



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

Wednesday, September 10, 2014

STATE OF TEXAS

COUNTIES OF DALLAS AND COLLIN

The Board of Directors of the Economic Development Corporation convened in a public meeting at 6:30 PM on Wednesday September 10, 2014, notice of the meeting having been posted as prescribed at the Sachse City Hall, 3815 Sachse Road, Building B, Texas as required by Chapter 551, Local Texas Government Code. The roll of duly constituted members of the Board of Directors was called, which members follow, to-wit:

Spencer Hauenstein, Mark Caldwell, Eric Dumois, Jeff Bickerstaff, Suzanne Politz, Ken Thomas, Marcia Harris-Daniel, Leslyn Blake

Call meeting to order at 6:32 PM by Spencer Hauenstein, President of the Board.

- 1) Invocation and Pledge of Allegiance to the United States and Texas flags. Mr. Thomas led the group in invocation and Mr. Bickerstaff led the group in the Pledge of Allegiance.
- 2) Regular Agenda Items

14-2412- Consider and take action on minutes of the Sachse Economic Development Corporation regular meeting of August 12, 2014.

Mr. Caldwell made a motion to approve the minutes as written. Mr. Thomas seconded and the motion was approved unanimously.

14-2424- Consider receiving the Monthly Revenue and Expenditure Report for the period ending July 31, 2014 and the preliminary Budget Report for August 2014.

Mr. Caldwell made a motion to table agenda item 14-2424. Ms. Harris-Daniel seconded and the motion was approved unanimously.

14-2413- Discuss projects that staff is working on with The Retail Coach and receive a report regarding project progress on contract deliverables.

Ms. Blake provided an update on The Retail Coach's activities in Sachse. The Retail Coach has completed demographic reports, license plate analyses, and other hardcopy deliverables.

Mr. Caldwell made a motion to revisit agenda item 14-2424. Mr. Thomas seconded and the motion was approved unanimously.

14-2424- Consider receiving the Monthly Revenue and Expenditure Report for the period ending July 31, 2014 and the preliminary Budget Report for August 2014.

Ms. Savage presented the Monthly Revenue and Expenditure Reports. Mr. Bickerstaff made a motion to accept the report as presented. Ms. Harris-Daniel seconded and the motion was approved unanimously.

14-2414- Discuss and consider action on agreement with a consultant for State Hwy. 78 Beautification.

Ms. Blake provided the board with an updated contract with the Halff firm and provided a brief overview of the scope of services.

Ms. Harris-Daniel made a motion to accept the agreement as presented. Mr. Bickerstaff seconded and the motion was approved unanimously.

14-2415- Consider and take action regarding issuing an RFP for a feasibility study for land on Hwy. 78.

Ms. Blake asked the Board to considering directing staff to issue an RFP for a feasibility study for land on Hwy. 78 in order to determine highest and best use of the land.

Mr. Caldwell made a motion to authorize Ms. Blake to solicit requests for proposals for the RFP. Mr. Thomas seconded and carried with Mr. Bickerstaff voting no.

Ms. Politz made a motion to move the update on the pending transaction of NEXMetro to be discussed after the deliberation regarding economic development negotiations of financial or other incentives for the City of Sachse. Mr. Bickerstaff seconded and the motion was approved unanimously.

14-2418- Executive Session pursuant to Texas Government Code Section 551.087
Deliberation of Economic Development Negotiations:

- A. Discussion of economic development incentive for Direct Development, to attract a retail business prospect to locate in northeast part of the City.
- B. Deliberation regarding economic development negotiations of a financial or other incentive to the City of Sachse.
- C. Deliberation regarding economic development negotiations of a financial or other incentive to the Sachse Historical Museum.
- D. Deliberation regarding economic development negotiations of a financial or other incentive to Laguna Madre Traders, LLC.

Executive Session pursuant to Texas Government Code Section 551.072
Deliberation of the purchase, sale, and license of real property generally located in southeast part of the City. To receive an update on a pending transaction with NEXmetro represented by Henry S. Miller to purchase property from the Sachse Economic Development Corporation.

At 6:53 Ms. Politz made a motion to Convene to Executive Session. Mr. Bickerstaff seconded and the motion was approved unanimously.

At 8:05 Mr. Hauenstein made a motion to Convene to Open Session. Mr. Bickerstaff seconded and the motion was approved unanimously.

Mr. Bickerstaff made a motion to authorize the Sachse Economic Development Corporation CEO to continue negotiating with Direct Development. Ms. Harris-Daniel seconded and the motion was approved unanimously.

Mr. Caldwell made a motion to authorize the SEDC CEO to negotiate and execute financial incentive with the Sachse Historical Museum. Ms. Politz seconded and the motion was approved unanimously.

Ms. Harris-Daniel made a motion for the SEDC CEO to execute an agreement with Laguna Madre Traders. Mr. Dumois seconded and the motion was approved unanimously.

Executive Session pursuant to Texas Government Code Section 551.074. Personnel Matters to deliberate the appointment, employment, evaluation, reassignment, and duties of the Chief Executive Officer.

- A. To discuss use of allocated moving expenses reimbursement for CEO's relocation.
- B. To discuss selection of an evaluation tool for CEO's six month performance evaluation.

At 8:06 PM Mr. Hauenstein made a motion to Convene to Executive Session. Mr. Bickerstaff seconded and the motion was carried unanimously.

At 8:22 PM Mr. Hauenstein made a motion to Convene to Open Session. Mr. Thomas seconded and the motion was approved unanimously.

Ms. Harris-Daniel made a motion for the CEO to allocate moving expenses and reimbursements for closing costs. Mr. Caldwell seconded and the motion was approved unanimously.

Mr. Dumois made a motion to reconsider 14-2418A. Ms. Politz seconded and the motion was carried unanimously.

Mr. Bickerstaff made a motion concerning item 14-2418A authorizing the SEDC CEO to negotiate and execute a contract with Direct Development. Mr. Dumois seconded and the motion was approved unanimously.

- 14-2416-** Reports and presentations by the Sachse Economic Development Corporation President, Board Members and CEO regarding items of community interest, special events, announcements and activities, office, industrial, commercial, retail, and business retention project and marketing activities.


Ms. Blake updated the board on the Walmart Neighborhood Market that is slated to open on December 29. The Sachse Regional Medical Center is moving forward with the new operator that Ms. Blake introduced them to. Ms. Blake will be meeting with a broker from Weitzman that she met at NTCAR and taking them on a windshield tour of Sachse. The SEDC is an official presenting sponsor of the Chamber's Fallfest Event. Staff is working on the creation of an illustrated map of all the available land for sale and lease along the Hwy. 78 corridor in Sachse.

- 14-2417-** Future agenda items.

- Entrepreneur and Franchise Workshop

- 3) Adjournment

At 8:34 Mr. Caldwell made a motion to adjourn. Ms. Harris-Daniel seconded and the motion passed unanimously.



Spencer Hauenstein, President



Leslyn Blake, CEO