,795.00        | 141,106.00          | 11,759.00        | 117,590.00          | 0.00           | 83.33%        | 23,516.00         |
| <a href="#">06-019-57002</a>                 | Infrastructure Grants / Sales Tax Reim...  | 0.00              | 155,695.00        | 935,000.00          | 0.00             | 875,000.00          | 0.00           | 93.58%        | 60,000.00         |
| <b>019 - Economic Development Total:</b>     |  | <b>909,632.00</b> | <b>895,902.82</b> | <b>2,180,980.00</b> | <b>60,913.64</b> | <b>1,655,322.48</b> | <b>144.00</b>  | <b>75.90%</b> | <b>525,657.52</b> |
| <b>Expense Total:</b>                        |  | <b>909,632.00</b> | <b>895,902.82</b> | <b>2,180,980.00</b> | <b>60,913.64</b> | <b>1,655,322.48</b> | <b>144.00</b>  | <b>75.90%</b> | <b>525,657.52</b> |
| <b>Fund 06 Revenue Over/(Under) Expenses</b> |  | <b>630,368.00</b> | <b>923,842.55</b> | <b>-294,980.00</b>  | <b>56,466.39</b> | <b>-206,718.10</b>  | <b>-144.00</b> | <b>70.08%</b> | <b>-88,261.90</b> |
| <b>Total Revenue Over/(Under) Expenses:</b>  |  | <b>630,368.00</b> | <b>923,842.55</b> | <b>-294,980.00</b>  | <b>56,466.39</b> | <b>-206,718.10</b>  | <b>-144.00</b> | <b>70.08%</b> | <b>-88,261.90</b> |

**Sachse Economic Development Corporation**  
**Balance Sheet**  
**7/31/2025**

**Assets:**

|                            |                 |
|----------------------------|-----------------|
| Cash                       | \$216,927.07    |
| Investments                | 5,870,525.79    |
| Accts Receivable-Sales Tax | 245,038.27      |
| Travel Advances            | 0.00            |
| Assets Held-Land           | 1,649,892.68    |
| Intangible Assets          | <u>2,085.88</u> |

**Total Assets** **\$7,984,469.69**

**Liabilities:**

|          |                    |
|----------|--------------------|
| Payables | <u>\$28,533.30</u> |
|----------|--------------------|

**Total Liabilities** **\$28,533.30**

**Equity:**

|                                    |                    |
|------------------------------------|--------------------|
| Fund Balance 9/30/2024             | \$6,527,602.52     |
| <b>Net Position (full accrual)</b> | \$1,635,051.97     |
| FY 2025 YTD Surplus                | <u>-206,718.10</u> |

**Total Equity** **\$7,955,936.39**

**Total Liabilities and Equity** **\$7,984,469.69**

## D. Action Items

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|                    |  |
|--------------------|--|
| <b>Subject:</b>    | <b>1. Consider the Sachse Economic Development Corporation FY 2025-2026 Budget.</b>                                |
| Meeting            | August 14, 2025 - Economic Development Corporation Board Meeting   |
| Access             | Public   |
| Type               | Discussion, Action   |
| Fiscal Impact      | None   |
| Recommended Action | Approve the Sachse Economic Development Corporation FY 2025-2026 Budget.   |
| Goals              | Be a model of financial stewardship through growth management; responsible investment; and financial transparency. |

### **BACKGROUND**

Each year, the EDC Board must approve an annual budget for the following fiscal year. Staff has put together the FY 2025-2026 Economic Development Corporation 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**

Approve the Sachse Economic Development Corporation FY 2025-2026 Budget.

#### File Attachments

1. Presentation\_EDC FY25-26 Budget
2. EDC Budget Worksheet\_8.04.25

# FY 2025-2026 EDC Budget

D.1 – Consider the Sachse Economic Development Corporation  
FY 2025-2026 Budget

# Presentation Outline

- Changes from Previous EDC Board Meeting
- EDC Revenues and Expenditures
- Requested Action
- Budget Calendar

# Changes from Previous Budget Worksheet

| EDC Revenues / Expenditures |                            |                         |
|-----------------------------|----------------------------|-------------------------|
|                             | FY 2025<br>(thru 6-18-25)* | FY 2026<br>(projection) |
| Revenues                    | \$1,169,370                | \$1,875,000             |
| Expenditures                | \$1,536,784                | \$2,228,013             |
| Revenues less expenditures  | (\$367,414)                | (\$353,013)             |

Budget worksheet from 6-18-25

| EDC Revenues / Expenditures |                           |                         |
|-----------------------------|---------------------------|-------------------------|
|                             | FY 2025<br>(thru 8-4-25)* | FY 2026<br>(projection) |
| Revenues                    | \$1,448,604               | \$1,850,000             |
| Expenditures                | \$1,655,322               | \$2,147,628             |
| Revenues less expenditures  | (\$206,718)               | (\$297,628)             |

Revised 8-4-25

### Summary of changes

- Revised sales tax revenue projection for FY26 from \$1,575,000 to \$1,550,000 (revenue)
- Removed \$75,000 for wayfinding plan from transfer out to capital projects line item (expenditure)
- Removed \$23,233 from transfer out for vehicle purchase as this occurred in FY25 (expenditure)
- Revised personnel costs to reflect compensation study supplemental request (expenditure)
- Revised allocated overhead due to general fund to account for compensation study supplemental request (expenditure)



\*FY 2025 ends September 30, 2025

| EDC Revenues / Expenditures |                     |                     |                           |                         |
|-----------------------------|---------------------|---------------------|---------------------------|-------------------------|
|                             | FY 2023<br>(actual) | FY 2024<br>(actual) | FY 2025<br>(thru 8-4-25)* | FY 2026<br>(projection) |
| Revenues                    | \$1,670,439         | \$1,819,745         | \$1,448,604               | \$1,850,000**           |
| Expenditures                | \$485,391           | \$896,574           | \$1,655,322               | \$2,147,628             |
| Revenues less expenditures  | \$1,185,048         | \$923,170           | (\$206,718)               | (\$297,628)             |

\*FY 2025 ends September 30, 2025

\*\*Revenues FY 2026:  
 Sales tax - \$1,550,000  
 GISD grant - \$10,000  
 Interest income - \$290,000

Sachse Economic Development Corporation  
 Balance Sheet  
 7/31/2025

|                                     |                       |                       |
|-------------------------------------|-----------------------|-----------------------|
| <b>Assets:</b>                      |                       |                       |
| Cash                                | \$216,927.07          |                       |
| Investments                         | 5,870,525.79          |                       |
| Accts Receivable-Sales Tax          | 245,038.27            |                       |
| Travel Advances                     | 0.00                  |                       |
| Assets Held-Land                    | 1,649,892.68          |                       |
| Intangible Assets                   | 2,085.88              |                       |
| <b>Total Assets</b>                 |                       | <b>\$7,984,469.69</b> |
| <b>Liabilities:</b>                 |                       |                       |
| Payables                            | \$28,533.30           |                       |
| <b>Total Liabilities</b>            |                       | <b>\$28,533.30</b>    |
| <b>Equity:</b>                      |                       |                       |
| Fund Balance 9/30/2024              | \$6,527,602.52        |                       |
| <b>Net Position (full accrual)</b>  | <b>\$1,635,051.97</b> |                       |
| FY 2025 YTD Surplus                 | -206,718.10           |                       |
| <b>Total Equity</b>                 |                       | <b>\$7,955,936.39</b> |
| <b>Total Liabilities and Equity</b> |                       | <b>\$7,984,469.69</b> |

The EDC's balance of cash and investments represents highly liquid assets totaling \$6,087,452.86



# Requested Action

- Approve the Sachse Economic Development Corporation FY 2025-2026 Budget

# Budget Calendar

- May 15 – early input on FY2025-2026 EDC budget ✓
- June 2 – early citizen input on budget (City Council) ✓
- June 10 – Budget town hall meeting ✓
- June 26 – EDC Board budget discussion ✓
- July 28 – City Council Budget workshop ✓
- August 7 – Budget & Bevs event (Cane Rosso Patio)
- August 14 – EDC Board approval of budget
- August 18 – Presentation of budget to City Council
- September 2 – City Council public hearing on budget
- September 15 – City Council adoption of budget

No EDC Board meeting in July



City of Sachse

# Budget Worksheet Account Summary

For Fiscal: 2024-2025 Period Ending: 07/31/2025

|   |                           |                     |                     |                     |                     |                     |                     | Defined Budgets     |  |
|---|---------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--|
|   |                           | 2022-2023           | 2022-2023           | 2023-2024           | 2023-2024           | 2024-2025           | 2024-2025           | 2025-2026           |  |
|   |                           | Total Budget        | Total Activity      | Total Budget        | Total Activity      | Total Budget        | YTD Activity        | Proposed            |  |
| <b>Fund: 06 - ECONOMIC DEVELOPMENT FUND</b>                         |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <b>Revenue</b>  |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <b>Object Category: 22 - Other Taxes</b>                            |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-40060</a>  | Sales Tax                 | 1,300,000.00        | 1,462,119.80        | 1,430,000.00        | 1,519,924.65        | 1,610,000.00        | 1,234,552.53        | 1,550,000.00        |  |
| <b>Object Category: 22 - Other Taxes Total:</b>                     |                           | <b>1,300,000.00</b> | <b>1,462,119.80</b> | <b>1,430,000.00</b> | <b>1,519,924.65</b> | <b>1,610,000.00</b> | <b>1,234,552.53</b> | <b>1,550,000.00</b> |  |
| <b>Object Category: 28 - Interest, Rent &amp; Leases</b>            |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-45000</a>  | Interest Income           | 7,000.00            | 185,330.22          | 100,000.00          | 289,820.72          | 260,000.00          | 212,908.99          | 290,000.00          |  |
| <b>Object Category: 28 - Interest, Rent &amp; Leases Total:</b>     |                           | <b>7,000.00</b>     | <b>185,330.22</b>   | <b>100,000.00</b>   | <b>289,820.72</b>   | <b>260,000.00</b>   | <b>212,908.99</b>   | <b>290,000.00</b>   |  |
| <b>Object Category: 29 - Grants and Donations</b>                   |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-46120</a>  | Misc Grants and Donations | 10,000.00           | 20,000.00           | 10,000.00           | 10,000.00           | 10,000.00           | 0.00                | 10,000.00           |  |
| <b>Object Category: 29 - Grants and Donations Total:</b>            |                           | <b>10,000.00</b>    | <b>20,000.00</b>    | <b>10,000.00</b>    | <b>10,000.00</b>    | <b>10,000.00</b>    | <b>0.00</b>         | <b>10,000.00</b>    |  |
| <b>Object Category: 30 - Other Governments &amp; Sources</b>        |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-47070</a>  | Health Insurance Credits  | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                | 1,142.86            | 0.00                |  |
| <b>Object Category: 30 - Other Governments &amp; Sources Total:</b> |                           | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>1,142.86</b>     | <b>0.00</b>         |  |
| <b>Object Category: 32 - Other Financing Sources</b>                |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-49000</a>  | Lease Proceeds            | 0.00                | 2,979.84            | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                |  |
| <b>Object Category: 32 - Other Financing Sources Total:</b>         |                           | <b>0.00</b>         | <b>2,979.84</b>     | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         |  |
| <b>Object Category: 33 - Gains and Losses</b>                       |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-47071</a>  | Sale of assets            | 0.00                | 10.00               | 0.00                | 0.00                | 0.00                | 0.00                | 0.00                |  |
| <b>Object Category: 33 - Gains and Losses Total:</b>                |                           | <b>0.00</b>         | <b>10.00</b>        | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         |  |
| <b>Object Category: 37 - Miscellaneous Revenue</b>                  |                           |                     |                     |                     |                     |                     |                     |                     |  |
| <a href="#">06-000-47060</a>  | Auction Proceeds          | 0.00                | 0.00                | 0.00                | 0.00                | 6,000.00            | 0.00                | 0.00                |  |
| <b>Object Category: 37 - Miscellaneous Revenue Total:</b>           |                           | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>6,000.00</b>     | <b>0.00</b>         | <b>0.00</b>         |  |
| <b>Revenue Total:</b>   |                           | <b>1,317,000.00</b> | <b>1,670,439.86</b> | <b>1,540,000.00</b> | <b>1,819,745.37</b> | <b>1,886,000.00</b> | <b>1,448,604.38</b> | <b>1,850,000.00</b> |  |

Budget Worksheet

For Fiscal: 2024-2025 Period Ending: 07/31/2025

Defined Budgets

|   |                                    | 2022-2023         | 2022-2023         | 2023-2024         | 2023-2024         | 2024-2025         | 2024-2025         | 2025-2026         |
|---|------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|   |                                    | Total Budget      | Total Activity    | Total Budget      | Total Activity    | Total Budget      | YTD Activity      | Proposed          |
| <b>Expense</b>  |                                    |                   |                   |                   |                   |                   |                   |                   |
| <b>Object Category: 41 - Personnel Costs</b>                |                                    |                   |                   |                   |                   |                   |                   |                   |
| <a href="#">06-019-50000</a>                                | Wages and Salaries                 | 156,152.00        | 118,321.20        | 151,415.00        | 153,125.66        | 191,924.00        | 153,309.28        | 198,187.00        |
| <a href="#">06-019-50030</a>                                | Longevity Pay                      | 68.00             | 76.00             | 120.00            | 120.00            | 252.00            | 248.00            | 348.00            |
| <a href="#">06-019-50050</a>                                | Social Security and Medicare (F... | 12,027.00         | 8,780.59          | 11,752.00         | 11,573.52         | 15,019.00         | 11,643.47         | 15,527.00         |
| <a href="#">06-019-50060</a>                                | TMRS Contributions                 | 22,906.00         | 17,179.39         | 22,755.00         | 22,895.86         | 31,215.00         | 24,379.39         | 33,048.00         |
| <a href="#">06-019-50070</a>                                | Vacation/Sick Leave Buy Back       | 991.00            | 0.00              | 2,077.00          | 2,139.34          | 4,100.00          | 3,034.62          | 4,430.00          |
| <a href="#">06-019-50072</a>                                | Health Insurance                   | 0.00              | 0.00              | 21,552.00         | 21,077.40         | 25,287.00         | 22,084.06         | 33,552.00         |
| <a href="#">06-019-50080</a>                                | Dental Insurance                   | 0.00              | 0.00              | 723.00            | 723.36            | 723.00            | 602.80            | 723.00            |
| <a href="#">06-019-50090</a>                                | Life and LTD Insurance             | 0.00              | 0.00              | 877.00            | 607.11            | 711.00            | 814.14            | 954.00            |
| <a href="#">06-019-50100</a>                                | Workers Compensation               | 211.00            | 127.56            | 329.00            | 391.25            | 497.00            | 440.38            | 351.00            |
| <a href="#">06-019-50110</a>                                | Unemployment Tax                   | 504.00            | 12.24             | 18.00             | 234.02            | 234.00            | 234.01            | 234.00            |
| <a href="#">06-019-50130</a>                                | Employee Assistance Program        | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 55.04             | 0.00              |
| <a href="#">06-019-50575</a>                                | Transfer Out to Health Insuran...  | 27,316.00         | 18,208.00         | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              |
| <b>Object Category: 41 - Personnel Costs Total:</b>         |                                    | <b>220,175.00</b> | <b>162,704.98</b> | <b>211,618.00</b> | <b>212,887.52</b> | <b>269,962.00</b> | <b>216,845.19</b> | <b>287,354.00</b> |
| <b>Object Category: 42 - Supplies and Materials</b>         |                                    |                   |                   |                   |                   |                   |                   |                   |
| <a href="#">06-019-51030</a>                                | Utilities - Communications         | 1,008.00          | 819.63            | 972.00            | 965.16            | 966.00            | 724.14            | 966.00            |
| <a href="#">06-019-51050</a>                                | Office Supplies                    | 5,750.00          | 221.70            | 3,000.00          | 311.76            | 3,000.00          | 21.19             | 1,000.00          |
| <a href="#">06-019-51070</a>                                | Postage                            | 400.00            | 833.61            | 1,000.00          | 339.17            | 1,000.00          | 1,599.52          | 2,000.00          |
| <a href="#">06-019-51230</a>                                | Business Retention and Expans...   | 10,000.00         | 5,846.35          | 10,000.00         | 3,004.41          | 10,000.00         | 8,827.61          | 10,000.00         |
| <a href="#">06-019-51500</a>                                | Uniforms and Accessories           | 880.00            | 966.24            | 880.00            | 703.77            | 880.00            | 792.25            | 1,030.00          |
| <a href="#">06-019-51510</a>                                | Small Tools and Equipment (un...   | 1,000.00          | 3,232.52          | 1,000.00          | 816.20            | 1,000.00          | 98.71             | 1,000.00          |
| <a href="#">06-019-51550</a>                                | Fuel and Lubricants                | 574.00            | 167.02            | 473.00            | 209.46            | 473.00            | 230.61            | 473.00            |
| <a href="#">06-019-51700</a>                                | Community Relations & Special...   | 44,750.00         | 30,719.00         | 42,750.00         | 24,701.04         | 48,750.00         | 9,962.62          | 52,250.00         |
| <a href="#">06-019-51800</a>                                | Dues and Subscriptions             | 51,692.00         | 42,692.33         | 7,829.00          | 2,888.83          | 6,195.00          | 3,912.11          | 6,039.00          |
| <a href="#">06-019-51810</a>                                | Employee Training and Travel       | 7,900.00          | 13,948.43         | 17,430.00         | 7,034.12          | 18,200.00         | 6,193.19          | 17,500.00         |
| <a href="#">06-019-51820</a>                                | Mileage/Tolls/Parking Reimbur...   | 0.00              | 0.00              | 0.00              | 0.00              | 0.00              | 470.13            | 0.00              |
| <b>Object Category: 42 - Supplies and Materials Total:</b>  |                                    | <b>123,954.00</b> | <b>99,446.83</b>  | <b>85,334.00</b>  | <b>40,973.92</b>  | <b>90,464.00</b>  | <b>32,832.08</b>  | <b>92,258.00</b>  |
| <b>Object Category: 43 - Maintenance and Repairs</b>        |                                    |                   |                   |                   |                   |                   |                   |                   |
| <a href="#">06-019-52000</a>                                | Vehicle Repairs and Maintenanc...  | 1,000.00          | 523.87            | 1,000.00          | 333.54            | 1,000.00          | 845.34            | 1,000.00          |
| <a href="#">06-019-52040</a>                                | Software Licensing, Support an...  | 0.00              | 0.00              | 52,020.00         | 55,740.22         | 50,850.00         | 51,373.24         | 58,780.00         |
| <b>Object Category: 43 - Maintenance and Repairs Total:</b> |                                    | <b>1,000.00</b>   | <b>523.87</b>     | <b>53,020.00</b>  | <b>56,073.76</b>  | <b>51,850.00</b>  | <b>52,218.58</b>  | <b>59,780.00</b>  |

Budget Worksheet

For Fiscal: 2024-2025 Period Ending: 07/31/2025

Defined Budgets

|  |                                     | 2022-2023           | 2022-2023           | 2023-2024         | 2023-2024         | 2024-2025           | 2024-2025           | 2025-2026           |
|--|-------------------------------------|---------------------|---------------------|-------------------|-------------------|---------------------|---------------------|---------------------|
|  |                                     | Total Budget        | Total Activity      | Total Budget      | Total Activity    | Total Budget        | YTD Activity        | Proposed            |
| <b>Object Category: 44 - Contractual Services</b>                |                                     |                     |                     |                   |                   |                     |                     |                     |
| <a href="#">06-019-53000</a>                                     | Legal/Consulting Fees               | 10,000.00           | 25,850.00           | 20,000.00         | 31,364.97         | 30,000.00           | 16,042.00           | 30,000.00           |
| <a href="#">06-019-53002</a>                                     | Professional Services (53003)       | 73,000.00           | 10,291.67           | 70,000.00         | 28,340.36         | 80,000.00           | 2,990.00            | 80,000.00           |
| <a href="#">06-019-53060</a>                                     | Printing Services                   | 3,100.00            | 1,972.25            | 2,000.00          | 3,166.70          | 2,500.00            | 1,233.75            | 2,500.00            |
| <a href="#">06-019-53220</a>                                     | 5th Street District                 | 30,600.00           | 14,569.21           | 30,600.00         | 24,498.60         | 35,600.00           | 9,153.54            | 36,600.00           |
| <a href="#">06-019-53241</a>                                     | Local Business Grant Program        | 0.00                | 0.00                | 100,000.00        | 0.00              | 100,000.00          | 0.00                | 100,000.00          |
| <a href="#">06-019-53380</a>                                     | Advertising and Legal Publicati...  | 46,500.00           | 47,914.00           | 60,800.00         | 62,544.99         | 67,800.00           | 38,553.66           | 60,800.00           |
| <a href="#">06-019-53500</a>                                     | Web Page Services                   | 9,225.00            | 0.00                | 2,520.00          | 7,370.00          | 2,520.00            | 473.68              | 3,020.00            |
| <a href="#">06-019-53600</a>                                     | Copier Rental & Maintenance         | 0.00                | 0.00                | 945.00            | 192.00            | 945.00              | 720.00              | 945.00              |
| <b>Object Category: 44 - Contractual Services Total:</b>         |                                     | <b>172,425.00</b>   | <b>100,597.13</b>   | <b>286,865.00</b> | <b>157,477.62</b> | <b>319,365.00</b>   | <b>69,166.63</b>    | <b>313,865.00</b>   |
| <b>Object Category: 45 - Capital Outlays and Projects</b>        |                                     |                     |                     |                   |                   |                     |                     |                     |
| <a href="#">06-019-54810</a>                                     | Capital Outlay for Lease Obligat... | 0.00                | 2,979.84            | 0.00              | 0.00              | 0.00                | 0.00                | 0.00                |
| <b>Object Category: 45 - Capital Outlays and Projects Total:</b> |                                     | <b>0.00</b>         | <b>2,979.84</b>     | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         |
| <b>Object Category: 46 - Transfers and Contingencies</b>         |                                     |                     |                     |                   |                   |                     |                     |                     |
| <a href="#">06-019-55000</a>                                     | Transfer Out to General Fund        | 0.00                | 0.00                | 0.00              | 0.00              | 23,233.00           | 0.00                | 0.00                |
| <a href="#">06-019-55050</a>                                     | Transfer Out to Gen Capital Pro...  | 0.00                | 0.00                | 150,000.00        | 150,000.00        | 350,000.00          | 291,670.00          | 300,000.00          |
| <a href="#">06-019-55060</a>                                     | Transfer Out to General Fund - ...  | 118,803.00          | 118,803.00          | 122,795.00        | 122,795.00        | 141,106.00          | 117,590.00          | 159,371.00          |
| <b>Object Category: 46 - Transfers and Contingencies Total:</b>  |                                     | <b>118,803.00</b>   | <b>118,803.00</b>   | <b>272,795.00</b> | <b>272,795.00</b> | <b>514,339.00</b>   | <b>409,260.00</b>   | <b>459,371.00</b>   |
| <b>Object Category: 47 - Debt Service Obligations</b>            |                                     |                     |                     |                   |                   |                     |                     |                     |
| <a href="#">06-019-56281</a>                                     | Lease Payment - Principal           | 0.00                | 276.92              | 0.00              | 549.33            | 0.00                | 0.00                | 0.00                |
| <a href="#">06-019-56282</a>                                     | Lease Payment - Interest            | 0.00                | 59.08               | 0.00              | 122.67            | 0.00                | 0.00                | 0.00                |
| <b>Object Category: 47 - Debt Service Obligations Total:</b>     |                                     | <b>0.00</b>         | <b>336.00</b>       | <b>0.00</b>       | <b>672.00</b>     | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         |
| <b>Object Category: 50 - Economic Development Grants</b>         |                                     |                     |                     |                   |                   |                     |                     |                     |
| <a href="#">06-019-57000</a>                                     | Economic Development Grants         | 703,883.00          | 0.00                | 0.00              | 0.00              | 0.00                | 0.00                | 0.00                |
| <a href="#">06-019-57002</a>                                     | Infrastructure Grants / Sales Ta... | 0.00                | 0.00                | 0.00              | 155,695.00        | 935,000.00          | 875,000.00          | 935,000.00          |
| <b>Object Category: 50 - Economic Development Grants Total:</b>  |                                     | <b>703,883.00</b>   | <b>0.00</b>         | <b>0.00</b>       | <b>155,695.00</b> | <b>935,000.00</b>   | <b>875,000.00</b>   | <b>935,000.00</b>   |
| <b>Expense Total:</b>  |                                     | <b>1,340,240.00</b> | <b>485,391.65</b>   | <b>909,632.00</b> | <b>896,574.82</b> | <b>2,180,980.00</b> | <b>1,655,322.48</b> | <b>2,147,628.00</b> |
| <b>Fund: 06 - ECONOMIC DEVELOPMENT FUND Surplus (Deficit):</b>   |                                     | <b>-23,240.00</b>   | <b>1,185,048.21</b> | <b>630,368.00</b> | <b>923,170.55</b> | <b>-294,980.00</b>  | <b>-206,718.10</b>  | <b>-297,628.00</b>  |
| <b>Report Surplus (Deficit):</b>                                 |                                     | <b>-23,240.00</b>   | <b>1,185,048.21</b> | <b>630,368.00</b> | <b>923,170.55</b> | <b>-294,980.00</b>  | <b>-206,718.10</b>  | <b>-297,628.00</b>  |

Fund Summary

| Fund                             | 2022-2023         |                     | 2023-2024         |                   | 2024-2025          |                    | Defined Budgets    |  |
|----------------------------------|-------------------|---------------------|-------------------|-------------------|--------------------|--------------------|--------------------|--|
|                                  | Total Budget      | Total Activity      | Total Budget      | Total Activity    | Total Budget       | YTD Activity       | 2025-2026 Proposed |  |
| 06 - ECONOMIC DEVELOPMENT FUND   | -23,240.00        | 1,185,048.21        | 630,368.00        | 923,170.55        | -294,980.00        | -206,718.10        | -297,628.00        |  |
| <b>Report Surplus (Deficit):</b> | <b>-23,240.00</b> | <b>1,185,048.21</b> | <b>630,368.00</b> | <b>923,170.55</b> | <b>-294,980.00</b> | <b>-206,718.10</b> | <b>-297,628.00</b> |  |

## E. Discussion Items

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|                    |   |
|--------------------|---|
| <b>Subject:</b>    | <b>1. Receive an update and discuss the ongoing development of the Sachse Economic Development Strategic Plan.</b>  |
| Meeting            | August 14, 2025 - Economic Development Corporation Board Meeting  |
| Access             | Public  |
| Type               | Discussion, Information   |
| Fiscal Impact      | None  |
| Recommended Action | Receive an update and discuss the ongoing development of the Sachse Economic Development Strategic Plan.  |
| Goals              | Make Sachse more prosperous through job creation and quality development that adds community value.<br>Strategically invest in the City's existing and future infrastructure. |

### **BACKGROUND**

The Sachse Economic Development Corporation Board (EDC) and Sachse City Council each took action in their respective meetings on May 15, 2025, and May 19, 2025, to authorize the Executive Director of the Sachse Economic Development Corporation (EDC) to negotiate and enter into a contract with Civic Solutions Partnership LLC (CivicSol) for the development of an economic development strategic plan.

The agreement for the development of this plan has since been executed, and work on the strategic plan is underway. Consultants from CivicSol will present findings from a recently conducted benchmarking analysis as well as facilitate an economic development strategy discussion.

Steven Pedigo and Laura Huffman from CivicSol will lead the presentation virtually.

### **POLICY CONSIDERATIONS**

The guidance provided by the Sachse EDC Board will help determine the strategic direction for the economic development program in Sachse for the next several years.

### **RECOMMENDATION**

Receive an update and discuss the ongoing development of the Sachse Economic Development Strategic Plan.

|                         |
|-------------------------|
| <b>File Attachments</b> |
|-------------------------|

|   |
|---|
| 1. Presentation_Economic Development Strategic Plan |
|---|

# Economic Development Strategic Plan

E1 – Receive an update and discuss the ongoing development of the Sachse Economic Development Strategic Plan

# Outline

- Background
- Economic Development Strategic Plan Project Update
- CivicSol Presentation
- Discussion

# Background

- City Council / EDC worked with facilitator to develop goals and objectives (adopted 2021)
  - The Board at that time considered hiring a professional consultant to assist in this effort
    - Reached out to firms – received proposal
    - EDC Board directed staff to keep the project in-house
    - Over the course of several meetings, staff and the EDC Board developed a list of target sectors
- Following City Council / EDC joint meeting in January 2023, the goals and objectives were reprioritized (adopted 2023)
  - The newly adopted goals included a recommendation to re-evaluate target industries and sectors

# Background

- Early 2024 EDC Board discussed goals and objectives
  - Further focus and prioritize goals
  - Discussed using a consultant
  - Staff brought forward a possible scope for consideration
  - Ensure alignment between the Economic Development Strategic Plan and the Shaping Sachse Comprehensive Plan
- Included funding in FY25 EDC budget for Economic Development Strategic Plan

# Update

- Initial EDC Board direction ✓
- RFQ process ✓
- Consultant selection ✓
- Contract negotiation and execution ✓
- Plan kickoff and development
- Recommendation of approval by EDC Board
- Final strategic plan approval/adoption by City Council



# Update

- Phase 1 – Laying the groundwork
- Phase 2 – Mapping Sachse's economy
- Phase 3 – Shaping Sachse's future
- Phase 4 – From framework to action

## G. Action Resulting from Executive Session

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**Subject:** 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 Yellow Jacket.

Meeting August 14, 2025 - Economic Development Corporation Board Meeting

Access Public

Type Discussion, Action

Recommended Action Take any action as a result of Executive Session - deliberate the offer of a financial or other incentive relating to the development of Project Yellow Jacket.

Goals

### **BACKGROUND**

### **POLICY CONSIDERATIONS**

### **RECOMMENDATION**

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

|                          |
|--------------------------|
| File Attachments<br>None |
|--------------------------|