



**Monday, December 1, 2025
City Council Meeting**

**City Council Chambers
3815-B Sachse Road
6:30 PM**

City Council 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

1. Call to Order: The City Council of the City of Sachse will hold a regular meeting on Monday, December 1, 2025, at 6:30 PM to consider the following items of business
2. Invocation and Pledges of Allegiance.

B. Public Comment

The public is invited to address Council 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 City Secretary prior to the meeting. According to the Texas Open Meetings Act, Council is prohibited from discussing any item not posted on the agenda but will take comments under advisement.

C. Council/Staff Reports and Updates

1. Mayor and City Council announcements regarding special events, current activities, and local achievements.

D. Consent Agenda

Consent Agenda items are routine or administrative in nature, have been discussed previously at a Council meeting, and/or do not warrant discussion. Council will act upon these items with one motion. There will be no separate discussion of these items unless a Councilmember 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 November 17, 2025, meeting minutes.
2. Accept the quarterly budget and investment reports for the quarter ending September 30, 2025.
3. Authorize the City Manager to execute a professional services agreement for the design of Sachse Road Phase 3 between the City of Sachse and Garver for an amount not to exceed One Million, One Hundred Ninety-Four Thousand, Seven Hundred Fifty-Four and No/100 Dollars (1,194,754.00).

E. Action Items

Action items are for Council discussion and consideration for action. **The Mayor will invite comments before the Council votes.** A Public Comment Card should be given to the City Secretary prior to the start of the meeting.

1. Consider approving an ordinance establishing and implementing a program to charge mitigation rates for the deployment of emergency and non-emergency services by Sachse Fire Rescue for services provided/rendered for the City of Sachse and authorize the City Manager to execute the associated addendum.

2. Consider appointing a resident to the City's Parks and Recreation Board and the Municipal Development District Board.

F. Discussion Items

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

1. Receive an annual update from Community Waste Disposal (CWD), the City's solid waste and recycling services provider.
2. Receive an update and discuss the ongoing development of the Sachse Economic Development Strategic Plan.
3. Receive the quarterly 2021 Bond update.

G. Executive Session

1. The City Council shall convene into Executive Session pursuant to the Texas Government Code, Section §551.074 Personnel Matters: regarding the annual review of the City Manager.

H. Action Resulting from Executive Session

Action items are for Council discussion and consideration for action. **The Mayor will invite comments before the Council votes.** A Public Comment Card should be given to the City Secretary prior to the start of the meeting.

1. Take any action as a result of Executive Session regarding the annual review of the City Manager.

I. Adjournment

I, the undersigned authority, do hereby certify that this notice of a public meeting was posted in accordance with the regulations of the Texas Open Meetings Act and was posted on the bulletin board, an accessible location at Sachse City Hall, on November 21, 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, or by appointment at 3815 Sachse Road, Building B, Sachse, Texas 75048.

D. Consent Agenda

Subject: 1. Approve the November 17, 2025, meeting minutes.

Meeting December 1, 2025 - City Council Meeting

Access Public

Type Action (Consent), Minutes

Fiscal Impact None

Recommended Action Approve the minutes as presented.

Goals

BACKGROUND

Minutes from the November 17, 2025, Council regular meeting.

POLICY CONSIDERATIONS

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

RECOMMENDATION

Approve the minutes as presented.

File Attachments

1. CityCouncil_Regular_Minutes_11.17.2025-unsigned

CITY COUNCIL OF THE CITY OF SACHSE NOVEMBER 17, 2025, MEETING MINUTES

The City Council of the City of Sachse held a regular meeting on Monday, November 17, 2025, at 6:30 PM at Sachse City Hall, 3815-B Sachse Road. Those present were: Mayor Jeff Bickerstaff, Mayor Pro Tem Brett Franks, Councilmember Michelle Howarth, Councilmember Frank Millsap, Councilmember Chance Lindsey, Councilmember Lindsay Buhler, Councilmember Matt Prestenberg.

A. Meeting Opening

1. Call to Order: The City Council of the City of Sachse will hold a regular meeting on Monday, November 17, 2025, at 6:30 PM to consider the following items of business:

Mayor Bickerstaff called the meeting to order at 6:30 PM.

2. Invocation and Pledges of Allegiance.

Mayor Pro Tem Franks offered the invocation and Councilmember Buhler led the pledges.

B. Recognition

1. Present a proclamation declaring November 15, 2025, as America Recycles Day.

Mayor Bickerstaff presented a proclamation to Recreation Manager Cynthia Wiseman and Special Events Coordinator Jordan Beaulieu to recognize America Recycles Day.

2. Recognize the 2025 Recycled Art Contest Winners.

Mayor Bickerstaff recognized the winners of the Cheri Cox Elementary 2025 Recycled Art Contest Winners.

- Chelsea Anthony — Kindergarten
- Cole Khamnouane — First Grade
- Avreen Kaur — Second Grade
- Genesis Flores Rosales — Third Grade
- Henley Juarez — Fourth Grade
- Malcolm Kelliher — Honorable Mention

C. Public Comment

The public is invited to address Council 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 City Secretary prior to the meeting. According to the Texas Open Meetings Act, Council is prohibited from discussing any item not posted on the agenda but will take comments under advisement.

The following Sachse residents addressed Council:

- Jayne Reed — regarding the land purchased adjacent to J.K. Sachse Park
- Amber Housley — regarding the growth of the City and road safety at The Station

- Susan Davis — regarding the fatal accident at The Station and suggested improvements
- Michael OQuinn — regarding suggestions for traffic safety at The Station
- Matthew Holboke — regarding the Economic Development Corporation's mission, updated costs on the Merritt Road project, and accountability
- Ebony Foreman — regarding traffic safety at The Station

Councilmember Howarth arrived at 6:48 PM.

D. Council/Staff Reports and Updates

1. Mayor and City Council announcements regarding special events, current activities, and local achievements.

Councilmember Millsap announced a blanket drive at the Library to support the Sachse Animal Shelter and the upcoming Dinovember celebration on November 18. Councilmember Buhler invited the public to attend the Christmas Extravaganza on December 3. The parade will begin at 6PM and the tree lighting will take place at 7 PM with fun holiday activities to follow. Mayor Pro Tem Franks requested residents of Dallas County consider applying for the Citizen Appraisal Review Board. Visit the Dallas County Appraisal District's website for more details. Councilmember Prestenberg featured Berry, a Great Dane/Pitbull mix living at the shelter. Contact the Sachse Animal Shelter to see his sweet personality in action.

Ms. Nash welcomed newly hired employees to the team:

- Travis Tipton - Police Officer
- Gerardo "Jerry" Garcia Hernandez - Superintendent of Parks and Open Spaces
- Elijo (Eli) Dela Fuente - Streets Maintenance Technician I
- Dalton Thompson - Streets Maintenance Technician I
- DeChriston McKinney - Police Officer
- Jonah Nance - Assistant Finance Director

She also announced the first winner of the SHINE Award for City employees, Bernardo Maldonado. He was nominated for always bringing a smile to his coworkers' faces. Bernardo was commended for carrying out his tasks with excellence and humility while maintaining a positive attitude, genuine neighborliness, and a great sense of humor. Ms. Nash is pleased to recognize Bernardo for the positive impact he has on employee culture.

Mayor Bickerstaff noted the office closure on November 27 and 28 in observance of the Thanksgiving Holiday. The Sachse Trail of Lights registration is open through December 10. Visit cityofsachse.com/TrailofLights for more information. He also mentioned that the Holiday Package Service offered by the Police Department will run through December 22. This free program allows residents to have packages delivered directly to the Police Department rather than to a resident's doorstep. Some restrictions apply, visit cityofsachse.com/HolidayPackageService for details and registration.

E. Consent Agenda

Consent Agenda items are routine or administrative in nature, have been discussed previously at a Council meeting, and/or do not warrant discussion. Council will act upon these items with one motion. There will be no separate discussion of these items unless a Councilmember 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 October 8, 2025, special meeting minutes.
2. Approve the October 20, 2025, regular meeting minutes.
3. Accept the monthly revenue and expenditure report for the period ending September 30, 2025.
4. Approve a resolution adopting the City of Sachse, Sachse Economic Development Corporation, Sachse Municipal Development District, Tax Increment Financing Reinvestment Zone Number Two, and Tax Increment Reinvestment Zone Number Three Investment Policy ("Sachse Investment Policy") attached hereto as Exhibit "A"; declaring that the City Council has completed its review of the investment policy and investment strategies of the City and that Exhibit "A" records any changes to either the Investment Policy or Investment Strategies; providing a repealing clause; providing a severability clause; and providing for an effective date.
5. Adopt a resolution accepting and approving the Dallas County 2025 Tax Roll; resolving other matters relating to the subject; and providing an effective date.
6. Adopt a resolution accepting and approving the Collin County 2025 Tax Roll; resolving other matters relating to the subject; and providing an effective date.
7. Authorize the City Manager to execute an agreement with Kompan, Inc. in the amount of Two Hundred Thirty-Four Thousand, Four Hundred Fifty-Two and 06/100 Dollars (\$234,452.06) for the purchase and installation of poured-in-place (PIP) surfacing at Heritage Park.

Councilmember Prestenberg made a motion to approve the consent agenda as presented. Councilmember Howarth seconded the motion, and it carried 7 - 0. None voted against.

F. Action Items

Action items are for Council discussion and consideration for action. **The Mayor will invite comments before the Council votes.** A Public Comment Card should be given to the City Secretary prior to the start of the meeting.

1. Consider approving a resolution of the City Council of the City of Sachse, casting its vote for a member of the Board of Directors of the Collin Central Appraisal District; and providing for an effective date.

Mayor Pro Tem Franks made a motion to approve the resolution casting Sachse's five votes for Mayor Baine Brooks of Allen for the Collin Central Appraisal District Board. Councilmember Howarth seconded the motion, and it carried 7 - 0. None voted against.

2. Consider approving a resolution of the City Council of the City of Sachse, casting its vote for a member of the Board of Directors of the Dallas Central Appraisal District; and providing for an effective date.

Mayor Pro Tem Franks made a motion to approve a resolution casting two votes for Pauline Medrano and two votes for Kevin Carbo, Sr. for the Dallas Central Appraisal District Board. Councilmember Howarth seconded the motion, and it carried 7 - 0. None voted against.

G. Discussion Items

These items are for Council 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 regarding the City of Sachse Service Center project.

Director of Public Works and CIP Corey Nesbit gave an update on the Service Center project. He shared that the design team has finished the schematic design and looked at different ways to phase the project. However, breaking it into phases would not save money, so staff recommends completing it as one project. Mr. Nesbit also described the proposed design.

Ms. Nash talked about funding options. While some money is already set aside, the City Council may consider using Tax Notes or Certificates of Obligation to finish funding. The City's financial planner confirmed that using either option would not raise the maintenance and operations rate of the debt service. Construction documents should be ready in December, with bidding planned for January 2026. Council will review the final cost in early 2026, and construction is expected to begin in spring. Council provided feedback and asked staff to keep the project moving quickly.

H. Adjournment

Mayor Bickerstaff adjourned the meeting at 7:56 PM.

Jeff Bickerstaff, Mayor

ATTEST:

Leah K Granger, TRMC, City Secretary

D. Consent Agenda

Subject:	2. Accept the quarterly budget and investment reports for the quarter ending September 30, 2025.
Meeting	December 1, 2025 - City Council Meeting
Access	Public
Type	Action (Consent)
Fiscal Impact	None
Recommended Action	Accept the quarterly budget and investment reports for the quarter ending September 30, 2025.
Goals	Be a model of financial stewardship through growth management; responsible investment; and financial transparency.

BACKGROUND

The Finance Department provides budget and investment reports on a quarterly basis to provide the Council with an update on the City's finances. The budget report includes revenues and expenditures for the General and Utility Funds, Debt Service, Impact Fee, Special Revenue, Streets Maintenance Tax, Health Insurance, and Municipal Development District, as well as a summary of capital project expenditures. The investment report provides an overview of investment activity details for the Checking, Money Market, Investment Pool, and Certificate of Deposit accounts.

Quarterly budget and investment reports are provided for the quarter ending September 30, 2025.

POLICY CONSIDERATIONS

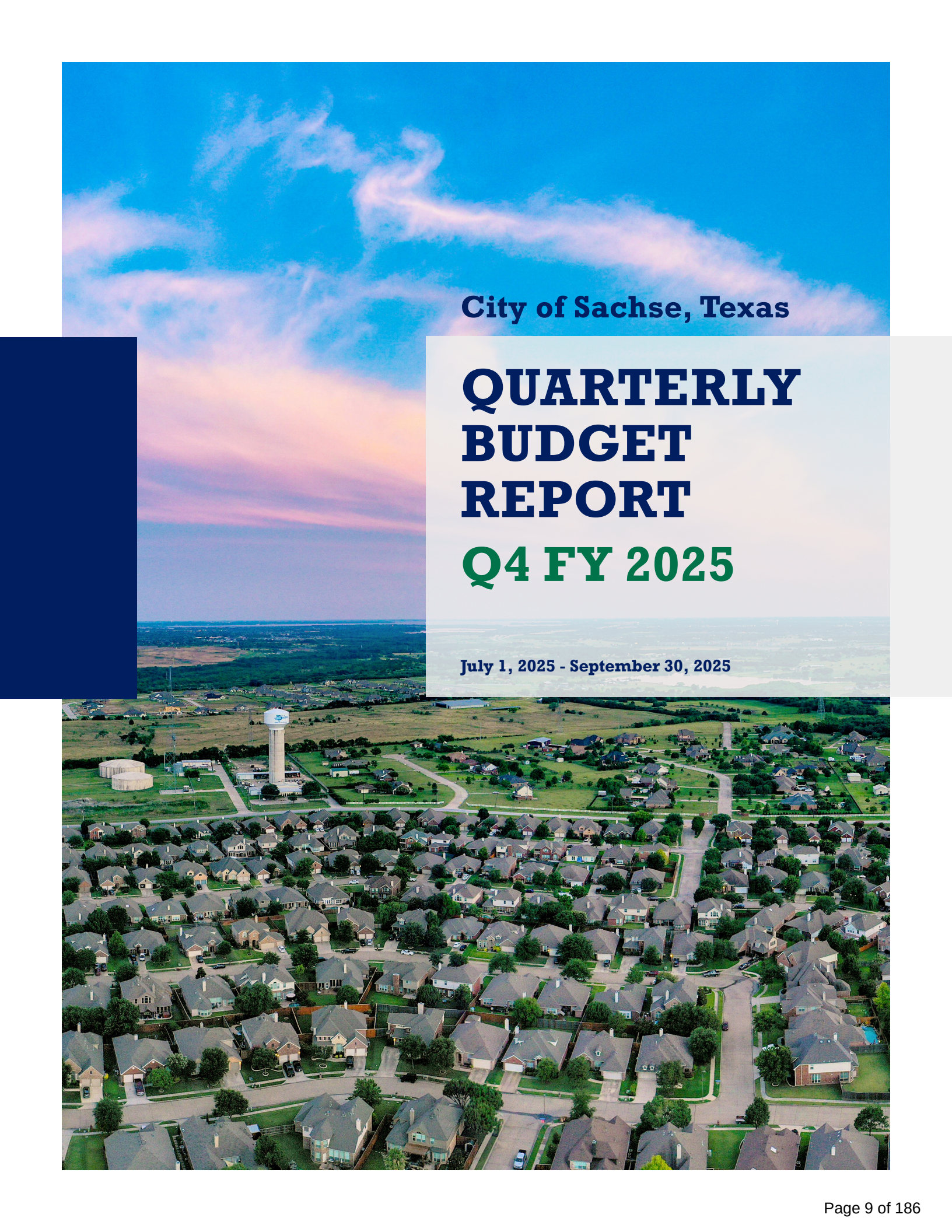
Sachse Comprehensive Financial Management Policy Section VI.E. Capital Improvements/Project Reporting requires not less than quarterly, the investment officer prepare and submit a written report of investment transactions for all funds conveyed by the Investment Policy. The City's Investment Policy is to invest public funds in a manner which will provide the highest investment return with the maximum security while meeting the cash flow demands of Sachse and conforming to the PFIA, and other state and local statutes governing the investment of public funds.

RECOMMENDATION

Accept the quarterly budget and investment reports for the quarter ending September 30, 2025.

File Attachments

1. Quarterly Budget Report FY 2025 Q4 2025.09.30
2. Quarterly Investment Report FY 2025 Q3 2025.09.30

An aerial photograph of a suburban neighborhood in Sachse, Texas. The foreground is filled with rows of houses with grey roofs and green lawns. In the middle ground, a tall white water tower stands out against the landscape. The background shows a vast, flat area under a sky with soft, pink and blue clouds, suggesting a sunset or sunrise. A dark blue vertical bar is on the left side of the image.

City of Sachse, Texas

**QUARTERLY
BUDGET
REPORT**

Q4 FY 2025

July 1, 2025 - September 30, 2025

TABLE OF CONTENTS

Finance Department Memo	3
Revenue and Expenditure Summary	5
General Fund Revenues	6
General Fund Expenditures	7
General Fund Expenditures by Category	8
Utility Fund Summary	9
Utility Fund Expenditures by Category	10
Debt Service Fund Summary	11
Special Revenue Fund Summary	12
Impact Fee Funds Summary	13
Street Maintenance Tax Fund	14
Health Insurance Fund Summary	15
Capital Project Summary	16
Economic Development Corporation Summary	19
Municipal Development District Summary	20



Finance Department Memo

TO: Gina Nash, City Manager
 FROM: David Baldwin, Finance Director
 SUBJ: Quarterly Budget Report For 4th Quarter Ending September 30th, 2025
 DATE: December 01, 2025
 CC: Mayor and City Council

Attached is the unaudited 4th Quarter Budget Report for the 2025 fiscal year. The fiscal year for the City of Sachse is October 1st through September 30th. 100% of the fiscal year was complete as of the end of September 2025.

Overall, the City has received \$67.0 million through the 4th quarter, representing 98.8% of budgeted revenues.

City-Wide Revenues

Fund	Budget	YTD	% Collected
General Fund	\$ 29,918,618	\$ 28,918,234	96.7%
Utility Fund	19,158,001	19,778,969	103.2%
Debt Service Fund	7,912,361	7,804,848	98.6%
Special Revenue Fund	369,675	163,421	44.2%
Impact Fee Fund	9,555,000	9,496,899	99.4%
Street Maintenance Tax Fund	910,000	789,633	86.8%
Health Insurance Fund	20,000	57,140	285.7%
Total	\$ 67,843,655	\$ 67,009,144	98.8%

Year-to-date expenditures totaled \$66.2 million for the 4th quarter, representing 81.9% of budgeted expenditures.

City-Wide Operating Expenditures

Fund	Budget	YTD	% Collected
General Fund	\$ 29,853,469	\$ 29,347,577	98.3%
Utility Fund	30,372,039	17,287,575	56.9%
Debt Service Fund	7,707,088	7,706,524	100.0%
Special Revenue Fund	197,722	103,881	52.5%
Impact Fee Fund	11,750,000	10,968,540	93.4%
Street Maintenance Tax Fund	843,585	684,606	81.2%
Health Insurance Fund	99,500	69,677	70.03%
Total	\$ 80,823,403	\$ 66,168,380	81.9%

The City of Sachse Home Rule Charter, Sec. 7.13 – Lapse of Appropriations, states that an appropriation for a capital expenditure shall continue in force until the purpose for which it was made has been accomplished or abandoned.

Revenue

- > Total General Fund revenues are \$28,918,234 or 96.7% of expected collections. Total revenues increased \$1,539,521 compared to the same period last fiscal year.
- > Sales tax revenues are 95.6% of expected collections, at \$3,001,681 collected.
- > Franchise fees are at \$2,300,007, or 103.1% of budget; an increase of \$157,801 from last year through the same period.
- > General Fund current property tax revenues are 98.5% collected at \$17,890,456; a \$1,344,557 increase over last fiscal year through the same period.
- > Collections for Licenses & Permits are a total of \$467,602, or 42.5% of expected collections, a decrease of \$56,056 from last year through the same period.
- > Fees are \$1,320,099, or 73.9% of budget; a decrease of \$243,974 compared to the same period last fiscal year.
- > Court fine revenues are \$350,118 or 133.4% of anticipated collections.
- > Utility Fund revenues are \$19,778,969 or 103.2% of budget.
- > Special Revenue Fund revenues are \$163,421 or 44.2% of budget.
- > Impact Fee Fund revenues are \$9,496,899 or 99.4% of the year's budget.
- > Sales tax revenue in the Street Maintenance Tax Fund is \$750,427 or 92.7% of budgeted collections for the current fiscal year.

Expenditures

- > Total General Fund expenditures are \$29,347,577 or 98.3% expended.
- > Utility Fund expenditures are \$17,287,575, or 56.9% of budget; a decrease of \$2,943,691 from the prior fiscal year.
- > Capital Project expenditures across all funds total \$12,294,710 year-to-date. This includes \$1,696,106 of project expenditures in the Utility Fund.

Component Units

- > Sales tax revenue in the Municipal Development District Fund is \$730,026 or 91.3% of budget, a decrease of \$14,828 over the previous fiscal year.
- > Sachse Economic Development Corporation had expenditures totaling \$1,954,749 or 89.6% of budget.

Revenue and Expenditure Summary and Changes in Fund Balance Reserves

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

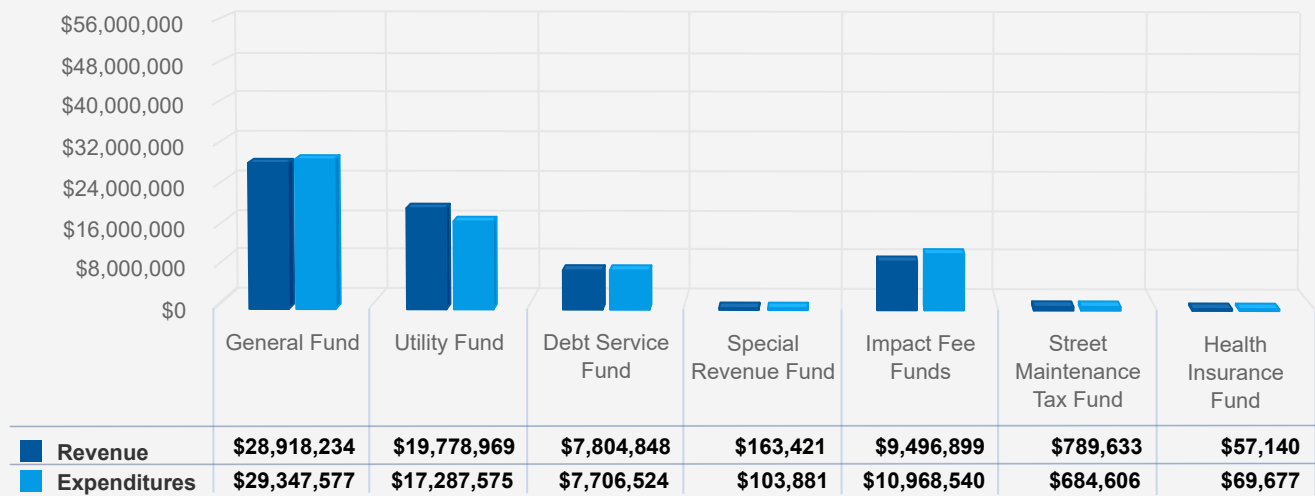
	General Fund	Utility Fund	Debt Service Fund	Special Revenue Fund	Impact Fee Funds	Street Maintenance Tax Fund	Health Insurance Fund	Total
Revenues								
Budget	\$ 29,918,618	\$ 19,158,001	\$ 7,912,361	\$ 369,675	\$ 9,555,000	\$ 910,000	\$ 20,000	\$ 67,843,655
YTD Actual	28,918,234	19,778,969	7,804,848	163,421	\$ 9,496,899	789,633	57,140	\$ 67,009,144
Budget Remaining	\$ 1,000,384	\$ (620,968)	\$ 107,513	\$ 206,254	\$ 58,101	\$ 120,367	\$ (37,140)	\$ 834,511
% of Budget	96.66%	103.24%	98.64%	44.21%	99.39%	86.77%	285.70%	98.77%
Expenditures								
Budget	\$ 29,853,469	\$ 30,372,039	\$ 7,707,088	\$ 197,722	\$ 11,750,000	\$ 843,585	\$ 99,500	\$ 80,823,403
YTD Actual	29,347,577	17,287,575	7,706,524	103,881	\$ 10,968,540	684,606	69,677	55,199,840
Budget Remaining	\$ 505,892	\$ 13,084,464	\$ 564	\$ 93,841	\$ 781,460	\$ 158,979	\$ 29,823	\$ 13,873,563
% of Budget	98.31%	56.92%	99.99%	52.54%	93.35%	81.15%	70.03%	68.30%
Net Over/ (Under)	\$ (429,343)	\$ 2,491,394	\$ 98,324	\$ 59,540	\$ (1,471,641)	\$ 105,027	\$ (12,537)	\$ 11,809,304

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-12 adopted on September 15, 2025.

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

The City of Sachse Home Rule Charter, Sec. 7.13 – Lapse of Appropriations, states that an appropriation for a capital expenditure shall continue in force until the purpose for which it was made has been accomplished or abandoned.

Revenue and Expenditure Summary



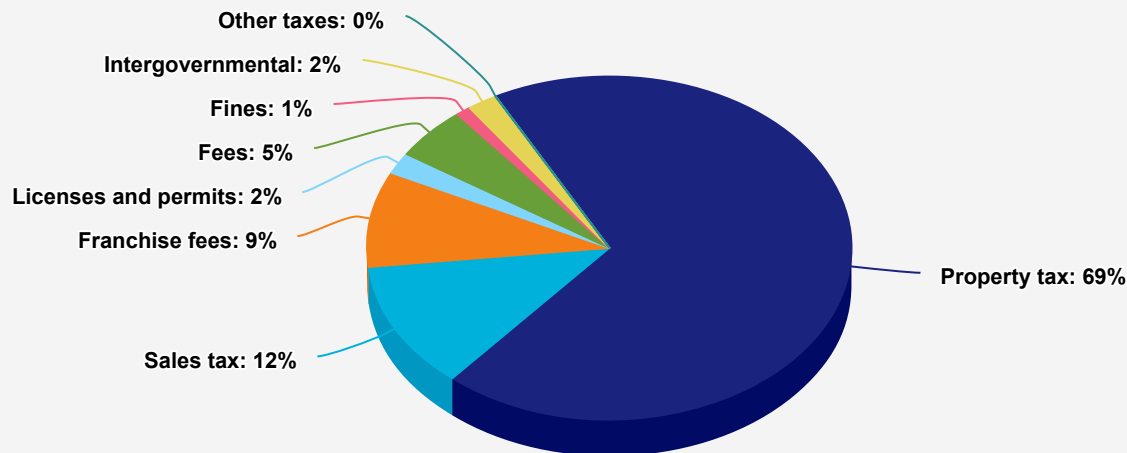
General Fund Revenues**Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)**

	FY 2024		FY 2025			
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget
Property tax	\$ 16,716,996	\$ 16,545,899	\$ 18,171,765	\$ 17,890,456	\$ 281,309	98.45%
Sales tax	2,825,000	3,024,198	3,140,000	3,001,681	138,319	95.59%
Franchise fees	2,211,000	2,142,206	2,230,711	2,300,007	(69,296)	103.11%
Licenses and permits	1,076,000	523,658	1,100,500	467,602	632,898	42.49%
Fees	1,610,300	1,564,073	1,785,920	1,320,099	465,821	73.92%
Fines	250,000	295,319	262,500	350,118	(87,618)	133.38%
Intergovernmental	400,000	455,959	508,000	407,221	100,779	80.16%
Other taxes	50,000	81,979	75,000	81,074	(6,074)	108.10%
Miscellaneous	729,917	1,201,735	997,931	1,453,348	(455,417)	145.64%
Transfers in	1,543,687	1,543,687	1,646,291	1,646,628	(337)	100.02%
Total Revenues	\$ 27,412,900	\$ 27,378,713	\$ 29,918,618	\$ 28,918,234	\$ 1,000,384	96.66%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-12 adopted on September 15, 2025.

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

Note - FY 2024 budget includes City Council-approved budget amendment - Ordinance O-2024-12 adopted on September 16, 2024.

General Fund Year-To-Date Revenue

General Fund Expenditures

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

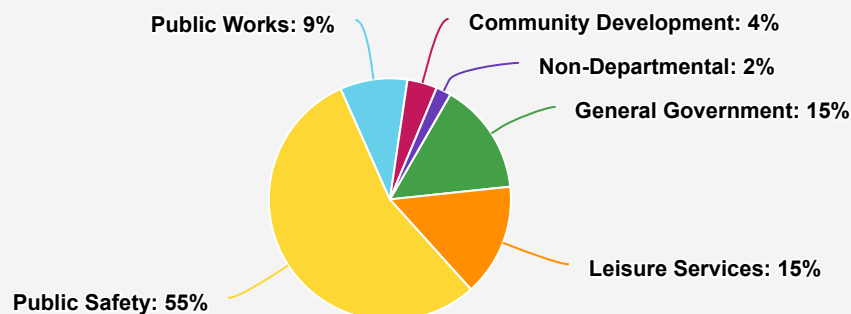
	FY 2024		FY 2025			
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget
General Government						
City Manager	\$ 963,828	\$ 959,875	\$ 1,062,408	\$ 1,065,988	\$ (3,580)	100.34%
City Secretary	268,759	237,905	315,001	275,307	39,694	87.40%
Finance	901,786	895,496	1,011,392	998,095	13,297	98.69%
Human Resources	578,457	508,659	637,401	580,885	56,516	91.13%
Information Technology	1,127,676	1,055,052	1,400,042	1,360,253	39,789	97.16%
Municipal Court	296,512	290,562	322,386	337,222	(14,836)	104.60%
	4,137,018	3,947,549	4,748,630	4,617,750	130,880	97.24%
Leisure Services						
Facilities Maintenance	697,806	729,065	774,696	791,464	(16,768)	102.16%
Library	886,420	737,464	867,911	800,281	67,630	92.21%
Parks	4,229,298	4,222,238	1,613,475	1,600,927	12,548	99.22%
Recreation	836,225	819,313	885,750	900,480	(14,730)	101.66%
Senior Activity Center	219,318	204,045	221,923	210,231	11,692	94.73%
	6,869,067	6,712,125	4,363,755	4,303,383	60,372	98.62%
Public Safety						
Animal Services	306,808	309,631	329,671	362,703	(33,032)	110.02%
Fire-Rescue	7,070,902	7,479,865	7,826,170	8,110,099	(283,929)	103.63%
Police	7,288,534	7,351,620	7,613,500	7,638,810	(25,310)	100.33%
	14,666,244	15,141,116	15,769,341	16,111,612	(342,271)	102.17%
Public Works						
Engineering	391,816	385,877	364,118	389,900	(25,782)	107.08%
Streets	5,719,287	5,701,614	2,185,812	2,147,158	38,654	98.23%
	6,111,103	6,087,491	2,549,930	2,537,058	12,872	99.50%
Community Development						
Development Services	1,205,277	876,441	1,318,635	804,025	514,610	60.97%
Neighborhood Services	1,173,903	1,154,215	454,559	419,055	35,504	92.19%
	2,379,180	2,030,656	1,773,194	1,223,080	550,114	68.98%
Non-Departmental						
	528,778	769,037	648,619	554,694	93,925	85.52%
Total Expenditures	\$ 34,691,390	\$ 34,687,974	\$ 29,853,469	\$ 29,347,577	\$ 505,892	98.31%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-12 adopted on September 15, 2025.

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

Note - FY 2024 budget includes City Council-approved budget amendments - Ordinance 4218 adopted on November 6, 2023 and Ordinance O-2024-12 adopted on September 16, 2024.

Year-To-Date Expenditures By Function



General Fund Expenditures by Category

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

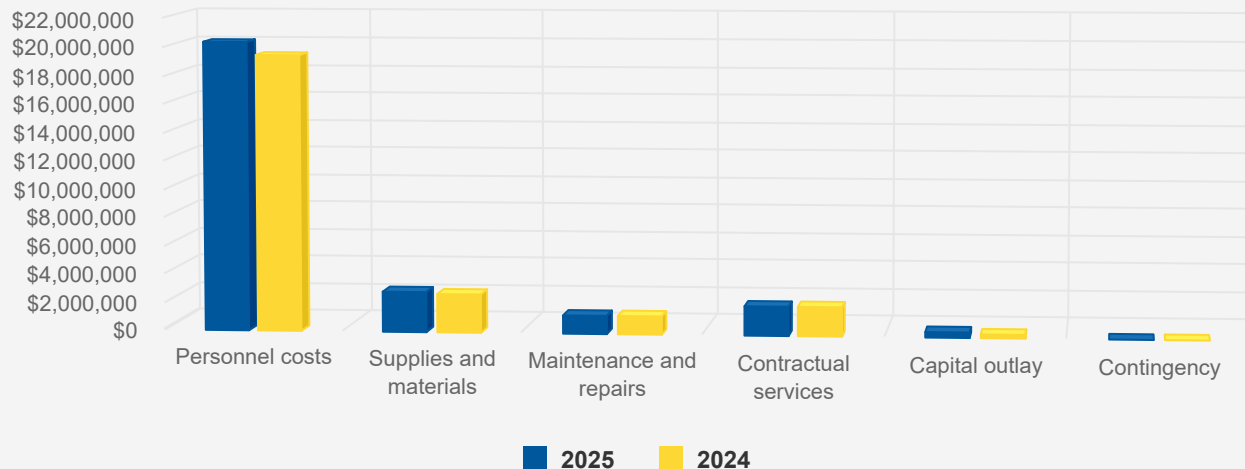
	Fiscal Year	Budget	Year-to-Date	Budget Remaining	% of Budget
Personnel costs	2025	\$ 20,664,930	\$ 20,448,319	\$ 216,611	98.95%
	2024	19,586,459	19,550,674	35,785	99.82%
Supplies and materials	2025	2,845,886	2,839,053	6,833	99.76%
	2024	2,804,639	2,748,700	55,939	98.01%
Maintenance and repairs	2025	1,113,799	1,259,189	(145,390)	113.05%
	2024	1,247,010	1,329,595	(82,585)	106.62%
Contractual services	2025	2,476,325	2,108,915	367,410	85.16%
	2024	2,069,510	2,115,048	(45,538)	102.20%
Capital outlay	2025	402,529	442,101	(39,572)	109.83%
	2024	277,796	223,185	54,611	80.34%
Contingency	2025	100,000	-	100,000	-%
	2024	100,000	-	100,000	-%
Transfers out	2025	2,250,000	2,250,000	-	100.00%
	2024	8,605,976	8,675,976	(70,000)	100.81%
Total Expenditures	2025	29,853,469	29,347,577	505,892	98.31%
	2024	34,691,390	34,643,178	48,212	99.86%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-12 adopted on September 15, 2025.

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

Note - FY 2024 budget includes City Council-approved budget amendments - Ordinance 4218 adopted on November 6, 2023 and Ordinance O-2024-12 adopted on September 16, 2024.

Year-To-Date Expenditures by Category



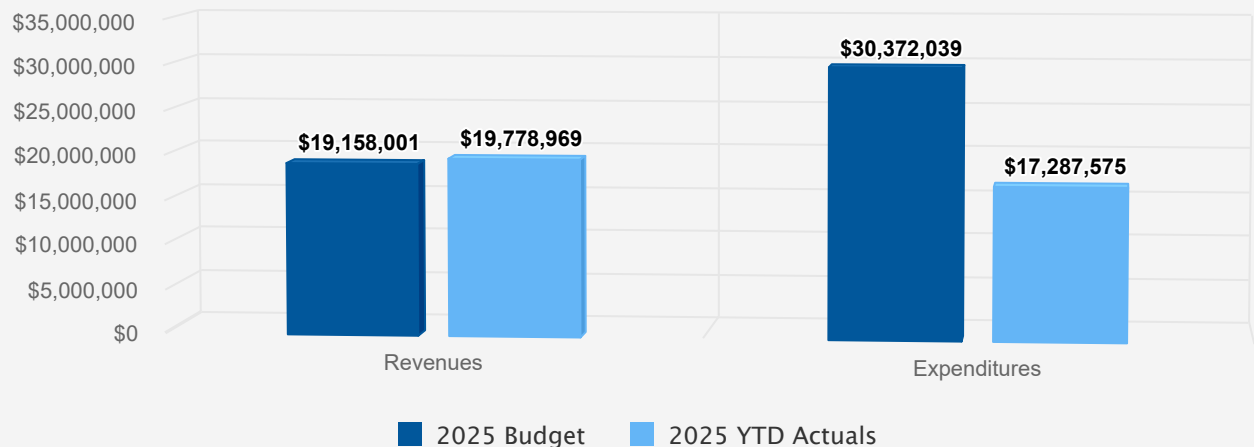
Utility Fund Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024		2025			
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget
Revenues						
Water revenue	\$ 9,500,000	\$ 9,900,047	\$ 10,176,540	\$ 10,274,668	\$ (98,128)	100.96%
Sewer revenue	6,500,000	6,930,595	6,816,861	7,199,477	(382,616)	105.61%
Drainage revenue	230,000	235,257	265,000	237,386	27,614	89.58%
Water tap charges	500	600	300	-	300	-%
Water line bore charge	-	900	500	-	500	-%
Meter installation charge	75,000	75,245	100,000	8,965	91,035	8.97%
Sewer tap charge	-	600	300	-	300	-%
Reconnection charges	35,000	26,973	40,000	20,270	19,730	50.68%
Penalties	140,000	141,785	150,000	144,760	5,240	96.51%
Solid waste admin charge	30,000	29,981	37,000	37,157	(157)	100.42%
Auction proceeds	25,000	13,088	-	31	(31)	-%
Miscellaneous receipts	1,000	(10,130)	1,500	93,016	(91,516)	6201.07%
Contributed capital	-	150,000	-	-	-	-%
Total Revenues	\$ 18,826,500	\$ 20,616,786	\$ 19,158,001	\$ 19,778,969	\$ (620,968)	103.24%
Expenditures						
Utility Administration	\$ 572,725	\$ 651,180	\$ 609,887	\$ 684,599	\$ (74,712)	112.25%
Water	11,298,506	10,500,608	10,887,436	9,899,041	988,395	90.92%
Sewer	17,990,613	8,495,470	17,646,826	6,698,929	10,947,897	37.96%
Stormwater Drainage	700,000	584,008	1,227,890	5,006	1,222,884	0.41%
Total Expenditures	\$ 30,561,844	\$ 20,231,266	\$ 30,372,039	\$ 17,287,575	\$ 13,084,464	56.92%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

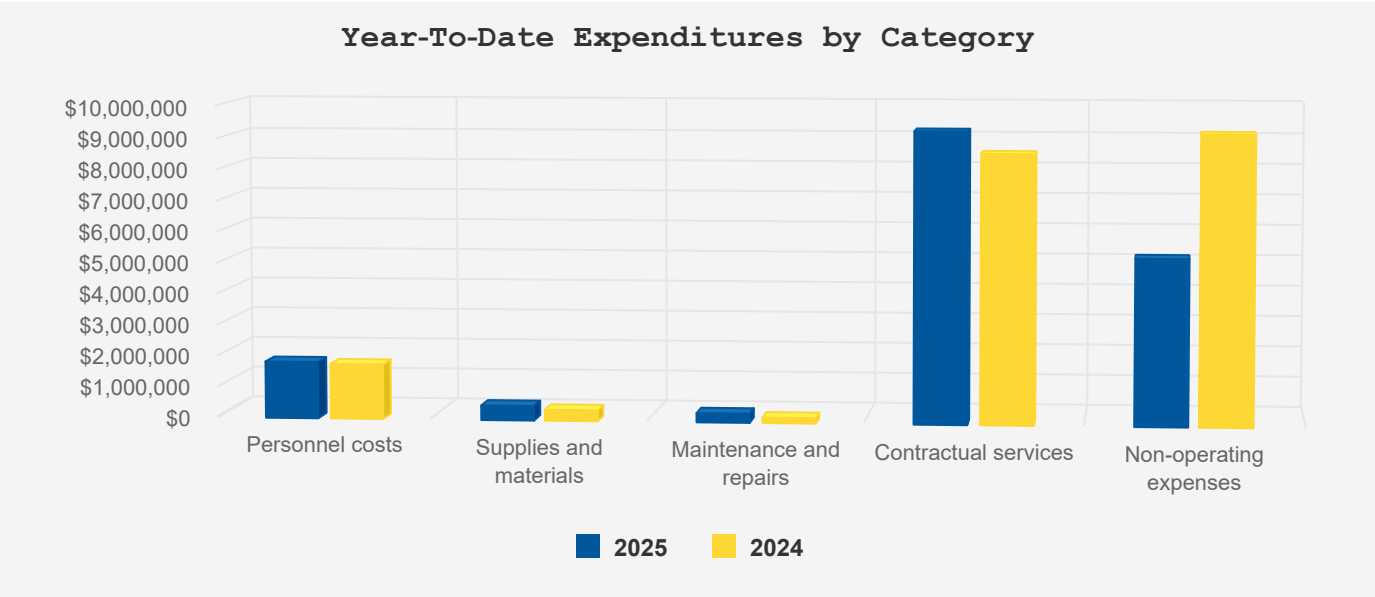
Utility Fund Revenues and Expenditures



Utility Fund Expenditures by Category
Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	Fiscal Year	Budget	Year-to-Date	Budget Remaining	% of Budget
Personnel costs	2025	\$ 1,810,912	\$ 1,846,869	\$ (35,957)	101.99%
	2024	1,791,512	1,738,945	52,567	97.07%
Supplies and materials	2025	474,797	452,780	22,017	95.36%
	2024	335,747	364,335	(28,588)	108.51%
Maintenance and repairs	2025	1,033,081	298,722	734,359	28.92%
	2024	529,465	182,773	346,692	34.52%
Contractual services	2025	9,331,243	9,355,778	(24,535)	100.26%
	2024	8,920,907	8,669,285	251,622	97.18%
Non-operating expenses	2025	17,722,006	5,333,426	12,388,580	30.09%
	2024	18,984,213	9,275,928	9,708,285	48.86%
Total Expenditures	2025	30,372,039	17,287,575	13,084,464	56.92%
	2024	30,561,844	20,231,266	10,330,578	66.20%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

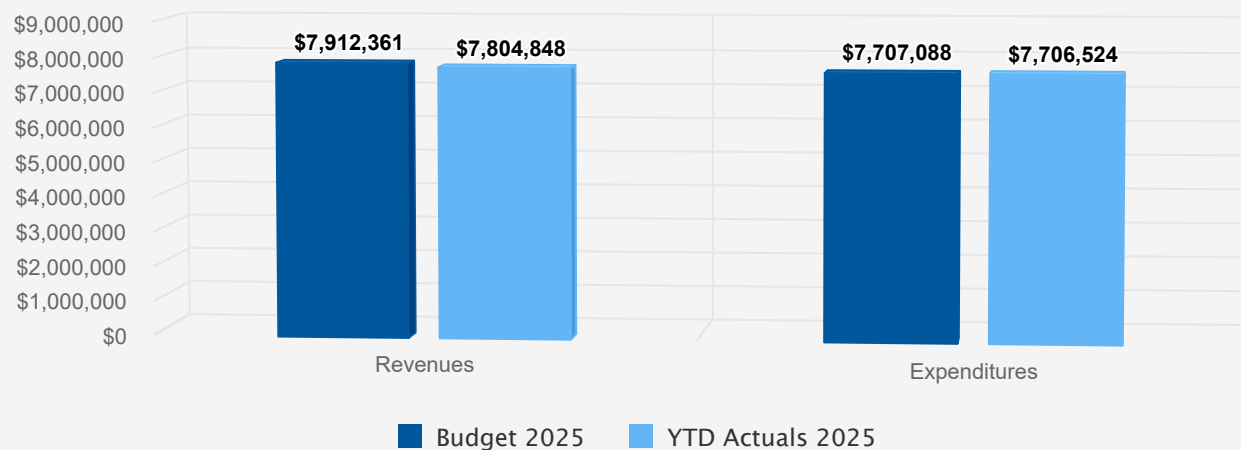


Debt Service Fund Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024		2025				
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget	
Revenues							
Property tax	\$ 7,111,584	\$ 7,048,201	\$ 7,732,361	\$ 7,611,599	\$ 120,762	98.44%	
Investment income	50,000	163,094	180,000	152,682	27,318	84.82%	
Transfers in	-	17,604	-	40,567	(40,567)	-	
Total Revenues	\$ 7,161,584	\$ 7,228,899	\$ 7,912,361	\$ 7,804,848	\$ 107,513	98.64%	
Expenditures							
Debt service - principal	\$ 4,740,000	\$ 5,275,000	\$ 4,975,000	\$ 5,120,000	\$ (145,000)	102.91%	
Debt service - interest	1,744,018	1,744,664	2,731,088	2,582,394	148,694	94.56%	
Other costs	548,016	2,450	1,000	4,130	(3,130)	413.00%	
Total Expenditures	\$ 7,032,034	\$ 7,022,114	\$ 7,707,088	\$ 7,706,524	\$ 564	99.99%	

Debt Service Fund Revenues and Expenditures



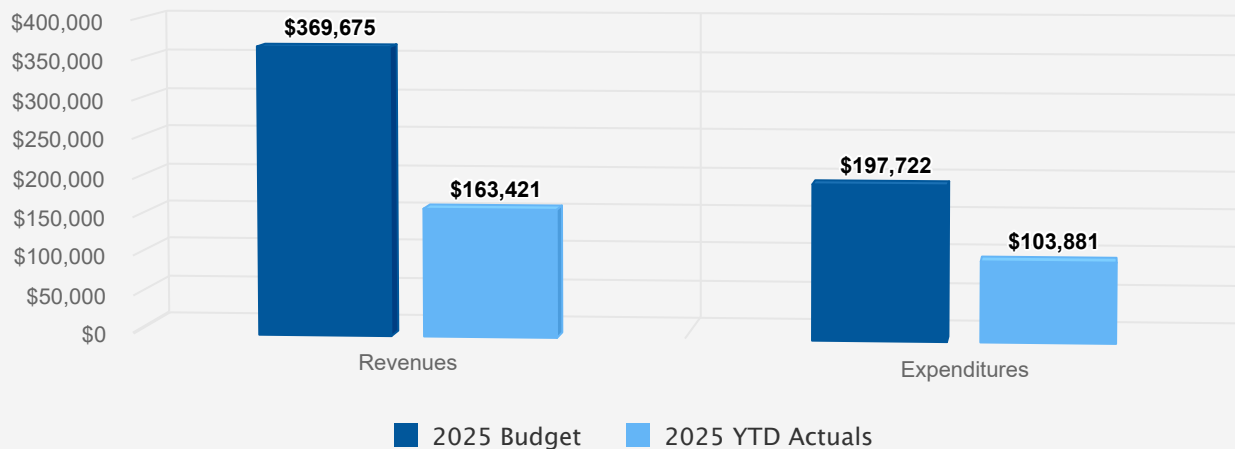
Special Revenue Fund Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024				2025						
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget					
Revenues											
Impact and development fees	\$	125,000	\$	234,500	\$	250,000	0.00%				
Franchise and local taxes		27,500		20,815		17,783	64.67%				
Grants and donations		4,250		8,704		14,694	326.53%				
Fines and forfeitures		48,725		63,311		76,728	160.94%				
Investment income		20,000		48,861		54,216	135.54%				
Transfers in		-		9,841		-	-				
Total Revenues	\$	225,475	\$	386,032	\$	369,675	\$	163,421	\$	206,254	44.21%
Expenditures											
General Government	\$	1,500	\$	2,877	\$	1,500	\$	6,171	\$	(4,671)	411.40%
Public Safety		102,000		20,257		85,000		33,418		51,582	39.32%
Leisure Services		500		-		500		-		500	0.00%
Capital outlay		70,000		14,295		110,722		40,722		70,000	36.78%
Transfers out		-		-		-		23,570		(23,570)	-
Total Expenditures	\$	174,000	\$	37,429	\$	197,722	\$	103,881	\$	93,841	52.54%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

Special Revenue Fund Revenues and Expenditures



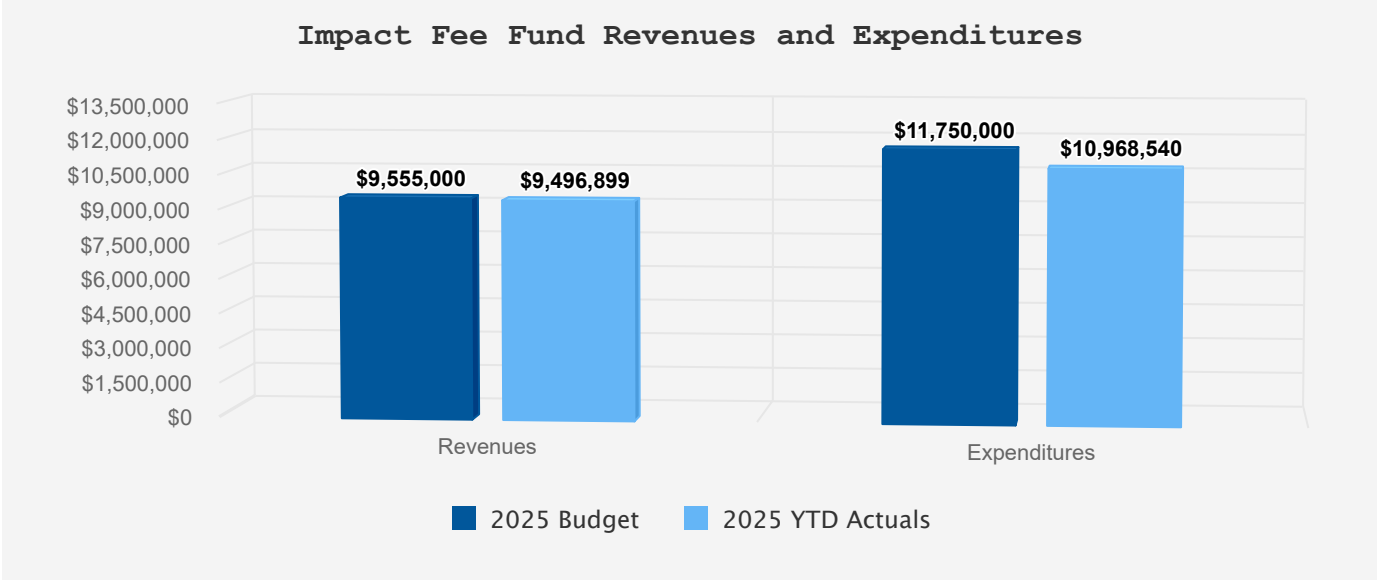
Impact Fee Funds Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024		2025				
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget	
Revenues							
Impact and development fees	\$ 1,075,000	\$ 1,260,800	\$ 850,000	\$ 539,844	\$ 310,156	63.51%	
Investment income	150,000	449,202	405,000	367,592	37,408	90.76%	
Transfers in	-	-	8,300,000	8,589,463	(289,463)	103.49%	
Total Revenues	\$ 1,225,000	\$ 1,710,002	\$ 9,555,000	\$ 9,496,899	\$ 58,101	99.39%	
Expenditures							
Public Works	\$ -	\$ -	\$ 2,450,000	\$ 1,679,077	\$ 770,923	68.53%	
Transfers out	2,120,000	2,120,000	9,300,000	9,289,463	10,537	99.89%	
Total Expenditures	\$ 2,120,000	\$ 2,120,000	\$ 11,750,000	\$ 10,968,540	\$ 781,460	93.35%	

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-12 adopted on September 15, 2025.

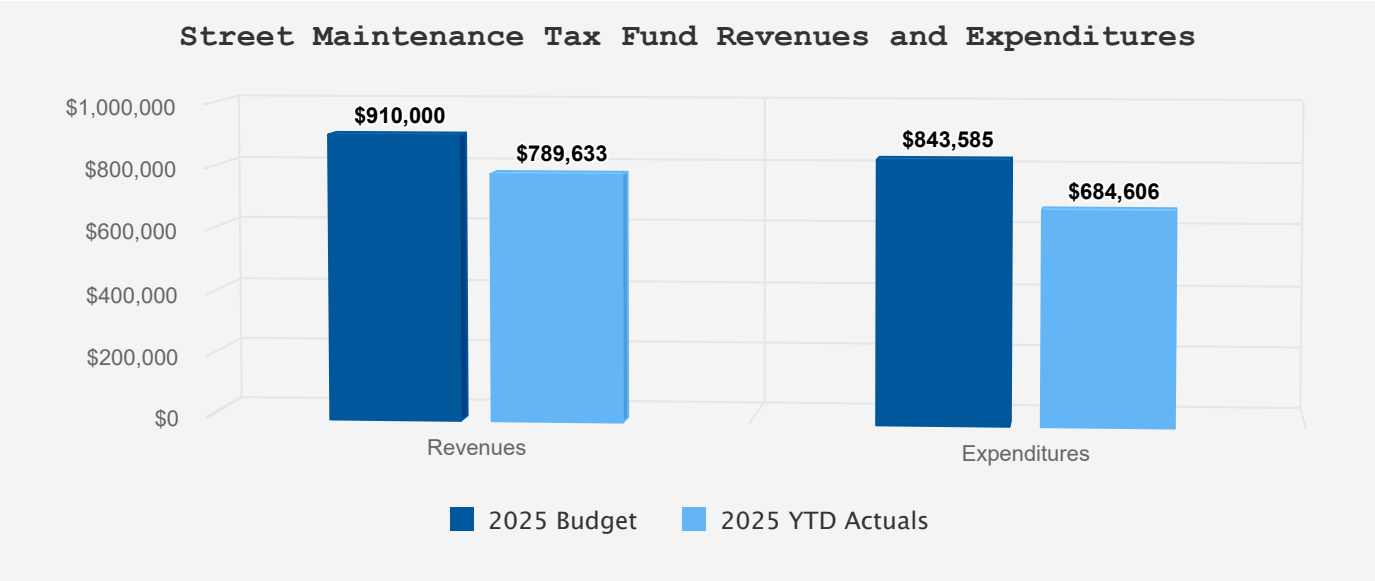
Note - The large activity to date in the Impact Fee Funds is due to a transfer of funds from the original Impact Fee Fund into the new individualized Impact Fee Funds.



Street Maintenance Tax Fund
Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024		2025				
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget	
Revenues							
Sales tax	\$ 725,000	\$ 759,962	\$ 810,000	\$ 750,427	\$ 59,573	92.65%	
Investment income	25,000	86,112	100,000	39,206	60,794	39.21%	
Total Revenues	\$ 750,000	\$ 846,074	\$ 910,000	\$ 789,633	\$ 120,367	86.77%	
Expenditures							
Street maintenance projects	\$ 1,650,916	\$ 1,904,882	\$ 843,585	\$ 684,606	\$ 158,979	81.15%	
Total Expenditures	\$ 1,650,916	\$ 1,904,882	\$ 843,585	\$ 684,606	\$ 158,979	81.15%	

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.
Note - FY 2024 budget includes City Council-approved budget amendment - Ordinance O-2024-12 adopted on September 16, 2024.
The City of Sachse Home Rule Charter, Sec. 7.13 – Lapse of Appropriations, states that an appropriation for a capital expenditure shall continue in force until the purpose for which it was made has been accomplished or abandoned.

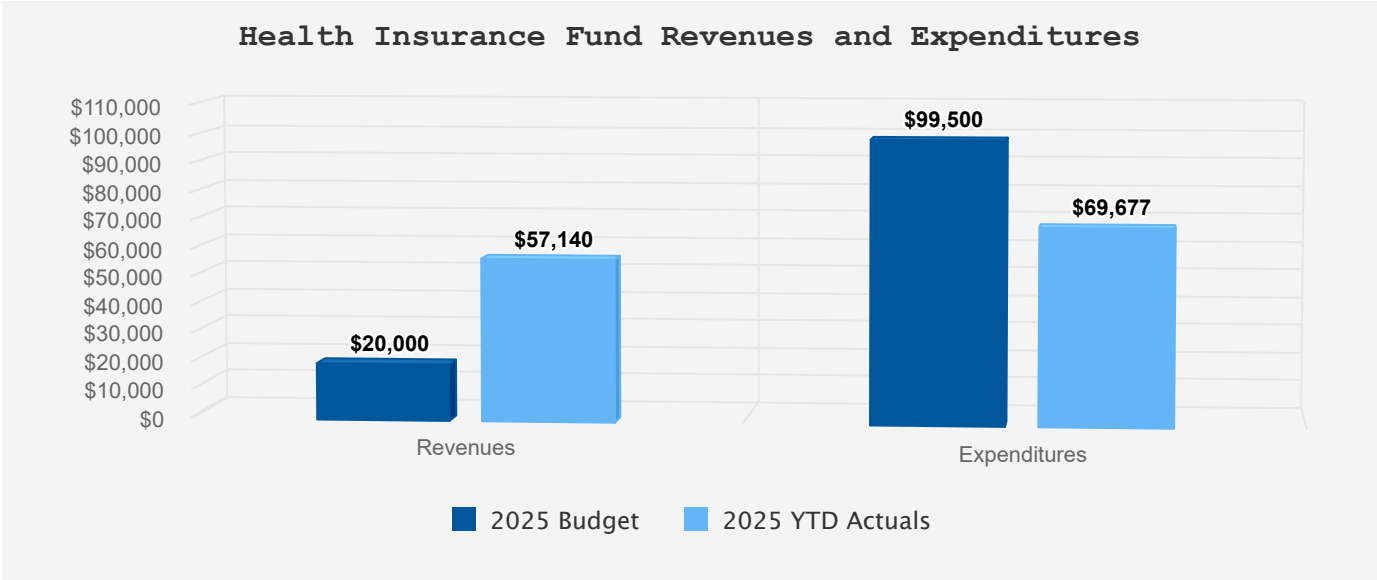


Health Insurance Fund Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024				2025			
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget		
Revenues								
Investment income	\$ 40,000	\$ 50,305	\$ 20,000	\$ 40,120	\$ (20,120)	200.60%		
Miscellaneous	-	-	-	17,020	(17,020)	-		
Total Revenues	\$ 40,000	\$ 50,305	\$ 20,000	\$ 57,140	\$ (37,140)	285.70%		
Expenditures								
Health insurance premiums	\$ 38,000	\$ 10,628	\$ 8,000	\$ 2,871	\$ 5,129	36%		
Dental insurance premiums	1,000	652	500	10,022	(9,522)	2004%		
HRA deductible reimbursements	76,000	76,579	76,000	51,696	24,304	68.02%		
LTD and life insurance	12,000	12,273	4,800	(3,001)	7,801	-63%		
Employee assistance program	6,000	5,381	4,200	(366)	4,566	-9%		
Other	12,000	7,603	6,000	8,455	(2,455)	140.92%		
Total Expenditures	\$ 145,000	\$ 113,116	\$ 99,500	\$ 69,677	\$ 29,823	70.03%		

Note - FY 2024 budget includes City Council-approved budget amendment - Ordinance 0-2024-12 adopted on September 16, 2024.



Capital Project Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

		Budget			Actuals			Remaining Project Budget
		Thru FY 2024	FY 2025	Thru FY 2025	Prior Year Expenditures	FY 2025	Project-To-Date	
Cip No.	Project							
Roadway								
R-12-13	Merritt Road Re-alignment & Widening ^(U)	\$ 6,500,000	\$ -	\$ 6,500,000	\$ 4,969,634	\$ 391,034	\$ 5,360,668	\$ 1,139,332
R-13-03	Pleasant Valley Road ^(U)	300,000	-	300,000	54,296	-	54,296	245,704
IF-21-01	Impact Fee Study ^(C)	150,000		150,000	61,812	19,457	81,269	68,731
R-23-03	Miscellaneous Street Repair ^(U)	300,000	250,000	550,000	288,414	261,585	549,999	1
R-24-03	Woodbridge Parkway	2,600,000	-	2,600,000	-	113,720	113,720	2,486,280
R-24-04	Traffic Signal Maintenance and Upgrades	120,000	-	120,000	-	-	-	120,000
R-25-01	Asphalt Overlay - Sachse Road (Merritt to City Limits) ^(C)	-	200,000	200,000	-	200,000	200,000	-
R-25-02	Old Ben Davis - Ben Davis Road to Bunker Hill Road	-	100,000	100,000	-	104,321	104,321	(4,321)
R-25-03	Mapleshade/Harvest Alley	-	132,000	132,000	-	-	-	132,000
R-25-04	4th Street/Sachse Street/Floyd Street Overlay ^(C)	-	150,000	150,000	-	118,700	118,700	31,300
R-OG-01	Street and Alley Maintenance (on-going) ^(U)	450,000	455,000	905,000	312,480	73,983	386,463	518,537
R-OG-02	Sidewalk Maintenance (On-going) ^(U)	-	200,000	200,000	1,113	77,644	78,757	121,243
Subtotal Roadway		\$ 10,420,000	\$ 1,487,000	\$ 11,907,000	\$ 5,687,749	\$ 1,360,444	\$ 7,048,193	\$ 4,858,807
Parks & Trails								
P-22-04	J.K. Sachse Park Construction ^(U)	\$ 3,641,250	\$ 705,564	\$ 4,346,814	\$ 2,863,512	\$ 1,142,448	\$ 4,005,960	\$ 340,854
F-24-07	Heritage Park Expansion Projects ^(C)	1,700,000	-	1,700,000	1,677,000	-	1,677,000	23,000
Subtotal Parks & Trails		\$ 5,341,250	\$ 705,564	\$ 6,046,814	\$ 4,540,512	\$ 1,142,448	\$ 5,682,960	\$ 363,854
Facilities/Other								
F-24-12	Service Center	\$ 6,000,000	\$ -	\$ 6,000,000	\$ -	\$ 356,795	\$ 356,795	\$ 5,643,205
F-24-13	Comprehensive Plan Update ^(U)	300,000	-	300,000	86,943	213,057	300,000	-
F-25-13	Economic Development Strategic Plan ^(U)		150,000	150,000		85,712	85,712	64,288
Subtotal Facilities		\$ 6,300,000	\$ 150,000	\$ 6,450,000	\$ 86,943	\$ 655,564	\$ 742,507	\$ 5,707,493
Neighborhood Services								
NS-OG-01	Neighborhood Programs (on-going)	\$ -	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ -	\$ 25,000
Subtotal Neighborhood Services		\$ -	\$ 25,000	\$ 25,000	\$ -	\$ -	\$ -	\$ 25,000
Bond Proposition 2021								
BP-21-A01	Sachse Road Phase 2 ^(U)	\$ 1,700,000	\$ 12,975,000	\$ 14,675,000	\$ 435,608	\$ 814,139	\$ 1,249,747	\$ 13,425,253
BP-21-B01	Streets & Roads - Bailey-Hooper Road ^(U)	10,660,000	1,200,000	11,860,000	830,309	4,702,506	5,532,815	6,327,185
BP-21-B02	Streets & Roads - West Creek	-	2,820,000	2,820,000	-	194,445	194,445	2,625,555
BP-21-B03	Streets & Roads - Williford Road	-	7,170,000	7,170,000	-	550,192	550,192	6,619,808
BP-21-C01	Neighborhood Package ^(U)	675,000	4,300,000	4,975,000	674,994	285,029	960,023	4,014,977
BP-21-D01	Animal Shelter ^(C/SC)	5,000,000	-	5,000,000	4,868,016	61,179	4,929,195	70,805
Subtotal Bond Proposition 2021		\$ 18,035,000	\$ 28,465,000	\$ 46,500,000	\$ 6,808,927	\$ 6,607,490	\$ 13,416,417	\$ 33,083,583

Capital Project Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

		Budget			Actuals			Remaining Project Budget
Cip No.	Project	Thru FY 2024	FY 2025	Thru FY 2025	Prior Year Expenditures	FY 2025	Project-To-Date	
Water								
W-14-01	Maxwell Creek Pump Station ^(C)	\$ 5,765,000	\$ -	\$ 5,765,000	\$ 5,310,260	\$ 424,730	\$ 5,734,990	\$ 30,010
W-21-05	Public Works Pump Station Generator ^(C/SC)	680,000	-	680,000	552,327	129,724	682,051	(2,051)
W-24-14	3rd Street - SH 78 to Ingram ^(C)	130,000	500,000	630,000	-	546,802	546,802	83,198
W-24-15	Tank Maintenance and Cleaning ^(U)	65,000	-	65,000	28,307	3,920	32,227	32,773
W-24-16	Public Works Pump Station - Pump Installation and Upgrades ^(U)	800,000	500,000	1,300,000	139,423	472,349	611,772	688,228
W-25-05	Maxwell Creek Pump Station GST Painting	-	200,000	200,000	-	-	-	200,000
W-25-06	Utility Master Plan Updates	-	250,000	250,000	-	36,568	36,568	213,432
W-25-07	Large Water Valve Replacement Program	-	300,000	300,000	-	-	-	300,000
W-25-08	Maxwell Creek Pump Station Fence Improvements ^(C)	-	185,000	185,000	-	-	-	185,000
Subtotal Water		\$ 7,440,000	\$ 1,935,000	\$ 9,375,000	\$ 6,030,317	\$ 1,614,093	\$ 7,644,410	\$ 1,730,590
Sewer								
SS-18-01	Ingram Rd Sewer Relief ^(C)	\$ 200,000	\$ -	\$ 200,000	\$ -	\$ 197,729	\$ 197,729	\$ 2,271
SS-21-11	Hilltop Trail/Meadow Lane Utility Rehab ^(C)	2,450,000		2,450,000	1,597,909	178,604	1,776,513	673,487
SS-21-12	Sewer Rehab Hwy 78 at old City Hall	249,000	-	249,000	-	-	-	249,000
SS-24-18	Southeast Sewer Expansion: Trunk Line A from Sachse Rd to SE Lift Station ^(U)	11,865,000	(466,587)	11,398,413	284,857	104,583	389,440	11,008,973
SS-24-19	Sewer Manhole Odor and Gas Remediation	60,000	-	60,000	-	-	-	60,000
SS-24-21	Murphy Road Sewer Main Repair ^(C)	140,000	-	140,000	-	131,233	131,233	8,767
SS-25-09	Ponderosa/Bonanza Sewer Main Replacement ^(C)	-	450,000	450,000	-	297,516	297,516	152,484
Subtotal Sewer		\$ 14,964,000	\$ (16,587)	\$ 14,947,413	\$ 1,882,766	\$ 909,665	\$ 2,792,431	\$12,154,982

Capital Project Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

Cip No.	Project	Budget			Actuals			Remaining Project Budget	
		Thru FY 2024	FY 2025	Thru FY 2025	Prior Year Expenditures	FY 2025	Project-To-Date		
Drainage									
D-17-15	Vicksburg Drainage Easement ^(C)	\$ 451,409	\$ -	\$ 451,409	\$ 63,519	\$ -	\$ 63,519	\$ 387,890	
D-23-04	Small Drainage Projects ^(U)	80,000	-	80,000	-	-	-	80,000	
D-24-20	Stormwater Utility Rate Study ^(U)	200,000	-	200,000	40,000	5,006	45,006	154,994	
D-25-10	Heritage Park Pond Maintenance	-	50,000	50,000	-	-	-	50,000	
D-25-11	Cornwall Street Drainage Improvements	-	150,000	150,000	-	-	-	150,000	
D-25-12	Sachse Road Parking Lot Detention	-	400,000	400,000	-	-	-	400,000	
Subtotal Drainage		\$ 731,409	\$ 600,000	\$ 1,331,409	\$ 103,519	\$ 5,006	\$ 108,525	\$ 1,222,884	
Total Capital Projects		\$ 63,231,659	\$33,350,977	\$ 96,582,636	\$ 25,140,733	\$ 12,294,710	\$ 37,435,443	\$59,147,193	

^(C) - Project Closed

^(C/SC) - Project Complete, or Substantially Complete

^(U) - Project Underway

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-12 adopted on September 15, 2025.

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.

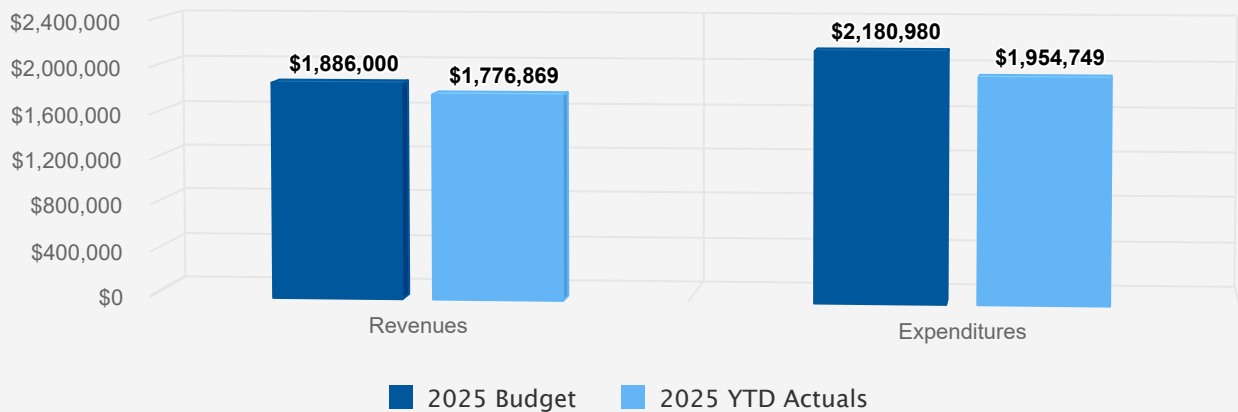
Note - FY 2024 budget includes City Council-approved budget amendment - Ordinance O-2024-12 adopted on September 16, 2024.

Sachse Economic Development Corporation Summary

Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024		2025				
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget	
Revenues							
Sales tax	\$ 1,430,000	1,519,925	\$ 1,610,000	\$ 1,500,854	\$ 109,146	93.22%	
Grants and donations	10,000	10,000	10,000	-	10,000	0.00%	
Investment income	100,000	289,821	260,000	274,872	(14,872)	105.72%	
Other income	-	-	6,000	1,143	4,857	19.05%	
Total Revenues	\$ 1,540,000	\$ 1,819,746	\$ 1,886,000	\$ 1,776,869	\$ 109,131	94.21%	
Expenditures							
Personnel	\$ 211,618	\$ 212,887	\$ 269,962	\$ 263,767	\$ 6,195	97.71%	
Supplies and materials	85,334	40,973	90,464	51,474	38,990	56.90%	
Maintenance and repairs	53,020	56,074	51,850	62,891	(11,041)	121.29%	
Contractual services	256,265	288,674	1,218,765	1,071,783	146,982	87.94%	
Capital Outlay and Projects	30,600	24,499	35,600	13,728	21,872	38.56%	
Lease principal and interest	-	672	-	-	-	-	
Transfers out	272,795	272,795	514,339	491,106	23,233	95.48%	
Total Expenditures	\$ 909,632	\$ 896,574	\$ 2,180,980	\$ 1,954,749	\$ 226,231	89.63%	

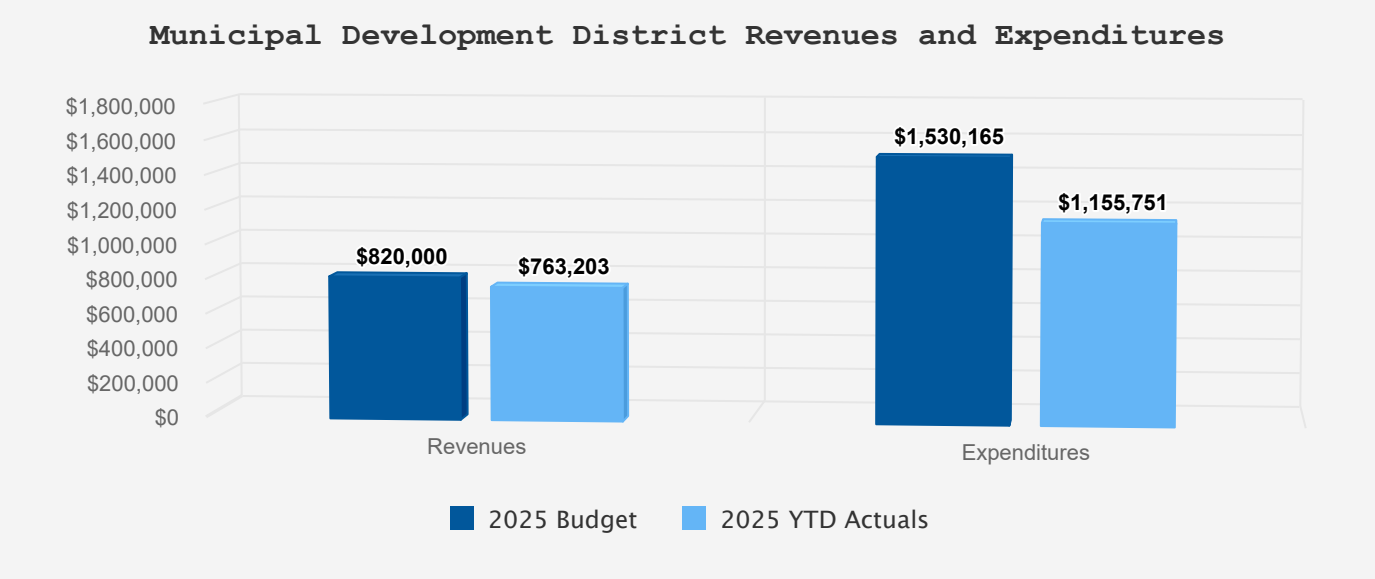
Sachse Economic Development Corporation Revenues and Expenditures



Municipal Development District Summary
Quarter Ended 09/30/2025 - 100% Of Year Complete (Unaudited)

	2024		2025			
	Budget	Year-to-Date	Budget	Year-to-Date	Budget Remaining	% of Budget
Revenues						
Sales tax	\$ 750,000	\$ 744,854	\$ 800,000	\$ 730,026	\$ 69,974	91.25%
Investment income	1,000	20,974	20,000	33,177	(13,177)	165.89%
Total Revenues	\$ 751,000	\$ 765,828	\$ 820,000	\$ 763,203	\$ 56,797	93.07%
Expenditures						
Maintenance and repairs	\$ 50,000	\$ 11,559	\$ 50,000	\$ 13,303	\$ 36,697	26.61%
Park improvements	836,500	335,706	1,480,165	1,142,448	337,717	77.18%
Total Expenditures	\$ 886,500	\$ 347,265	\$ 1,530,165	\$ 1,155,751	\$ 374,414	75.53%

Note - FY 2025 budget includes City Council-approved budget amendments - Ordinance O-2025-06 adopted on April 21, 2025.





The City of
SACHSE

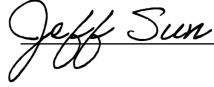
3815-B Sachse Road
Sachse, TX 75048
www.cityofsachse.com



To: Gina Nash, City Manager

From: David Baldwin, Director of Finance

Jeff Sun, Finance and Purchasing Manager

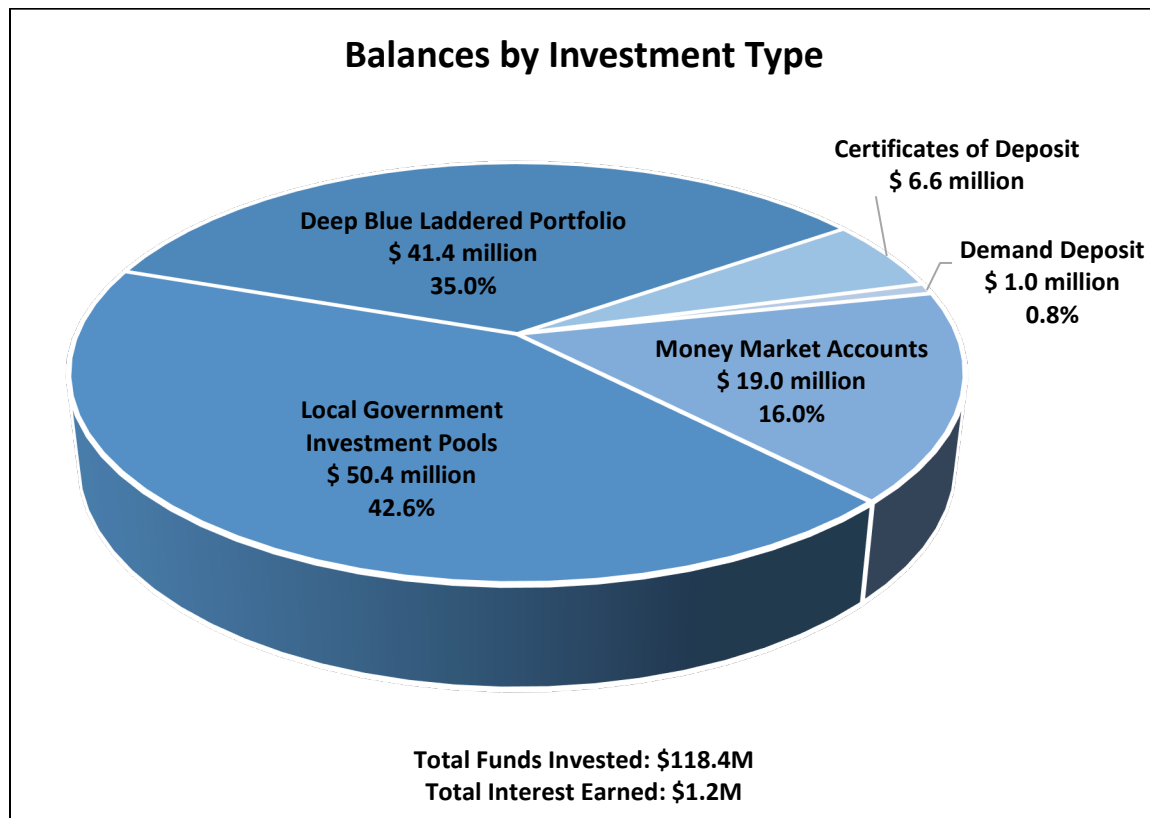



CC: Mayor and City Council

Date: December 1, 2025

Re: Investment Report for the quarter ending September 30, 2025

Attached is the Quarterly Investment Report for the quarter ending September 30, 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	4.23%
Local Government Investment Pools	4.48%
Certificates of Deposit	4.94%
Deep Blue Laddered Portfolio	4.02%

Average interest rate yield	4.27%
3-month US Treasury (benchmark)	3.86%

Summary

Quarter End Results by Investment Category:

Asset Type	June 30, 2025		September 30, 2025			
	Book Value	Market Value	Book Value	Market Value	Ave. Yield	Weight
Demand Deposit	\$ 3,959,363	\$ 3,959,363	\$ 990,905	\$ 990,905	0.00%	1%
Money Market Accounts	18,043,411	18,043,411	18,984,192	18,984,192	4.23%	16%
Local Government Investment Pools	43,864,635	43,864,635	50,430,549	50,430,549	4.48%	43%
CDs	23,540,497	23,540,497	6,551,299	6,551,299	4.94%	6%
DBIA Long-Term Portfolio	33,098,360	33,096,425	41,435,844	41,458,017	4.02%	35%
Totals	\$ 122,506,266	\$ 122,504,331	\$ 118,392,788	\$ 118,414,961	4.27%	100%

Current Quarter Average Yield (1)

Total Portfolio 4.27%

Weighted Average Maturity 88.8 days

Rolling Three Month Treasury 3.86%

Rolling Six Month Treasury 3.83%

Fiscal Year-to-Date Average Yield (2)

Total Portfolio 4.52%

Rolling Three Month Treasury 4.13%

Rolling Six Month Treasury 4.12%

Interest Earnings (Approximate)

	City	EDC
Interest Earnings QTR	\$ 1,164,758	\$ 61,963
Interest Earnings YTD	\$ 5,226,708	\$ 218,094

(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.

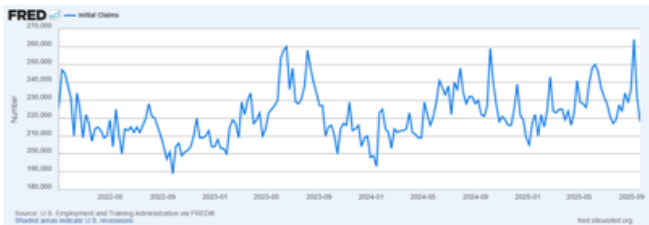
(2) Fiscal Year-to-Date Weighted Average Yields - calculated using quarter end report yields and adjusted book values and does not reflect a total return analysis or account for advisory fees.

Economic Update

The US economy saw a strong performance in Q2 2025, with Real Gross Domestic Product (GDP) registering a 3.8% growth rate in its final revision, a significant acceleration from the previous quarter. This strong number, the fastest in nearly two years, was primarily driven by a sharp 2.5% increase in personal consumption expenditures and a decline in the overall value of imports. Despite the GDP strength, the labor market showed signs of softening. Nonfarm payrolls saw significant downward revisions, with the most recent three-month average falling to 28k, well below the previous quarter's 141k mark, leading economists to describe the environment as a "no fire, no hire" market. However, JOLTS Job Openings slightly beat expectations at 7.227 million, stabilizing around pre-Covid levels. In response to a softening labor market and persistent inflation, the Federal Reserve Chairman Jerome Powell resumed his rate cutting cycle after a nine-month pause, lowering the rate by 25 basis points in mid-September. With headline CPI at 2.9% year-over-year and unemployment at 4.3%, and inflation possibly reaccelerating due to tariff policies, it is widely anticipated the Fed will implement another 25 basis point cut in October. Investors are advised to expect volatility from changes in interest rates and market expectations for future rate cuts.

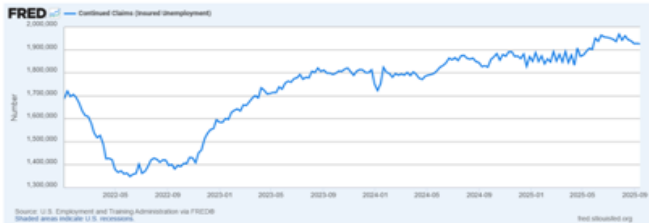
US Labor Market – US Initial Jobless Claims

- Initial jobless claims in the week ending September 20th, decline 13k to 218k, coming in below expectations of 233k. This is the lowest reading since the week of July 18th. Initial jobless claims continue to be rangebound over the last few years, but has declined sharply within their range as of late.

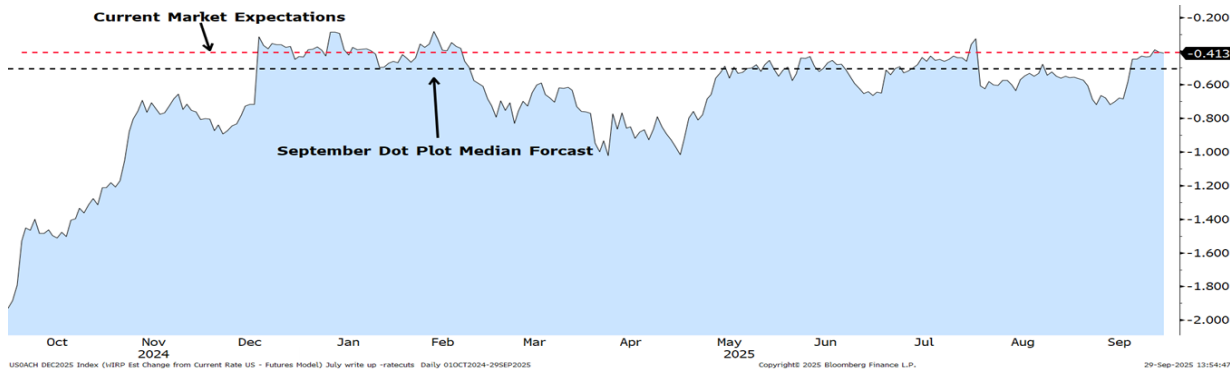


US Labor Market – US Continuing Claims

- Continuing claims came in at 1,926k for the week ending September 13th, below expectations of 1,932k. The four-week average is at its lowest level in three months. Recent continuing claims don't point to much change in the unemployment rate, which was 4.3% in August.



Tenor	US Treasury Yields			
	Date and Yield (%)			
	9/30/2024	7/31/2025	8/31/2025	9/30/2025
1m	4.93	4.49	4.41	4.20
3m	4.73	4.41	4.23	4.02
6m	4.38	4.31	4.01	3.83
1y	3.98	4.10	3.83	3.68
2y	3.66	3.94	3.59	3.60
3y	3.58	3.89	3.58	3.61
5y	3.58	3.96	3.68	3.74



Investment Holdings
September 30, 2025

Description	Rating	Coupon/ Discount	Maturity Date	Settlement Date	Book Value	Market Price	Market Value	Life (days)	Yield	Weight
<u>Checking Accounts</u>										
American Nat'l Bank of Texas Checking		0.00%	6/30/2025	7/1/2025	\$ 990,905	1.00	\$ 990,905	0	0.00%	1%
<u>Money Market Accounts/Funds</u>										
American Nat'l Bank of Texas		3.81%	6/30/2025	7/1/2025	\$ 503,682	1.00	\$ 503,682	0	3.61%	0%
NexBank Intrafi		4.45%	6/30/2025	7/1/2025	\$ 16,459,690	1.00	\$ 16,459,690	0	4.25%	14%
Logic		4.43%	6/30/2025	7/1/2025	\$ 2,020,820	1.00	\$ 2,020,820	0	4.33%	2%
<u>Local Government Investment Pools</u>										
TX FIT		4.48%	6/30/2025	7/1/2025	\$ 50,430,549	1.00	\$ 50,430,549	0	4.48%	43%
<u>Certificates of Deposit</u>										
Texas Bank 0374/0102		5.06%	12/18/2025	12/19/2024	\$ 6,551,299	100.00	\$ 6,551,299	79	4.94%	6%
<u>Deep Blue Laddered Portfolio</u>										
Cash		0.00%	9/30/2025	10/1/2025	\$ 4,698	1.00	\$ 4,698	0	0.00%	0%
FIRST AMER:GVT OBLG Y		3.75%	9/30/2025	10/1/2025	\$ 315,889	1.00	\$ 315,889	0	3.75%	0%
NATIXIS, NEW YORK BRANCH	A-1/P1	0.00%	10/7/2025	1/24/2025	\$ 3,902,201	99.93	\$ 3,902,201	7	3.69%	3%
US TREASURY 11/15/25	AA+	2.25%	11/15/2025	1/30/2025	\$ 1,007,572	99.79	\$ 1,007,869	46	3.91%	1%
HANNOVER FUNDING - CO LLC	P1	0.00%	12/29/2025	6/27/2025	\$ 5,169,799	98.92	\$ 5,169,799	90	4.35%	4%
FIRST ABU DHABI BANK	A-1+/P1	0.00%	5/14/2026	9/15/2025	\$ 3,891,394	97.55	\$ 3,891,394	226	4.00%	3%
SOCIÉTÉ GÉNÉRALE SOCIÉTÉ	A-1/P1	0.00%	6/3/2026	7/7/2025	\$ 5,166,832	97.18	\$ 5,166,832	246	4.25%	4%
LLOYDS BANK PLC	A-1/P1	0.00%	7/1/2026	7/14/2025	\$ 4,037,441	96.89	\$ 4,037,441	274	4.22%	3%
US TREASURY 8/15/26	AA+	4.38%	8/15/2026	7/14/2025	\$ 3,926,575	100.52	\$ 3,937,368	319	3.76%	3%
MUFG SECURITIES LTD	A-1/P1	0.00%	8/20/2026	9/12/2025	\$ 5,160,422	96.28	\$ 5,160,422	324	4.30%	4%
US TREASURY 9/15/26	AA+	4.63%	9/15/2026	9/3/2025	\$ 5,033,236	100.84	\$ 5,038,725	350	3.73%	4%
US TREASURY 10/31/26	AA+	4.13%	10/31/2026	9/3/2025	\$ 3,819,786	100.43	\$ 3,825,379	396	3.71%	3%
<u>TOTAL</u>					\$ 118,392,788		\$ 118,414,961	88.8	4.27%	

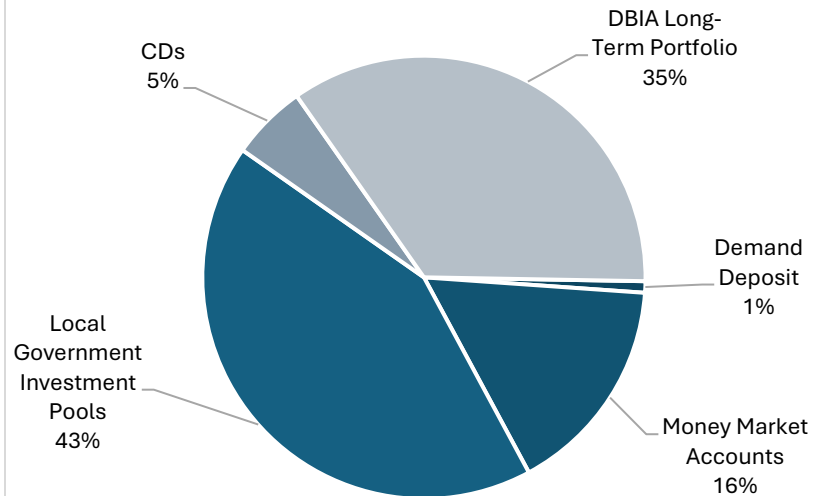
(1) Weighted average life - For purposes of calculating weighted average life, pool investments are assumed to have a one day maturity.

(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.

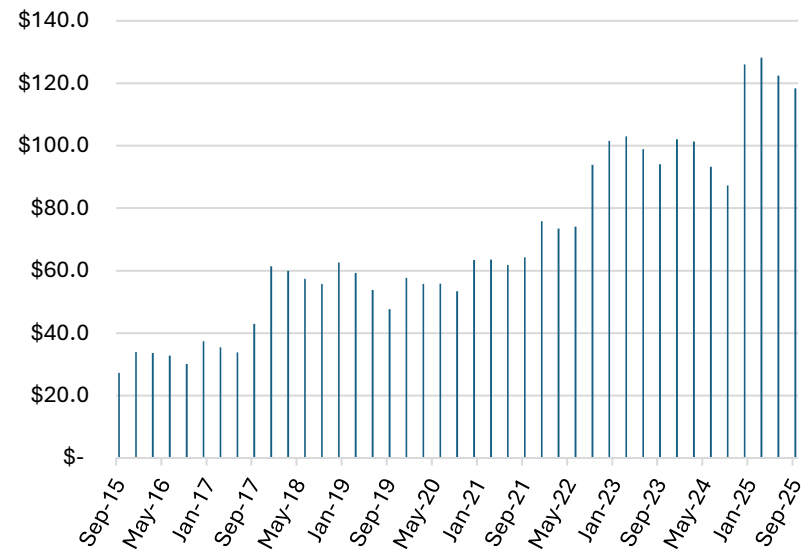
Book & Market Value Comparison

Issuer/Description	Yield	Maturity Date	Book Value 6/30/25	Increases	Decreases	Book Value 9/30/25	Market Value 6/30/25	Change in Market Value	Market Value 9/30/25
<u>Checking Accounts</u>									
American Nat'l Bank of Texas Checking	0.00%	9/30/2025	\$ 3,959,363	\$ -	\$ (2,968,458)	\$ 990,905	\$ 3,959,363	\$ (2,968,458)	\$ 990,905
<u>Money Market Accounts</u>									
American Nat'l Bank of Texas	3.61%	9/30/2025	765,619	-	(261,937)	503,682	765,619	(261,937)	503,682
NexBank Intrafi	4.25%	9/30/2025	16,277,185	182,505	-	16,459,690	16,277,185	182,505	16,459,690
<u>Local Government Investment Pools</u>									
TX FIT	4.48%	9/30/2025	43,864,635	6,565,914	-	50,430,549	43,864,635	6,565,914	50,430,549
Logic	4.33%	9/30/2025	1,000,607	1,020,213	-	2,020,820	1,000,607	1,020,213	2,020,820
<u>Certificates of Deposit</u>									
BOK Financial 2643	0.00%	7/3/2025	551,478	-	(551,478)	-	551,478	(551,478)	-
BOK Financial 3602	0.00%	7/10/2025	4,958,612	-	(4,958,612)	-	4,958,612	(4,958,612)	-
Cornerstone Capital Bank 7374	0.00%	7/10/2025	5,262,413	-	(5,262,413)	-	5,262,413	(5,262,413)	-
Cornerstone Capital Bank 2023	0.00%	7/24/2025	6,297,700	-	(6,297,700)	-	6,297,700	(6,297,700)	-
Texas Bank 0374/0102	4.94%	12/18/2025	6,470,294	81,005	-	6,551,299	6,470,294	81,005	6,551,299
<u>Deep Blue Laddered Portfolio</u>									
CASH	0.00%	9/30/2025	867	3,830	-	4,698	867	3,830	4,698
FIRST AMER:GVT OBLG Y	3.75%	9/30/2025	98,226	217,664	-	315,889	98,226	217,664	315,889
THE TORONTO-DOMINION BANK	0.00%	7/3/2025	5,113,750	-	(5,113,750)	-	5,113,750	(5,113,750)	-
KEB HANA BANK - NEW YORK AGENCY	0.00%	8/29/2025	5,107,477	-	(5,107,477)	-	5,107,477	(5,107,477)	-
CREDIT AGRICOLE CORPORATE	0.00%	9/10/2025	5,104,724	-	(5,104,724)	-	5,104,724	(5,104,724)	-
SHINHAN BANK - NEW YORK BRANCH	0.00%	9/12/2025	3,850,258	-	(3,850,258)	-	3,850,258	(3,850,258)	-
NATIXIS, NEW YORK BRANCH	3.69%	10/7/2025	3,859,290	42,912	-	3,902,201	3,859,290	42,912	3,902,201
US TREASURY 8/31/25	0.00%	8/31/2025	3,849,458	-	(3,849,458)	-	3,847,836	(3,847,836)	-
US TREASURY 11/15/25	3.91%	11/15/2025	1,002,607	4,965	-	1,007,572	1,002,294	5,575	1,007,869
HANNOVER FUNDING - CO LLC	4.35%	12/29/2025	5,111,703	58,096	-	5,169,799	5,111,703	58,096	5,169,799
FIRST ABU DHABI BANK	4.00%	5/14/2026	-	3,891,394	-	3,891,394	-	3,891,394	3,891,394
SOCIÉTÉ GÉNÉRALE SOCIÉTÉ	4.25%	6/3/2026	-	5,166,832	-	5,166,832	-	5,166,832	5,166,832
LLOYDS BANK PLC	4.22%	7/1/2026	-	4,037,441	-	4,037,441	-	4,037,441	4,037,441
US TREASURY 8/15/26	3.76%	8/15/2026	-	3,926,575	-	3,926,575	-	3,937,368	3,937,368
MUFG SECURITIES LTD	4.30%	8/20/2026	-	5,160,422	-	5,160,422	-	5,160,422	5,160,422
US TREASURY 9/15/26	3.73%	9/15/2026	-	5,033,236	-	5,033,236	-	5,038,725	5,038,725
US TREASURY 10/31/26	3.71%	10/31/2026	-	3,819,786	-	3,819,786	-	3,825,379	3,825,379
<u>TOTAL/AVERAGE</u>	4.27%		\$ 122,506,266	\$ 39,212,790	\$ (43,326,265)	\$ 118,392,788	\$ 122,504,331	\$ (4,089,369)	\$ 118,414,962

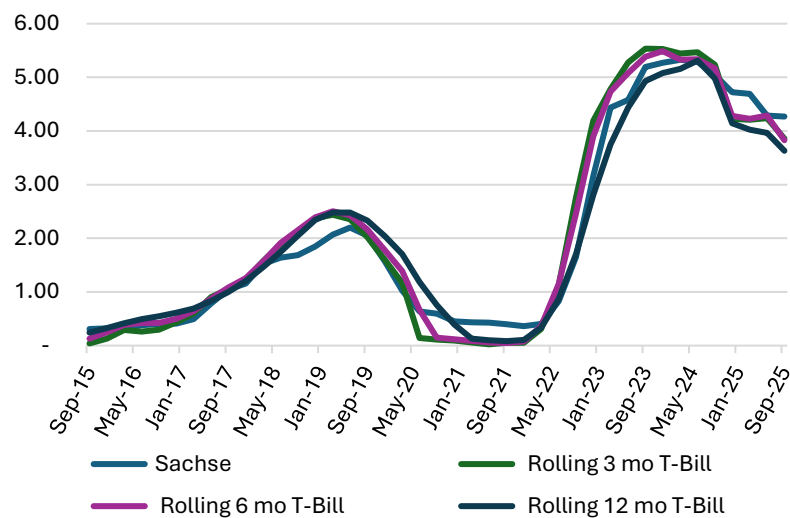
Portfolio Composition



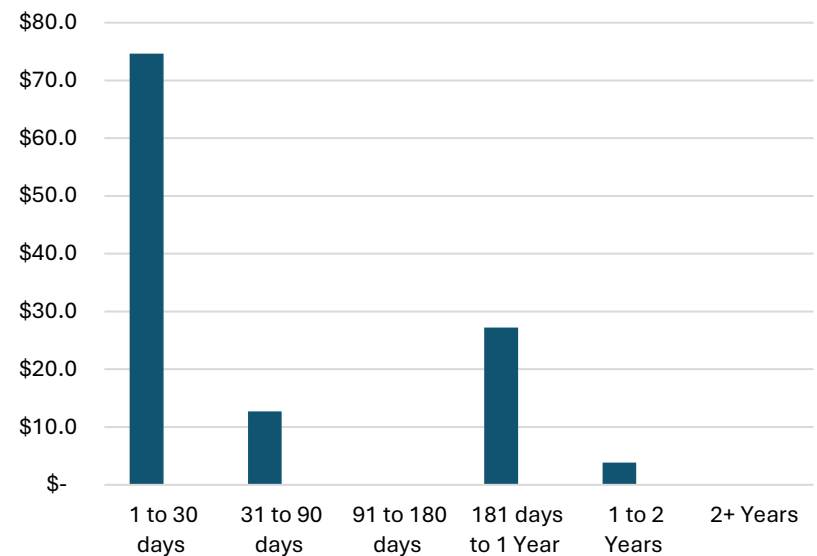
Total Portfolio (Millions)



Total Portfolio Performance



Distribution by Maturity (Millions)



Fund Equity In Pooled Cash and Investment

Fund	Balance as of 6/30/25	Balance as of 9/30/25	Percent	Quarterly Change
01 - General Fund	\$ 13,334,307	\$ 8,638,651	7.29%	\$ (4,695,656)
02 - Utility Fund	23,874,358	25,345,354	21.41%	1,470,996
03 - Debt Service Fund	3,017,095	1,710,516	1.44%	(1,306,579)
04 - General Capital Projects	16,952,974	16,786,037	14.18%	(166,937)
05 - Special Revenue Fund	1,265,066	1,241,422	1.05%	(23,644)
06 - Economic Development Fund	6,066,441	6,124,534	5.17%	58,093
09 - TIRZ 1 - PGBT	1,392,460	1,406,769	1.19%	14,308
11 - Street Maintenance Tax Fund	708,536	789,398	0.67%	80,862
12 - General VERF	4,858,636	5,080,377	4.29%	221,741
13 - Municipal Development District	625,587	493,659	0.42%	(131,928)
14 - TIRZ 2 - The Station	269,719	269,877	0.23%	158
15 - Health Insurance	645,420	905,448	0.76%	260,028
16 - PID - O&M	94,249	71,691	0.06%	(22,558)
18 - Hotel Occupancy Tax Fund	53,260	54,958	0.05%	1,698
19 - TIRZ 3 - Highway 78	2,465,933	2,491,204	2.10%	25,271
21 - 2022 Bond Construction Fund	37,854,466	37,739,978	31.88%	(114,488)
22 - Roadway Impact Fee	1,179,839	1,501,568	1.27%	321,729
23 - Water Impact Fee	4,933,875	4,932,235	4.17%	(1,640)
24 - Sewer Impact Fee	1,837,370	1,353,653	1.14%	(483,717)
55 - Utility VERF	1,076,675	1,455,461	1.23%	378,786
Total Pooled Cash and Investments	\$ 122,506,266	\$ 118,392,788	100.00%	\$ (4,113,478)

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.

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.

D. Consent Agenda

Subject:	3. Authorize the City Manager to execute a professional services agreement for the design of Sachse Road Phase 3 between the City of Sachse and Garver for an amount not to exceed One Million, One Hundred Ninety-Four Thousand, Seven Hundred Fifty-Four and No/100 Dollars (1,194,754.00).
Meeting	December 1, 2025 - City Council Meeting
Access	Public
Type	Action (Consent)
Fiscal Impact	Yes
Dollar Amount	\$1,194,754.00
Budgeted	Yes, CIP No. BP-21-A02, Sachse Road Phase 3
Budget Source	2021 Bond Issuance Funds
Recommended Action	Authorize the City Manager to execute a professional services agreement for the design of Sachse Road Phase 3 between the City of Sachse and Garver for an amount not to exceed One Million, One Hundred Ninety-Four Thousand, Seven Hundred Fifty-Four and No/100 Dollars (\$1,194,754.00).
Goals	Strategically invest in the City's existing and future infrastructure.

BACKGROUND

The Thoroughfare Plan designates Sachse Road as a Minor Arterial Roadway (Four-Lane Divided). This portion of Sachse Road is currently a two-lane asphalt street. The project was approved as part of the 2021 Bond Package. The design for this project includes:

- Reconstruction of approximately 3,300 linear feet of asphalt roadway, from the intersection of Merritt Road to Country Club Drive
- Water and sewer lines will be upgraded
- Additional improvements will be made to the existing drainage system and the extension to Muddy Creek
- Illumination and landscape in the center median as applicable
- A ten-foot wide trail will be constructed along the north side and a six-foot sidewalk along the south side of the roadway

There are no external funding requirements. The City will control all aspects of the project.

POLICY CONSIDERATIONS

There are no policy related items associated with this project.

RECOMMENDATION

Authorize the City Manager to execute a professional services agreement for the design of Sachse Road Phase 3 between the City of Sachse and Garver for an amount not to exceed One Million, One Hundred Ninety-Four Thousand, Seven Hundred Fifty-Four and No/100 Dollars (\$1,194,754.00).

File Attachments

1. Presentation_Sachse Road Ph3 Design_2025.12.01_FINAL

Sachse Road Phase 3 Design

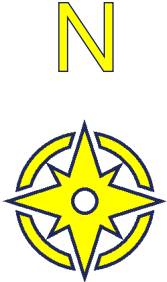
City Council
December 1, 2025



Overview

- Project Location
- Project Background
- Project Description
- Staff Recommendation

Project Location



Background

- The Thoroughfare Plan designates Sachse Road as a Minor Arterial Roadway (four-lane divided). This portion of Sachse Road is currently a two-lane asphalt roadway
- The project was approved as part of the 2021 Bond Package
- The road was recently milled and overlaid with asphalt in summer 2025 to extend the life until construction could begin
- The current roadway has exceeded its design life and can no longer be maintained with patching and small local repairs
- No external funding requirements; the City will control all aspects of the project



Project Description

- The design for this project includes the reconstruction of approximately 3,300 linear feet of asphalt roadway, from the intersection of Merritt Road to Country Club Drive
- Water and sewer lines will be upgraded as part of this project
- Additional improvements will be made to the existing drainage system and the extension to Muddy Creek
- The project will include illumination and landscape in the center median as applicable
- A ten-foot trail will be constructed along the north side and a six-foot sidewalk along the south side of the roadway



Staff Recommendation

- Authorize the City Manager to execute a professional services agreement for the design of Sachse Road Phase 3 between the City of Sachse and Garver for an amount not to exceed One Million, One Hundred Ninety-Four Thousand, Seven Hundred Fifty-Four and No/100 Dollars (\$1,194,754.00)
- This contract will be funded from 2021 Bond Issuance funds
- If approved, design will be scheduled to begin in January 2026
- Construction is projected to start in spring 2028



E. Action Items

Subject:	1. Consider approving an ordinance establishing and implementing a program to charge mitigation rates for the deployment of emergency and non-emergency services by Sachse Fire Rescue for services provided/rendered for the City of Sachse and authorize the City Manager to execute the associated addendum.
Meeting	December 1, 2025 - City Council Meeting
Access	Public
Type	Discussion, Action
Fiscal Impact	None
Recommended Action	Approve an ordinance establishing and implementing a program to charge mitigation rates for the deployment of emergency and non-emergency services by Sachse Fire Rescue for services provided/rendered for the City of Sachse and authorize the City Manager to execute the associated addendum.
Goals	Meet the public safety needs of a growing citizen; student; and business population.

BACKGROUND

The City of Sachse Fire Rescue currently recoups funds for medical services only. The addendum with Emergifire extends these billing services to fire and emergency response billing. Recoverable costs include personnel time, equipment, debris removal, as well as inspections and building permits for fire and emergency situations.

POLICY CONSIDERATIONS

Comprehensive Financial Management Policy III.B.1. — For services that benefit specific users, the City shall establish and collect fees to recover the costs of those services. Where services provide a general public benefit, the City shall recover the costs of those services through property and sales taxes.

Comprehensive Financial Management Policy III.E.2. — The City shall follow a consistent yet reasonable approach to collecting revenues to the fullest extent allowed by law.

RECOMMENDATION

Approve an ordinance establishing and implementing a program to charge mitigation rates for the deployment of emergency and non-emergency services by Sachse Fire Rescue for services provided/rendered for the City of Sachse and authorize the City Manager to execute the associated addendum.

File Attachments

1. Presentation_Emergifire_FINAL
2. Ordinance_Mitigation Rates for Fire Rescue Services_FINAL
3. EMERGIFIRE_ Addendum C_2025_Sachse
4. Emergifire Mitigation Rates 2025

Emergency Response Recovery

City Council
December 1, 2025



Overview

- Background
- Emergicon vs. Emergifire
- Emergifire – Emergency Response Billing
- Emergifire Billing
- Billing Policy
- Claims and Collections
- Revenue Examples
- No Charge Incident Examples
- Recommendation
- Next Steps



Background

- Sachse Fire-Rescue currently partners with Emergicon for EMS billing and financial collection of payments
- Emergicon handles EMS (ambulance) billing for the City of Sachse which includes:
 - Processing ambulance transport claims
 - Billing Medicare/Medicaid, private insurance, and (if needed) self-pay patients
 - Coding, documentation review, compliance, and collections
 - Sending revenue back to the City's budget
- In short: Emergicon = medical billing for ambulance transports



Emergicon vs. Emergifire

	Emergicon	Emergifire
Focus	EMS/ambulance billing	Fire, rescue, hazmat billing
Bills	Medicare/Medicaid, private insurance, sometimes patients	Usually insurance companies only (auto, property, commercial)
Types of Incidents	Medical transports	Fires, MVAs, hazmat, rescues
Goal	Recover EMS transport revenue	Offset fire department operational costs

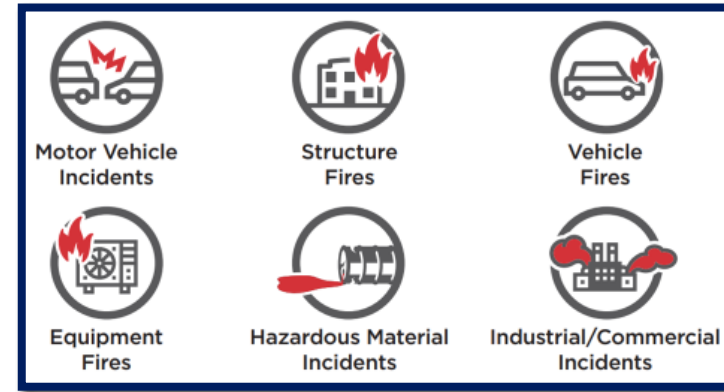
Emergifire – Emergency Response Billing

- Emergifire is the fire-incident cost recovery division of the same company (Emergicon)
- Instead of billing for medical transports, Emergifire bills insurance carriers for certain fire and rescue responses to recover operational costs
- They handle all billing to insurance companies, recover revenue, provide policy guidance, and report cost recovery
- This addendum would be an extension of Emergicon EMS billing service contract

Emergifire – Emergency Response Billing

- Emergifire integrates with the fire department's reporting system (NFIRS/CAD)
- They review incident reports to determine which events qualify for cost recovery, such as:

*Billable fire incident costs include personnel, equipment, and debris removal



- These incidents often *already have insurance coverage* built into auto or property policies via recovery clauses

Emergifire – Emergency Response Billing

- Insurance policies already include fire department service charge coverage
- Many departments lack staff or processes to pursue these reimbursements
- Most agencies only recover costs from commercial or industrial incidents
- Cities often leave significant revenue on the table
- Emergifire helps departments capture these missed cost-recovery opportunities



Emergifire – Emergency Response Billing

- Provides expert guidance and support to help departments maximize a passive revenue stream
- Customizable fire cost recovery program tailored to each department's needs
- Unlike EMS billing, departments can choose which services to bill
- Emergifire helps departments make informed decisions using industry knowledge and expertise



Emergifire Billing

- Emergifire—not the fire department—does all the administrative work:
 - Prepare documentation from the incident report
 - Apply the City’s approved fee schedule
 - Submit claims directly to auto, homeowner, commercial, or liability insurance
 - Handle follow-ups, appeals, and supporting documentation
- **They do not bill Sachse residents** directly unless the City specifically instructs them
- The City Council can establish specific policy parameters to ensure the fire service billing program aligns with the values and expectations of the Sachse community



Emergifire Billing

Type of Billing	Details
Insurance Only Billing	Billing for emergency and non-emergency services be directed to the responsible party's insurance provider whenever appropriate
Billing for Extreme Cases	1. Hazardous materials, environmental cleanup, or other extraordinary incidents where insurance coverage is unavailable or insufficient
	2. Extreme residential structure fire incidents requiring multiple departmental resources and/or over a prolonged period
Important to note	*Residential structure fires will not be billed unless they fall under the above "extreme" designation

Claims and Collections



Revenue Examples

- Rowlett: \$36,000 (bills for vehicle accidents, vehicle fires, natural gas hazardous condition, vehicle accident, general cleanup)
- Corinth: \$41,000 (bills for vehicle accidents, vehicle fires, natural gas hazardous condition, vehicle accident, general cleanup)
- Sachse estimates (similar incident type charges) \$15,000-\$20,000

No Charge Incident Examples

- Minor accident
 - Vehicle accident with no injuries, debris clean-up, or fluid assessment need
 - Example: two vehicle fender-bender, no injury, or loose damage
- Smoke detector change/investigation
 - Detector sounding, FD responds for investigation/monitoring
 - Example: “My detector is chirping, and I need the fire department to check for hazards”



Summary

- If the City of Sachse adopts Emergifire:
 - It adds a new revenue stream for the City
 - It does not burden residents (insurance-only billing)
 - It recovers costs from high-expense fire and rescue incidents
 - It works seamlessly with the existing Emergicon EMS billing setup
- This is essentially a natural expansion of the billing services Sachse already uses



Recommendation

- Staff recommends approving the ordinance and authorizing the City Manager to execute the addendum to the existing contract to allow for the additional billing services provided by Emergifire

Next Steps

- If there is a Council consensus to move forward, staff will:
 - Process the contract addendum
 - Modify the Master Fee Schedule
 - Develop communications relaying the change

Questions?



ORDINANCE NO: O-2025-__

AN ORDINANCE ESTABLISHING AND IMPLEMENTING A PROGRAM TO CHARGE MITIGATION RATES FOR THE DEPLOYMENT OF EMERGENCY AND NON-EMERGENCY SERVICES BY SACHSE FIRE RESCUE FOR SERVICES PROVIDED/RENDERED FOR THE CITY OF SACHSE.

WHEREAS, the emergency and non-emergency services response activity to incidents continues to increase each year; Environmental Protection requirements involving equipment and training, and Homeland Security regulations involving equipment and training, creating additional demands on all operational aspects of Sachse Fire Rescue services; and

WHEREAS, Sachse Fire Rescue has investigated different methods to maintain a high level of quality of emergency and non-emergency service capabilities throughout times of constantly increasing service demands, where maintaining an effective response by Sachse Fire Rescue decreases the costs of incidents to insurance carriers, businesses, and individuals through timely and effective management of emergency situations, saving lives and reducing property and environmental damage; and

WHEREAS, the responsible party(s) should be held accountable for their actions rather than raising real property taxes to meet the increased service demands; and

WHEREAS, the City Council of the City of Sachse desires to implement a fair and equitable procedure by which to collect said mitigation rates and establish a billing system in accordance with applicable laws, regulations, and guidelines;

NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SACHSE, THAT:

Section 1: The City of Sachse shall initiate a mitigation schedule for the delivery of emergency and non-emergency services by Sachse Fire Rescue for personnel, supplies, and equipment to the scene of emergency and non-emergency incidents as listed in “EXHIBIT A”. The mitigation rates shall be based on actual costs of the services and that which is usual, customary, and reasonable (UCR) relative to services shown in “EXHIBIT A”, which may include any services, personnel, supplies, and equipment and with baselines established by addendum to this document. The fees as described below and set forth in the City of Sachse’s current fee schedule ordinance shall be charged as listed.

Section 2: A claim shall be filed to the responsible party(s) through their insurance carrier. In some circumstances, the responsible party(s) will be billed directly.

Section 3: The City Council may make rules or regulations and from time to time, may amend, revoke, or add rules and regulations not consistent with this Section as they may deem necessary or expedient in respect to billing for these mitigation rates or the collection thereof.

Section 4: It is found and determined that all formal actions of this City Council concerning and relating to the adoption of this Ordinance were adopted in open meetings of this City Council, and that all deliberations of this City Council and any of its committees that resulted in such formal actions were in accordance with all legal requirements and the Codified Ordinances of the City Council.

Section 5: This Ordinance shall be effective January 1, 2026, and upon its passage and adoption as permitted by law.

Section 6: The Mitigation Rates will increase by 1.5% annually or based on the annual percentage increase in the Consumer Price Index (CPI) as developed by the Bureau of Labor Statistics of the U.S. Department of Labor, whichever is more. Rate adjustments will occur on the anniversary date of this ordinance/resolution to keep Sachse Fire Rescue's cost recovery program in conformity with increasing operating expenses.

PASSED AND APPROVED by the City Council of the City of Sachse, Texas, on the 1st day of December 2025.

BY A VOTE OF _____ FOR AND _____ AGAINST THE MOTION.

APPROVED:

Jeff Bickerstaff, Mayor

ATTEST:

Leah K Granger, TRMC, City Secretary

APPROVED AS TO FORM:

Joseph J. Gorfida, Jr., City Attorney

I, Leah K Granger City Secretary of the City of Sachse, do hereby certify that the foregoing Ordinance No. O-2025-_____ was duly published in the Sachse News, a newspaper of general circulation in the City of Sachse on the _____ day of _____, 2025; and I further certify compliance with the Codified Ordinances and the laws of the State of Texas, pertaining to Public Meetings.

Leah K Granger, TRMC, City Secretary

EXHIBIT A

MITIGATION SCHEDULE

Motor Vehicle Accidents

(1) Level 1 – Provide hazardous materials assessment and scene stabilization. This is the most common "billing level" and will occur almost every time the fire department responds to an accident/incident.

(2) Level 2 – Includes level 1 services and clean up and material used (sorbents) for hazardous fluid clean up and disposal. Level 2 charges are applicable when the fire department is required to clean up any gasoline or other automotive fluids that are spilled as a result of the accident/incident.

(3) Level 3 – Provide scene safety, fire suppression, breathing air, rescue tools, hand tools, hose, tip use, foam, structure protection, and clean up gasoline or other automotive fluids that are spilled as a result of the accident/incident which results in a vehicle fire.

(4) Add-on services.

a. Extrication – This charge will be added if the fire department has to free/remove anyone from the vehicle(s) using any equipment such as heavy rescue tools, ropes, airbags, or cribbing. The City will not bill for Extrication if the fire department is able to open the door to access the patient, even if the patient is unconscious. This level is to be billed only if equipment is deployed.

b. Creating a landing zone – The City will bill this charge any time a helicopter landing zone is created and/or is utilized to transport the patient(s).

(5) Additional time on-scene.

a. Engine – Charged per hour for any additional time needed on scene.

b. Truck – Charged per hour for any additional time needed on scene.

c. Miscellaneous equipment – Charged per hour for any additional time needed on scene.

Hazmat Services

(1) Level 1 – Includes engine response, first responder assignment, perimeter establishment, evacuations, set-up, and command.

(2) Level 2 – Includes engine response, first responder assignment, hazmat certified team and appropriate equipment, perimeter establishment, evacuations, set-up and command,

Level A or B suit donning, breathing air and detection equipment. Set-up and removal of decontamination center.

(3) Level 3 – Includes engine response, first responder assignment, hazmat certified team and appropriate equipment, perimeter establishment, evacuations, first responder set-up and command, Level A or B suit donning, breathing air and detection equipment and robot deployment. Set-up and removal of decon center, detection equipment, recovery and identification of material. Disposal and environment clean up. Includes above in addition to any disposal rates of material and contaminated equipment and material used at scene.

(4) Additional time on-scene for all service levels.

a. Engine – Charged per hour for any additional time needed on scene.

b. Truck – Charged per hour for any additional time needed on scene.

c. Miscellaneous Equipment – Charged per hour for any additional time needed on scene.

d. Each additional HAZMAT response team – Charged per hour for each responding team.

Fires

Includes: Scene safety; investigation; fire hazard control. The City has the option to bill each fire as an independent event with mitigation rates based on the other charges authorized by this ordinance if such rates would result in a higher amount.

(1) Engine – Charged per hour for time on scene.

(2) Truck – Charged per hour for time on scene.

Illegal Fires

In cases of arson, or when a fire is started by any person or persons that requires a fire department response during a time or season when fires are prohibited by local or state rules, provisions or ordinances because of pollution or fire danger concerns, or when a fire would be permitted by permit but the permit was not obtained, the person or persons responsible for igniting such fire will be liable for the fire department response.

(1) Engine – Charged per hour for time on scene.

(2) Truck – Charged per hour for time on scene.

Fire investigation team

Includes: Scene safety; investigation; source identification; identification equipment; mobile detection unit; fire report. The claim begins when the Fire Investigator responds to the incident and is billed for logged time only.

Water Rescues

Level 1 – Claim will include engine response, first responder assignment, perimeter establishment, evacuations, first responder set-up and command, scene safety, and investigation (including possible patient contact, hazard control).

Level 2 – Claim will include level 1 services and one additional engine response, first responder assignment, perimeter establishment, evacuations, first responder set-up and command, scene safety, and investigation (including possible patient contact, hazard control).

Level 3 – Includes Level 1 and Level 2 services as well as DART activation, donning breathing apparatus and detection equipment. Set up and removal of decon center, detection equipment recovery and identification of material. Disposal and environment clean up. Includes above in addition to any disposal rates of material and contaminated equipment and material used at scene.

Back country or special rescue

(1) Response vehicle – Charged per hour for time on scene.

(2) Rescue personnel – Charged per hour/per rescue personnel for time on scene.

Chief response – This includes the set-up of command and providing direction of the incident. This could include operations, safety, and administration of the incident.

Natural Gas Leak incidents

Level 1 – Natural Gas Leak Outside without Fire - Minimal danger of life, property, and the environment, leak typically for mechanical damage to a meter or pipe. Evacuate immediate area, notify gas company, evaluate hazards including exposures, environment, vehicular traffic etc. Conduct fence line monitoring to determine control zones. Remove ignition sources from the area, consider non-intervention strategy, if offensive tactics selected, ensure proper PPE, respiratory protection, thermal protection, and tactics are utilized.

Level 2 – Natural Gas Leak Outside with Fire - Moderate danger to life, property, and the environment, leak typically caused from mechanical damage with nearby operating equipment (car, backhoe, etc.) causing a fire. Evacuate immediate area, notify gas

company, protect hazards from fire damage, do not extinguish the fire unless directed to do so by the gas company, consider water supply options.

Level 3 – Natural Gas Leak inside Structure - Significant danger to life, property, and the environment, leak is typically difficult to identify and locate. Evacuate building and nearby structures, notify gas company, position apparatus away from the structure, attempt to control gas where it enters the building, ventilate the building (using intrinsically safe methods), remove ignition sources from inside the structure and shutting off power on the outside of the structure.”

ADDENDUM C – FIRE/EMERGENCY RESPONSE BILLING

This Addendum C (this “**Addendum**”) is entered into by and between Emergifire, LLC, a Texas limited liability company (“**Emergifire**”) and City of Sachse (“**CLIENT**”), dated and is subject to the terms and conditions of that certain Agreement for Specialized Professional Ambulance Billing Services by and between Emergicon, LLC and Client, dated 10/20/2017 (the “**Services Agreement**”). Capitalized terms used herein will have the meaning given in the Services Agreement unless otherwise noted.

RECITALS

WHEREAS, Emergicon, LLC is engaged in the business of providing fire response and cost recovery services as detailed below through a contractor relationship with Emergifire;

WHEREAS, Emergifire is engaged in the business of providing third-party billing and accounts receivable management specialized professional services related to motor vehicle accidents and other emergency responses for emergency service organizations;

WHEREAS, CLIENT desires to utilize Emergifire for billing and claims management services for its organization; and WHEREAS, Emergifire is willing to provide such specialized professional services upon the terms and conditions provided in this Addendum;

1. Specialized Professional Services. Emergifire agrees to perform the following duties (collectively referred to as the “Services”) on behalf of CLIENT as a normal course of business:

- a. Promptly prepare and submit claims to the responsible party deemed complete and eligible for submission by Emergifire in conformance with this Addendum.
- b. Provide instructions for the submission of Required Documentation to Emergifire.
- c. Promptly post payments made on CLIENT’s behalf.
- d. Provide monthly reports to CLIENT, which include, at a minimum, cash received and balance summary.
- e. Will not begin litigation against a person, entity, or insurance carrier without prior written approval by the CLIENT.

Specifically Excluded Duties of Emergifire. Notwithstanding any provisions of this Agreement to the contrary, Emergifire shall *not* be responsible to:

- a. Initiate or pursue litigation for the collection of past due accounts.
- b. Provide legal advice or legal services to CLIENT or anyone acting on CLIENT’s behalf.

2. Term and Termination.

This Addendum runs in concurrence to the Services Agreement.

3. Compensation.

a. In exchange for the Specialized Professional Services described in this Addendum, CLIENT shall pay Emergifire a fee equivalent to fifteen percent (15%) of all revenues collected by Emergifire on behalf of CLIENT. Credit card payments accepted by Emergifire will be charged an additional two percent (2.0%).

b. Emergifire shall submit invoices to CLIENT on a periodic basis established by Emergifire. Invoices are to be paid by CLIENT within thirty (30) days of the invoice date. Emergifire reserves the right to add simple interest at an annual rate of 18%, compounded daily, on all where Emergifire has not received payment within thirty (30) days of the date of its invoice.

CLIENT agrees to reimburse Emergifire for any and all sales tax liabilities that may arise as a result of this Addendum.

IN WITNESS WHEREOF, the undersigned have executed this Addendum as of the date written below.

EMERGIFIRE, LLC.

City of Sachse, TX

By:

By:

Signature

Signature

Christopher Turner, MHA

Gina Nash

Print Name

Print Name

Founder & CEO

City Manager

Title

Title

Date

Date

MITIGATION RATES

MOTOR VEHICLE INCIDENTS

Level 1 MVA – \$602

Provide hazardous materials assessment and scene stabilization.

Level 2 MVA – \$687

Includes Level 1 services as well as clean up and materials used for hazardous fluid cleanup and disposal. The City will bill at this level if Sachse Fire Rescue must clean up any gasoline or other automotive fluids that are spilled because of the incident.

Level 3 – Car Fire – \$838

Provide scene safety, fire suppression, breathing air, rescue tools, hand tools, hose, TIC use, foam, and structure protection and clean up gasoline or other automotive fluids that are spilled because of the accident/incident.

Level 4 – Electric Vehicle Car Fire – \$838 plus cost of fire suppression blanket

Additional Rates

• Engine	\$554 per hour
• Truck	\$693 per hour
• Chief officer	\$347 per hour
• Specialized apparatus (such as brush truck, UTV, boat, etc.)	\$416 per hour
• Miscellaneous equipment	\$416 per apparatus
• Heavy extrication tools used	\$1,811 per incident
• Creating landing zone	\$533 per incident

HAZMAT

Level 1 – \$972

Basic response: claim will include engine response, first responder assignment, perimeter establishment, evacuations, and set-up of command.

Level 2 – \$3,473

Intermediate response: claim will include an engine response, first responder assignments, hazmat certified team and appropriate equipment, perimeter establishment, evacuations, and set-up of command and decontamination center. PPE to include level A or B donning, breathing air, and detection equipment.

Level 3 – \$8,199

Advanced response: claim will include an engine response, first responder assignments, hazmat certified team and appropriate equipment, perimeter establishment, evacuations, and set-up of

command and decontamination center. PPE to include level A or B donning, breathing air, and detection equipment. Will include detection equipment, recovery and identification of materials, disposal, and environmental cleanup, as well as the rate. Includes three (3) hours of on scene time. Each additional hour is billed at \$366 per hour, per HAZMAT team.

Additional Apparatus on Scene (for all levels of service)

- | | |
|---|---------------------|
| • Engine | \$554.00 per hour |
| • Truck | \$693.00 per hour |
| • Chief officer | \$347 per hour |
| • Specialized apparatus
(such as brush truck, UTV, boat, etc.) | \$416 per hour |
| • Miscellaneous equipment | \$416 per apparatus |

FIRES

- | | |
|---------------------|-------------------------------|
| Assignment – engine | \$554.00 per hour, per engine |
| Assignment – truck | \$693.00 per hour, per truck |

Includes

- Scene safety
- Investigation
- Fire/hazard control

FIRE INVESTIGATION

Fire Investigation Team	\$554 per hour
-------------------------	----------------

Services include:

- Scene safety
- Investigation
- Source identification
- K-9/arson dog unit
- Identification equipment
- Mobile detection unit
- Fire report

The claim begins when Sachse Fire Rescue responds to the incident. The responsible party is only billed for the time logged.

FIRE MARSHAL/OPERATIONS CHIEF RESPONSE

This includes the setup of command and providing direction of the incident. This could include operations, safety, and administration of the incident.

ILLEGAL FIRES

Assignment rates – engine

\$554/hour, per engine

Assignment rates – truck

\$693/hour, per truck

When a fire is started by any person(s) that require Sachse Fire Rescue to respond during a time or season when fires are regulated or controlled by local or state rules, provisions, or ordinances because of pollution or fire danger concerns, the person(s) will be liable for the Sachse Fire Rescue response as a cost, not to exceed, the actual expenses incurred by Sachse Fire Rescue.

Similarly, if a fire is started where permits are required for such a fire, and the permit was not obtained and Sachse Fire Rescue is required to respond to contain the fire, the responsible party will be liable for the response at a cost not to exceed the actual expenses incurred by the department. The actual expenses will include direct labor, equipment costs, and any other costs that can be reasonably allocated to the response.

WATER INCIDENTS

Level 1 – \$554/hour plus \$68 per hour, per person.

Basic response: claim will include engine response and first responder assignments. This will be the most common “billing level” and will occur most often when Sachse Fire Rescue must respond to a water incident.

LEVEL 2 – \$1,110/hour plus \$68 per hour, per person.

Intermediate response: includes Level 1 actions as well as cleanup and materials needed for a hazmat spill. The City will bill at this level if Sachse Fire Rescue must clean up small amounts of gasoline or other fluids, as a result of the incident.

LEVEL 3 – \$2,747/hour plus \$68 per hour, per person.

Advance response: includes services above, as well as DART activation and recovery and identification of materials associated. This level will include fees for environmental disposal.

BACK COUNTRY OR SPECIAL RESCUE

Itemized response: each incident will be billed with custom mitigation rates that are deemed usual, customary, and reasonable (UCR). These incidents will be billed itemized per apparatus, per rescue person, plus actual costs of the rescue products used.

Initial response vehicle

\$554 plus \$68 per rescue person.

Additional vehicle

\$554 per hour, per response vehicle

Additional rescue personnel

\$58 per hour, per rescue person

GAS LEAKS (Natural)

Level 1 – natural gas leak outside without fire – \$523/hour

Description: minimal danger to life, property, and the environment. These leaks are typically caused by mechanical damage to a meter or pipe.

Level 2 – natural gas leak outside with fire – \$748/hour, plus \$68 per hour, per person.

Description: moderate danger to life, property, and the environment. These leaks are typically caused by mechanical damage with nearby operating equipment causing a fire.

Level 3 – natural gas leak inside structure – \$932/hour, plus \$68 per hour, per person.

Description: significant danger to life, property, and the environment. These leaks are typically difficult to identify and locate.

E. Action Items

Subject:	2. Consider appointing a resident to the City's Parks and Recreation Board and the Municipal Development District Board.
Meeting	December 1, 2025 - City Council Meeting
Access	Public
Type	Discussion, Action
Fiscal Impact	None
Recommended Action	Appoint a resident to the City's Parks and Recreation Board and the Municipal Development District Board.
Goals	Provide excellent government services to Sachse citizens.

BACKGROUND

Recently, a Board member resigned from the Parks and Recreation Board and the Municipal Development District (MDD) Board creating a vacancy. The MDD Bylaws require three members to also be on the Parks and Recreation Board. Council held interviews on September 23 and October 9 to fill seats at the end of the regular term. This resignation created a vacancy on the two Boards. This is an opportunity for Council to consider filling these two seats.

POLICY CONSIDERATIONS

Article VIII of the Sachse Home Rule Charter governs the boards' and commissions' authority, composition, and procedures.

RECOMMENDATION

Appoint a resident to the City's Parks and Recreation Board and the Municipal Development District Board.

File Attachments None

F. Discussion Items

Subject:	1. Receive an annual update from Community Waste Disposal (CWD), the City's solid waste and recycling services provider.
Meeting	December 1, 2025 - City Council Meeting
Access	Public
Type	Discussion
Fiscal Impact	None
Recommended Action	Receive an annual update from Community Waste Disposal (CWD), the City's solid waste and recycling services provider.
Goals	Provide excellent government services to Sachse citizens.

BACKGROUND

CWD has provided weekly trash and recycling collection services, as well as monthly bulk trash collection services for Sachse residents since April 1, 2019. Since that time, CWD staff has been in contact with City staff on a routine basis to discuss specific issues/opportunities. Jason Roemer, President of CWD, and Wanda Smith, Municipal Coordinator will present an update to the City Council.

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Receive an annual update from Community Waste Disposal (CWD), the City's solid waste and recycling services provider.

File Attachments

1. Presentation_2024-2025 CWD Annual Review



Partners Since 2019



Council Meeting Presentation

December 1, 2025

Jason Roemer

President

Wanda Smith

Municipal Coordinator





Partners Since 2019

CWD Presentation

2024 – 2025 Annual Review

for the
City of Sachse



Residential Services

Trash Collection



**Trash is serviced once per week in a CWD-provided
95-gallon gray cart.**



Residential Services

Bulk & Bundled Brush Collection



Up to six (6) cubic yards of bulky waste is collected once a month. Tied and bundled brush, set out in unlimited amounts, is also accepted.



Residential Services

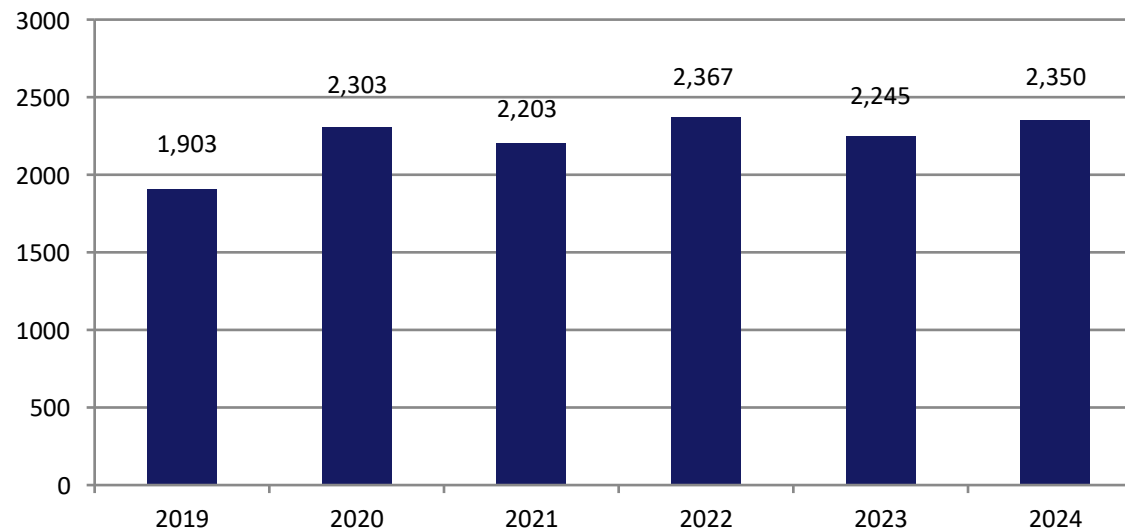
Recycling Collection



Recycle is serviced every other week in a CWD-provided 95-gallon **blue** cart.



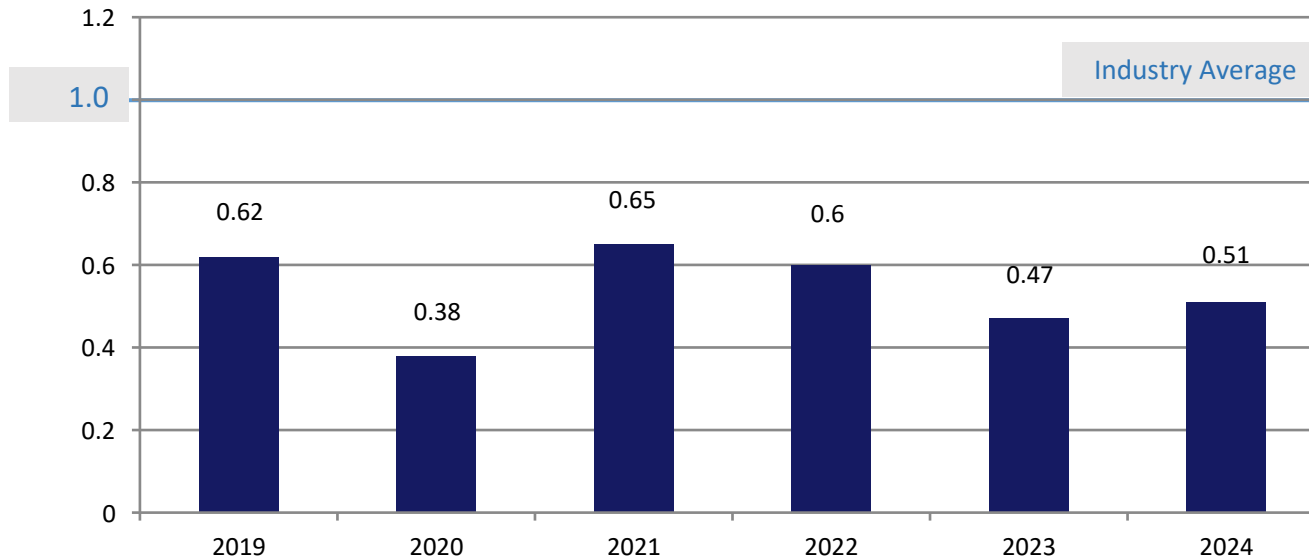
Sachse Residential Recycled Materials Tons per Year



Residents recycled 2,350 tons of material in 2024.



Customer Service Inquiries Per 1,000 Service Opportunities

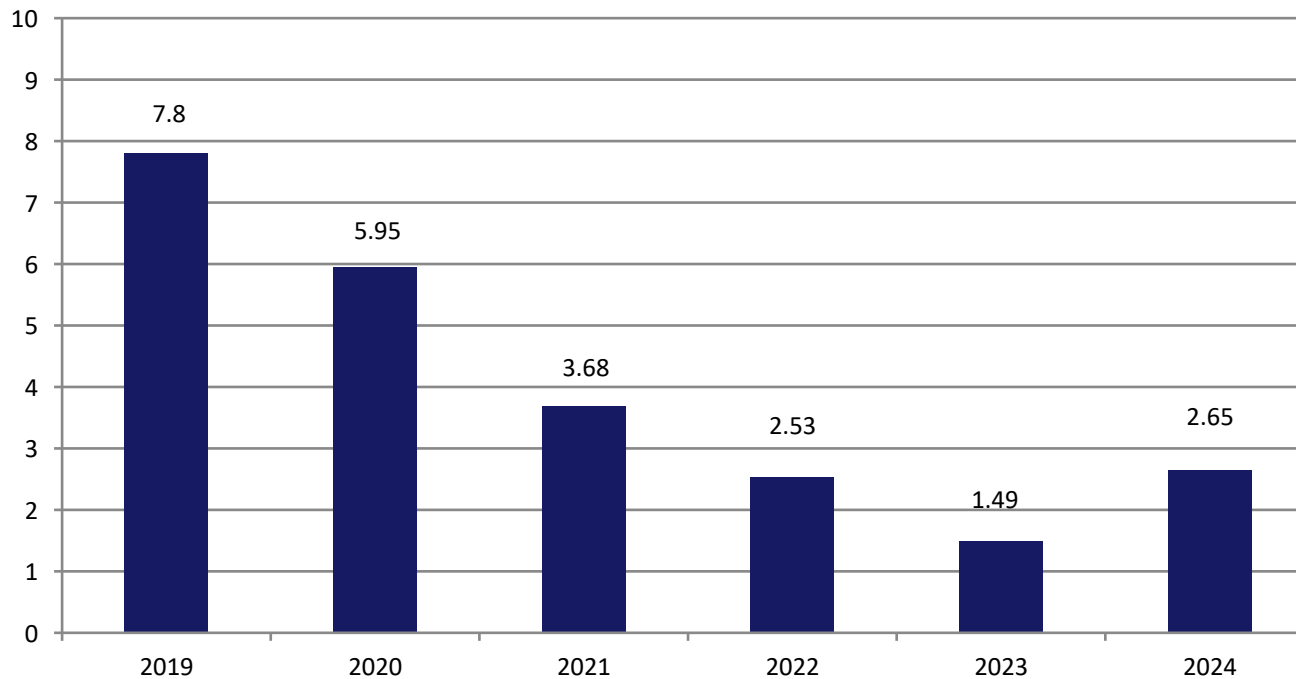


1,130,768 yearly service opportunities; 581 inquiries





Sachse Residential Driver Incidents Per 100,000 Service Opportunities



1,130,768 yearly service opportunities; 30 incidents

Annual X-treme Green Event

One-stop Place to Dispose of HHW & Used Electronics



Partners Since 2019



HHW

Used Electronics

Tires (No Rims)

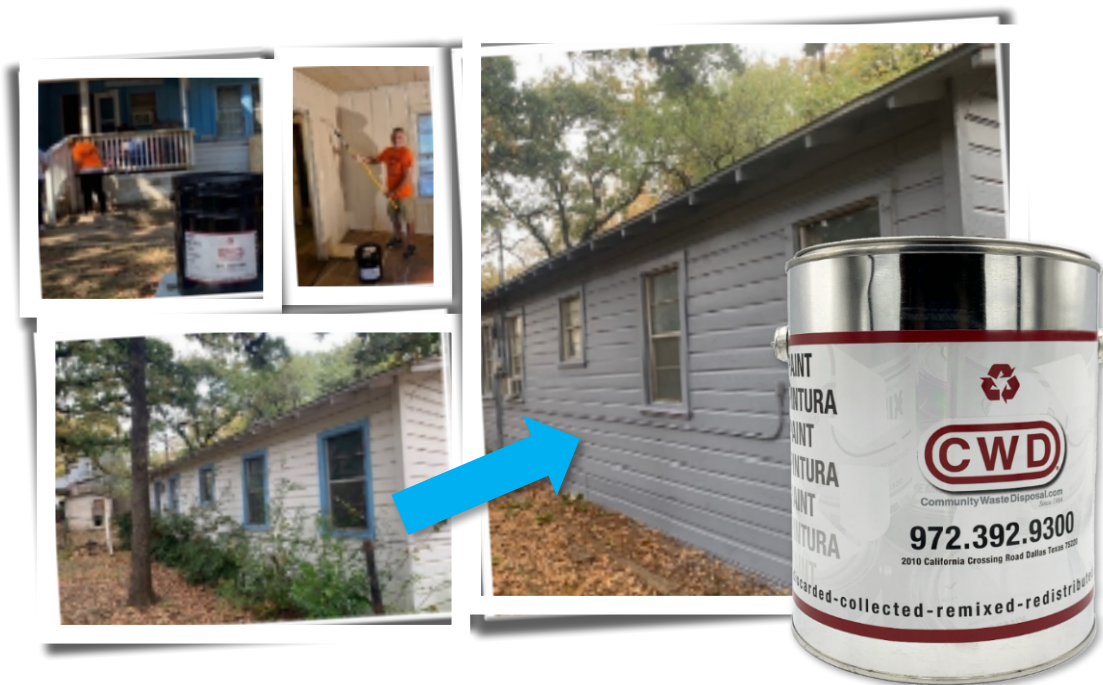
Appliances/Metal

Shredding



May 18, 2024 – 11,443 lbs. / September 27, 2024 – 8,145 lbs.
May 17, 2025 – 16,855 lbs. / September 20, 2025 – 8,360 lbs.

Community Partnership Paint Reuse Program



CWD's Paint Reuse Program is an environmentally friendly way to make use of old paint. Latex and oil-based paint is available in one-gallon and five-gallon cans, in various shades of beige. Since the program's introduction, CWD has distributed a total of 9,589 gallons of free paint.



May 2024 Storm



Working in close coordination with City Staff, CWD dedicated over 1,200 hours to collect 1,500 tons of storm debris across 2 months.



Community Events

Green Events



The poster for the Sachse Red, White, & Blue Blast 2024 event features a patriotic red, white, and blue color scheme with stars and stripes. At the top center, a blue circle contains the text "SACHSE RED, WHITE, & BLUE BLAST 2024". To the left, a gear logo for "PARTY MACHINE" is accompanied by the text "Live music by:". To the right, a blue speech bubble says "Now accepting vendor applications! Apply online at www.cityofsachse.com". Below the central title, a red banner reads "FOOD TRUCKS ★ VENDORS ★ GAMES ★ LIVE MUSIC ★ FIREWORKS ★ & MORE!". The main event details are in a large red box: "JULY 3, 2024 | 6PM-10PM | HERITAGE PARK". Below this, it says "SPLASHDOWN PROVIDED BY SACHSE FIRE RESCUE". The bottom section lists sponsors under two headings: "Event Sponsors" and "Firework Sponsor:". The event sponsors include Farmers Electric Cooperative, Chick-fil®, KUMON, AVERY'S Heating & Air, CWD, and others. The firework sponsor is SACHSE ECONOMIC DEVELOPMENT. The City of Sachse logo is in the top right corner.

Live music by:
PARTY MACHINE
GETS THE CITY SHAKING

SACHSE
RED, WHITE, & BLUE
BLAST
2024

Now accepting
vendor applications!
Apply online at
www.cityofsachse.com

FOOD TRUCKS ★ VENDORS ★ GAMES ★ LIVE MUSIC ★ FIREWORKS ★ & MORE!

JULY 3, 2024 | 6PM-10PM | HERITAGE PARK
SPLASHDOWN PROVIDED BY SACHSE FIRE RESCUE

FREE & FUN FOR ALL AGES | **FIREWORKS SHOW AT 9:30PM**

Event Sponsors:
Farmers Electric Cooperative, Chick-fil®, KUMON, AVERY'S Heating & Air, CWD, and others.

Firework Sponsor:
SACHSE ECONOMIC DEVELOPMENT

Red, White, & Blue Blast



Community Events

Green Events



Mural Park Fourth Friday



Community Partnership Green Events

Partners Since 1919



State of the City



City Partnership CWD Proclamation



CWD was awarded a proclamation of appreciation during the February 25th Annual Driver Appreciation Luncheon.



CWD Company Update

Site Improvements

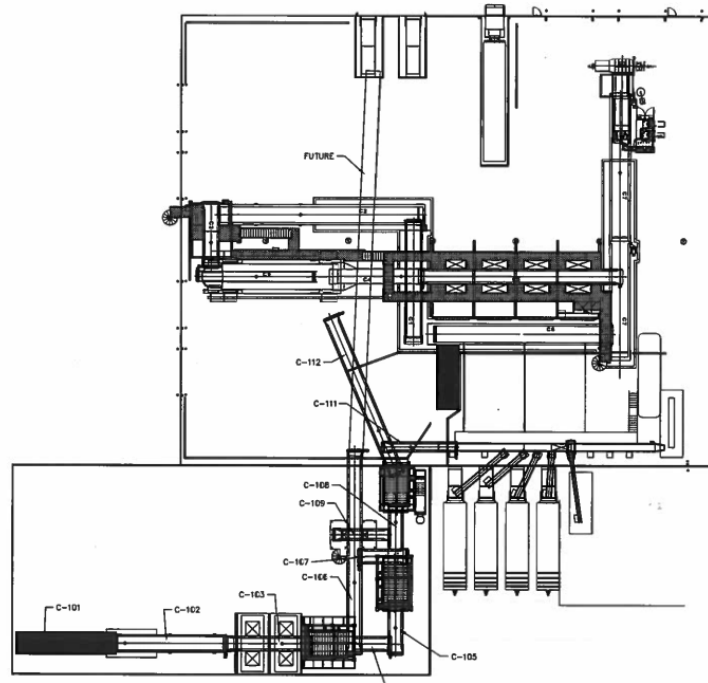


- | | |
|---|---|
| 1. CNG Truck Parking Expansion
✓ January 2024 | 3. Material Recovery Facility (MRF) Upgrade
• Q1 2026 |
| 2. Transfer Station Expansion
✓ May 2025 | 4. Maintenance Relocation and Expansion
• Q3 2026 |



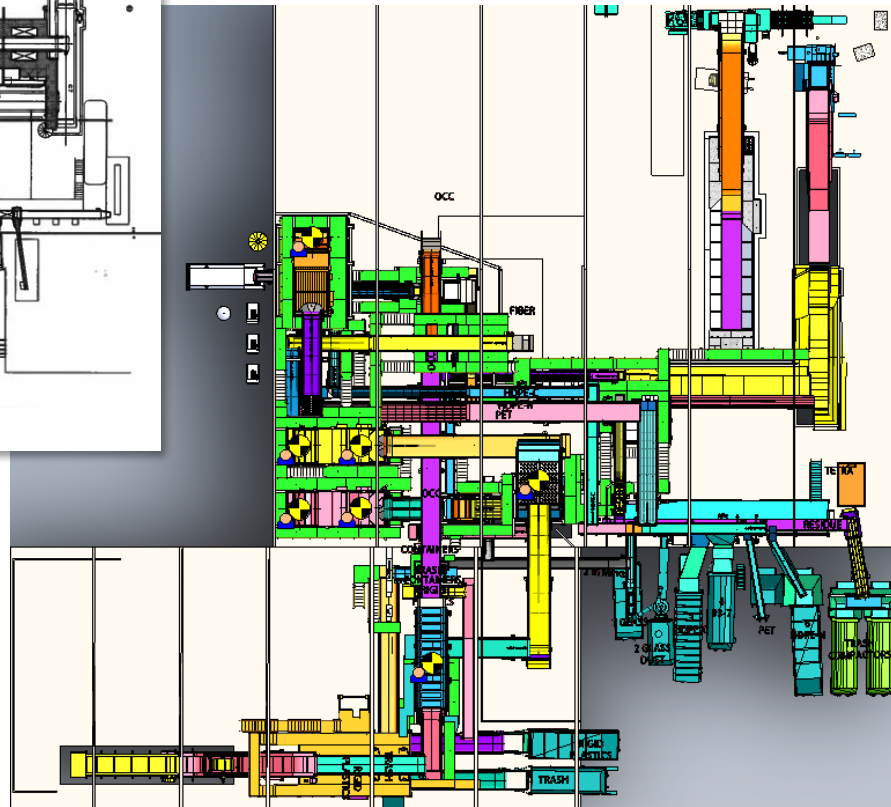
CWD Company Update

MRF Upgrade



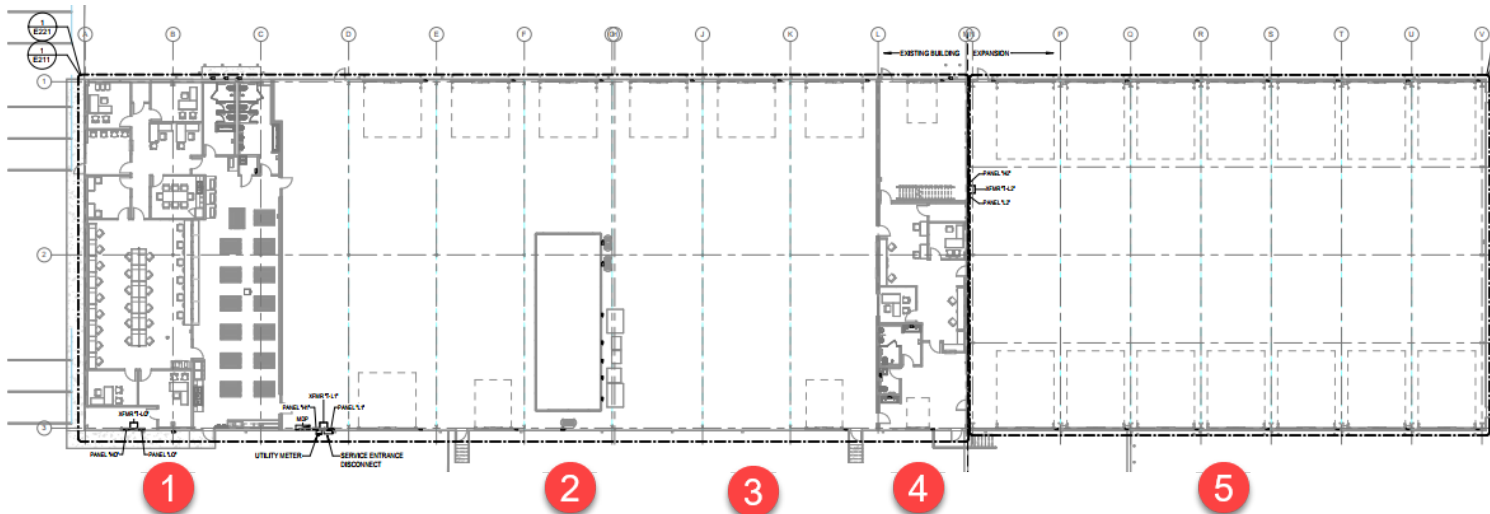
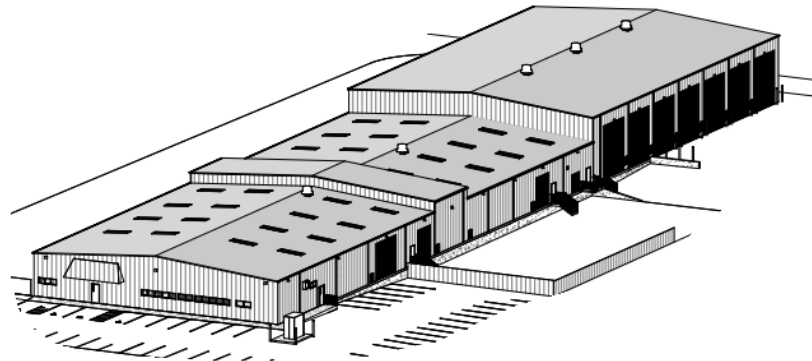
(above) Current Facility

(below) New Facility



CWD Company Update

Maintenance Project



CWD Company Update

Back Office & Equipment Purchases

Back Office Technology

- CWD signed a new agreement with Soft-Pak to replace existing CRM new and increased functionality in:
 1. Route optimization (*new*)
 2. Back-office solution (*improved*)
 3. Customer portal (*new*)
 4. Mobile / In-cab routing (*new*)
 5. Fully integrated technology (*new*)



New software went live – November 12, 2025

Equipment Orders

- CWD has 36 collection vehicles on order to arrive by Q2 2026
 - All replacement (9), internal growth (27), and chassis ready for new contracts (8)



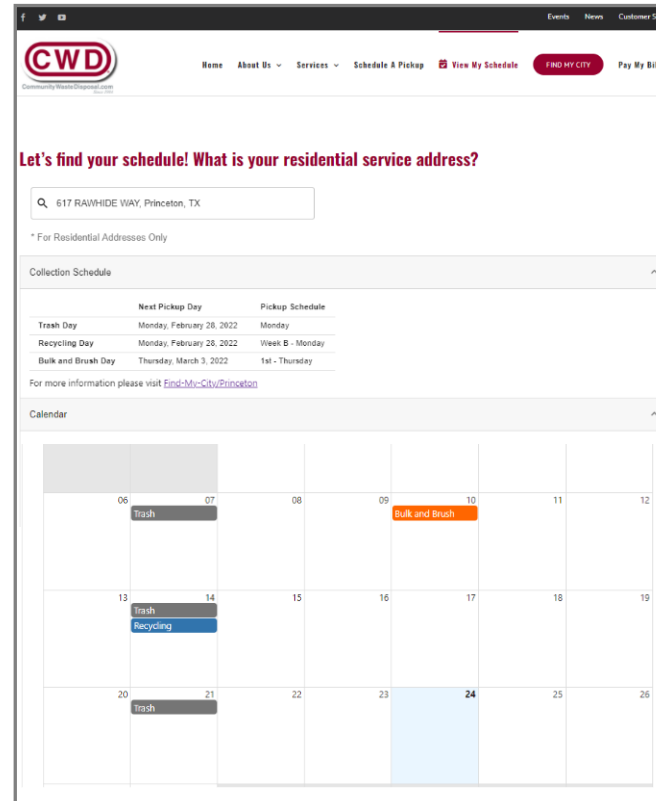


Customer Service Technology

CWD Mobile App & Address Search Tool



Easily manage trash and recycling accounts via CWD's mobile app!



Quickly search for address-specific service information via CWD's "View My Schedule" tool!

Community Waste Disposal.com
Since 1974

A photograph of three people standing in front of a building entrance. On the left is a man in a blue polo shirt with a CWDD logo. In the center is a woman in a denim jacket over a black top, wearing a name tag. On the right is a man in a white button-down shirt with a CWDD logo. They are all smiling and holding a large ceremonial check. The check is from Community Waste Disposal to the Community Foundation of the Texas Hill Country, dated October 16, 2025, for the amount of \$2,145.02. The check also lists several community partners who have supported recycling efforts in August. A small CWDD logo is visible in the bottom right corner of the photo.



COMMUNITY
FOUNDATION
— of the —
TEXAS HILL COUNTRY



Saved Resources

The City of Sachse
Recycled 2,350 Tons in 2024

SAVING:

35,326 Trees

789,640 Gallons of Oil

14,546,000 Gallons of Water

6,857 Yards of Landfill Space

8,519,800 Kilowatt Hours of Electricity



Greening a Generation

Thank You for a Successful Year



Partners Since 2019



**Your new 8-foot park bench is made from
100% recycled materials.**





Working Together To Bring You More



F. Discussion Items

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

Meeting December 1, 2025 - City Council 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.
Strategically invest in the City's existing and future infrastructure.

BACKGROUND

The Sachse Economic Development Corporation (EDC) Board 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 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.

The EDC Board serves as the steering committee for the development of the economic development strategic plan. To date, the EDC Board has received updates and discussed plan development with CivicSol during three of its meetings.

Consultants from CivicSol will present and review the draft framework for the City's new economic development strategy. Building on months of stakeholder interviews, market analysis, and benchmarking, the session will outline the proposed vision, goals, and strategic pillars and gather feedback from the City Council to refine priorities and shape the final implementation roadmap.

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

POLICY CONSIDERATIONS

The guidance provided by the City Council 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.

File Attachments

1. Presentation_Economic Development Strategic Plan
2. Presentation_Sachse Economic Dev Strategy Action Plan_CivicSol

Economic Development Strategic Plan

City Council
December 1, 2025

Outline

- Economic Development Strategic Plan Project Update
- CivicSol Presentation
- Discussion and next steps

Update

- Initial EDC Board direction ✓
- Funding approved by Council in FY25 EDC Budget ✓
- 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

CIVICSOL

Update

- EDC Board is serving as the economic development strategic plan steering committee
- CivicSol has presented and held discussions on the strategic plan at three EDC Board meetings thus far in the plan development process
 - August 14, October 16, and November 20
- EDC Board to ultimately consider recommending plan approval
- Plan on track to be considered for adoption by Council early 2026

SACHSE, TX ECONOMIC DEVELOPMENT STRATEGIC PLAN

5-YEAR STRATEGY ACTION PLAN - DRAFT

November 20, 2025



TABLE OF CONTENTS

01. THE BIG PICTURE

02. OUR ENGAGEMENT: WHAT WE DID

03. DISCOVERY INSIGHTS

04. STRATEGIC FRAMEWORK

01. THE BIG PICTURE

ECONOMIC DEVELOPMENT SHOULDN'T HAPPEN TO A COMMUNITY—IT SHOULD HAPPEN *WITH* ONE.



SACHSE AT A DEFINING MOMENT

THE CHALLENGE

- Shaping Sachse presents a unique opportunity to integrate economic development goals with broader land use, infrastructure, and zoning policies, ensuring alignment.
- Sachse's proximity to the Dallas-Fort Worth metroplex presents a narrative opportunity to draw remote workers, entrepreneurs, and firms seeking a strategic regional presence.
- Sachse's economic diversification efforts must be data-driven and focused on attracting high-value industries that complement the City's existing business landscape.
- The City's strategic plan must maximize the potential of existing commercial corridors, strategically reenvisioning physical spaces to best serve community goals.
- Limited developable land means investments in targeted redevelopment efforts and infill growth must be tied tactically to economic development planning.

BUT SACHSE HAS ASSETS TO BUILD ON

SACHSE HAS THE TALENT, DIVERSITY, AND LOCATION TO CAPTURE ITS FAIR SHARE OF REGIONAL GROWTH:

EDUCATED AND AFFLUENT

Nearly half of adults hold a bachelor's degree, with median household incomes 50% above the DFW average.

FAMILY-ORIENTED COMMUNITY

Large households, high homeownership, strong schools, and reputation as a safe, stable suburb.

DIVERSITY AND INCLUSION

54% BIPOC, high foreign-born and veteran populations, strong foundation for an inclusive growth narrative.

REGIONAL ADVANTAGE

Proximity to two of the fastest-growing economies in the U.S. (Dallas and Collin Counties) with strong specialization in traded sectors.

REMOTE WORK HUB

One-quarter of residents work remotely, suggesting opportunity to attract knowledge workers and entrepreneurs.

THE IMPERATIVE

SACHSE IS NOT SHORT ON STRENGTHS—BUT WITHOUT ACTION, IT WILL MISS ITS MOMENT.

The city's strong demographics and quality of life are not yet translating into a competitive economy.

Doing nothing is not neutral. Without intentional steps, Sachse's economy will remain undersized, its residents will face housing and affordability pressures, and its younger workforce will continue to look elsewhere for opportunity.

To secure its future, Sachse must leverage its educated population and strategic location to grow its share of traded, high-value industries while aligning land use and redevelopment with economic priorities.

The path forward begins with a strategic framework that transforms Sachse's assets into economic opportunity—positioning the city as more than a bedroom community, but as a complete local economy where people live, work, innovate, and thrive.

02. OUR ENGAGEMENT: WHAT WE DID

WHAT WE ACCOMPLISHED

We assessed Sachse's assets and challenges, and engaged diverse stakeholders to guide the strategic planning process.

Engaged City leadership and EDC Board members to align on priorities, establish a Steering Committee, and set the strategic direction for the plan.

Conducted comprehensive economic analysis, benchmarking Sachse against 10 peer cities across demographics, economy, and quality of life to understand its competitive position.

Analyzed 5 peer economic development organizations to evaluate organizational structure, programming, staffing, and governance to harvest best practices.

Completed a target cluster assessment to identify high-value industries where Sachse can compete and win—focusing on traded sectors, professional services, technology, and inclusive growth opportunities.

Held in-depth one-on-one interviews with business owners, civic leaders, and regional partners to capture diverse perspectives and ground-level insights into Sachse's challenges and opportunities.

Hosted targeted engagement with EDC Board members and regional partners to react to research findings and identify what's needed to unlock investment and innovation.

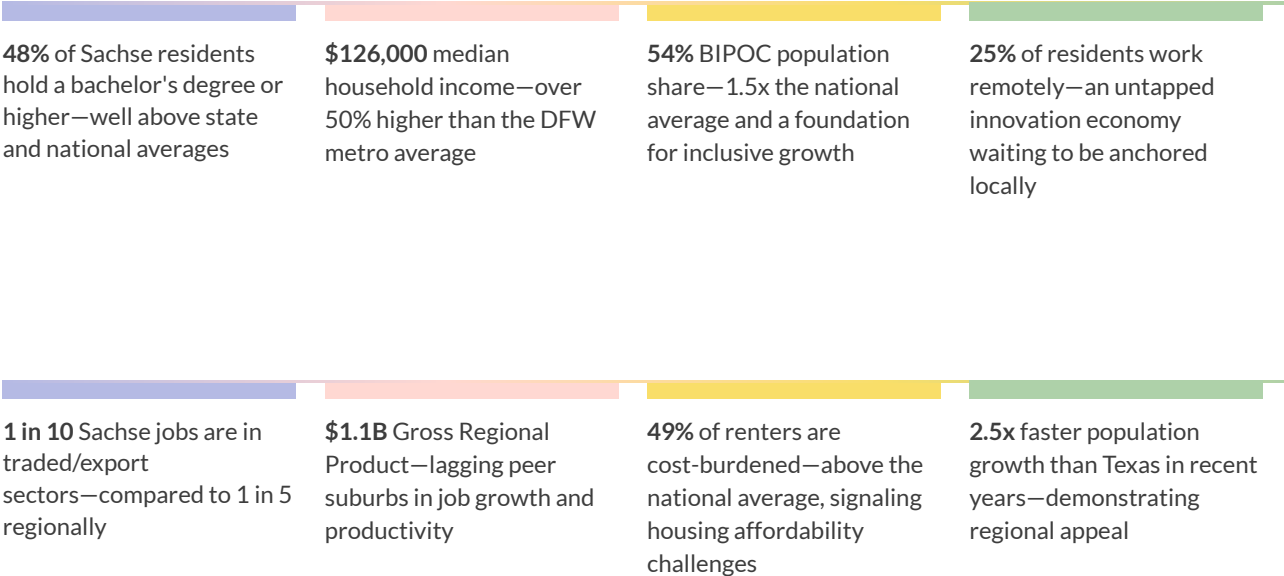
Completed integrated land use and urban design assessments, aligning Shaping Sachse goals with economic development priorities and identifying redevelopment opportunities in key corridors.

Facilitated visioning workshops with the Steering Committee and City leadership to review and refine the strategic framework, ensuring the final plan reflects community values and economic realities.

03. DISCOVERY INSIGHTS

DATA PROFILE: SACHSE BY THE NUMBERS

The data tells a story of opportunity—a community positioned for growth if strategic choices align economic development with community assets.



10 INSIGHTS THAT INFORM THIS PLAN

1.

GROWING FAST,
BUT GROWING
COMPLETE?

2.

TALENT IS HERE.
JOBS MUST
FOLLOW.

3.

AN ECONOMY
UNDERSIZED AND
VULNERABLE.

4.

REDEVELOPMENT
IS ECONOMIC
DEVELOPMENT.

5.

REMOTE WORK
IS A HIDDEN
ECONOMY.

6.

SMALL TOWN, BIG
OPPORTUNITY.

7.

THE MISSING
MIDDLE.

8.

SHAPING SACHSE
SETS THE STAGE.

9.

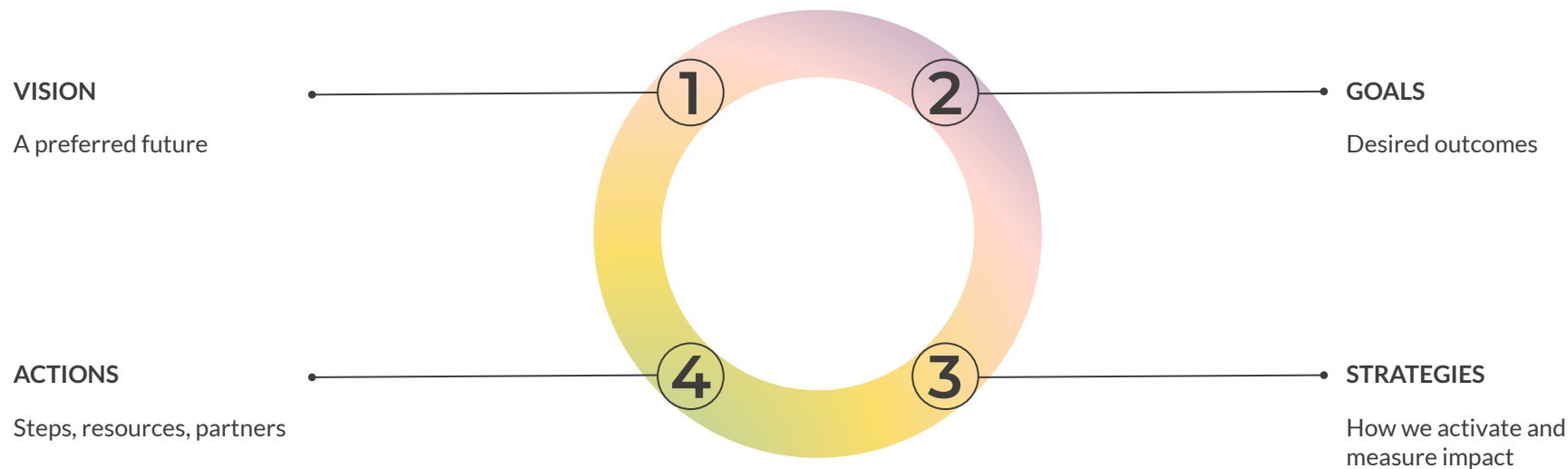
PLACE MATTERS.

10.

FOCUS WINS.

04. STRATEGIC FRAMEWORK

A STRATEGIC PLAN ROOTED IN COMMUNITY VOICE AND DESIGNED FOR ACTION



SACHSE — THE COMPLETE COMMUNITY.

**CLOSE TO EVERYTHING. CONNECTED TO WHAT MATTERS.
CENTERED ON OPPORTUNITY.**

Leading North Texas' next chapter—one that turns talent into jobs, corridors into destinations, and proximity into prosperity.

SACHSE — THE COMPLETE COMMUNITY.

GOAL

1

A VIBRANT, DIVERSE ECONOMY.

We will diversify our economy by attracting high-value investment that creates family-supporting jobs and expands the city's long-term fiscal strength.

GOAL

2

INNOVATION BUILT LOCAL.

We will unlock the power of our people—cultivating entrepreneurs, fueling small business growth, and anchoring remote workers to transform resident talent into local prosperity.

GOAL

3

PARTNERSHIPS THAT MULTIPLY IMPACT.

We will leverage strategic partnerships to amplify our voice, expand opportunity pipelines, and compete at a regional scale.

GOAL

4

PLACEMAKING THAT WORKS.

We will reimagine key corridors as mixed-use destinations, where placemaking and redevelopment become the drivers of our economic strategy.

GOAL

5

A STORY WORTH TELLING.

We will position Sachse as North Texas's complete community—building the brand that attracts investment and talent alike.

HOW WILL WE KNOW IF WE'RE SUCCEEDING?

BUSINESSES ARE GROWING AND INVESTING HERE.

Companies in traded sectors are choosing Sachse—relocating, expanding, and creating quality jobs that strengthen the local economy and fiscal base.

ENTREPRENEURS AND SMALL BUSINESSES ARE THRIVING.

New businesses are launching, remote workers are anchoring locally, and corridors are activating with innovation spaces, local retail, and entrepreneurial energy.

CORRIDORS ARE TRANSFORMING.

Redevelopment is visible and strategic—delivering mixed-use nodes, quality housing, and destination places where people want to work, live, and gather.

PARTNERSHIPS ARE DELIVERING RESULTS.

Regional collaborations are opening doors—connecting Sachse to workforce pipelines, sector opportunities, and shared resources that amplify impact beyond what the city can do alone.

SACHSE'S STORY IS RESONATING.

Businesses, developers, and talent recognize Sachse as a complete community—a place where small-town character meets big-market opportunity, and where proximity turns into prosperity.

GOAL 1: A VIBRANT, DIVERSE ECONOMY.

We will diversify our economy by attracting high-value investment that creates family-supporting jobs and expands the city's long-term fiscal strength.

WHY IT MATTERS

Sachse's economy is fundamentally imbalanced. Only 1 in 10 local jobs are in traded or export-oriented sectors—compared to 1 in 5 regionally. This over-reliance on local-serving businesses leaves Sachse economically vulnerable, fiscally constrained, and unable to capture its fair share of North Texas's growth. Traded sectors bring outside dollars, create higher-wage jobs, and generate multiplier effects that support the entire local economy. Dallas and Collin Counties have built robust clusters in finance, software, professional services, and advanced manufacturing—yet Sachse has barely participated. Without rebalancing toward traded sectors, Sachse will remain a bedroom community with an undersized economy, missing the tax base, career opportunities, and economic resilience that come from export-oriented growth.

FOUR TARGET SECTORS ANCHOR SACHSE'S KNOWLEDGE ECONOMY GROWTH STRATEGY.

SECTOR	WHY IT MATTERS	CURRENT STRENGTHS
Professional Services	Among the fastest-growing sectors in North Texas, offering high wages, daytime employment, and resilience across economic cycles. These firms span finance, accounting, consulting, and architecture—creating diverse entry points for business attraction.	48% of Sachse residents hold bachelor's degrees with median incomes 50% above DFW average; highly educated workforce ready for knowledge economy jobs; proximity to Dallas-Fort Worth business networks.
Technology & Software	The region's most dynamic growth engine with wages averaging \$130K+. Sachse currently has minimal presence in this sector, but even modest wins would yield outsized returns given the concentration of remote tech workers already living in the city.	25% of residents work remotely—double the Texas average; hidden innovation economy that could be anchored locally with co-working space and targeted recruitment; strong broadband infrastructure.
Healthcare & Medical Services	One of the most stable, high-wage sectors providing direct employment and support for local retail. Healthcare is recession-resistant and supports aging demographics while creating visible community identity as a health and wellness hub.	Anchored by HCA hospital and nearby medical offices; strategic location on PGBT corridor for medical office development; affluent demographics support specialty care and wellness services.
Entrepreneurship & Innovation	Small businesses and entrepreneurs drive authentic economic development—creating jobs, activating corridors, building community wealth, and converting Sachse's remote workers into local business founders. Entrepreneurship creates resilience through diversification.	25% remote worker rate represents untapped entrepreneurial talent; educated, experienced workforce with industry knowledge; small-town character supports local business culture and community connection.

A VIBRANT, DIVERSE ECONOMY.

- 1.1 Attract professional services firms in finance, accounting, consulting, and architecture to leverage Sachse's educated workforce and create quality employment.
- 1.2 Position Sachse as a destination for technology and software firms.
- 1.3 Build a medical and health services innovation cluster around existing healthcare assets.
- 1.4 Align sites, corridors, and commercial real estate to support traded sector recruitment—making business attraction central to redevelopment and land use decisions.
- 1.5 Deploy a targeted, modern incentives framework that accelerates high-value investment.

Attract professional services firms in finance, accounting, consulting, and architecture to leverage Sachse's educated workforce and create quality employment.

WHY IT MATTERS

Professional services are among the fastest-growing sectors in North Texas, offering high wages, daytime employment, and resilience across economic cycles. These firms span everything from CPA offices to consulting, design, and financial advising—creating diverse entry points for business attraction. With nearly half of Sachse residents holding bachelor's degrees and median incomes 50% above the DFW average, the city has the workforce these firms need. Yet most Sachse professionals commute elsewhere for work, exporting their talent and spending power. Attracting even a modest number of professional services firms would create local career pathways, strengthen the fiscal base, and support the retail and restaurant sector by adding daytime traffic to corridors.

WHAT'S NEEDED?

- Develop a target list of small- and mid-sized professional services firms in finance, accounting, consulting, marketing, and architecture within the DFW region.
 - ↳ Focuses outreach on firms most likely to relocate or expand into Sachse's market.
- Create a professional services recruitment package that highlights Sachse's educated workforce, affordability relative to urban centers, and proximity to major employment hubs.
 - ↳ Positions Sachse as a strategic choice for firms seeking North Texas access without downtown costs.
- Tailor Business Retention and Expansion (BRE) programs and incentive structures to small professional firms, emphasizing flexibility, speed, and job creation alignment.
 - ↳ Makes Sachse competitive for firms that prioritize ease of doing business over large-scale incentives.
- Identify flex office and professional hub opportunities in key corridors where firms can locate with turnkey space and proximity to amenities.
 - ↳ Provides the physical infrastructure professional services firms require—modern office space in accessible locations.
- Partner with regional chambers, site selectors, and industry associations to amplify Sachse's visibility among professional services decision-makers.
 - ↳ Expands reach beyond direct outreach, plugging Sachse into regional opportunity pipelines.

Position Sachse as a destination for technology and software firms.

WHY IT MATTERS

Software and digital industries are the region's most dynamic growth engines, with average wages exceeding \$130,000. Sachse currently has virtually no presence in this sector, but even modest wins would yield outsized returns. One-quarter of Sachse residents work remotely, many in technology and knowledge jobs—representing a hidden innovation economy waiting to be anchored locally. The region imports \$8.3 billion in software services annually, signaling massive demand. By positioning itself as a location for hybrid offices, remote-first teams, and digital service providers, Sachse can capture part of this growth while supporting resident talent and building a foundation for future tech ecosystem development.

WHAT'S NEEDED?

- Market Sachse as a hybrid office location for technology firms seeking North Texas proximity, talent access, and lower costs than urban centers.
 - ↳ Differentiates Sachse in a crowded market by emphasizing value, location, and workforce quality.
- Identify and promote available office space suitable for tech teams—prioritizing modern, flexible environments in corridors with quality-of-life amenities.
 - ↳ Removes barriers to entry by showcasing ready-to-occupy space that meets tech sector expectations.
- Build relationships with regional tech ecosystems, incubators, and co-working operators to position Sachse as a tech-friendly suburb.
 - ↳ Establishes credibility and visibility within networks that influence location decisions.
- Highlight Sachse's remote worker concentration and educated workforce in marketing materials to tech recruiters and site selectors.
 - ↳ Leverages existing resident talent as a competitive advantage that reduces recruitment and retention costs for employers.
- Create a streamlined permitting and approval process for tech office conversions and tenant improvements.
 - ↳ Signals that Sachse values speed and responsiveness—critical factors for fast-moving tech firms.

Build a medical and health services innovation cluster around existing healthcare assets.

WHY IT MATTERS

Sachse has an existing hospital and nearby medical offices—natural anchors for a broader health services cluster. Healthcare is one of the most stable, high-wage sectors in the economy, providing both direct employment and support for local retail and services. Expanding Sachse's medical presence could include primary care physicians, specialty practices, dental offices, physical therapy centers, and medtech suppliers or manufacturers. This isn't just about healthcare jobs—it's about building a sector ecosystem that attracts complementary businesses, supports aging demographics, and creates a visible identity for Sachse as a health and wellness hub in North Texas.

WHAT'S NEEDED?

- Map existing healthcare assets in and near Sachse—including hospitals, clinics, and medical offices—to identify gaps and growth opportunities.
 - ↳ Establishes baseline understanding of current capacity and areas for strategic expansion.
- Recruit physicians, dentists, and therapy practices through targeted outreach to medical groups seeking North Texas locations.
 - ↳ Fills service gaps while building employment and drawing patients from surrounding areas.
- Engage medtech manufacturers and suppliers about opportunities to locate near healthcare anchors, creating supply chain efficiencies.
 - ↳ Builds a more complete cluster that goes beyond patient care to include related industries.
- Align land use and zoning to support medical office development in corridors near existing healthcare facilities.
 - ↳ Removes regulatory barriers and signals where health services growth is encouraged and supported.
- Partner with regional health systems and medical schools to explore clinic expansions, residency programs, or specialty care facilities.
 - ↳ Leverages institutional relationships to accelerate healthcare sector growth beyond individual practice recruitment.

Align sites, corridors, and commercial real estate to support traded sector recruitment—making business attraction central to redevelopment and land use decisions.

WHY IT MATTERS

Traded sector growth requires intentionality. Without alignment between incentives, available sites, and land use planning, business attraction becomes reactive and opportunistic rather than strategic. Sachse has limited undeveloped land, which means every redevelopment decision either advances or undermines economic development goals. Corridors like 5th Street, PGBT, and Highway 78 must be planned with traded sector needs in mind—providing the office space, flex buildings, and mixed-use environments that export-oriented firms require. Incentives must be targeted to sectors that align with community goals, and site readiness must be proactive, not reactive. This strategy ensures that Sachse's physical and policy infrastructure supports the economy it wants to build.

WHAT'S NEEDED?

- Develop a corridor-based traded sector strategy that identifies which corridors are best suited for professional services, tech offices, or medical facilities.
 - ↳ Ties land use planning directly to business attraction, ensuring development serves economic goals.
- Update incentive policies to prioritize traded sector firms, job quality, and wage levels—moving beyond retail-focused incentives.
 - ↳ Signals that Sachse values high-value business growth and is willing to compete for it.
- Create a site inventory and readiness assessment for properties that could accommodate traded sector businesses, including office, flex, and mixed-use developments.
 - ↳ Removes uncertainty for businesses and developers by identifying where growth is ready to happen.
- Pursue strategic land banking opportunities in key corridors to give Sachse control over future development and the ability to shape outcomes.
 - ↳ Provides leverage to ensure redevelopment aligns with community vision rather than reacting to market forces alone.
- Establish regular coordination between economic development, planning, and public works to ensure infrastructure investments support business attraction priorities.
 - ↳ Breaks down silos and ensures alignment across departments toward shared economic development outcomes.

Deploy a targeted, modern incentives framework that accelerates high-value investment.

WHY IT MATTERS

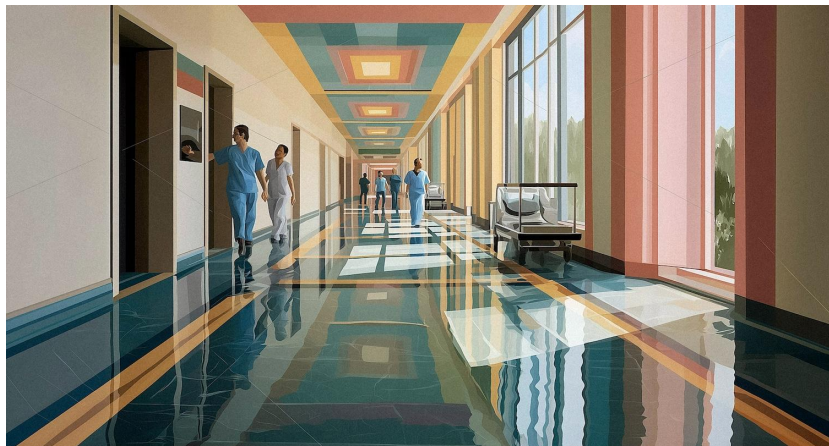
Incentives are a competitive necessity in North Texas—every neighboring city uses them to attract businesses. But effective incentive policy isn't about matching every offer or subsidizing any project. It's about using public investment strategically to attract businesses that deliver long-term value: high-wage jobs, export-oriented activity, and fiscal sustainability. Sachse's current approach has been largely retail-focused, leaving the city without tools to compete for professional services, technology firms, and medical offices. Modern incentive frameworks prioritize job quality over quantity, reward companies that align with target sectors, and include performance standards that ensure accountability. They're also designed to be responsive—balancing necessary protections with processes that don't scare away the businesses Sachse wants to attract.

WHAT'S NEEDED?

- Revise incentive policies to prioritize traded sector firms, setting minimum wage thresholds and job quality standards that reflect strategic priorities.
 - ↳ Ensures public investment goes toward businesses that strengthen economic resilience rather than subsidizing low-wage or local-serving activity.
- Create a streamlined incentive application and approval process that balances accountability with responsiveness—reducing barriers for high-quality prospects.
 - ↳ Signals that Sachse is ready to compete without deterring businesses with overly complex requirements.
- Build an incentive toolkit with flexible options tailored to different business types and investment scales.
 - ↳ Provides multiple pathways to support businesses while maintaining alignment with strategic goals.
- Establish an annual incentive portfolio review process that tracks ROI, job creation outcomes, and fiscal impact of all active agreements.
 - ↳ Creates transparency and accountability while providing data to refine future incentive decisions.
- Develop sector-specific incentive guides for professional services, healthcare, technology, and entrepreneurship that clearly communicate available support and eligibility criteria.
 - ↳ Makes incentives accessible and understandable to target businesses while demonstrating Sachse's commitment to priority sectors.

MEASURING IMPACT AND SUCCESS

TRADED SECTOR JOB GROWTH	Track the number and percentage of jobs in target traded sectors (professional services, technology/software, medical/health services) to measure progress toward economic diversification.
NEW TRADED SECTOR FIRMS ATTRACTED	Monitor the number of export-oriented businesses that locate or expand in Sachse annually, with particular attention to firm size, wage levels, and sector alignment.
AVERAGE WAGE IN TRADED SECTORS	Track average annual wages for jobs in target traded sectors to ensure business attraction efforts are delivering quality employment and fiscal impact.
COMMERCIAL PROPERTY DEVELOPMENT IN TARGET CORRIDORS	Count new office, flex, and mixed-use developments in priority corridors (5th Street, PGBT, Highway 78) that can accommodate traded sector businesses.



FRISCO, TX

Frisco leveraged resident talent and regional proximity to become a professional services hub.

Frisco's rapid ascent wasn't driven by smokestacks or industrial parks—it was powered by talent. As the city grew its educated, high-income resident base, professional services firms saw a ready-made workforce and began to land in Frisco's mixed-use centers.

WHAT THEY DID AND ACHIEVED

- Attracted major consulting, finance, and accounting firms into high-quality office environments such as Hall Park and The Star.
- Built mixed-use districts that offered amenities, walkability, and talent appeal—key for professional services recruitment.
- Partnered with regional chambers and workforce organizations to demonstrate talent availability and employer pipelines.
- Leveraged corporate anchors (e.g., TIAA, Optum, Conifer) to build a deeper ecosystem of supporting professional services.

Together, these moves positioned Frisco as one of North Texas's most dynamic professional services hubs—despite not being a traditional urban employment center.

WHY IT MATTERS FOR SACHSE

Sachse has the same core ingredient Frisco started with: an educated talent base. Thousands of Sachse residents already work in finance, consulting, and architecture—just not in Sachse. Frisco shows that a suburban city can convert export talent into local employment by creating modern office environments, mixed-use settings, and a clear brand for professional services growth.



WILSON, NC

Wilson used targeted tech investments and small-scale innovation spaces to build a meaningful traded-sector foothold.

Wilson isn't a big city—but it built a reputation for tech and entrepreneurship through smart, focused bets.

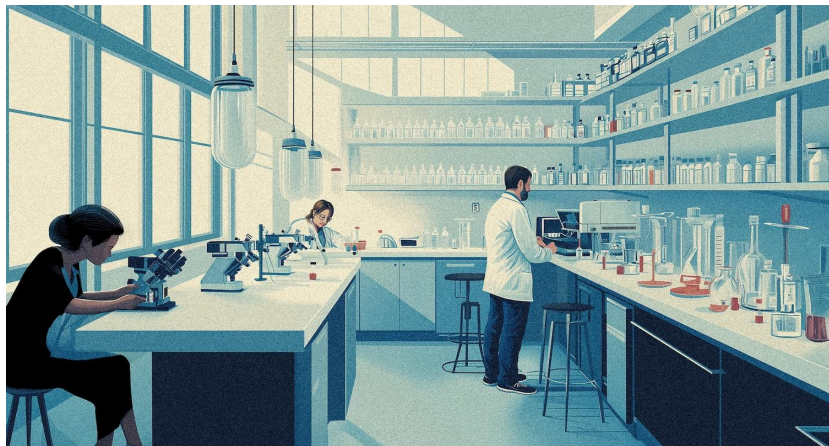
WHAT THEY DID AND ACHIEVED

- Built Gig East Exchange, a co-working and innovation hub for remote workers, tech startups, and creative firms.
- Provided competitive incentives and technical assistance to attract small software and IT firms.
- Upgraded broadband and digital infrastructure to support remote work and entrepreneurship.
- Invested in downtown redevelopment that created the right environments for small traded-sector firms.

Wilson built a tech-forward economy without big employers—by focusing on environment, infrastructure, and talent.

WHY IT MATTERS FOR SACHSE

Wilson shows what a smaller city can do with entrepreneurship, remote workers, and innovation hubs—all of which align perfectly with Sachse's strengths. Sachse can replicate this approach by building co-working hubs, upgrading key corridors, and targeting small tech firms that value affordability and talent.



JOHNS CREEK, GA

Johns Creek repositioned itself from a bedroom community into a healthcare and professional services center.

Johns Creek had a profile similar to Sachse: affluent, highly educated residents, but little traded-sector employment. The city used healthcare anchors and targeted recruitment to build a high-value job base.

WHAT THEY DID AND ACHIEVED

- Designated a Healthcare Innovation District around major medical assets.
- Recruited specialty medical practices and health-tech firms.
- Modernized zoning to allow more medical office, flex office, and R&D uses.
- Promoted the community as a boutique, talent-rich alternative to Atlanta's core.

Today, Johns Creek is a regional health services hub and a strong suburban professional services market.

WHY IT MATTERS FOR SACHSE

Sachse already has healthcare assets and high-value commuters. Johns Creek shows how a talent-driven suburb can create a medical and professional services cluster by elevating health assets, upgrading zoning, and branding itself as a specialty services destination.

GOAL 2: INNOVATION BUILT LOCAL

We will unlock the power of our people—cultivating entrepreneurs, fueling small business growth, and anchoring remote workers to transform resident talent into local prosperity.

WHY IT MATTERS

Sachse's greatest untapped asset is its people. Twenty-five percent of residents work remotely—many in high-wage sectors like technology, finance, and professional services—yet their economic activity remains disconnected from the local community. At the same time, the city's educated, skilled residents represent a deep pool of potential entrepreneurs with industry experience, professional networks, and capacity to build businesses locally. Small businesses and entrepreneurs drive authentic economic development—they create jobs, activate corridors, build community wealth, and shape local identity in ways that large corporate relocations never can. But entrepreneurship doesn't happen by accident. It requires intentional support: affordable space, access to capital, networking opportunities, and professional services. Without infrastructure that connects remote workers, supports small business formation, and makes Sachse a place where innovation happens, the city will continue to export its talent. This goal isn't about chasing large employers—it's about growing twenty great small companies instead of waiting for one big relocation, making Sachse a place where residents don't just live, but work, build, and invest.

INNOVATION BUILT LOCAL.

- 2.1 Create a physical innovation hub or co-working space to anchor remote workers, entrepreneurs, and startups in a central location.
- 2.2 Launch targeted small business support programs that expand access to capital, mentorship, and business development resources.
- 2.3 Build a connected entrepreneurship ecosystem that provides peer networks, celebrates local founders, and elevates Sachse's culture of innovation.
- 2.4 Develop corridor-based small business strategies that integrate entrepreneurship support with redevelopment priorities in 5th Street, PGBT, and Highway 78.
- 2.5 Provide concierge-level business navigation services that make starting and permitting a business in Sachse accessible and transparent.

MEASURING IMPACT AND SUCCESS

SMALL BUSINESS FORMATION RATE	Track the number of new businesses registered annually in Sachse, with particular attention to businesses launched by city residents and women- or minority-owned enterprises.
INNOVATION HUB UTILIZATION	Monitor membership levels, workspace occupancy rates, event attendance, and the number of businesses launched by hub members to assess facility impact.
ENTREPRENEURSHIP PROGRAM PARTICIPATION	Measure engagement in small business support programs, including grant recipients, mentorship matches, pitch competition participants, and professional services vouchers distributed.
CORRIDOR SMALL BUSINESS ACTIVATION	Count new locally owned businesses opening in priority redevelopment corridors (5th Street, PGBT, Highway 78) and measure their survival rates over time.



BUDA, TX

Buda built a thriving small business ecosystem by investing in local entrepreneurs and community-centered places.

Buda has become one of Texas's most compelling small-city examples of nurturing local entrepreneurs and activating remote workers. With a growing population of professionals, the city recognized that its talent base was its greatest asset—and invested early in places, programs, and partnerships that supported local business formation.

WHAT THEY DID AND ACHIEVED

- Created the Buda Innovation Hub, providing co-working, meeting space, and entrepreneur programming.
- Invested in downtown revitalization and placemaking, turning Main Street into a platform for small business success.
- Launched small business support programs offering mentorship, technical assistance, and access to local lenders.
- Developed partnerships with regional universities and chambers to support remote workers and emerging entrepreneurs.
- Positioned creative businesses, makers, and local founders as a core part of the city's identity.

Buda turned its influx of talent into a base of entrepreneurs, remote workers, and locally grown firms—strengthening both the economy and civic culture.

WHY IT MATTERS FOR SACHSE

Buda shows how a suburban community can transform remote workers and new residents into local innovators by providing space, support, and a sense of belonging. Sachse can replicate this by creating an innovation hub, activating corridors, and making entrepreneurship central to the city's identity.



CARY, NC

Cary used innovation spaces and concierge-style services to cultivate a tech-forward small business community.

Cary—long considered one of the best-run suburban cities in the nation—built a strong entrepreneurship culture by making it easy to start and grow a business.

WHAT THEY DID AND ACHIEVED

- Opened The Cary Innovation Center, a co-working and small-business hub with flexible, affordable space.
- Simplified permitting and licensing through a “one-stop business services” model.
- Launched the Cary Tech Trail, promoting the community as a boutique tech ecosystem.
- Connected remote tech workers with local meetups, peer groups, and startup resources.

Cary built a culture where small tech firms thrive—and where starting a business is friction-free.

WHY IT MATTERS FOR SACHSE

Cary provides the playbook for suburban entrepreneurship: space + services + community identity. Sachse can follow this model by integrating co-working, concierge support, and peer networks into corridor redevelopment and small business initiatives.



ANKENY, IA

Ankeny anchored remote workers and startups by investing in co-working and a connected entrepreneurship ecosystem.

Ankeny experienced rapid growth in high-income commuters and remote workers who were disconnected from the local economy. The city responded by building a physical hub and growing a support network for local entrepreneurs.

WHAT THEY DID AND ACHIEVED

- Opened the Ankeny CoLab, a co-working and innovation space designed for remote workers and early-stage entrepreneurs.
- Offered business development services, mentors, and technical assistance through local partners.
- Activated downtown corridors with small business events, pop-ups, and maker markets.
- Paired redevelopment projects with incentives targeted toward local businesses.

Ankeny turned formerly “exported” talent into local business creation and corridor activation.

WHY IT MATTERS FOR SACHSE

Ankeny demonstrates how a fast-growing suburb can build its own innovation ecosystem—anchoring remote workers and giving entrepreneurs the tools, space, and connections to grow close to home.

GOAL 3:

PARTNERSHIPS THAT MULTIPLY IMPACT

We will leverage strategic partnerships to amplify our voice, expand opportunity pipelines, and compete at a regional scale.

WHY IT MATTERS

Sachse cannot compete regionally through incentives or infrastructure alone. Its strength comes from strategic collaboration—with Garland ISD, Wylie ISD, Dallas College, neighboring cities, regional chambers, and economic development organizations. Workforce partnerships connect businesses to talent pipelines through CTE programs and training initiatives. Chamber relationships position Sachse in regional business networks and site selection conversations. Collaborations with neighboring cities enable shared infrastructure, joint marketing, and coordinated business attraction. These partnerships multiply impact—leveraging collective resources to achieve outcomes no single jurisdiction could accomplish independently. But partnerships require intentionality. Without clear objectives and consistent engagement, they become performative rather than productive. Sachse's leadership has already built meaningful regional relationships—the opportunity now is to formalize these connections and leverage them to accelerate business attraction, workforce development, and corridor revitalization.

PARTNERSHIPS THAT MULTIPLY IMPACT.

- 3.1** Establish sector partnerships that support Sachse's target sectors, engaging Garland ISD, Wylie ISD, and Dallas College.
- 3.2** Strengthen state and regional economic development relationships to position Sachse as a destination for investment.
- 3.3** Build relationships with neighboring cities for joint marketing and site selection efforts that benefit the entire subregion.



WESTERVILLE, OH

Westerville became a competitive suburban economy by building deep partnerships with schools, colleges, and regional economic organizations.

Westerville is a prime example of a small city that used partnerships—not incentives—to expand its economic reach. Despite modest size, Westerville positioned itself as a regional player through education, workforce, and business development alliances.

WHAT THEY DID AND ACHIEVED

- Built a close partnership with Otterbein University, leading to the creation of The Point—an innovation and learning center that supports tech, manufacturing, and healthcare firms.
- Collaborated with Workforce Development Boards to connect employers with talent pipelines and CTE-aligned training.
- Partnered with Columbus 2020 (now One Columbus) to market the city as part of a broader regional business ecosystem.
- Developed joint strategies with neighboring jurisdictions to coordinate infrastructure and business attraction.

These partnerships allowed Westerville to punch far above its weight—attracting firms and talent that would otherwise overlook a small city.

WHY IT MATTERS FOR SACHSE

Like Sachse, Westerville is not the biggest or wealthiest suburb in its region, but it built influence through intentional partnerships with schools, colleges, workforce boards, and regional ED organizations. Sachse can adopt this same playbook—connecting with Garland ISD, Wylie ISD, Dallas College, and regional partners to reach employers and talent at scale.



LEESBURG, VA

Leesburg strengthened its business recruitment and workforce efforts by embedding itself in regional partnerships.

Leesburg used partnerships to amplify its voice in Northern Virginia—a highly competitive market where small cities struggle to stand out.

WHAT THEY DID AND ACHIEVED

- Joined NOVA EDA, a regional alliance focused on joint business attraction and site marketing.
- Collaborated with Loudoun County Public Schools on sector-relevant CTE programs aligned with employer needs.
- Established relationships with Northern Virginia Community College to support training in IT, cybersecurity, and health services.
- Coordinated with neighboring towns to present the region as a unified destination for employers.

Through these efforts, Leesburg became visible in site selection conversations and gained access to talent pipelines that individual suburbs rarely achieve.

WHY IT MATTERS FOR SACHSE

Leesburg demonstrates how a smaller city can gain regional presence through joint marketing, shared site selection efforts, and aligned workforce partnerships. Sachse can achieve similar visibility in North Texas by coordinating with Wylie, Garland, Rowlett, Richardson, and regional ED organizations.



PRESCOTT, AZ

Prescott built a partnership-driven economic strategy that aligned employers, education partners, and the business community to advance sector growth.

Through CivicSol's work, Prescott established a modern sector partnership model that connected employers, city leadership, education institutions, and industry groups—shifting the city from fragmented efforts to coordinated, partnership-led economic development.

CIVICSOL

WHAT THEY DID AND ACHIEVED

- Launched three sector partnerships—Aviation/Aerospace, Healthcare & Bioscience, and Outdoor Recreation—bringing together dozens of employers and partners.
- Worked closely with Yavapai College and Embry-Riddle Aeronautical University to align talent development programs with local employer needs.
- Built a formal partnership with the Chamber of Commerce, strengthening business engagement and creating a unified front for business recruitment.
- Developed an annual Sector Forum Series that keeps employers connected and ensures ongoing collaboration.

Prescott's partnership-first model strengthened employer relationships, expanded workforce pipelines, and positioned the city as a more coordinated, competitive regional player.

WHY IT MATTERS FOR SACHSE

Prescott demonstrates how even a mid-sized city can build outsized economic influence through structured partnerships. Sachse can replicate this model by establishing sector partnerships, aligning with Garland ISD, Wylie ISD, and Dallas College, and collaborating with regional ED organizations and chambers to expand its business reach without expanding staff.

GOAL 4: PLACEMAKING THAT WORKS

We will reimagine key corridors as mixed-use destinations, where placemaking and redevelopment become the drivers of our economic strategy.

WHY IT MATTERS

Quality of place drives economic competitiveness. Businesses choose locations based on more than tax rates—they evaluate corridors, walkability, and whether a community feels ready for investment. When corridors offer pedestrian-friendly streets, authentic gathering spaces, and distinct identity, they become competitive advantages in attracting both businesses and residents. Strategic placemaking investments along Sachse's key corridors—particularly the SH 78 spine and Old Town—signal market readiness, reduce development risk, and demonstrate commitment to creating complete, walkable communities. These public realm improvements don't just beautify; they create the conditions necessary for private investment to follow. Without intentional corridor strategies, redevelopment becomes generic, opportunities get missed, and Sachse fails to differentiate itself from competing suburbs. By treating placemaking as economic development, Sachse positions its corridors not just as thoroughfares, but as economic engines where business, housing, and quality of life converge.

PLACEMAKING THAT WORKS.

- 4.1 Use streets and public right-of-way as catalysts for private redevelopment and to accelerate targeted placemaking opportunities.
- 4.2 Implement a SH 78 Corridor Overlay District that creates clear development standards and positions the highway as Sachse's economic spine.
- 4.3 Modernize zoning to enable mixed-use development and remove barriers to quality redevelopment.
- 4.4 Attract restaurants and retailers that activate corridors and create destinations where people want to gather.
- 4.5 Establish a Strategic Property Acquisition Program to secure catalyst sites for quality development.

Use streets and public right-of-way as catalysts for private redevelopment and to accelerate targeted placemaking opportunities.

WHY IT MATTERS

Developers cite public infrastructure quality as a primary factor in site selection. When streets are substandard, sidewalks are missing, and the public realm feels neglected, even discounted land prices can't overcome the perception that an area isn't ready for investment. Strategic streetscape improvements flip this dynamic—by leading with quality public infrastructure, the city signals market readiness and reduces the risk developers perceive in being early movers. Placemaking investments can be incremental, low-cost, and quick to build, activating areas targeted for economic development. Over time, these strategies can evolve into larger capital investments, but they don't have to start there. Sachse's streets and rights-of-way are among the city's largest assets—leveraging them for placemaking maximizes this resource while implementing Shaping Sachse and driving economic development.

WHAT'S NEEDED?

- Create a "Market to Museum Mile" walking trail in Old Town, connecting the Farmer's Market to the Sachse Historical Society Museum using recent 5th Street improvements.
 - ↳ Leverages existing assets including new sidewalks, lighting, and destinations on both sides of SH 78.
- Coordinate with TxDOT to improve the SH 78 crossing at 5th Street in Old Town with leading pedestrian signals, continental crosswalks, shading, lighting, and curb improvements.
 - ↳ Addresses real and perceived safety concerns for businesses and visitors in Old Town.
- Pilot making Sachse Road one-way in Old Town and add on-street parking to support new development and programming.
 - ↳ Uses existing city-owned infrastructure to create additional parking for the area.
- Accelerate trail and sidewalk implementation in catalyst areas, connecting neighborhoods to commercial areas.
 - ↳ Creates walkable, complete communities where people want to live and businesses can thrive.
- Install wayfinding signage or gateway monuments at key intersections identified in Shaping Sachse.
 - ↳ Implements multiple placemaking treatments at once by creating sense of place while promoting walkability.
- Train city staff in "quick build" methods such as Indefinite Delivery/Indefinite Quantity (IDIQ) contracts that allow flexible, cost-effective pilot projects.
 - ↳ Enables faster implementation of streetscape improvements including sidewalk cafes, intersection treatments, shared-use paths, and gateway treatments.

Implement a SH 78 Corridor Overlay District that creates clear development standards and positions the highway as Sachse's economic spine.

WHY IT MATTERS

SH 78 runs through the heart of Sachse, but without intentional planning it risks becoming a generic strip rather than an economic destination. A corridor overlay district provides the regulatory framework to ensure development contributes to a unified vision that enhances property values, attracts quality tenants, and positions Sachse as a destination rather than a pass-through community. The overlay addresses transitions between the four SH 78 character areas defined in Shaping Sachse, manages access, establishes urban design and gateway treatments, and provides clear entitlements for desired uses. This directly implements multiple Shaping Sachse action items related to corridor design standards, multimodal connectivity, and regional coordination, giving staff clear tools to guide private investment toward outcomes that serve long-term fiscal and quality-of-life goals.

WHAT'S NEEDED?

- Develop a SH 78 Zoning Overlay District addressing transitions between the four SH 78 character areas, access management, urban design and gateway treatments, and clear entitlements for desired uses.
 - ↳ Provides the regulatory foundation to attract quality development and redevelopment along Sachse's main corridor.
- Use the SH 78 Framework Plan from Shaping Sachse to launch overlay implementation with focus on creating a linear local commercial hub through Sachse's spine.
 - ↳ Enables implementation of neighborhood commercial land uses recently designated along SH 78.
- Convene an interdepartmental working group to launch the overlay district creation process.
 - ↳ Ensures the overlay maximizes opportunities for mobility, parks and open space, urban design, and infrastructure improvements toward a common vision.
- Coordinate land banking activities with overlay district requirements to maximize intentional redevelopment consistent with Shaping Sachse.
 - ↳ Parcels along SH 78 are visible and accessible, making them vital tools for Old Town activation.
- Collaborate with TxDOT and the Metropolitan Planning Organization early in the process, concurrent with the interdepartmental working group.
 - ↳ Ensures ideas are reasonable and feasible per TxDOT standards and regionally significant.

Modernize zoning to enable mixed-use development and remove barriers to quality redevelopment.

WHY IT MATTERS

Zoning regulations can create unintended barriers to the development and redevelopment that community members consistently identify as priorities. When regulations are unpredictable or require projects to navigate multiple hurdles through special use permits and overly technical codes, smaller developers—often the ones most likely to create authentic, locally-oriented projects—choose to invest elsewhere. This strategy removes friction from the development process while maintaining design quality standards, making Sachse competitive with neighboring communities for the housing diversity and commercial activity needed to support complete communities. By providing clear, predictable pathways for development that aligns with the Comprehensive Plan, the city positions itself as "open for business" while retaining the ability to guide outcomes toward community priorities.

WHAT'S NEEDED?

- Review form-based codes for Old Town and PGBT areas to determine what's working and what's not, then amend codes to remove barriers and add clarifications.
 - ↳ Allows real-world examples to drive amendments that accelerate development and redevelopment.
 - ↳ Amend street cross-sections to improve pedestrian comfort and multimodal options while potentially reducing mobility infrastructure costs.
 - ↳ Align walkability and zoning regulations (for example, current code prohibits auto-oriented uses and drive-throughs in Commercial zones while allowing them in Transition zones).
- Create missing-middle housing zones and amend them into the code for use by developers or within the SH 78 overlay district.
 - ↳ Addresses the need for more housing diversity to support affordability, growth, and Sachse's economic development strategy.
- Allow on-street and publicly-owned parking to count toward parking requirements for new development, especially in Old Town, and amend non-complying use regulations accordingly.
 - ↳ Reduces development costs while addressing real and perceived lender and investor risks regarding parking supply.
 - ↳ Protects property owners by ensuring developments don't become non-conforming if the city later adjusts on-street parking for complete streets improvements or other public purposes.

Attract restaurants and retailers that activate corridors and create destinations where people want to gather.

WHY IT MATTERS

Restaurants and retail aren't just amenities—they're economic development tools that activate corridors, create jobs, and signal investment readiness. The right mix of dining and shopping options makes corridors feel like destinations rather than pass-throughs, attracting both residents and daytime workers. Quality restaurants and locally-owned retail also support business attraction by demonstrating quality of place to companies evaluating Sachse. But restaurants and retail won't locate in corridors that lack foot traffic, feel disconnected, or have unclear market positioning. Strategic recruitment paired with corridor activation ensures Sachse attracts the dining and retail concepts that strengthen identity, support other economic development goals, and create the gathering spaces that make complete communities work.

WHAT'S NEEDED?

- Develop a restaurant and retail recruitment target list for each priority corridor (5th Street, PGHT, SH 78) based on corridor identity, demographic fit, and gap analysis.
 - ↳ Ensures recruitment efforts focus on concepts that align with corridor positioning and fill market gaps rather than generic outreach.
- Create a "first-to-market" incentive program for priority restaurant and retail concepts willing to be early movers in emerging corridors.
 - ↳ Reduces risk for quality operators and demonstrates city commitment to corridor activation.
- Streamline permitting for outdoor dining, sidewalk cafes, and activation programming that brings restaurants and retail into the public realm.
 - ↳ Removes regulatory barriers while creating the activated streetscapes that attract additional investment.
- Partner with existing restaurants and retailers on corridor activation events including food truck nights, pop-up markets, and seasonal programming.
 - ↳ Builds momentum and foot traffic while demonstrating market viability to prospective businesses.
- Integrate restaurant and retail recruitment into broader business attraction strategy by highlighting dining and shopping options in marketing materials and site selector conversations.
 - ↳ Positions quality of place as competitive advantage while signaling that Sachse understands restaurants and retail as economic development priorities.

Establish a Strategic Property Acquisition Program to secure catalyst sites for quality development.

WHY IT MATTERS

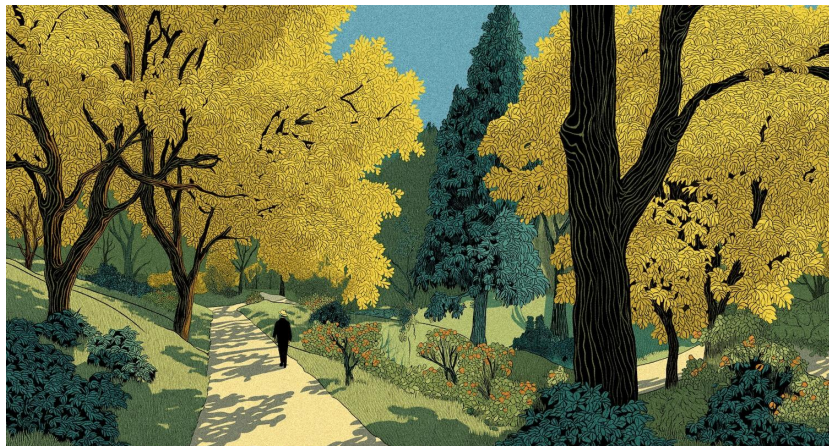
Market forces alone don't guarantee development aligns with community vision. When strategic properties are controlled by the EDC rather than left entirely to the market, Sachse gains the ability to shape development timing, quality, and character. Strategic property acquisition allows the city to secure key parcels before incompatible development occurs or prices become prohibitive. This is particularly valuable in strategic corridors and catalyst areas where site control can catalyze the mixed-use, walkable development envisioned in Shaping Sachse. Unlike traditional approaches focused on blight remediation, this program is proactive and opportunity-focused, positioning Sachse to compete for quality development while maintaining community character. The program generates returns through strategic disposition to quality developers, creating a tool that reinforces other Goal 4 strategies.

WHAT'S NEEDED?

- Authorize the EDC to establish a Strategic Property Acquisition Program with clear criteria for property selection, holding, and disposition.
 - ↳ Provides explicit authority and framework to acquire properties supporting economic development goals.
- Develop acquisition criteria prioritizing strategic corridor properties, catalyst sites, parcel assembly opportunities, gateway locations, and sites aligned with overlay district or mixed-use development goals.
 - ↳ Ensures strategic focus on properties most likely to advance comprehensive plan implementation and economic development.
- Create a Property Acquisition Review Committee with EDC board members, city staff, and real estate expertise to evaluate potential acquisitions.
 - ↳ Provides structured decision-making and reduces risk through expert review.
- Establish disposition and management policies defining target end-users, minimum development standards, timeline expectations, community benefit requirements, and return on investment parameters.
 - ↳ Ensures acquired properties serve community vision while generating returns to reinvest in economic development.
- Develop temporary use and holding cost strategies that maintain property values and generate activity while awaiting optimal development opportunities.
 - ↳ Protects city investment and keeps sites activated rather than vacant eyesores.

MEASURING IMPACT AND SUCCESS

IMPLEMENTATION MILESTONE ACHIEVEMENT	Track completion of four critical implementation actions: (a) SH 78 Overlay District adopted, (b) missing-middle housing zones created, (c) form-based code barrier amendments completed, and (d) Sachse Road one-way conversion and parking code amendment completed.
DEVELOPMENT ACTIVITY USING NEW REGULATORY TOOLS	Track the number of projects utilizing overlay district provisions, missing-middle housing zones, and public parking credit provisions to assess whether new development tools are functional and attractive to developers.
OLD TOWN ACTIVATION AND LEVERAGING OF EXISTING ASSETS	Count number of new activities completed leveraging the Farmer's Market, including incremental creation of the "Market to Museum Mile" and associated increase in development interest in the area.
MIXED-USE AND MISSING-MIDDLE HOUSING UNIT PRODUCTION	Count the number of housing units permitted in missing-middle typologies (duplexes, triplexes, fourplexes, townhomes, cottage courts) and mixed-use developments within catalyst areas to measure progress toward housing diversity goals.
PROPERTIES ACQUIRED AND MANAGED	Count strategic properties acquired along SH 78 corridor and in Old Town, total acreage under EDC control, and average holding costs as percentage of acquisition price.
PRIVATE INVESTMENT LEVERAGE	Calculate the ratio of private development investment to public acquisition costs for disposed properties, measuring the program's ability to catalyze quality development that exceeds initial public investment.



GRANBURY, TX

Granbury built the Moments in Time Trail to connect history, commerce, and community.

Granbury's 2.5-mile concrete trail connects key destinations throughout the city, integrating historic preservation, community development, and tourism economics into one walkable corridor.

WHAT THEY DID AND ACHIEVED

- Built incrementally starting in 2006 as an 8-foot wide concrete walking trail with interpretive plaques providing historical context at each location.
- Trail operates 24 hours daily with comprehensive lighting, parking areas, restrooms, and benches throughout.
- Connects cultural attractions including the restored 1886 Granbury Opera House, Hood County Jail and Historical Museum, and Granbury Doll House Museum.
- The Historic Granbury Merchants Association actively promotes the trail as part of 50+ annual events.
- Funded through Texas Parks & Wildlife grants including a recent \$150,000 award for trail enhancements, parking, and solar lighting.

WHY IT MATTERS FOR SACHSE

Granbury demonstrates how a small city can use a low-cost sidewalk/trail network to build a popular amenity that preserves historical character while supporting local businesses. Sachse can replicate this model by leveraging recent 5th Street improvements, the new surface parking lot, Farmer's Market, and Historical Society Museum—all within a modest 1-mile distance. Texas Parks and Wildlife grants and USDA Farmers Market grants provide relevant funding sources.



BRYAN, TX

Bryan created the Highway 47 Innovation Corridor Overlay to transform 5,300 acres of underutilized highway corridor into a high-quality mixed-use area.

Bryan established an overlay district along State Highway 47 and State Highway 21 connecting the Texas A&M campus with retail services and high-density residential development.

WHAT THEY DID AND ACHIEVED

- Approved three new zoning districts in October 2022 overlaying base zoning along a six-mile corridor.
- Expanded overlay boundary 1,500 feet from right-of-way lines, supplementing base zoning with high-quality development standards.
- Development standards prioritize natural landscape preservation, enhanced connectivity, urban amenities, and prohibit incompatible uses.
- Coordinated over \$40 million in public infrastructure investment implementing comprehensive plan recommendations.
- Expedited review process attracted immediate developer interest, with retail and residential projects beginning along the corridor.

WHY IT MATTERS FOR SACHSE

Bryan demonstrates how a small Texas city can use highway overlay zoning to transform a state highway into a strategically planned destination that attracts private investment while maintaining quality standards. Key lessons include building on comprehensive plan recommendations to create political momentum, using expanded overlay boundaries to provide adequate development depth, including missing-middle housing as transition zones, prohibiting incompatible uses to protect corridor character, and making substantial public infrastructure investment to signal city commitment and attract developer confidence.



ALBUQUERQUE NM & OLYMPIA, WA

Both cities leverage on-street parking infrastructure to support private development.

Albuquerque and Olympia allow on-street parking to count toward required parking for new residential, commercial, or mixed-use development, recognizing that public street parking is a shared community asset.

CIVICSOL

WHAT THEY DID AND ACHIEVED

- Development does not become non-conforming if the city removes parking for any reason, protecting property owners from future liability while preserving municipal flexibility.
- Olympia implemented a citywide approach allowing all non-residential uses to receive on-street parking credits in any district.
- Albuquerque focused credits on neighborhood commercial zones where mixed-use development is prioritized.
- Credits apply to adjacent or nearby on-street spaces, ensuring rational connection between development and the parking resource.
- Parking flexibility is coupled with quality controls through site plan review processes and maintained design standards.

WHY IT MATTERS FOR SACHSE

This model provides a proven framework for Sachse's SH 78 Corridor and Old Town. Sachse could extend this approach to include the recently constructed city-owned parking lot, allowing multiple properties to share this public resource rather than requiring separate private parking. This maximizes infrastructure investment while creating a walkable downtown. The non-conforming protection is especially valuable: if Sachse later implements complete streets improvements that adjust on-street parking, existing businesses remain compliant—protecting both the city's flexibility and property owners' investments.

GOAL 5: A STORY WORTH TELLING

We will position Sachse as North Texas's complete community—building the brand that attracts investment and talent alike.

WHY IT MATTERS

Marketing and storytelling are essential economic development tools. Businesses won't locate in Sachse if they don't know it exists. Developers won't invest without a clear value proposition. Talent won't move here if the narrative is generic or invisible. Sachse has extraordinary assets—educated residents, diverse demographics, regional proximity, quality schools, small-town character with big-market access—but these strengths mean nothing without strategic communication. The city's story must evolve beyond "bedroom community" to position Sachse as a complete community where people live, work, invest, and build businesses. This requires sector-specific value propositions, corridor-based branding for 5th Street, PG&E, and Highway 78, and marketing materials that make Sachse visible in regional business attraction conversations. Effective storytelling creates competitive advantage—when Sachse can articulate why businesses should locate here, the city transforms from passive participant to active competitor.

A STORY WORTH TELLING.

- 5.1 Develop a marketing platform that positions Sachse as "The Complete Community" in North Texas.
- 5.2 Create sector-specific marketing materials and tools that articulate Sachse's competitive advantage.
- 5.3 Build relationships with neighboring cities for joint marketing and site selection efforts that benefit the entire subregion.

MEASURING IMPACT AND SUCCESS

BRAND AWARENESS AND ENGAGEMENT		Track digital metrics including website traffic, social media engagement, email open rates, and inbound business inquiries generated by Sachse's marketing and storytelling efforts.
BUSINESS ATTRACTION OUTREACH ACTIVITY		Count site selector touchpoints, trade show participation, marketing material downloads, and business leads generated through targeted sector campaigns.
CORRIDOR BRAND RECOGNITION		Monitor media mentions of corridor brands, development inquiries by corridor, and investor/developer awareness of corridor identities and opportunities.



MESA, AZ

Mesa rebranded from "Phoenix suburb" to "Unexpectedly Cool" destination with comprehensive economic development marketing.

Mesa faced a classic identity problem—seen as just another Phoenix suburb despite having strong assets. They launched a complete rebrand in the 2010s.

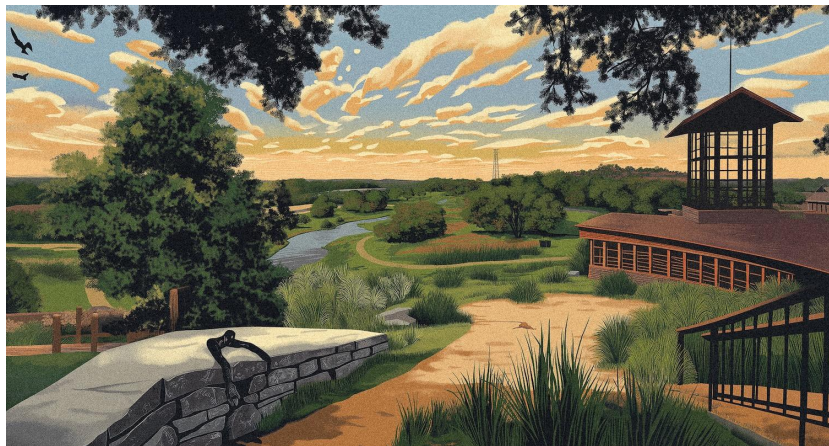
WHAT THEY DID AND ACHIEVED

- Developed the "Unexpectedly Cool" brand platform with clear messaging about arts, innovation, and entrepreneurship
- Created sector-specific marketing materials for aerospace, healthcare, and advanced manufacturing with detailed workforce data and site profiles
- Redesigned economic development website with video content, interactive maps, and downloadable sector profiles
- Launched targeted digital campaigns on LinkedIn reaching site selectors and corporate decision-makers
- Produced annual economic development reports celebrating wins and demonstrating momentum

The rebrand helped Mesa land major projects including Apple's Mesa facility and positioned the city as a tech-forward alternative to Phoenix.

WHY IT MATTERS FOR SACHSE

Mesa shows how a suburban city can differentiate itself from larger neighbors through strategic branding and targeted marketing. The "Unexpectedly Cool" platform is similar to Sachse's "Complete Community" concept—both position suburbs as deliberate choices rather than default options.



RICHARDSON, TX

Richardson built the Telecom Corridor® brand into a nationally recognized innovation district identity.

The Richardson Telecom Corridor® is one of the most successful examples of corridor branding in economic development. What started as a geographic descriptor became a powerful economic identity.

WHAT THEY DID AND ACHIEVED

- Trademarked "Telecom Corridor®" and built consistent visual identity and messaging around innovation
- Created corridor-specific marketing materials showcasing available sites, infrastructure, and anchor tenants
- Developed physical branding elements including gateway signage, wayfinding, and public art reinforcing the tech identity
- Launched targeted campaigns to software and tech firms positioning the corridor as North Texas's innovation hub
- Maintained brand guidelines ensuring new development aligned with corridor identity

The Telecom Corridor® brand became synonymous with North Texas tech, helping Richardson attract hundreds of tech firms and maintain relevance as the sector evolved from telecom to software.

WHY IT MATTERS FOR SACHSE

Richardson is a direct North Texas peer showing how corridor branding drives development and business attraction. Their success with the Telecom Corridor® provides the exact playbook for Sachse's 5th Street, PG&T, and Highway 78 corridor branding strategies.



EDMOND, OK

Edmond transformed from "Oklahoma City bedroom community" into a branded destination through comprehensive marketing and sector storytelling.

Edmond faced the same challenge as Sachse—talented, educated residents but limited economic identity beyond "nice place to live." They invested heavily in economic development marketing.

WHAT THEY DID AND ACHIEVED

- Developed "Edmond: Expect More" brand platform emphasizing quality of life, talent, and business environment
- Created comprehensive sector-specific one-pagers for professional services, healthcare, and technology with workforce analytics, cost comparisons, and site information
- Launched professional economic development website with business testimonial videos, corridor tours, and interactive site selection tools
- Established active LinkedIn presence sharing business wins, entrepreneur spotlights, and development updates
- Produced annual economic development reports demonstrating progress and building community pride

Edmond's marketing efforts helped attract major healthcare expansions, professional services firms, and positioned the city as an alternative to Oklahoma City for quality employers.

WHY IT MATTERS FOR SACHSE

Edmond mirrors Sachse's profile—educated residents, suburban location, need to differentiate from larger neighbors. Their success shows how comprehensive marketing infrastructure (brand platform + sector materials + digital presence) drives business attraction in bedroom communities ready to become economic players.

SACHSE — THE COMPLETE COMMUNITY.

GOAL

1

A VIBRANT, DIVERSE ECONOMY.

We will diversify our economy by attracting high-value investment that creates family-supporting jobs and expands the city's long-term fiscal strength.

GOAL

2

INNOVATION BUILT LOCAL.

We will unlock the power of our people—cultivating entrepreneurs, fueling small business growth, and anchoring remote workers to transform resident talent into local prosperity.

GOAL

3

PARTNERSHIPS THAT MULTIPLY IMPACT.

We will leverage strategic partnerships to amplify our voice, expand opportunity pipelines, and compete at a regional scale.

GOAL

4

PLACEMAKING THAT WORKS.

We will reimagine key corridors as mixed-use destinations, where placemaking and redevelopment become the drivers of our economic strategy.

GOAL

5

A STORY WORTH TELLING.

We will position Sachse as North Texas's complete community—building the brand that attracts investment and talent alike.



F. Discussion Items

Subject: 3. Receive the quarterly 2021 Bond update.

Meeting December 1, 2025 - City Council Meeting

Access Public

Type Discussion

Fiscal Impact None

Recommended Action Receive the quarterly 2021 Bond update.

Goals Strategically invest in the City's existing and future infrastructure.
Meet the public safety needs of a growing citizen; student; and business population.
Provide a high quality of life environment for families; individuals; businesses; and other organizations in Sachse.

BACKGROUND

The last 2021 Bond update was presented at the August 4, 2025, City Council meeting. Sachse residents approved four propositions on the November 2021 Bond Election ballot.

The projects include:

- Designing the expansion and upgrades to Sachse Road, from Miles Road to the city limits
- Upgrading and developing:
 - Bailey-Hooper Road, from SH 78 to Sachse Road
 - Williford Road, from SH 78 to Bailey Road
 - West Creek Lane, from Sachse Road to Timbercreek Court
- Reconstructing the City of Sachse neighborhood and residential streets within the city limits
- Design and construct a new City animal shelter to facilitate adoptions

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Receive the quarterly 2021 Bond update.

File Attachments

1. Presentation_Quarterly Bond Update_Dec_2025_FINAL

2021 Bond Projects Update

City Council
December 1, 2025



Overview

- Approved Bond Projects
- Bailey-Hooper Road
- Sachse Road Phase 2
- Sachse Road Phase 3
- Williford Road
- West Creek Lane
- Neighborhood Packages
- Future Bond Projects Timeline



Approved Bond Projects

Sachse residents voted to approve four propositions included on the November 2021 Bond Election ballot. The projects include:

- Designing the expansion and upgrades to Sachse Road, from Miles Road to the city limits
 - These updates include the construction of the road, along with associated sidewalks, drainage, signage, lighting, curbs, traffic safety improvements, landscaping, and more
- Upgrading and developing several City of Sachse streets and roads
 - This includes traffic safety, sidewalks and pedestrian rights-of-way (ROW), curbs and related drainage, utility relocations, and more. The roads or streets are:
 - Bailey-Hooper Road, from SH 78 to Sachse Road
 - Williford Road, from SH 78 to Bailey Road
 - West Creek Lane, from Sachse Road to Timbercreek Court



Approved Bond Projects

- Reconstructing City of Sachse neighborhood and residential streets within the city limits
 - This could include expanding the roads or streets, enhancing or creating sidewalks, intersections, providing lighting, traffic safety, drainage improvements, and more
- Design and construct a new City animal shelter to facilitate adoptions



Bailey-Hooper Road

- Project is approximately 50% completed
- Water lines are completely installed
- Sewer lines are completed south of Williford Road. Crews are presently working north toward Ermine Circle/Vicuna Circle
- Storm drainage is installed on Hooper Road and south of Williford Road. Crews are presently working north from Williford toward Ermine Circle/Vicuna Circle
- Roadway paving is completed south of Williford toward Sachse Road. Contractor is completing driveways, sidewalk, and trails. Sod will be laid once final grading is completed in these areas
- Anticipated completion will be winter 2026







Sachse Road Phase 2

- Limits: Miles Road to Merritt Road
- Consultant is working on final plans and contract documents
- Easement and ROW documents have been submitted for review
- Property appraisals are underway
- Staff is working with consultants on acquisition of several parcels
- Staff and consultant are coordinating franchise plans and relocations
- Construction anticipated in fall 2026



Sachse Road Phase 3

- Limits: Merritt Road to Country Club Drive
- Reconstruction of a two-lane asphalt road to a four-lane divided concrete street
- Utility and drainage systems will be upgraded/improved
- Proposed illumination, landscape, and pedestrian amenities will be included
- Staff is proposing to award the design contract in December 2025
- If approved, design will begin January 2026
- Construction anticipated in spring 2028



Williford Road

- Limits: SH 78 to Bailey Road
- Consultant is working on 90% plans and documents
- Project includes major drainage improvements at Salmon Park
- Easement and ROW documents have been submitted for review
- Staff is working with consultants on acquisition of several parcels and easements
- Construction anticipated in fall 2026





West Creek Lane

- Limits: Sachse Road to Timbercreek Court
- Consultant is working on 90% plans and documents
- Staff and consultant will begin coordinating franchise plans and relocations
- Construction anticipated in summer 2026



Neighborhood Packages

- Funding has been accelerated, and staff has prepared projects for construction in FY 2024-2025 and FY 2025-2026
- Projects awarded and under construction:
 - Industrial Drive/Park Lane – under design
 - Creek Crossing - completed October 2025
 - Rustic Ridge Street and Alley – completed October 2025
 - Alberta Circle, Cedar Creek Lane Alley, Cedar Brook Court – completed November 2025
 - Seventh Street – work to begin December 2025
 - Jewel Street Alley – work to begin December 2025
 - Maple Shade Avenue Alley and Ridgeview Drive – work to begin December 2025







SAK[SEE] OUR PROGRESS

Bailey-Hooper Road



August 2025
Construction 25% completed

October 2024
Franchise relocation underway
Construction begins

May 2024
All project bids rejected. Revised contract language will allow the best-value bid to be selected rather than the lowest responsible bid

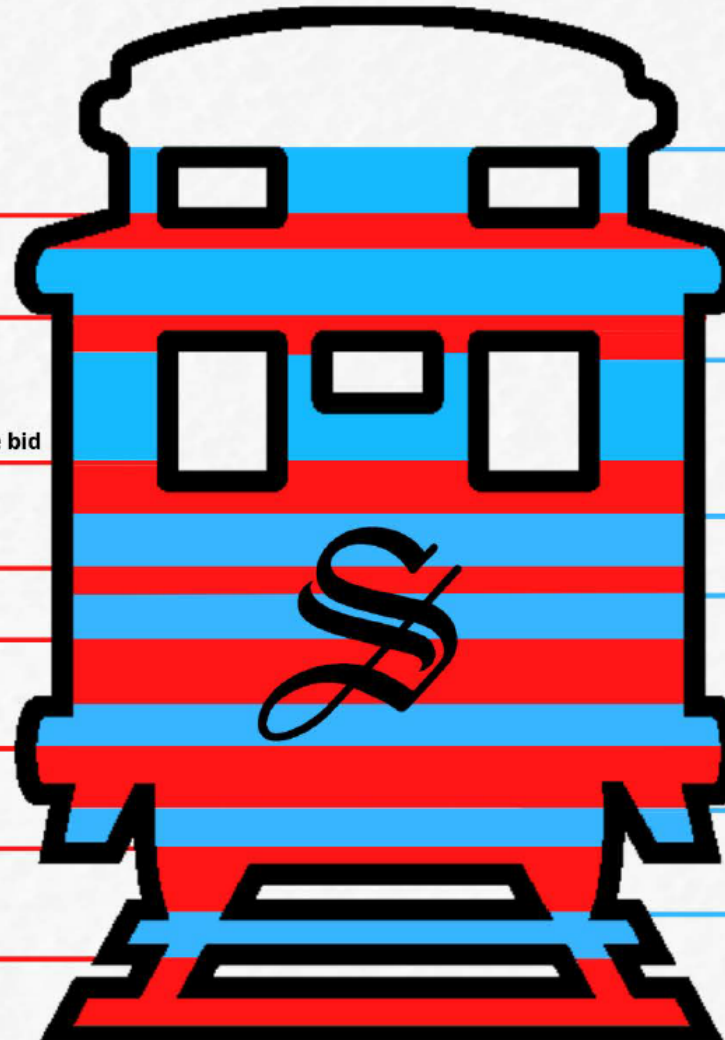
December 2023
Finalizing construction documents
On schedule to advertise Q1 of 2024

July 2023
60% plans submitted for staff review

January 17, 2023
City Council discussed conceptual layout of project

As of June 20, 2022
Topographic survey/
design survey 80% completed

January 18, 2022
Professional service agreement executed



December 2025
Construction 50% completed

April 2025
Construction 10% completed

August 2024
Construction contract awarded to
McMahon Contracting LP

March 2024
Final plans and specifications have
completed review
Advertising last week of March
Award construction contract in May

August 2023
Plan comments returned to consultant

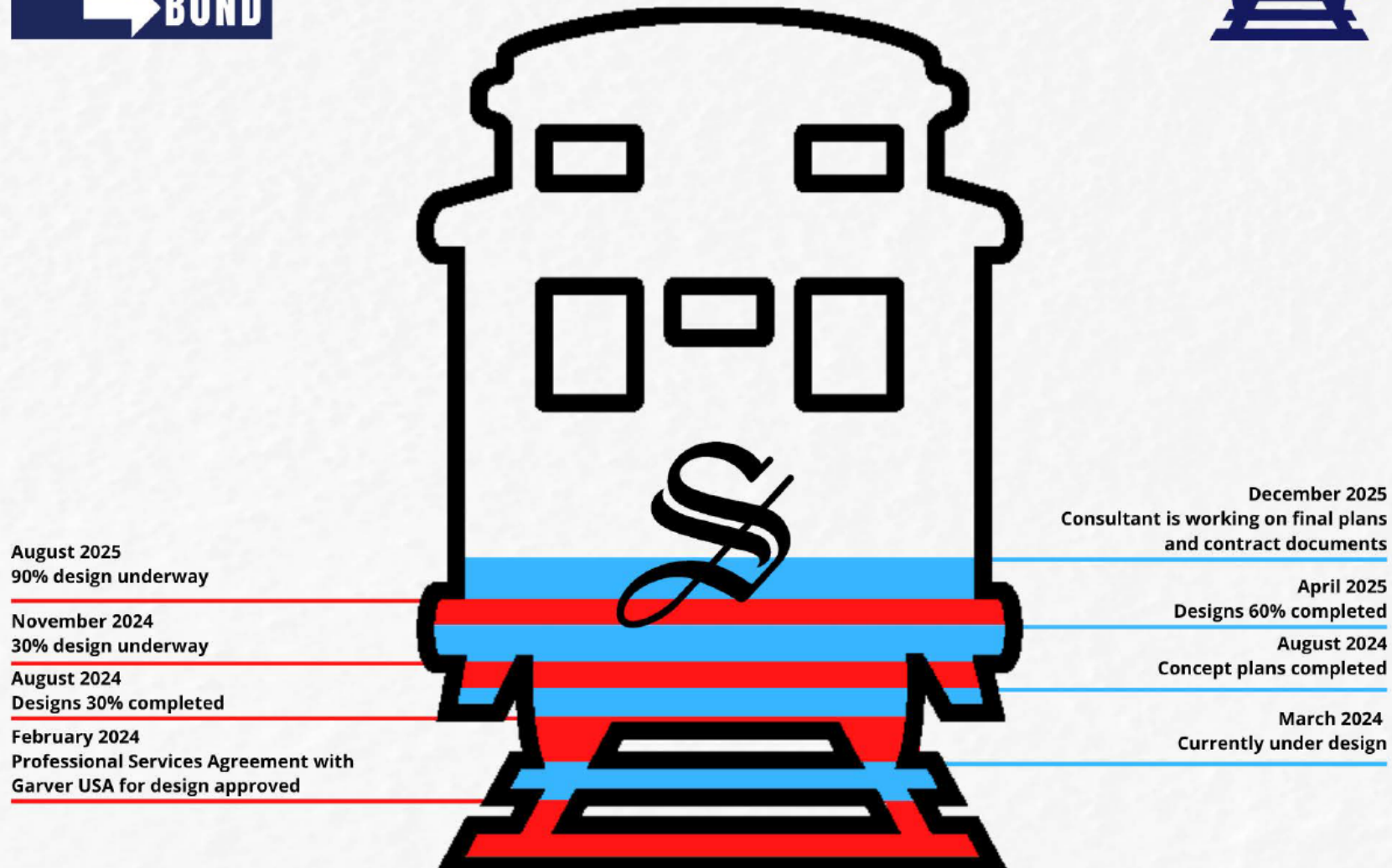
April 6, 2023
Held open house for residents
affected by the project

July 18, 2022
*Asphalt overlay project on
Bailey Rd/Anthony Ln begins

As of June 20, 2022
Traffic counts completed

* Please note that this project
was not funded by the bond

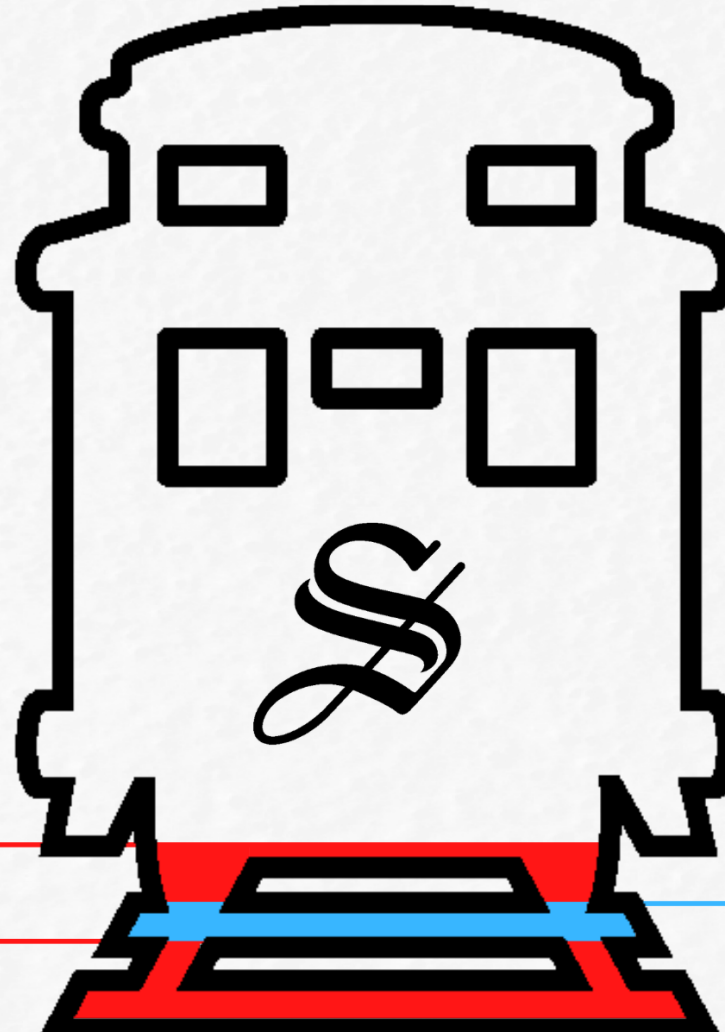






SAK[SEE] OUR PROGRESS

Williford Road

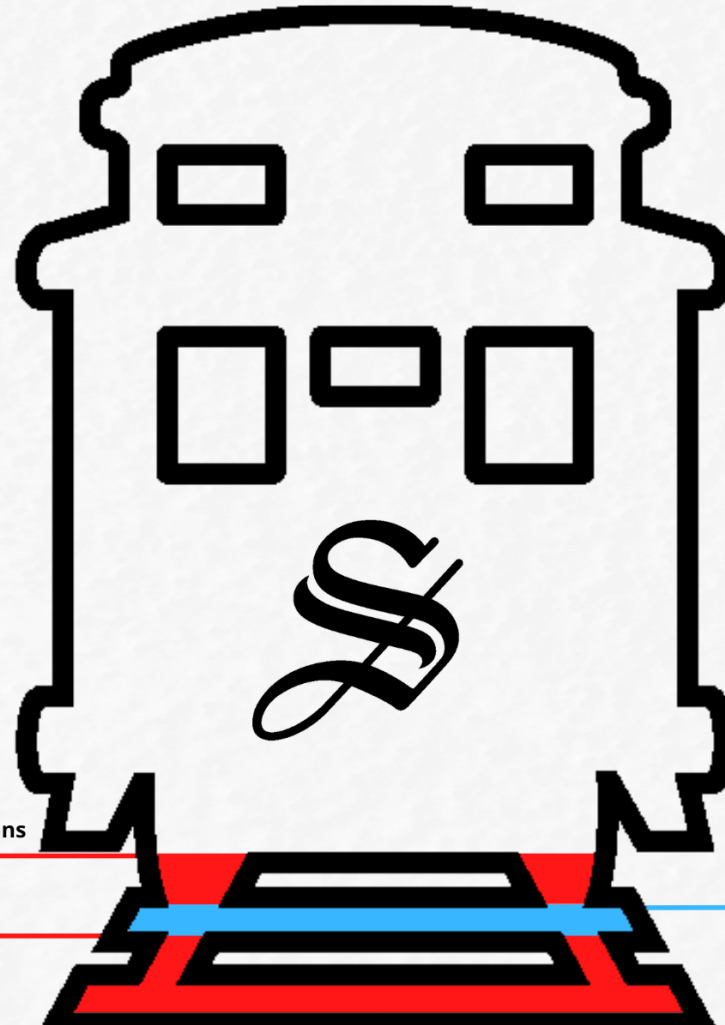


December 2025
Designs 90% completed

April 2025
Working toward 30% construction plans

August 2025
Designs nearly 60% completed





December 2025
Design near completion. Beginning to
coordinate franchise utilities relocation plans

April 2025
Working toward 30% construction plans

August 2025
Designs nearly 90% completed

Completed Bond Projects

- Sachse Animal Shelter



All information on the bond process can be found at www.cityofsachse.com/bond2021

H. Action Resulting from Executive Session

Subject: 1. Take any action as a result of Executive Session regarding the annual review of the City Manager.

Meeting December 1, 2025 - City Council Meeting

Access Public

Type Action

Fiscal Impact

Recommended Action Take any action as a result of Executive Session regarding the annual review of the City Manager.

Goals

BACKGROUND

The City Council conducts a performance review of the City Manager annually in December.

POLICY CONSIDERATIONS

There are no policy considerations affiliated with this item.

RECOMMENDATION

Take any action as a result of Executive Session regarding the annual review of the City Manager.

File Attachments None
