

Pre-submittal Meeting

October 22, 2026

Master Developer for Sachse 5th Street District

RFQ 2026-08-EDC

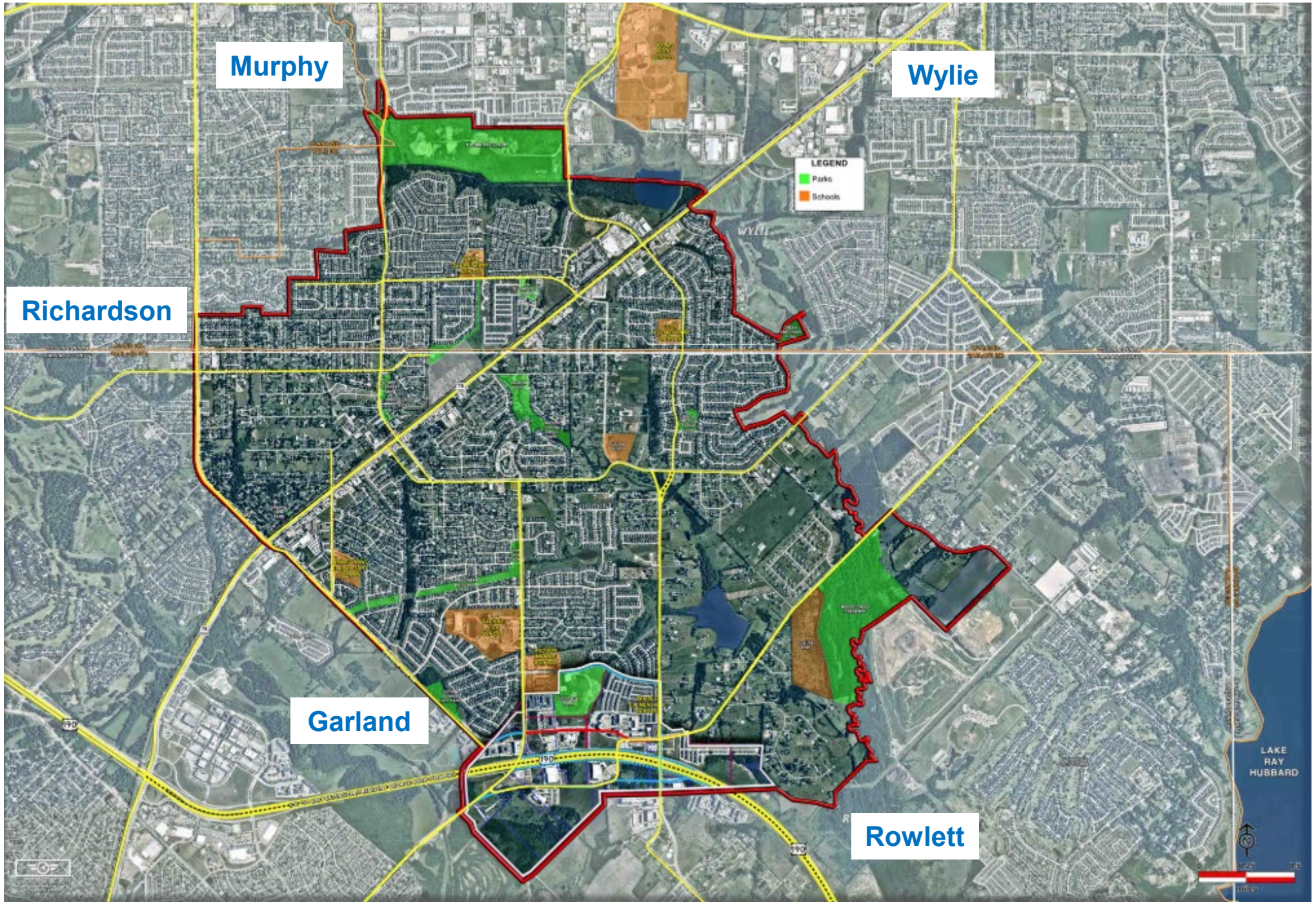
The City of SACHSE

Overview

- Sachse Overview
- 5th Street District Highlights
- Project Support
- 2026 RFQ and Next Steps




Sachse Overview


Murphy
Wylie
Richardson
Garland
Rowlett
LEGEND
Parks
Schools
LAKE RAY HUBBARD

Sachse then and now

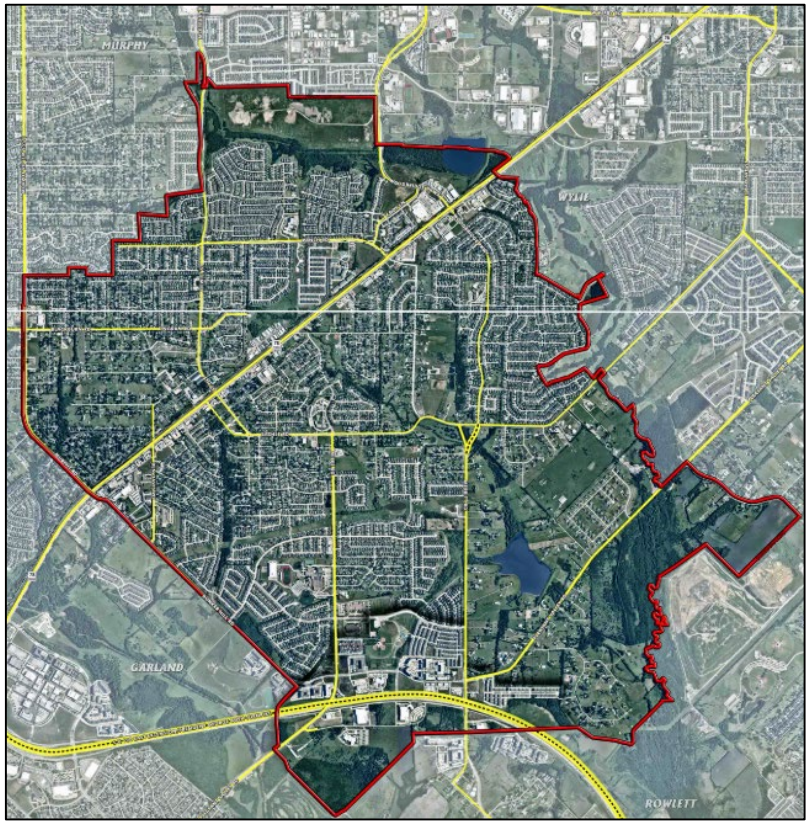


Sachse 1985



Source: Google Earth Pro

Sachse 2026



Source: FlyerView

Year	Pop.	% Change
1960	359	-
1970	777	116.4%
1980	1,640	111%
1990	5,346	225.9%
2000	9,751	82.4%
2010	20,329	108.4%
2020	27,103	33.3%
2026	34,221	26.2%

Sources: NCTCOG Regional Data Center / US Census / Esri

The City of SACHSE

Sachse quick facts

Population
34,221

% Homes Owner Occupied
78%

Median HHI
$154,507

Average Family Size
3.63

Households
10,885

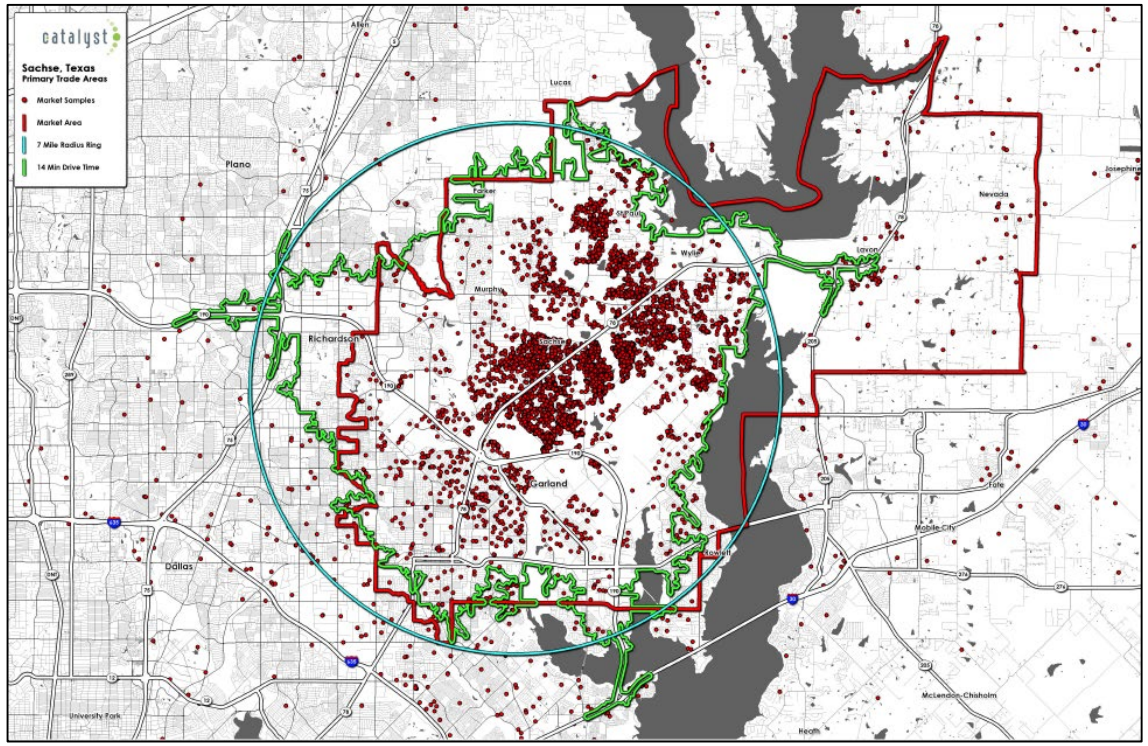
Average HHI
$189,733

Median Age
37.9

% Population Bachelor's or Higher
52%

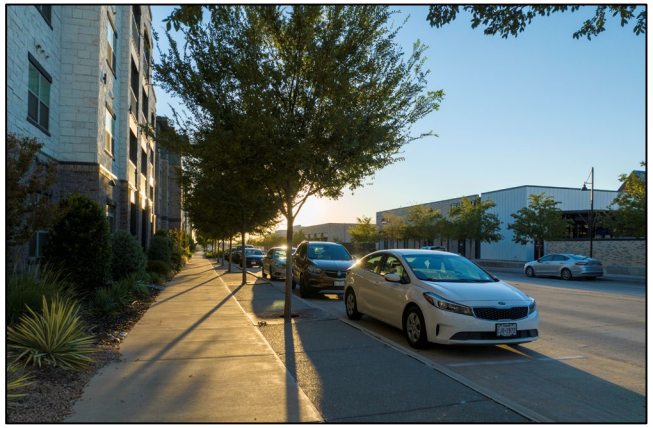
Median Home Value
$441,253

Source: Esri Community Analyst



Source: Catalyst Commercial

*14-minute drive time
**Source: Catalyst Commercial, 2024



Primary Trade Area*
359,005**

The City of SACHSE


5th Street District
Highlights

SACHSE

sak[see]



[see] retail opportunity

5th Street Mixed Use District

- Proposed Restaurant/Entertainment Oriented Walkable Development with Courtyards and Plazas
- Over 100K sf of Destination Restaurants, Retail, Office, and Urban Living
- In the Heart of Sachse with Regional Access from SH 78



The City of SACHSE

Sachse Economic Development
SachseEconomicDevelopment.com
469.429.4764
EconomicDevelopment@CityofSachse.com

Aerial Map



Within 5 Miles

Population – 259,541
MHI – $116,775
Workplace Employees – 145,288
Households – 89,729

5th Street Mixed Use District

The City of Sachse and the Sachse Economic Development Corporation own seven acres within the 5th Street District in Old Town. It is located at the well-traveled intersection of SH 78 and 5th St. where over 49K vehicles pass per day. Adjacent to new 5th Street improvements and traffic circle, this district will be developed to create a "downtown" walkable environment with destination uses such as niche restaurants, urban living, and other lifestyle uses. The area will create a new downtown for Sachse that builds on the unique character of the neighborhood and creates a gathering place for the community.

The Sachse Economic Development team is searching for the right development partners and recruiting tenants now. Contact us at EconomicDevelopment@CityofSachse.com to discuss how the opportunity will work for you.

Demographics

POPULATION **34K**	MEDIAN AGE **38**
HOUSEHOLDS **11K**	BACHELOR OR HIGHER DEGREE **52%**
MEDIAN HOUSEHOLD INCOME **$155K**	PRIMARY TRADE AREA POPULATION **359,005**
MEDIAN HOME VALUE **$441K**	

Old Town Concept Plan





Property under City/EDC Ownership*



Tract 1
Owner: City of Sachse
Acres: 2.4
Appraisal ('24): $1,280,000

Tract 2
Owner: Sachse EDC
Acres: 1.79
Appraisal ('24): $940,000

Tract 3
Owner: Sachse EDC
Acres: 1.72
Appraisal ('24): $900,000

Tract 4
Owner: Sachse EDC
Acres: 0.89
Appraisal ('24): $420,000

TOTAL
+/- 6.856 acres
$3,540,000

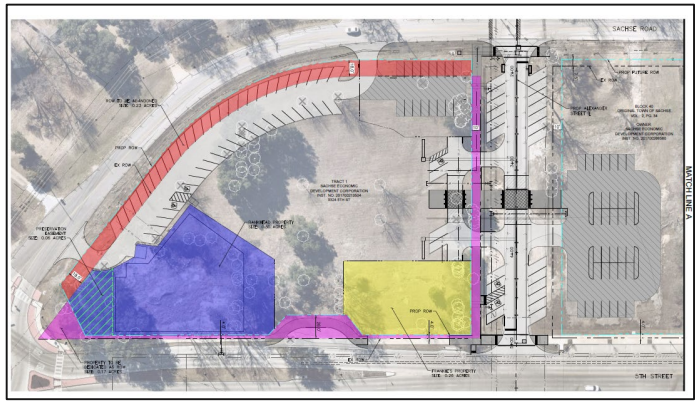
***Properties purchased in 2017/2018 for an all-in cost of $2,197,981**

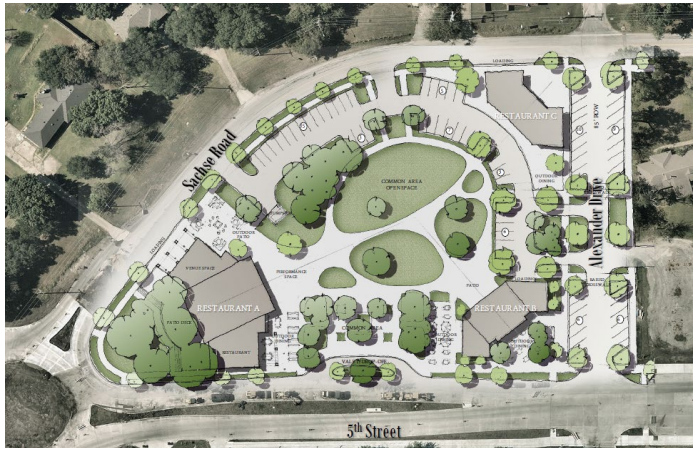
5th Street Concepts & Activations









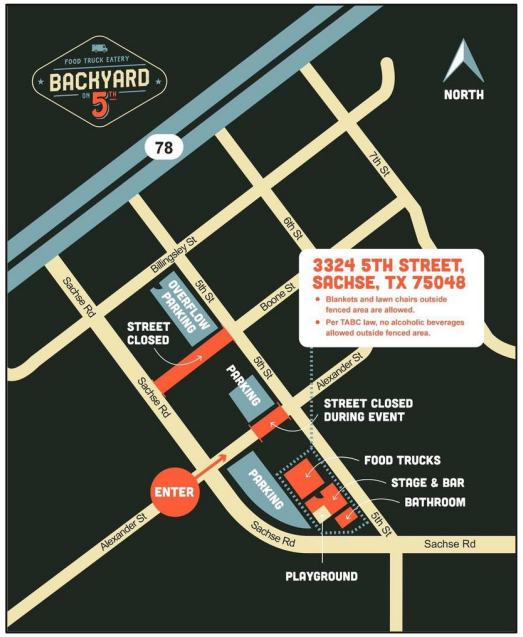






Sachse Farmers Market (2024-present)





Backyard on 5th (2018-2019)





Summary of Recent City Investment(s)

- 5th Street Enhancements (roundabout, street widening, utilities, landscaping, sidewalk, parking) **($6.5M)**
- Asbestos survey / abatement / building demolition **($159K)**
- Phase 1 drainage study, design and construction documents **($371K)**
- Phase 1 infrastructure (Alexander St. construction, sidewalk, on-street / off-street parking, utilities, underground detention) **($2.65M)**
  - 50 off-street parking spaces constructed
  - 23 on-street parking spaces constructed (Alexander St.)
- Phase 1 Environmental Assessment **($11K)**
- Cost of appraisal for City / EDC owned property in the 5th Street District **($3.5K)**
- Boundary/ Topographic Survey and ROW Turnback **($25K)**
  - Recently filed deed for Sachse Rd. from Hwy 78 to roundabout
- Well abandonment **($11.5K)**





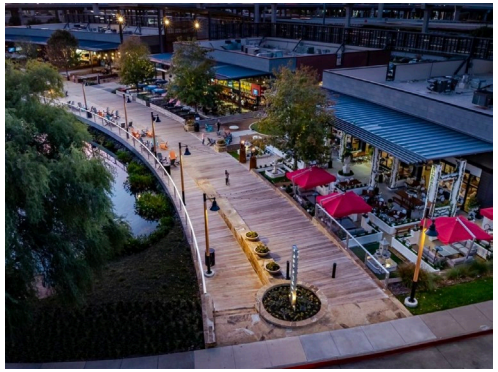
5th Street District Vision



























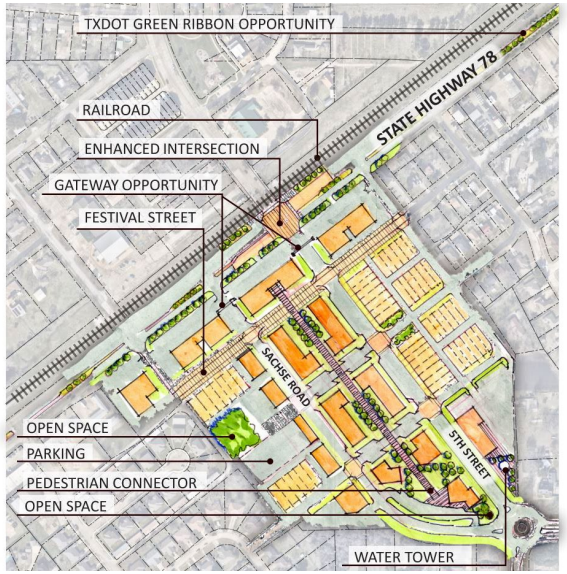







Project Support

Project Support – Plans and Ordinances



ECONOMIC IMPACTS

The Old Town Catalyst area as illustrated would accommodate an additional 129,000 square feet of retail/restaurants, approximately 81,000 square feet of office, and approximately 176 additional residential units. This would represent an additional $52.4M in net new private investment, which would result in $11.8M in new property tax, $19.8M in new sales tax, and create more than 970 net new jobs.

ECONOMIC SUMMARY

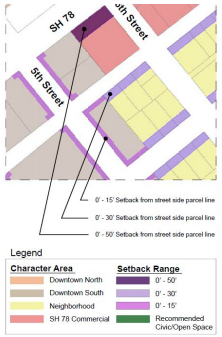
	Net Gain At Buildout		Cumulative, 30-year total		Net Gain At Buildout	
Scenario	Total SF	Total Value	Sales Tax	Property Tax	Population	Jobs
Old Town	129,000 SF (retail/ restaurants) 81,000 SF (office) + 176 residential units	$52,446,548	$19,879,520	$11,879,658	176	970

IMPLEMENTATION STEPS

- **Festival Street.** Explore the feasibility and programming of a festival street to promote activation and social collaboration.
- **Gateway opportunities.** Explore opportunities and designs for gateway branding in order to enhance the character and identity of Old Town along Sachse and 5th street.
- **Outreach.** Use city-wide outreach as an opportunity to educate residents and the development community about the vision for Old Town and the desired mixed of uses.
- **Buffering.** Create buffers and transitions through land use programming from the core of Old Town to the existing, surrounding neighborhood.
- **Coordination.** Meet with individual property owners and potential developers regarding the city's vision and timeframes for development to facilitate development and redevelopment.
- **TIRZ Funding.** Update the TIRZ #3 preliminary Financing and Project Plan to assist and prioritize with the cost of capital expenditures.
- **Open Space.** Promote opportunities to build pocket parks, open space and public gathering spaces within the district to utilize for future events and markets.
- **Infrastructure improvements.** Evaluate the need for rehabilitation or replacement of aging water and sanitary sewer systems to support planned development.
- **Drainage Improvements.** Assess and implement drainage upgrades needed to support additional leasable building space.
- **Parcel Acquisition.** Identify and prioritize key parcels within the 5th Street District for potential City/EDC acquisition, based on strategic redevelopment potential and alignment with district goals.

Comprehensive Plan (adopted May 2025) Old Town Catalyst Area begins on page 63





Old Town district regulating plan. The Old Town district regulating plan (Appendix 1) establishes the character areas, recommended civic/open spaces, and setback ranges for the district.

1. Character areas established. The Old Town district regulating plan establishes four character areas:
   a. Downtown south (DTS). The center of cultural entertainment and family life in Sachse taking advantage of trail connectivity throughout the city and the region. The character of DTS shall be garden-esque, walkable and eclectic.
   b. Downtown north (DTN). A mixed-use destination of small scale commercial and urban residential. Its character should embrace its historic context, focusing on transitions to the surrounding neighborhood.
   c. Neighborhood (NBR). A mixed residential transition from downtown north and downtown south respectively adjacent to the existing neighborhoods.
   d. SH 78 commercial (SHC). Takes advantage of the regional commuter traffic while complementing the adjacent character of downtown north and downtown south respectively.

Old Town Zoning District

A SEQUENCED APPROACH TO IMPLEMENTATION

Implementation in the 5th Street District should follow three distinct phases. Each phase reflects a different role for the City of Sachse, the Sachse Economic Development Corporation, and the private sector.



Phase 1: Enable — No-Regrets Public Investments (Years 1-2)

The first priority is addressing infrastructure needs that must be resolved regardless of how the district ultimately develops. These "no-regrets" investments are foundational and unavoidable–actions that must occur for development to be feasible, or that unlock multiple future paths without committing the City or EDC to a specific project, tenant, or buildout scenario.

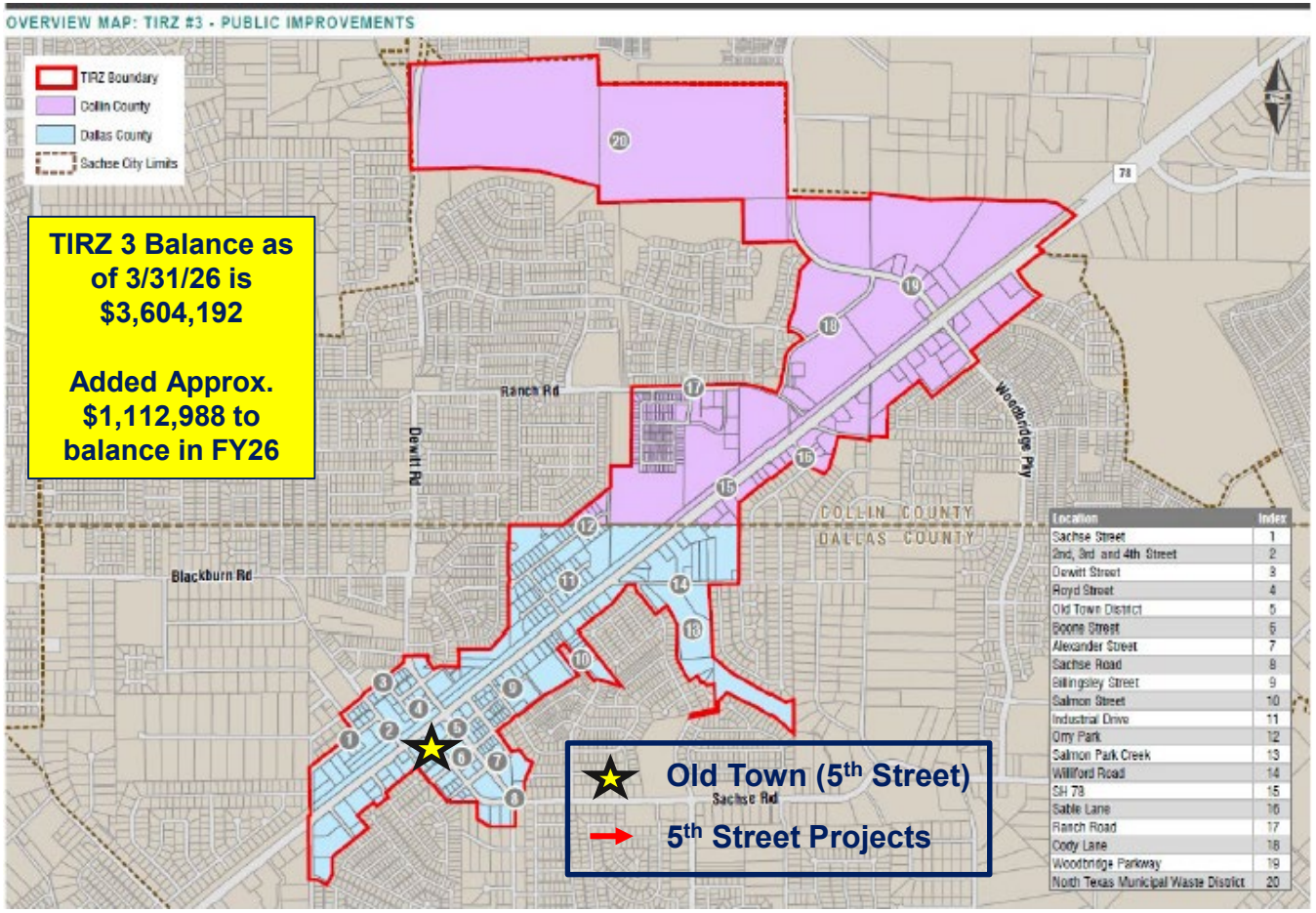
Economic Development Strategic Plan (adopted March 2026)

Corridor Spotlight – pages 59-63

The City of SACHSE

TIRZ 3 Project and Finance Plan

- Established 2021
- Collin County participating at 50% AV



Public Improvement	Location	County	Estimated Cost
Streets	Ranch Road	Collin	$ 750,000
Streets	Woodbridge Parkway	Collin	$ 750,000
Sewer	Williford Road	Collin	$ 400,000
Sewer	Salmon Street	Dallas	$ 500,000
Sewer	Salmon Street	Dallas	$ 350,000
Sewer	SH 78	Dallas	$ 175,000
Sewer	SH 78	Dallas	$ 200,000
Sewer	SH 78	Dallas	$ 250,000
Water	Sable Lane	Collin	$ 200,000
Water	Industrial Drive	Dallas	$ 750,000
Drainage	Salmon Park Creek	Dallas	$ 500,000
Drainage	SH 78	Dallas	$ 1,500,000
Drainage	Orry Park	Dallas	$ 4,500,000
Drainage	Woodbridge Parkway	Collin	$ 250,000
Streets	Sachse Street	Dallas	$ 4,000,000
Streets	Dewitt Street	Dallas	$ 3,000,000
Streets	Floyd Street	Dallas	$ 750,000
Streets	Industrial Drive	Dallas	$ 2,500,000
Streets	2nd, 3rd and 4th Street	Dallas	$ 3,250,000
Streets	Billingsley Street ←	Dallas	$ 3,000,000
Streets	Boone Street ←	Dallas	$ 2,000,000
Streets	Alexander Street ←	Dallas	$ 750,000
Streets	Sachse Road ←	Dallas	$ 2,500,000
Parking	Old Town District ←	Dallas	$ 5,000,000
Economic Development Grants	Old Town District, SH 78, NWC SH 78 & Ranch Road, NWC Ranch Road & Cody Lane, SWC Cody Lane and Woodbridge Parkway ←	Dallas/Collin	$ 8,000,000
Environmental	Old Town District, SH 78 ←	Dallas/Collin	$ 2,000,000
Façade Improvements	Old Town District, SH 78 ←	Dallas/Collin	$ 5,000,000
Environmental	Old Town District, SH 78 ←	Dallas/Collin	$ 3,000,000
Land Acquisition	Old Town District, SH 78, NWC Hwy 78 & Ranch Road, NWC Ranch Road & Cody Lane, SWC Cody Lane and Woodbridge Parkway ←	Dallas/Collin	$ 10,000,000
Landscaping Improvements	Old Town District, SH 78, Ranch Road, Cody Lane ←	Dallas/Collin	See Above
Drainage	Old Town District, SH 78, Woodbridge Parkway, Salmon Park ←	Dallas/Collin	$ 500,000
Drainage	Orry Park area, Woodbridge Parkway, Old Town District, Salmon Park ←	Dallas/Collin	$ 3,000,000
Professional Services	N/A	Dallas/Collin	$ 2,000,000
Parks and Open Space	NTMWD property	Collin	$ 5,000,000
Landscaping Improvements	SH 78	Dallas/Collin	$ 3,000,000
		Public Improvements Subtotal	**$ 79,325,000**
		Administrative Costs	*$ 405,681*
		Total Project Costs	**$ 79,730,681**



2026 RFQ and Next Steps

2026 RFQ

- EDC Board Direction 08/20/26 & 09/23/26
- RFQ Issued 10/02/26
  - Written questions deadline is 10/26/26
  - Responses due 11/06/26
  - Shortlist by mid-November
  - Recommendation by December
  - Negotiations (December – mid-2027)
  - Master Development Agreement

DEVELOPMENT SCENARIOS
Preferred Development Scenario
Texas Downtown Scale with 2 – 3 story buildings and a site for a restaurant cluster.

Assumptions for 5th Street Project

- Three Phases and six-year build-out
  - Phase 1: Restaurant Cluster and Public Park; 20,000 sq ft
  - Phase 2: Two mixed-use buildings; 60,000 sq ft. Ground floor retail/restaurant/office.
  - Phase 3: One mixed-use building; 40,000 sq ft. Ground floor retail/restaurant/office
  - This amount of square footage is close to the limit of what can be surface parked with right-of-way parking.
- Anticipate approximately $40m in private investment
- Anticipate approximately $28m in total taxable sales
- 20-year estimated revenue of **$15.4m**



DEVELOPMENT SCENARIOS
Preferred Development Scenario
Texas Downtown Scale with 2 – 3 story buildings and a site for a restaurant cluster.

Develop 40,000 sq ft facing Boone
Ground floor retail/restaurant
Upstairs lofts or office
Back-half of lot is surface parked in short-term

Develop 60,000 sq ft in two buildings
Ground floor retail/restaurant
Upstairs lofts or office
Lot fully developed, parking across Sachse

Temporary Surface Parking of about 125 spaces
As district evolves over time, this could be a development site

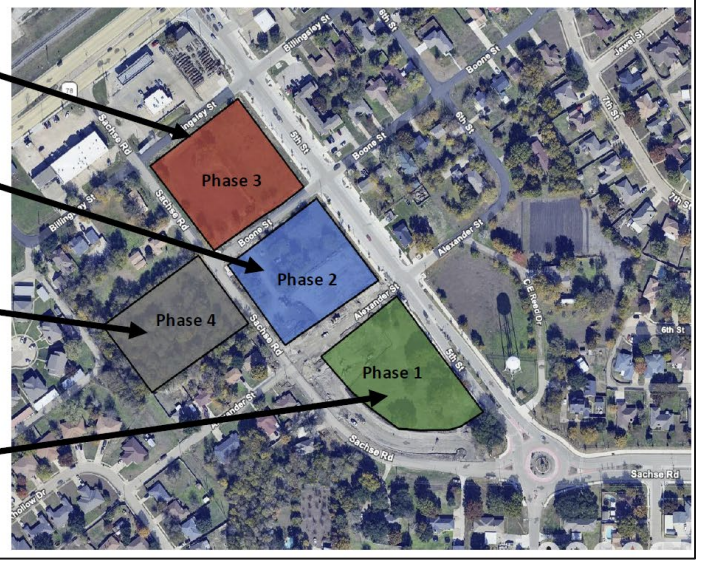
Restaurant / Entertainment Cluster
20,000 sq ft developed
3 sites each with activation pointing at a central greenspace











SACHSE
ECONOMIC DEVELOPMENT

Incentives | Entrepreneurs | Business Growth | Target Industries | Taste of Sachse

MASTER DEVELOPER RFQ

5th Street District

The Heart of Sachse



Seeking a master developer for the Heart of Sachse

The Sachse Economic Development Corporation is requesting qualifications from development teams to plan and deliver a Texas Downtown–scale mixed-use district on publicly owned land in the 5th Street District.

Download RFQ

KEY DATES

Pre-submittal meeting
October 22, 2026 · 11:00 AM

Written questions due
October 26, 2026

Qualifications due
November 6, 2026 · 11:00 AM

Approx. 7 acres
PUBLICLY OWNED LAND

SH 78 + 5th Street
DISTRICT LOCATION

2–3 stories
PREFERRED DEVELOPMENT SCALE

A vision for a vibrant downtown

On September 23, 2026, the EDC Board was presented three development scenarios and gave clear preference for **Scenario 1 — Texas Downtown Scale** — modeled as a three-phase, approximately six-year build-out.

It is the program respondents should design against. It is not a mandatory floor plan. Respondents may propose a tighter, larger, or reordered program if they explain why it is more deliverable and still fits this character.

PHASE 1

Restaurants + public space

Restaurants and entertainment alongside a park or common open space.

PHASE 2

Mixed-use buildings

Two mixed-use buildings with retail, restaurant, or office space below and office, live-work, or urban loft uses above.

PHASE 3

Boone-facing mixed use

A mixed-use building facing Boone, with the rear portion available for short-term surface parking.

Project Attachments

Explore the RFQ and supporting materials for the 5th Street District.

- Master Developer RFQ (PDF download)
- 5th Street District Properties
- 5th Street District Opportunity Profile
- Full Comprehensive Plan
  - Old Town Mixed Use — Future Land Use Plan
  - Highway 78 Overview / Framework Plan
  - Character Area #2: Old Town District
  - Catalyst Area — Old Town
- Full Economic Development Strategic Plan
  - Corridor Spotlight — 5th Street District
  - 5th Street District Implementation Priorities
- TIRZ #3 Project and Finance Plan
- Old Town Zoning District
- September 23, 2026 EDC Board Meeting — 5th Street District

How to Respond

1. **Download the RFQ package**
   Download the RFQ package (PDF download).
2. **Schedule a site visit**
   Schedule a site visit with staff. The visit is arranged by the respondent.
3. **Attend the pre-submittal meeting**
   October 22, 2026, at 11:00 AM. Attendance is strongly encouraged.
4. **Submit written questions**
   Submit written questions to jpotts@cityofsachse.com and copy bradley@fordinsight.com by October 26, 2026.
5. **Submit qualifications**
   Submit qualifications by November 6, 2026, at 11:00 AM.



Questions & Addenda

Written questions are due October 26, 2026. Please send questions to the contacts listed here.

Response Submission Update

Respondents to this RFQ should submit one (1) electronic PDF and seven (7) bound copies of their response.

Check this section for additional published responses to questions and RFQ addenda.

RFQ Contact

Jerod Potts, AICP
Director of Economic Development
City of Sachse

jpotts@cityofsachse.com

Office: 469-429-4794

Please copy Bradley Ford:
bradley@fordinsight.com

Questions?

Jerod Potts – jpotts@cityofsachse.com

Bradley Ford – bradley@fordinsight.com

