



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

Thursday, January 28, 2016

STATE OF TEXAS

COUNTIES OF DALLAS AND COLLIN

The Board of Directors of the Sachse Economic Development Corporation convened in a public meeting at 6:30 p.m. on Thursday, January 28, 2016, notice of the meeting having been posted as prescribed at the Sachse City Hall, 3815 Sachse Road, Building B, Sachse, Texas as required by Chapter 551, Local Texas Government Code. The role of duly constituted members of the Board of Directors was called, which members are as followed, to-wit:

Spencer Hauenstein, Jeff Bickerstaff, Marcia Harris-Daniel, Karlos McGhee, Lyndsey Rhode, Mike VanBuskirk, Niloufer Watkins, Leslyn Blake – ex-officio, Gina Nash – ex-officio

Absent: Mike VanBuskirk, Niloufer Watkins

Meeting called to order at 6:33 PM by Spencer Hauenstein. Invocation offered by Jeff Bickerstaff. Jeff also led in the Pledges to United States and Texas flags.

1. Consent Agenda

- 16-3195 Consider and take action on minutes of the Sachse Economic Development Corporation regular meeting of December 9, 2015.
- 16-3202 Consider receiving the Monthly Revenue and Expenditure Report for the period ending November 30, 2015 and the preliminary summary Budget Report for December 2015.
- 16-3203 Consider acceptance of the Quarterly Investment Report for the quarter ended September 30, 2015.

Mr. Bickerstaff made motion to approve Consent Agenda Items as presented and Ms. Harris-Daniel seconded. Motion was passed.

## 2. Regular Agenda Items:

16-3196 Consider and take action on reports and presentations by the Sachse Economic Development Corporation President, Board Members, CEO and Staff regarding items of Community interest, special events, announcements and activities, office, industrial, commercial, retail, and business retention project and marketing activities.

As part of the SEDC's ongoing business retention, expansion and appreciation outreach program, staff reached out to brokers, prospects, stakeholders, local businesses, commissioners, etc. with a Christmas gift and Christmas cards to extend good will. We have received positive feedback and a site visit request as a result.

Staff contacted Jim Grabenhorst, with Rowlett EDC, following the Rowlett tornado on December 26<sup>th</sup> to see if Sachse could be of assistance with business recovery center.

Marketing articles written for *Connection Magazine* and *Sachse News* and purchased *BizNow* online ads that will be coming out soon.

Working with Sachse Chamber re: joint business incubator project.

SEDC Board member Lyndsey Rhode, City Manager Gina Nash and staff met to get better acquainted and discuss Sachse EDC goals and prospects.

Staff did a presentation for the Sachse Chamber of Commerce on January 12<sup>th</sup> which was well received and written up in the *Sachse News*.

Staff attended training with Community Development Director at Focus North Texas Planning Seminar.

Staff attended goal setting training with the City of Sachse to help write effective and measurable goals.

Third sewer connection update: Sachse EDC funds will be used per 2014 contract for sewer connection for 190. Staff was authorized to negotiate and execute contract in August 2014 by SEDC Board.

Highest and Best Use study results of industrial zoned property at SH 78 and Ranch Road Study was presented to P & Z for discussion. The consultant will present same to City Council on February 15<sup>th</sup>.

Staff met with Community Development Director, City Manager, and consultant to discuss next steps for SH 78 Visioning project. Community Development Director will work with consultant moving forward.

Staff met with Community Development Director and Consultant that prepared SH 78 Beautification study to discuss presentation of study results to P&Z on 2/8.

Staff had business cards printed for all Board Members and distributed during meeting.

Staff is preparing for ICSC RECON event in Las Vegas May 22<sup>nd</sup> -25<sup>th</sup>. We will be making hotel, flight and event registration plans beginning in March and ask that any board member interested in attending let us know by the February board meeting.

City Manager Gina Nash reported on the City Council Strategic Planning Meeting in Frisco on Saturday, January 23<sup>rd</sup>. City Council wants the EDC to focus on six goals. Staff will present goals during February board meeting for discussion and then the SEDC Board will meet with City Council on 3/7 to further refine goals and funding going forward. Karlos McGhee suggested we monetize and possibly expand any real estate that City of Sachse now owns or may acquire and asked for a listing of all City owned properties be brought to the next meeting.

16-3197 Discuss and consider action on SEDC Strategic Plan.

Quarterly update presented by staff. Staff is accomplishing goals to meet timelines. Commercial development feedback loop and incentive policies may be revised once new Strategic Plan in place. Strategic Marketing Plan was put on hold when Council requested that plan be further analyzed in November 2015. Current Strategic Plan was approved by City Council in January, 2015.

16-3198 Discuss and consider action on changing SEDC Board Meeting date to third Thursday of each month beginning at 6:30 p.m.

Marcia Harris-Daniel made motion to move monthly meeting date to third Thursday of each month and Lyndsey Rhode seconded. Passed unanimously.

16-3200 Future Agenda items

-Entrepreneur and Franchise Workshop

**At 7:11 p.m. Mr. Hauenstein made a motion to convene to Executive Session.**

16-3199 Executive Session pursuant to Texas Government Code Section 551.087  
Deliberation of Economic Development Negotiations:

A. Discussion of economic development incentive for project for Sachse Rod Shop to expand their space at 3904 Miles Road.

B. Discussion regarding economic development incentives offered by the Sachse Economic Development Corporation

- C. Discuss and consider action regarding commercial land for sale in Sachse.
- D. Deliberation regarding economic development incentive for retail or commercial business projects seeking to locate within the City of Sachse.

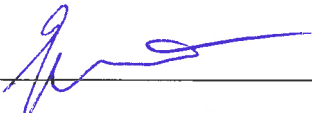
**Open Meeting reconvened at 8:33 p.m.**

- Consider any action necessary as a result of executive session:

NO ACTION TAKEN

Adjournment

- At 8:33 p.m. meeting was adjourned.



---

Spencer Hauenstein, President



---

Leslyn Blake, CEO