

4A INDUSTRIAL DEVELOPMENT BOARD

MEETING AGENDA

DECEMBER 02, 2025, 6:00 PM



4A INDUSTRIAL DEVELOPMENT BOARD REGULAR MEETING

DEVELOPMENT SERVICES BUILDING - 201 BOLIVAR STREET, SANGER, TEXAS 76266

CALL THE REGULAR MEETING TO ORDER AND ESTABLISH A QUORUM

INVOCATION AND PLEDGE

CITIZENS COMMENTS

This is an opportunity for citizens to address the Board on any matter. Comments related to public hearings will be heard when the specific hearing begins. Citizens are allowed 3 minutes to speak. Each speaker must complete the Speaker's Form and include the topic(s) to be presented. Citizens who wish to address the Board with regard to matters on the agenda will be received at the time the item is considered. The Board is not allowed to converse, deliberate or take action on any matter presented during citizen input.

DISCUSSION ITEMS

- [1.](#) Presentation and Update on the Automotive Technology Program by Bent Holzer.
- [2.](#) Discussion on Municipal Development District (MDD).

CONSENT AGENDA

All items on the Consent Agenda will be acted upon by one vote without being discussed separately unless requested by a Board member to remove the item(s) for additional discussion. Any items removed from the Consent Agenda will be taken up for individual consideration.

- [3.](#) Consideration and possible action on 4A minutes from 10-14-2025.
- [4.](#) Consideration and possible action on 4A minutes from 11-17-2025.

REPORTS

Staff Reports are for discussion only. No action may be taken on items listed under this portion of the agenda.

- [5.](#) Financial Reports.
- [6.](#) Director's Report.

FUTURE AGENDA ITEMS

The purpose of this item is to allow the President and Board members to bring forward items they wish to discuss at a future meeting, A Board member may inquire about a subject for which notice has not been given. A statement of specific factual information or the recitation of existing policy may be given. Any deliberation shall be limited to a proposal to place the subject on an agenda for a subsequent meeting. Items may be placed on a future meeting agenda with a consensus of the Board or at the call of the President.

EXECUTIVE SESSION

Pursuant to the Open Meetings Act, Chapter 551, the Sanger Industrial Development Board Will Meet in a Closed Executive Session in Accordance with the Texas Government Code:

Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY

For deliberations regarding the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

Multiple sites located east of I-35

Sec. 551.087. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS;

This chapter does not require a governmental body to conduct an open meeting:

(1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or (2) to deliberate the offer of a financial or other incentive to a business prospect described by Subdivision (1).

Project Lion

RECONVENE INTO REGULAR SESSION

Reconvene into Regular Session and take any action deemed necessary as a result of Executive Session.

ADJOURN

NOTE: The Board reserves the right to adjourn into Executive Session as authorized by Texas Government Code, Section 551.001, et seq. (The Texas Open Meetings Act) on any item on its open meeting agenda in accordance with the Texas Open Meetings Act, including, without limitation Sections 551.071-551.087 of the Texas Open Meetings Act.

CERTIFICATION

I certify that a copy of this meeting notice was posted on the bulletin board at City Hall that is readily accessible to the general public at all times and was posted on the City of Sanger website on November 25, 2025, by 12:00 PM.

Shani Bradshaw, Director of Economic Development

The Historical Church is wheelchair accessible. Request for additional accommodations or sign interpretation or other special assistance for disabled attendees must be requested 48 hours prior to the meeting by contacting the City Secretary's Office at 940.458.7930.



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: December 2, 2025

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Presentation and Update on the Automotive Technology Program by Bent Holzer.

SUMMARY:

Brent Holzer will provide a presentation and update on the Automotive Technology Program, including current progress and developments supported by the Sanger Workforce Achievement Grant.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: December 2, 2025

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Discussion on Municipal Development District (MDD).

SUMMARY:

At the joint meeting with the City Council on Monday, November 17, the board received a presentation on the Municipal Development District (MDD). This item provides the board with an opportunity to discuss the presentation, ask questions, and hear additional information from staff regarding the MDD

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: December 2, 2025

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Consideration and possible action on 4A minutes from 10-14-2025.

SUMMARY:
Consideration and possible action on 4A minutes from 10-14-2025.

FISCAL INFORMATION:
Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:
Staff recommends approval.

ATTACHMENTS:
4A minutes from 10-14-2025.

4A INDUSTRIAL DEVELOPMENT BOARD

MEETING MINUTES



OCTOBER 14, 2025, 6:00 PM

**4A INDUSTRIAL DEVELOPMENT SPECIAL MEETING
HISTORIC CHURCH – 403 N 7TH STREET, SANGER, TEXAS 76266**

CALL THE MEETING TO ORDER AND ESTABLISH A QUORUM

As there was a quorum Board Member Fincher called the meeting to order at 6:02 P.M.

BOARD MEMBERS PRESENT

Board member, Place 1	Jofree Fincher
Board Member, Place 2	Sue Allison
Board Member, Place 3	Shannon Gann
Board Member, Place 4	Nancy McAlister
Board Member, Place 5	Greg Taylor

STAFF MEMBERS PRESENT

Director of Economic Development Shani Bradshaw and Coordinator of Economic Development Morgan Miller

INVOCATION AND PLEDGE

Led by Board Member Fincher.

CITIZENS COMMENTS

No citizens came forward to speak.

CONSENT AGENDA

1. Consideration and possible action on 4A minutes from 08/25/2025.

Motion to approve the 4A minutes from 08/25/2025 was made by Board Member McAlister, Seconded by Board Member Allison.

ACTION ITEMS

2. Consideration and possible action on a professional services agreement with The Retail Coach for retail recruitment services, in partnership with the Sanger Texas Development Corporation. The Sanger Industrial Development Corporation's portion of the total \$28,000 contract shall not exceed \$14,000.00; and authorizing the Director to execute all necessary documents.

Motion to approve the Retail Coach Contract was made by Board Member Taylor,
Seconded by Board Member Gann.

REPORTS

3. Financial Reports.

Director Bradshaw goes over the financial report.

FUTURE AGENDA ITEMS

No items were discussed.

EXECUTIVE SESSION

Pursuant to the Open Meetings Act, Chapter 551, the Sanger Industrial Development Board Will Meet in a Closed Executive Session in Accordance with the Texas Government Code:

Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY

For deliberations regarding the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

Discussion will include multiple sites located east of I-35.

Board convened into executive session at 6:31 p.m.

RECONVENE INTO REGULAR SESSION

Board reconvened into open session at 7:51 p.m.

No action taken.

FUTURE AGENDA ITEMS

No items were discussed.

ADJOURN

As there were no further items on the agenda Board Member Fincher adjourned the meeting at 7:52 p.m.



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: December 2, 2025

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Consideration and possible action on 4A minutes from 11-17-2025.

SUMMARY:

Consideration and possible action on 4A minutes from 11-17-2025.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

Staff recommends approval.

ATTACHMENTS:

4A minutes from 11-17-2025.

4A INDUSTRIAL DEVELOPMENT BOARD

MEETING MINUTES

NOVEMBER 17, 2025, 6:00 PM



SANGER INDUSTRIAL DEVELOPMENT CORPORATION (TYPE A) & SANGER CITY COUNCIL JOINT WORK SESSION

HISTORIC CHURCH BUILDING – 403 N 7TH STREET, SANGER, TEXAS 76201

CALL THE MEETING TO ORDER AND ESTABLISH A QUORUM

As there was a quorum Board Member Fincher called the meeting to order at 6:00 P.M.

BOARD MEMBERS PRESENT

Board member, Place 1	Jofree Fincher
Board Member, Place 2	Sue Allison
Board Member, Place 3	Shannon Gann
Board Member, Place 4	Nancy McAlister

BOARD MEMBERS ABSENT

Board Member, Place 5	Greg Taylor
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STAFF MEMBERS PRESENT

Director of Economic Development Shani Bradshaw and Coordinator of Economic Development Morgan Miller.

INVOCATION AND PLEDGE

None.

CITIZENS COMMENTS

No citizens came forward to speak.

DISCUSSION ITEMS

1. A joint discussion with City Council regarding Municipal Development District (MDD).

Government Capital provided a presentation on project funding options and an overview of Municipal Development Districts (MDDs).

ADJOURN

As there were no further items on the agenda Board Member Fincher adjourned the meeting at 7:10 p.m.



4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: December 2, 2025

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Financial Reports.

SUMMARY:

- Financial Report for the period ending October 31, 2025
- Sales Tax collections for October 31, 2025.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:

- Monthly Financial Report – October 31, 2025
- Sales Tax Report – October 31, 2025

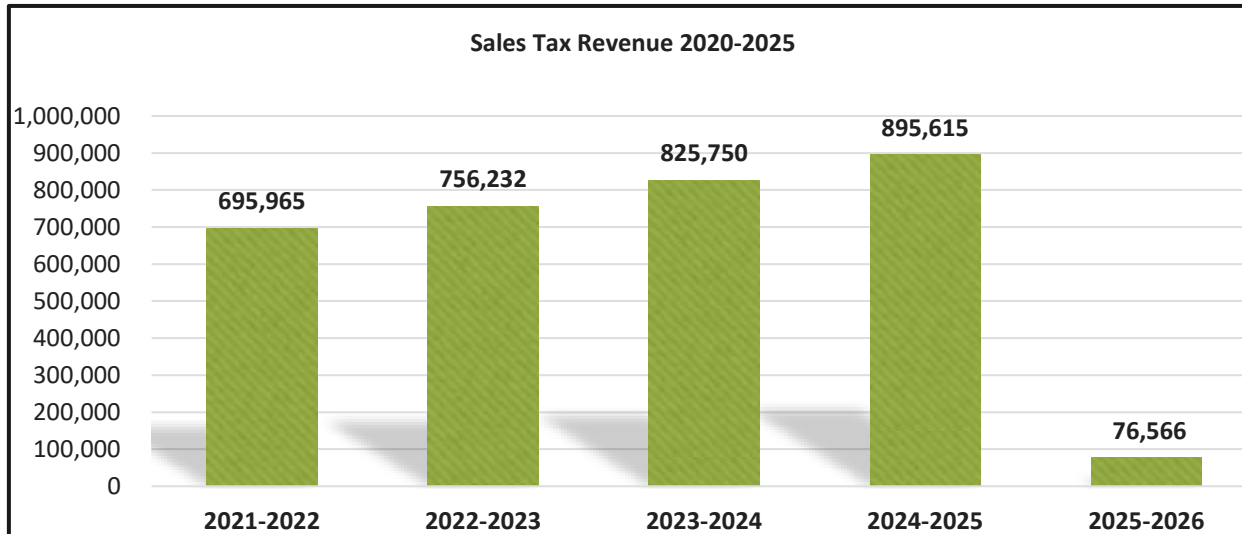
Sanger Texas Industrial Development Corporation
Fund Type A
October 31, 2025

	Budget	Actual	Percent of Budget
Revenue			
Sales Tax	\$ 962,500.00	\$ 76,565.76	8%
Interest Income	\$ 95,000.00	\$ 6,278.77	7%
Grants			
Total Revenue	<u>\$ 1,057,500.00</u>	<u>\$ 82,844.53</u>	<u>8%</u>
Expenditures			
Salaries & Benefits	\$ 123,500.00	\$ 13,250.26	11%
Supplies & Materials	\$ 95,250.00	\$ 3,443.27	4%
Maintenance & Operations	\$ 1,900.00	\$ 59.21	3%
Contract Services	\$ 139,000.00	\$ 7,500.00	5%
Capital Outlay	\$ -	\$ -	#DIV/0!
Grant Expenses	\$ 250,000.00		0%
Transfers	\$ 15,000.00		0%
Utilities	\$ -	\$ 20.95	#DIV/0!
Total Expenditures	<u>\$ 624,650.00</u>	<u>\$ 24,273.69</u>	<u>4%</u>
Revenues Over Expenditures	<u>\$ 432,850.00</u>	<u>\$ 58,570.84</u>	
Cash in Bank - First United		\$ 3,893,676.59	
Cash in Bank - Prosperity		\$ 333,567.87	
Money Market		\$ 2,133,328.75	
Certificate of Deposit		\$ 102,745.69	
Total Cash		<u>\$ 6,463,318.90</u>	

Sales Tax Report - October 2025

Month	2021-2022	Total	2022-2023	Total	2023-2024	Total	2024-2025	Total	2025-2026	Total
October	50,303	55,222	65,621	65,621	84,045	84,045	67,307	67,307	76,566	76,566
November	55,222	105,525	61,751	127,372	72,499	156,544	76,909	144,216		
December	48,145	153,670	72,220	199,591	62,317	218,861	71,117	215,333		
January	56,155	209,825	61,974	261,565	78,147	297,009	76,821	292,154		
February	76,753	286,579	71,749	333,314	69,257	366,266	96,830	388,984		
March	57,471	344,049	52,565	385,879	61,032	427,298	60,873	449,857		
April	44,446	388,495	54,627	440,506	45,186	472,483	59,146	509,003		
May	64,395	452,890	67,275	507,780	67,969	540,452	69,680	578,683		
June	65,968	518,858	60,186	567,966	73,838	614,290	71,869	650,552		
July	56,987	575,845	61,729	629,695	68,028	682,319	70,915	721,467		
August	68,209	644,054	62,807	692,502	72,940	755,259	81,656	803,123		
September	51,911	695,965	63,730	756,232	70,492	825,750	92,493	895,615		
TOTAL	695,965	695,965	756,232	756,232	825,750	825,750	895,615	895,615	76,566	76,566
BUDGET	600,000	95,965	800,000	(43,768)	875,000	(49,250)	962,500	(66,885)	962,500	

Sales Tax Collection	October		
	Actual	Actual	%
	2025	2024	Change
	\$ 76,566	\$ 67,307	14%





4A INDUSTRIAL DEVELOPMENT BOARD COMMUNICATION

DATE: December 2, 2025

FROM: Shani Bradshaw, Director of Economic Development

AGENDA ITEM: Director's Report.

SUMMARY:

- Staff will provide an update on economic development activities.

FISCAL INFORMATION:

Budgeted: NA Amount: NA GL Account: NA

RECOMMENDED MOTION OR ACTION:

NA

ATTACHMENTS:

- Director's Report



DIRECTOR'S REPORT

December 2025

1. **Business Growth and Development Updates:**

- Tom Thumb grand opening is scheduled for Friday, December 12th.
- New Business coming soon:

Dorado Nail Bar	AT&T
Panda Express	Physical Therapist
Wings Over Sanger	Whataburger
7 Brew Coffee	Brakes Plus
Popeyes Chicken -Car Wash	

2. **Marketing/Networking:**

- The Quarterly Economic Development Newsletter was distributed in October. The next edition will be released in January. There are currently 335 subscribers.
- The ED Marketing Plan is being updated in preparation for a new marketing campaign.
- The Local and Regional Data Report is currently being updated and will be posted to the ED website.
- Continuing to build momentum by expanding online outreach and supporting the local business community.
- Marketing materials prepared for ICSC@Red River.
- Spotlight Videos completed: Gypsy Cowgirl, Uptown Rail Brewery, and BnB Stone.
- A full-page ad will be published in the Dallas Economic Development Guide.

3. **Professional Development / Training**

- Attended TEDC Annual conference that was held in San Antonio (Shani)
 - Officially graduated from the Certified Texas Economic Developer Certification Program
- Attended TEDC Basic Economic Development Course (Morgan)
 - Received BEDC certificate.
- Attended Office of the Governor Small Business Summit hosted by Denton (Shani)
- Attended Denton County economic developers quarterly meet up hosted by the City of Denton (Shani & Morgan)
- Attended the Chamber monthly board meetings (Shani & Morgan)
- Attended the Chamber monthly luncheon (Shani & Morgan)
- Attended the Texas Workforce Roundtable Luncheon (Morgan)
- TEDC Sales and Use Tax Workshop (virtual) December 1-15 (Shani & Morgan)
- SEDC Emerging Leaders Conference December 8-10 (Morgan)

4. **Other Updates:**

- Sanger Education Foundation 2026 Annual Gala will be held on March 20, 2026.

Important Dates

- December 24 – City Offices Closed
- December 25 – City Offices Closed
- January 1 – City Offices Closed

**December 26 and January 2 – Director out of office