

MINUTES OF THE REGULAR MEETING
OF THE BOARD OF DIRECTORS OF THE
SACHSE ECONOMIC DEVELOPMENT CORPORATION

July 13, 2011

STATE OF TEXAS§

COUNTIES OF DALLAS AND COLLIN§

The Board of Directors of the Sachse Economic Development Corporation convened in a public meeting at 7:00 p.m. on Wednesday, July 13, 2011, notice of the meeting having been posted as prescribed at Sachse City Hall, 3815 Sachse Road, Building B, Sachse, Texas as required by Chapter 551, Local Texas Government Code. The roll of the duly constituted members of the Board of Directors was called, which members are as follows, to-wit:

Mark Timm	Kenneth Thomas
Jared Patterson	Mark Caldwell
Darrell Lensch	Brian Poff
	Carlos Vigil, Executive Director

1. **Call the meeting to order:** At 7:01p.m. Jared Patterson (in place of President Mark Timm) called the meeting to order.

2. **Roll Call:** Mark Timm was not in attendance.

Darrell Lensch led the group in the Pledge of Allegiance to the United States of America and Texas flags.

5. **Incentive Policy presentation by Pete Smith.**

Mr. Smith made a thorough presentation on an incentive policy. He outlined the differences in a 4A and 4B Corporation and those incentive specific to EDC's and cities. He stressed the importance of staying in-line with the goals and objectives of the city council. He mentioned that having a well developed road map for future development can help to identify where to make the needed investments.

A short question and answer session followed the presentation. There was not any action taken on this item.

3. **Minutes of the Sachse Economic Development Corporation Meetings for the following dates:**

June 15, 2011

Mr. Lensch made a motion to accept the minutes as presented. Mr. Thomas seconded and the motion carried unanimously.

4. **Reports:**

a. President – None presented.

b. Board Members – Mr. Poff stated that he and Mr. Vigil had a meeting to discuss the outstanding unpaid agreement with Steak Kountry and that he thought it would be best to get that expenditure listed on this year's budget.

c. Executive Director – Mr. Vigil reported on office activities and follow up contacts from the ICSC Conference.

d. Financial Report – Mr. Vigil reviewed the financial report. He highlighted the handouts of the slides that will be presented at the City Council budget workshop on Saturday, July 16.

6. **Consideration and action on Economic Development Agreement in the amount of \$50,000 for a feasibility study and master plan for a multi-event complex and entertainment recommendation.**

Mr. Vigil reviewed the Economic Development Agreement that was prepared by legal counsel. He stated their approval was an administrative vote to move the agreement forward to the City Council for their determination.

Mr. Poff made a motion to approve the Economic Development Agreement in the amount of \$50,000. Mr. Lensch seconded and the motion carried unanimously.

7. Consideration and action regarding Franchising programs for business development.

Mr. Vigil presented examples of how other EDC's are handling business franchising. He stated that none of the cities that he contacted are funding any of the franchisees, however they offer networking opportunities to connect any interested individuals with the franchisor or assist with connecting them to funding sources. A discussion was held about how the SEDC can make it known that they can help existing franchisees that want to expand into Sachse. It was suggested to hold an event for franchisors and franchisees. It was also suggested to check with trade magazines for the franchising operations available. The Board recommended that Mr. Vigil gather more information on franchising and bring back to the Board for more discussion. There was not any action taken on this item.

8. Update on local business closing.

Mr. Vigil reviewed Hooley's contract with the board and it was determined that there was not a way to recoup the grant awarded. A discussion followed about how the funding application had been revised and with the added requirements and proof of business security that in the future the risk of funding small businesses may be reduced. There was not any action taken on this item.

9. Future Agenda Items

Franchising
Social Media Objectives
Incentive Policy

15. Adjourn

At 8:27pm Mr. Lensch made a motion to adjourn. Mr. Caldwell seconded and the motion carried unanimously.

APPROVED:

ATTEST:

Jared Patterson on behalf of Mark Timm
Sachse Economic Development Corporation

Carlos D. Vigil
Executive Director