

# Wylie Economic Development Corporation Board Special Called Meeting



March 11, 2026 – 7:30 AM

WEDC Office Conference Room - 250 South Highway 78, Wylie, Texas  
75098

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## CALL TO ORDER

## INVOCATION & PLEDGE OF ALLEGIANCE

## COMMENTS ON NON-AGENDA ITEMS

*Any member of the public may address Board regarding an item that is not listed on the Agenda. Members of the public must fill out a form prior to the meeting in order to speak. Board requests that comments be limited to three minutes for an individual, six minutes for a group. In addition, Board is not allowed to converse, deliberate or take action on any matter presented during citizen participation.*

## CONSENT AGENDA

*All matters listed under the Consent Agenda are considered to be routine by the Board and will be enacted by one motion. There will not be separate discussion of these items. If discussion is desired, that item will be removed from the Consent Agenda and will be considered separately.*

- A. Consider and act upon approval of Minutes from the February 18, 2026 Regular Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the February 2026 WEDC Treasurer's Report.

## REGULAR AGENDA

- 1. Consider and act upon a contract between WEDC and The Retail Coach.
- 2. Consider, and act upon, Resolution No. 2026-01(R) between the WEDC and Government Capital Corporation.
- 3. Consider and act upon FY 2025-2026 Budget Amendments.
- 4. Consider and act upon issues surrounding the 2025 WEDC Annual Report.

## DISCUSSION ITEMS

- DS1. Discussion and updates from WEDC Committees.
- DS2. Staff report: WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs.

## EXECUTIVE SESSION

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**Sec. 551.071. CONSULTATION WITH ATTORNEY; CLOSED MEETING.**

If A governmental body may not conduct a private consultation with its attorney except:

- (1) when the governmental body seeks the advice of its attorney about:
  - (A) pending or contemplated litigation; or
  - (B) a settlement offer; or
- (2) on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter.

**Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY; CLOSED MEETING.**

A governmental body may conduct a closed meeting to deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on its negotiating position.

- ES1. Consider the sale or acquisition of properties located at Ballard/Brown, Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, FM 1378/Brown, FM 1378/Park, Jackson/Oak, Regency/Steel, State Hwy 78/Alanis, State Hwy 78/Ballard, State Hwy 78/Brown, State Hwy 78/Kreymer, and State Hwy 78/Skyview.

**Sec. 551.074. PERSONNEL MATTERS; CLOSED MEETING.**

- (a) This chapter does not require a governmental body to conduct an open meeting:
  - (1) to deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or
  - (2) to hear a complaint or charge against an officer or employee.
- (b) Subsection (a) does not apply if the officer or employee who is the subject of the deliberation or hearing requests a public hearing.

**Sec. 551.087. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS; CLOSED MEETING.**

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).

- ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2021-11b, 2022-10c, 2022-10d, 2023-1c, 2023-2d, 2024-5a, 2024-12c, 2025-1a, 2025-1i, 2025-4a, 2025-4d, 2025-5h, 2025-6a, 2025-6e, 2025-7b, 2025-7d, 2025-8a, 2025-8i, 2025-9a, 2025-10c, 2025-10e, 2025-10f, 2025-11g, 2026-1c, 2026-2a, 2026-2b, 2026-2c, and 2026-2h.

**RECONVENE INTO OPEN SESSION**

*Take any action as a result from Executive Session.*

**FUTURE AGENDA ITEMS**

**ADJOURNMENT**

**CERTIFICATION**

I certify that this Notice of Meeting was posted on March 4, 2026 at 5:00 p.m. on the outside bulletin board at Wylie City Hall, 300 Country Club Road, Building 100, Wylie, Texas, a place convenient and readily accessible to the public at all times.

The Wylie Municipal Complex is wheelchair accessible. Sign interpretation or other special assistance for disabled attendees must be requested 48 hours in advance by contacting the City Secretary's Office at 972.516.6020. Hearing impaired devices are available from the City Secretary prior to each meeting.

If during the course of the meeting covered by this notice, the Board should determine that a closed or executive meeting or session of the Board or a consultation with the attorney for the City should be held or is required, then such closed or executive meeting or session or consultation with attorney as authorized by the Texas Open Meetings Act, Texas Government Code § 551.001 et. seq., will be held by the Board at the date, hour and place given in this notice as the Board may conveniently meet in such closed or executive meeting or session or consult with the attorney for the City concerning any and all subjects and for any and all purposes permitted by the Act, including, but not limited to, the following sanctions and purposes:

Texas Government Code Section:

- § 551.071 – Private consultation with an attorney for the City.
- § 551.072 – Discussing purchase, exchange, lease or value of real property.
- § 551.073 – Discussing prospective gift or donation to the City.
- § 551.074 – Discussing personnel or to hear complaints against personnel.
- § 551.076 – Discussing deployment of security personnel or devices or security audit.
- § 551.087 – Discussing certain economic development matters.

**Minutes**  
**Wylie Economic Development Corporation**  
**Board of Directors Regular Meeting**

February 18, 2026 – 7:30 A.M.  
WEDC Offices – Conference Room  
250 S Hwy 78 – Wylie, TX 75098

**CALL TO ORDER**

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*Announce the presence of a Quorum*

Vice President Harold Smith called the meeting to order at 7:31 a.m. Board Members present were Melisa Whitehead and Demond Dawkins.

Ex-Officio Member City Manager Brent Parker was present.

WEDC staff present included Assistant Director Rachael Hermes, BRE Director Angel Wygant, and Economic Development Coordinator Christy Stewart.

**INVOCATION & PLEDGE OF ALLEGIANCE**

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Angel Wygant gave the invocation and led the Pledge of Allegiance.

**COMMENTS ON NON-AGENDA ITEMS**

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With no citizen participation, Vice President Smith moved to the Consent Agenda.

**CONSENT AGENDA**

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*All matters listed under the Consent Agenda are considered to be routine by the WEDC Board of Directors and will be enacted by one motion. There will not be a separate discussion of these items. If discussion is desired, that item will be removed from the Consent Agenda and will be considered separately.*

- A. Consider and act upon approval of the Minutes from the January 21, 2026, Regular Meeting of the WEDC Board of Directors.**
- B. Consider and act upon approval of January 2026 WEDC Treasurer's Report.**
- C. Consider and act upon a Performance Agreement between the WEDC and Savage Precision Fabrication, Inc.**
- D. Consider and act upon a Performance Agreement between the WEDC and G01 Enterprises, Inc.**

**Board Action**

A motion was made by Melisa Whitehead, seconded by Demond Dawkins, to approve the Consent Agenda as presented. A vote was taken, and the motion passed 3-0.

Ex-Officio Member Mayor Matthew Porter arrived at 7:35 a.m.

**REGULAR AGENDA**

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1. Consider and act upon issues surrounding Lot 3/FM 544 Gateway Addition parking.

Discussion

Staff reminded the Board that the WEDC has been working with Kimley-Horn on engineering solutions at key locations within the City of Wylie. As such, Kimley-Horn has issued an Individual Project Order (IPO) to provide professional civil engineering services and civil construction plans for additional parking located on Lot 3 of the FM 544 Gateway Addition, which is directly behind Walk-Ons. Staff shared that this IPO is intended to cover topographic survey, construction plans, and bidding.

Board Action

A motion was made by Demond Dawkins, seconded by Melisa Whitehead, to award the contract to Kimley-Horn and Associates, Inc. in the amount of \$52,000 and further authorize the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 3-0.

**DISCUSSION ITEMS**

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**DS1. Discussion and updates from WEDC Committees.**

Discussion

Staff opened the discussion by sharing that the Budget, Finance, and Audit Committee Meeting and the Strategic Planning Committee Meeting have both met, with the Strategic Planning Committee scheduled to meet again on February 20th. Board member Dawkins shared that the Budget, Finance, and Audit Committee compared last year's numbers with anticipated numbers for the current year to determine what is needed for upcoming projects. Staff noted that the Annual Report will be on the March Board Meeting Agenda, with a presentation to the City Council on March 24<sup>th</sup>. The presentation will include the 2026 Goals and Objectives as reviewed by the Strategic Planning Committee.

**DS2. Staff report: WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs.**

Discussion

Staff referred the Board to the Agenda Report provided in the packet for all updates related to WEDC Property Updates, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs. Staff noted that 544 Gateway is moving along, with an updated Walk-On's anticipated completion date of June 2026. Regarding BRE, staff shared that Wylie ISD received a grant for a summer internship program with the North Texas Municipal Water District. Staff shared that cross-training is underway in preparation for the upcoming retirement of BRE Director Angel Wygant. Additionally, staff discussed the promotion of Christy Stewart to the Economic Development Coordinator position and the posting of the Office Manager position.

**EXECUTIVE SESSION**

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Recessed into Closed Session at 7:43 a.m. in compliance with Section 551.001, et. seq. Texas Government Code, to wit:

**Sec. 551.072. DELIBERATION REGARDING REAL PROPERTY; CLOSED MEETING.**

**ES1. Consider the sale or acquisition of properties located at Ballard/Brown, Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, Jackson/Oak, Regency/Steel, State Hwy 78/Alanis, State Hwy 78/Brown, State Hwy 78/Kreymer, and State Hwy 78/Skyview.**

**Sec. 551.087. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS;  
CLOSED MEETING.**

**ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2022-10c, 2022-10d, 2023-1c, 2023-2d, 2024-5a, 2024-12c, 2025-4a, 2025-4d, 2025-8i, 2025-10c, 2025-10f, 2025-11g, 2026-1b, 2026-1c, 2026-2a, and 2026-2b.**

**RECONVENE INTO OPEN SESSION**

*Take any action as a result of the Executive Session.*

Vice President Smith reconvened into Open Session at 8:18 a.m., and the Board took the following action as a result of Executive Session:

**Board Action**

A motion was made by Melisa Whitehead, seconded by Demond Dawkins, to authorize the WEDC to enter into a Performance Agreement with Project 2025-4a in an amount not to exceed \$2.5 million. A vote was taken, and the motion passed 3-0.

**FUTURE AGENDA ITEMS**

There were no Items requested for inclusion on future agendas.

**ADJOURNMENT**

With no further business, Vice President Smith adjourned the WEDC Board meeting at 8:19 a.m.

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**Blake Brininstool, President**

**ATTEST:**

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**Jason Greiner, Executive Director**

**AGENDA REPORT**

**Meeting Date:** March 11, 2026      **Item Number:** B  
**Prepared By:** Jason Greiner

**Subject**

Consider and act upon approval of the February 2026 WEDC Treasurer's Report.

**Recommendation**

Motion to approve the February 2026 WEDC Treasurer's Report.

Presented for the Board's review and approval is the February 2026 Treasurer's Report detailing the month and year-to-date financial transactions and performance against budget. This report contains the Revenue and Expense Report, Statement of Net Position, Balance Sheet, Sales Tax Report, and Performance Agreement Summary.

**REVENUES:**

Sales Tax Revenue earned in December and allocated in February was \$551,977.23, a decrease of 8.36% over the same period in 2025.

**EXPENSES:**
Special Services - Infrastructure

\$53,910.88      Tiseo Paving Company – FM 544 Gateway – Est #16  
 \$288,204.89      McMahon Contracting – McMahon Pay App 15

Advertising

\$41,425.00      Granicus – Simpleview CMS Agreement

Engineering / Architectural

\$ 24,597.37      Kimley Horn & Associates – General Engineering, FM 544 Corridor Master Drain, FM 544 Corridor  
                                  Master Plan, SH 78 Sidewalks, Hooper Retail

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP</b>							
<b>Revenue</b>							
<b>Category: 400 - Taxes</b>							
<a href="#">111-4000-40210</a>	SALES TAX	5,389,434.00	5,389,434.00	551,977.23	1,349,504.12	-4,039,929.88	74.96 %
<b>Category: 400 - Taxes Total:</b>		<b>5,389,434.00</b>	<b>5,389,434.00</b>	<b>551,977.23</b>	<b>1,349,504.12</b>	<b>-4,039,929.88</b>	<b>74.96%</b>
<b>Category: 460 - Interest Income</b>							
<a href="#">111-4000-46110</a>	ALLOCATED INTEREST EARNINGS	10,000.00	10,000.00	12,749.02	102,315.27	92,315.27	1,023.15 %
<b>Category: 460 - Interest Income Total:</b>		<b>10,000.00</b>	<b>10,000.00</b>	<b>12,749.02</b>	<b>102,315.27</b>	<b>92,315.27</b>	<b>923.15%</b>
<b>Category: 480 - Miscellaneous Income</b>							
<a href="#">111-4000-48110</a>	RENTAL INCOME	22,800.00	22,800.00	400.00	9,500.00	-13,300.00	58.33 %
<a href="#">111-4000-48430</a>	GAIN/(LOSS) SALE OF CAP ASSETS	2,898,313.00	2,898,313.00	0.00	104,246.04	-2,794,066.96	96.40 %
<b>Category: 480 - Miscellaneous Income Total:</b>		<b>2,921,113.00</b>	<b>2,921,113.00</b>	<b>400.00</b>	<b>113,746.04</b>	<b>-2,807,366.96</b>	<b>96.11%</b>
<b>Revenue Total:</b>		<b>8,320,547.00</b>	<b>8,320,547.00</b>	<b>565,126.25</b>	<b>1,565,565.43</b>	<b>-6,754,981.57</b>	<b>81.18%</b>
<b>Expense</b>							
<b>Category: 510 - Personnel Services</b>							
<a href="#">111-5611-51110</a>	SALARIES	549,044.03	549,044.03	40,331.88	193,839.11	355,204.92	64.70 %
<a href="#">111-5611-51140</a>	LONGEVITY PAY	3,089.89	3,089.89	0.00	3,088.00	1.89	0.06 %
<a href="#">111-5611-51310</a>	TMRS	89,445.70	89,445.70	6,533.78	31,435.12	58,010.58	64.86 %
<a href="#">111-5611-51410</a>	HOSPITAL & LIFE INSURANCE	90,827.45	90,827.45	5,584.87	26,792.10	64,035.35	70.50 %
<a href="#">111-5611-51420</a>	LONG-TERM DISABILITY	2,031.46	2,031.46	84.78	423.90	1,607.56	79.13 %
<a href="#">111-5611-51440</a>	FICA	34,232.30	34,232.30	2,398.17	11,723.53	22,508.77	65.75 %
<a href="#">111-5611-51450</a>	MEDICARE	8,005.94	8,005.94	560.85	2,741.81	5,264.13	65.75 %
<a href="#">111-5611-51470</a>	WORKERS COMP PREMIUM	552.13	552.13	0.00	395.52	156.61	28.36 %
<a href="#">111-5611-51480</a>	UNEMPLOYMENT COMP (TWC)	702.00	702.00	75.91	313.62	388.38	55.32 %
<b>Category: 510 - Personnel Services Total:</b>		<b>777,930.90</b>	<b>777,930.90</b>	<b>55,570.24</b>	<b>270,752.71</b>	<b>507,178.19</b>	<b>65.20%</b>
<b>Category: 520 - Supplies</b>							
<a href="#">111-5611-52010</a>	OFFICE SUPPLIES	5,000.00	5,000.00	485.31	1,410.51	3,589.49	71.79 %
<a href="#">111-5611-52040</a>	POSTAGE & FREIGHT	300.00	300.00	0.00	193.48	106.52	35.51 %
<a href="#">111-5611-52810</a>	FOOD SUPPLIES	3,000.00	3,000.00	479.03	1,292.98	1,707.02	56.90 %
<b>Category: 520 - Supplies Total:</b>		<b>8,300.00</b>	<b>8,300.00</b>	<b>964.34</b>	<b>2,896.97</b>	<b>5,403.03</b>	<b>65.10%</b>
<b>Category: 540 - Materials for Maintenance</b>							
<a href="#">111-5611-54610</a>	FURNITURE & FIXTURES	2,500.00	2,500.00	0.00	0.00	2,500.00	100.00 %
<a href="#">111-5611-54810</a>	COMPUTER HARD/SOFTWARE	7,650.00	7,650.00	0.00	0.00	7,650.00	100.00 %
<b>Category: 540 - Materials for Maintenance Total:</b>		<b>10,150.00</b>	<b>10,150.00</b>	<b>0.00</b>	<b>0.00</b>	<b>10,150.00</b>	<b>100.00%</b>
<b>Category: 560 - Contractual Services</b>							
<a href="#">111-5611-56030</a>	INCENTIVES	1,510,000.00	1,510,000.00	0.00	112,500.00	1,397,500.00	92.55 %
<a href="#">111-5611-56040</a>	SPECIAL SERVICES	87,270.00	87,270.00	157.50	882.50	86,387.50	98.99 %
<a href="#">111-5611-56041</a>	SPECIAL SERVICES-REAL ESTATE	221,000.00	221,000.00	0.00	3,255.40	217,744.60	98.53 %
<a href="#">111-5611-56042</a>	SPECIAL SERVICES-INFRASTRUCTUR	3,200,000.00	3,200,000.00	342,115.77	601,152.90	2,598,847.10	81.21 %
<a href="#">111-5611-56080</a>	ADVERTISING	276,125.00	276,125.00	47,141.23	83,320.91	192,804.09	69.82 %
<a href="#">111-5611-56090</a>	COMMUNITY DEVELOPMENT	74,450.00	74,450.00	1,741.34	24,823.21	49,626.79	66.66 %
<a href="#">111-5611-56110</a>	COMMUNICATIONS	7,900.00	7,900.00	487.76	1,909.07	5,990.93	75.83 %
<a href="#">111-5611-56180</a>	RENTAL	50,000.00	50,000.00	4,000.00	13,000.00	37,000.00	74.00 %
<a href="#">111-5611-56210</a>	TRAVEL & TRAINING	95,500.00	95,500.00	1,775.27	19,693.43	75,806.57	79.38 %
<a href="#">111-5611-56250</a>	DUES & SUBSCRIPTIONS	91,053.00	91,053.00	6,080.68	50,924.17	40,128.83	44.07 %
<a href="#">111-5611-56310</a>	INSURANCE	6,800.00	6,800.00	0.00	2,161.16	4,638.84	68.22 %
<a href="#">111-5611-56510</a>	AUDIT & LEGAL SERVICES	53,000.00	53,000.00	0.00	10,093.28	42,906.72	80.96 %
<a href="#">111-5611-56570</a>	ENGINEERING/ARCHITECTURAL	960,300.00	960,300.00	28,097.37	149,118.49	811,181.51	84.47 %
<a href="#">111-5611-56610</a>	UTILITIES-ELECTRIC	2,400.00	2,400.00	229.33	712.07	1,687.93	70.33 %
<b>Category: 560 - Contractual Services Total:</b>		<b>6,635,798.00</b>	<b>6,635,798.00</b>	<b>431,826.25</b>	<b>1,073,546.59</b>	<b>5,562,251.41</b>	<b>83.82%</b>

Budget Report

For Fiscal: 2025-2026 Period Ending: 02/28/2026

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Category: 570 - Debt Service &amp; Capital Replacement</b>						
<a href="#">111-5611-57410</a> PRINCIPAL PAYMENT	818,019.85	818,019.85	68,219.76	338,498.99	479,520.86	58.62 %
<a href="#">111-5611-57415</a> INTEREST EXPENSE	1,065,228.95	1,065,228.95	85,049.37	427,846.66	637,382.29	59.84 %
<b>Category: 570 - Debt Service &amp; Capital Replacement Total:</b>	<b>1,883,248.80</b>	<b>1,883,248.80</b>	<b>153,269.13</b>	<b>766,345.65</b>	<b>1,116,903.15</b>	<b>59.31%</b>
<b>Category: 580 - Capital Outlay</b>						
<a href="#">111-5611-58110</a> LAND-PURCHASE PRICE	1,000,000.00	3,228,180.39	0.00	2,266,681.38	961,499.01	29.78 %
<a href="#">111-5611-58995</a> CONTRA CAPITAL OUTLAY	0.00	0.00	0.00	-2,266,681.38	2,266,681.38	0.00 %
<b>Category: 580 - Capital Outlay Total:</b>	<b>1,000,000.00</b>	<b>3,228,180.39</b>	<b>0.00</b>	<b>0.00</b>	<b>3,228,180.39</b>	<b>100.00%</b>
<b>Expense Total:</b>	<b>10,315,427.70</b>	<b>12,543,608.09</b>	<b>641,629.96</b>	<b>2,113,541.92</b>	<b>10,430,066.17</b>	<b>83.15%</b>
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>	<b>-1,994,880.70</b>	<b>-4,223,061.09</b>	<b>-76,503.71</b>	<b>-547,976.49</b>	<b>3,675,084.60</b>	<b>87.02%</b>
<b>Report Surplus (Deficit):</b>	<b>-1,994,880.70</b>	<b>-4,223,061.09</b>	<b>-76,503.71</b>	<b>-547,976.49</b>	<b>3,675,084.60</b>	<b>87.02%</b>

03/11/2026 Item B.

Budget Report

For Fiscal: 2025-2026 Period Ending: 02/28/2026

Group Summary

Category	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP</b>						
<b>Revenue</b>						
400 - Taxes	5,389,434.00	5,389,434.00	551,977.23	1,349,504.12	-4,039,929.88	74.96%
460 - Interest Income	10,000.00	10,000.00	12,749.02	102,315.27	92,315.27	923.15%
480 - Miscellaneous Income	2,921,113.00	2,921,113.00	400.00	113,746.04	-2,807,366.96	96.11%
<b>Revenue Total:</b>	<b>8,320,547.00</b>	<b>8,320,547.00</b>	<b>565,126.25</b>	<b>1,565,565.43</b>	<b>-6,754,981.57</b>	<b>81.18%</b>
<b>Expense</b>						
510 - Personnel Services	777,930.90	777,930.90	55,570.24	270,752.71	507,178.19	65.20%
520 - Supplies	8,300.00	8,300.00	964.34	2,896.97	5,403.03	65.10%
540 - Materials for Maintenance	10,150.00	10,150.00	0.00	0.00	10,150.00	100.00%
560 - Contractual Services	6,635,798.00	6,635,798.00	431,826.25	1,073,546.59	5,562,251.41	83.82%
570 - Debt Service & Capital Replacement	1,883,248.80	1,883,248.80	153,269.13	766,345.65	1,116,903.15	59.31%
580 - Capital Outlay	1,000,000.00	3,228,180.39	0.00	0.00	3,228,180.39	100.00%
<b>Expense Total:</b>	<b>10,315,427.70</b>	<b>12,543,608.09</b>	<b>641,629.96</b>	<b>2,113,541.92</b>	<b>10,430,066.17</b>	<b>83.15%</b>
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3/10/2026 11:09:35 AM

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03/11/2026 Item B.

Budget Report

For Fiscal: 2025-2026 Period Ending: 02/28/2026

**Fund Summary**

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
111 - WYLIE ECONOMIC DEVEL CC	-1,994,880.70	-4,223,061.09	-76,503.71	-547,976.49	3,675,084.60
<b>Report Surplus (Deficit):</b>	<b>-1,994,880.70</b>	<b>-4,223,061.09</b>	<b>-76,503.71</b>	<b>-547,976.49</b>	<b>3,675,084.60</b>

3/10/2026 11:09:35 AM

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# Balance Sheet

## Account Summary

As Of 02/28/2026

Account	Name	Balance
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP</b>		
<b>Assets</b>		
<a href="#">111-1000-10110</a>	CLAIM ON CASH AND CASH EQUIV.	8,793,444.68
<a href="#">111-1000-10135</a>	ESCROW	0.00
<a href="#">111-1000-10180</a>	DEPOSITS	2,000.00
<a href="#">111-1000-10198</a>	OTHER - MISC CLEARING	0.00
<a href="#">111-1000-10341</a>	TEXPOOL	0.00
<a href="#">111-1000-10343</a>	LOGIC	0.00
<a href="#">111-1000-10481</a>	INTEREST RECEIVABLE	0.00
<a href="#">111-1000-11511</a>	ACCTS REC - MISC	0.00
<a href="#">111-1000-11517</a>	ACCTS REC - SALES TAX	0.00
<a href="#">111-1000-12810</a>	LEASE PAYMENTS RECEIVABLE	0.00
<a href="#">111-1000-12996</a>	LOAN RECEIVABLE	200,000.00
<a href="#">111-1000-12998</a>	ACCTS REC - FORGIVEABLE LOANS	796,500.00
<a href="#">111-1000-14112</a>	INVENTORY - MATERIAL/ SUPPLY	0.00
<a href="#">111-1000-14116</a>	INVENTORY - LAND & BUILDINGS	18,235,686.52
<a href="#">111-1000-14310</a>	PREPAID EXPENSES - MISC	0.00
<a href="#">111-1000-14410</a>	DEFERRED OUTFLOWS	630,000.00
	<b>Total Assets:</b>	<b>28,657,631.20</b>
		<b><u>28,657,631.20</u></b>
<b>Liability</b>		
<a href="#">111-2000-20110</a>	FEDERAL INCOME TAX PAYABLE	0.00
<a href="#">111-2000-20111</a>	MEDICARE PAYABLE	0.00
<a href="#">111-2000-20112</a>	CHILD SUPPORT PAYABLE	0.00
<a href="#">111-2000-20113</a>	CREDIT UNION PAYABLE	0.00
<a href="#">111-2000-20114</a>	IRS LEVY PAYABLE	0.00
<a href="#">111-2000-20115</a>	NATIONWIDE DEFERRED COMP	0.00
<a href="#">111-2000-20116</a>	HEALTH INSUR PAY-EMPLOYEE	-2,879.82
<a href="#">111-2000-20117</a>	TMRS PAYABLE	9,357.00
<a href="#">111-2000-20118</a>	ROTH IRA PAYABLE	0.00
<a href="#">111-2000-20119</a>	WORKERS COMP PAYABLE	0.00
<a href="#">111-2000-20120</a>	FICA PAYABLE	0.00
<a href="#">111-2000-20121</a>	TEC PAYABLE	0.00
<a href="#">111-2000-20122</a>	STUDENT LOAN LEVY PAYABLE	0.00
<a href="#">111-2000-20123</a>	ALIMONY PAYABLE	0.00
<a href="#">111-2000-20124</a>	BANKRUPTCY PAYABLE	0.00
<a href="#">111-2000-20125</a>	VALIC DEFERRED COMP	0.00
<a href="#">111-2000-20126</a>	ICMA PAYABLE	0.00
<a href="#">111-2000-20127</a>	EMP. LEGAL SERVICES PAYABLE	0.00
<a href="#">111-2000-20130</a>	FLEXIBLE SPENDING ACCOUNT	0.00
<a href="#">111-2000-20131</a>	EDWARD JONES DEFERRED COMP	0.00
<a href="#">111-2000-20132</a>	EMP CARE FLITE	0.00
<a href="#">111-2000-20133</a>	Unemployment Comp Payable	278.26
<a href="#">111-2000-20136</a>	HSA PAYABLE	500.00
<a href="#">111-2000-20151</a>	ACCRUED WAGES PAYABLE	0.00
<a href="#">111-2000-20180</a>	ADDIT EMPLOYEE INSUR PAY	49.46
<a href="#">111-2000-20199</a>	MISC PAYROLL PAYABLE	0.00
<a href="#">111-2000-20201</a>	AP PENDING	126.28
<a href="#">111-2000-20210</a>	ACCOUNTS PAYABLE	0.00
<a href="#">111-2000-20530</a>	PROPERTY TAXES PAYABLE	0.00
<a href="#">111-2000-20540</a>	NOTES PAYABLE	630,000.00
<a href="#">111-2000-20610</a>	RETAINAGE PAYABLE	579,844.70
<a href="#">111-2000-20810</a>	DUE TO GENERAL FUND	0.00
<a href="#">111-2000-22270</a>	DEFERRED INFLOW	0.00
<a href="#">111-2000-22275</a>	DEF INFLOW - LEASE PRINCIPAL	0.00

As Of 02/28/2026

## Balance Sheet

Account	Name	Balance
<a href="#">111-2000-22280</a>	DEFERRED INFLOW - LEASE INT	0.00
<a href="#">111-2000-22915</a>	RENTAL DEPOSITS	1,200.00
	<b>Total Liability:</b>	<b>1,218,475.88</b>
<b>Equity</b>		
<a href="#">111-3000-34110</a>	FUND BALANCE - RESERVED	0.00
<a href="#">111-3000-34590</a>	FUND BALANCE-UNRESERV/UNDESIG	27,987,131.81
	<b>Total Beginning Equity:</b>	<b>27,987,131.81</b>
Total Revenue		1,565,565.43
Total Expense		2,113,541.92
<b>Revenues Over/Under Expenses</b>		<b>-547,976.49</b>
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>27,439,155.32</b>
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>	<b><u>28,657,631.20</u></b>

As Of 02/28/2026

## Balance Sheet

Account	Name	Balance
<b>Fund: 922 - GEN LONG TERM DEBT (WEDC)</b>		
<b>Assets</b>		
<a href="#">922-1000-10312</a>	GOVERNMENT NOTES	0.00
<a href="#">922-1000-18110</a>	LOAN - WEDC	0.00
<a href="#">922-1000-19050</a>	DEF OUTFLOW TMRS CONTRIBUTIONS	56,380.29
<a href="#">922-1000-19051</a>	DEF OUTFLOW SDBF CONTRIBUTIONS	1,532.00
<a href="#">922-1000-19075</a>	DEF OUTFLOW - INVESTMENT EXP	0.48
<a href="#">922-1000-19100</a>	DEF OUTFLOW - ACT EXP/ASSUMP	54,546.78
<a href="#">922-1000-19125</a>	(GAIN)/LOSS ON ASSUMPTION CHGS	-21,578.41
<a href="#">922-1000-19126</a>	DEF INFLOW SDBF CONTRIBUTIONS	-3,476.00
	<b>Total Assets:</b>	<b>87,405.14</b>
		<b><u>87,405.14</u></b>
<b>Liability</b>		
<a href="#">922-2000-20310</a>	COMPENSATED ABSENCES PAYABLE	47,001.64
<a href="#">922-2000-20311</a>	COMP ABSENCES PAYABLE-CURRENT	32,300.82
<a href="#">922-2000-21410</a>	ACCRUED INTEREST PAYABLE	44,848.94
<a href="#">922-2000-28205</a>	WEDC LOANS/CURRENT	484,937.09
<a href="#">922-2000-28246</a>	GOVCAP LOAN/KIRBY	6,602,913.51
<a href="#">922-2000-28247</a>	JARRARD LOAN	9,258.28
<a href="#">922-2000-28248</a>	GOVCAP LOAN/SERIES 2022	6,993,178.75
<a href="#">922-2000-28249</a>	GOVCAP LOAN/SERIES 2025	6,628,557.20
<a href="#">922-2000-29150</a>	NET PENSION LIABILITY	220,716.17
<a href="#">922-2000-29151</a>	SDBF LIABILITY	7,871.00
	<b>Total Liability:</b>	<b>21,071,583.40</b>
<b>Equity</b>		
<a href="#">922-3000-34590</a>	FUND BALANCE-UNRESERV/UNDESIG	-21,202,413.25
<a href="#">922-3000-35900</a>	UNRESTRICTED NET POSITION	-120,264.00
	<b>Total Beginning Equity:</b>	<b>-21,322,677.25</b>
Total Revenue		0.00
Total Expense		-338,498.99
<b>Revenues Over/Under Expenses</b>		<b>338,498.99</b>
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>-20,984,178.26</b>
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>	<b><u>87,405.14</u></b>

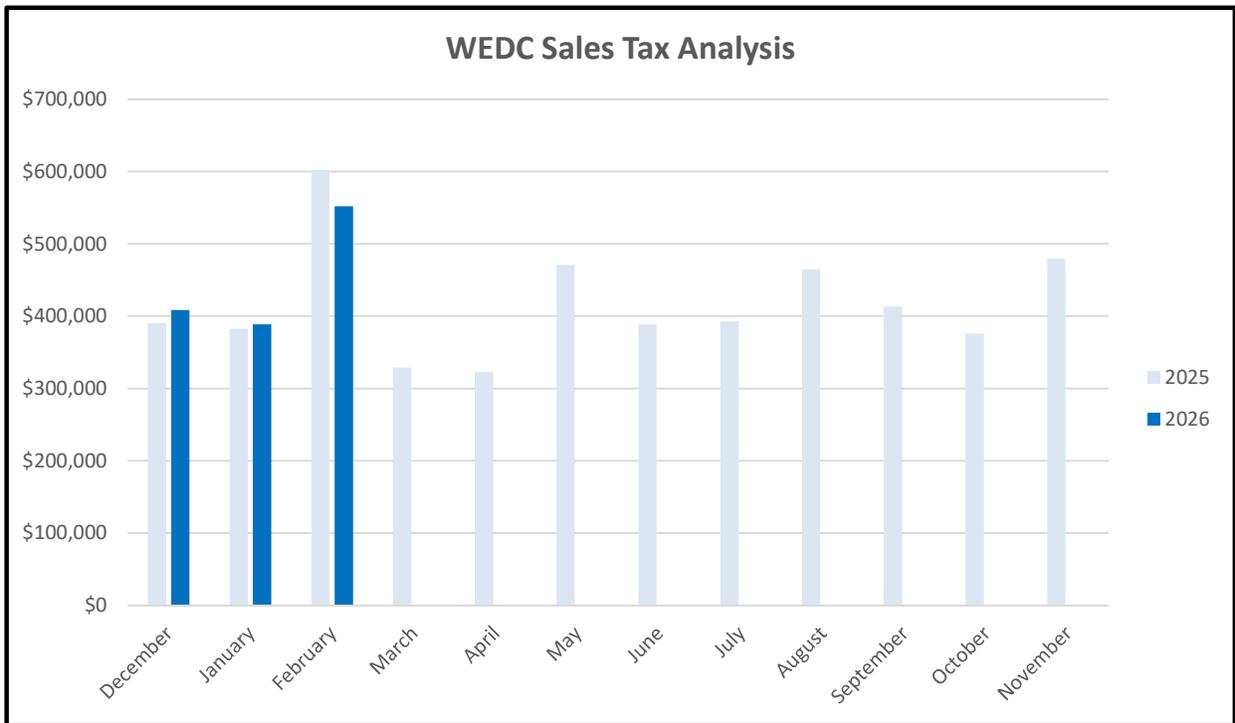
## Wylie Economic Development Corporation

### SALES TAX REPORT

February 28, 2026

### BUDGETED YEAR

MONTH	FY 2023	FY 2024	FY 2025	FY 2026	DIFF 25 vs. 26	% DIFF 25 vs. 26
DECEMBER	\$ 338,726.54	\$ 374,686.38	\$ 390,604.04	\$ 408,728.64	\$ 18,124.60	4.64%
JANUARY	\$ 368,377.73	\$ 393,994.39	\$ 382,610.55	\$ 388,798.25	\$ 6,187.71	1.62%
FEBRUARY	\$ 480,381.11	\$ 265,491.94	\$ 602,324.24	\$ 551,977.23	\$ (50,347.01)	-8.36%
MARCH	\$ 313,686.17	\$ 577,757.71	\$ 329,048.32	\$ -		
APRIL	\$ 310,050.94	\$ 341,335.06	\$ 322,976.93	\$ -		
MAY	\$ 434,878.33	\$ 448,671.55	\$ 471,458.46	\$ -		
JUNE	\$ 330,236.89	\$ 377,949.25	\$ 388,872.57	\$ -		
JULY	\$ 379,162.00	\$ 374,225.20	\$ 392,577.13	\$ -		
AUGUST	\$ 448,253.70	\$ 463,185.29	\$ 464,675.10	\$ -		
SEPTEMBER	\$ 371,880.65	\$ 408,571.56	\$ 413,833.25	\$ -		
OCTOBER	\$ 377,466.67	\$ 402,154.81	\$ 376,060.96	\$ -		
NOVEMBER	\$ 458,694.91	\$ 446,217.04	\$ 479,646.12	\$ -		
<b>Sub-Total</b>	<b>\$ 4,611,795.64</b>	<b>\$ 4,874,240.18</b>	<b>\$ 5,014,687.65</b>	<b>\$ 1,349,504.12</b>	<b>\$ (26,034.70)</b>	<b>-1.89%</b>
<b>Total</b>	<b>\$ 4,611,795.64</b>	<b>\$ 4,874,240.18</b>	<b>\$ 5,014,687.65</b>	<b>\$ 1,349,504.12</b>	<b>\$ (26,034.70)</b>	<b>-1.89%</b>



\*\*\* Sales Tax collections typically take 2 months to be reflected as Revenue. SlsTx receipts are then accrued back 2 months.  
 Example: February SlsTx Revenue is actually December SlsTx and is therefore the 3rd allocation in FY26.

# Wylie Economic Development Corporation

## PERFORMANCE AGREEMENT REPORT

February 28, 2026

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	FY 2026	FY 2027	FY 2028	FY 2029	FY 2030	FY 2031	REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
AMERICAN ENTITLEMENTS II	\$ 35,000.00	\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 35,000.00	
GLEN ECHO BREWING	\$ 100,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,000.00	\$ 100,000.00	A
PHOENIX ASCENDING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	B
CATES/LANSRING INVESTMENTS	\$ 600,000.00	\$ -	\$ 300,000.00	\$ 300,000.00	\$ -	\$ -	\$ -	\$ 600,000.00	\$ -	\$ 600,000.00	C
	<b><u>\$ 735,000.00</u></b>	<b><u>\$ 30,000.00</u></b>	<b><u>\$ 300,000.00</u></b>	<b><u>\$ 300,000.00</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 600,000.00</u></b>	<b><u>\$ 105,000.00</u></b>	<b><u>\$ 735,000.00</u></b>	
								<i>Deferred Outflow</i>	<i>\$ 630,000.00</i>		

A. Performance Agreement (\$100,000) and Forgivable Land Grant (\$100,000 forgiven over 3 years). **\$33,000 CO, \$33,000 in 2025**, and \$34,000 in 2026.

B. Forgivable Land Grant (\$450,000 forgiven over 4 years). **\$112,500 CO** & \$112,500/year in 2027, 2028, & 2029.

C. Performance Agreement (\$600,000) and Forgivable Land Grant (\$425,000 forgiven over 4 years) \$106,250 CO, \$106,250 in 2027, \$106,250 in 2028, \$106,250 in 2029

## AGENDA REPORT

**Meeting Date:** March 11, 2026      **Item Number:** 1  
**Prepared By:** Jason Greiner      *(Staff Use Only)*

### Subject

Consider and act upon a contract between the WEDC and The Retail Coach.

### Recommendation

Motion to award a contract to The Retail Coach in the amount of \$30,000 and further authorize the Executive Director to execute any and all necessary documents.

### Discussion

Attached for your review is a proposal from The Retail Coach (TRC) to renew the Retail Consulting Services provided to the WEDC and the City of Wylie. The WEDC and TRC have had a long relationship, which began in 2007, prior to Wylie's first experience at ICSC RECon, which ultimately resulted in securing the Target Anchored Center, Woodbridge Crossing. Since that time, TRC has remained responsive and proven to be a valuable resource that complements our community's retail marketing strategies and overall site development efforts.

Staff believes it will be advantageous to continue employing the services of The Retail Coach as we move toward the stages of final stages of development.

Included in this Proposal:

- 24-Month Partnership
- 2026 and 2027 Market Analysis Reports
- Determining Retail Opportunities
- Site Marketing
- Identifying Retailers & Developers for Recruitment
- Marketing & Branding
- Actively Recruiting Retailers & Developers
- Trade Show Representation
- Ongoing Retail Recruitment & Coaching
- On-Demand Reports

## AGENDA REPORT

**Meeting Date:** March 11, 2026

**Item Number:** 2

**Prepared By:** Jason Greiner

### Subject

Consider and act upon Resolution 2026-01(R) between the WEDC and Government Capital Corporation.

### Recommendation

Motion to approve Resolution 2026-01(R) between the WEDC and Government Capital Corporation.

### Discussion

As the Board will recall, Staff began evaluating options to borrow additional funds to finance the acquisition of additional land to promote economic development in the City of Wylie. Following input from the Board, Staff requested term sheets reflecting a \$9.6MM loan with a 240-month term and a 3-year call restriction.

Passage of Resolution 2026-01(R) authorizes the borrowing of funds by the WEDC Board, with ratification of the Resolution being presented to Council on March 24, 2026. The attached exhibit contains the Resolution Documents that will authorize the borrowing of the funds.

Loan Terms: 240 months at 6.56% interest rate with a 7-year rate adjustment and a 3-year call restriction. The target funding date is TBD.

Tentative Timeline for Funding:

- 3/11/26 WEDC- Pass Authorizing Resolution (Authorizing the Borrowing) & FY 2025-2026 Budget Amendment to Accept Funds and Approve Modified Budget
- 3/24/26 City Council Action Item- Pass Sales Tax Remittance Resolution (Ratifying WEDC action) & FY 2025-2026 Budget Amendment to Accept Funds and Approve Modified Budget
- TBD Target Funding Date (wire transfer funds per Funding Memorandum)

As noted above, approval of WEDC Resolution 2026-01(R) provides Board authorization for the borrowing of funds for the loan in the principal amount of \$9,600,000.

(Note: The 1.5% loan issuance cost of \$144,000 will be paid separately via budget transfer from 111-5611-58110 Land to 111-5611-56040 Special Services and is not included in the loan amount.)



**GOVERNMENT CAPITAL**  
**CORPORATION**

**Wylie Economic Development Corporation**

Preliminary Term Sheet  
March 10, 2026

FINANCING STRUCTURE: Taxable Type A EDC Note

PLACEMENT: Private Placement

ESTIMATED SOURCES AND USES OF FUNDS:

Sources:

<u>Note Proceeds</u>	<u>\$ 9,600,000.00</u>
<b>Total Sources</b>	<b>\$ 9,600,000.00</b>

Uses:

<u>Land Purchase</u>	<u>\$ 9,600,000.00</u>
<b>Total Uses</b>	<b>\$ 9,600,000.00</b>

\*The issuance cost in the amount of \$144,000.00 has not been included in the financed amount for the project or the payment amount and will need to be paid outside of closing. These fees represent the total issuance costs necessary for closing the transaction as contemplated. Issuance Cost Allocation includes Special Tax Counsel, Private Placement Cost and Filing Fees.

PLACEMENT AGENT: Government Capital Corporation, Southlake, Texas

SPECIAL TAX COUNSEL: Naman, Howell, Smith & Lee, Austin, Texas

TERM: 20 Years (240 Mthly Pymts)

INTEREST RATE: 6.56% w/7yr rate adjust

MONTHLY PAYMENT: \$ 71,940.74

ESTIMATED CLOSING DATE: March 2026

FIRST PAYMENT DATE: April 2026

ADDITIONAL NOTES:

This transaction will be secured by a pledge of sales tax only. Government Capital will not require liens on the real estate. Additionally, the traditional real estate closing costs including title policy, appraisal, survey, environmental studies, etc., will not be a contingency of closing for Government Capital.

This transaction will be fully callable on any payment date after the 36<sup>th</sup> monthly payment (3 years).

The above proposal is subject to audit analysis and mutually acceptable documentation. The terms outlined herein are based on current markets. Upon credit approval, rates may be locked for up to thirty (30) days. If funding does not occur within this time period, rates will be indexed to markets at such time.

**Stephanie Cates**

Stephanie Cates  
Client Services  
Main: 817-421-5400

*The transaction described herein is an arm's length, commercial transaction between you and Government Capital Corporation. The terms of the proposed financing are being provided solely in response to your specific inquiry and for your professional consideration.*

**CERTIFICATE FOR RESOLUTION**

On March 11, 2026, we, the undersigned officers of Wylie Economic Development Corporation (the "Corporation"), hereby certify as follows:

1. The Board of Directors of the Corporation convened in a Special Called Meeting on March 11, 2026 at the designated meeting place, and the roll was called of the duly constituted officers and members of said Board of Directors, to wit:

<u>NAME</u>	<u>TITLE</u>
Blake Brininstool	President
Harold Smith	Vice President
Melisa Whitehead	Secretary
Alan Dayton	Treasurer
Demond Dawkins	Member
Matthew Porter	Mayor, Ex-Officio Member
Brent Parker	City Manager, Ex-Officio Member

and all of said persons were present, except the following absentees: \_\_\_\_\_, thus constituting a quorum. Whereupon, among other business, the following was transacted at said Meeting: a written

**RESOLUTION OF THE BOARD OF DIRECTORS OF WYLIE ECONOMIC DEVELOPMENT CORPORATION REGARDING A LOAN IN THE PRINCIPAL AMOUNT NOT TO EXCEED \$9,600,000.**

was duly introduced for the consideration of said Board of Directors and read in full. It was then duly moved and seconded that said Resolution be adopted; and, after due discussion, said motion carrying with it the adoption of said Resolution, prevailed and carried by the following vote:

AYES: All members of the Board of Directors shown present above voted "Aye" except as shown below.

NOES: \_\_\_\_\_

ABSTAIN: \_\_\_\_\_

2. That a true, full and correct copy of the aforesaid Resolution adopted at the Meeting described in the above and foregoing paragraph is attached to and follows this Certificate; that said Resolution has been duly recorded in said Board of Directors' minutes of said Meeting; that the above and foregoing paragraph is a true, full and correct excerpt from said Board of Directors' minutes of said Meeting pertaining to the adoption of said Resolution; that the persons named in the above and foregoing paragraph are the duly chosen, qualified and acting officers and members of said Board of Directors as indicated therein; that each of the officers and members of said Board of Directors was duly and sufficiently notified officially and

personally, in advance, of the time, place and purpose of the aforesaid Meeting, and that said Resolution would be introduced and considered for adoption at said Meeting, and each of said officers and members consented, in advance, to the holding of said Meeting for such purpose, and that said Meeting was open to the public and public notice of the time, place and purpose of said Meeting was given, all as required by Chapter 551, Texas Government Code.

3. That the President of the Board of Directors of the Corporation has approved and hereby approves the aforesaid Resolution; that the President and the Secretary of said Corporation have duly signed said Resolution; and that the President and the Corporation Secretary of said Corporation hereby declare that their signing of this Certificate shall constitute the signing of the attached and following copy of said Resolution for all purposes.

Signed on the date first written above.

\_\_\_\_\_  
Melisa Whitehead  
Secretary, Board of Directors

\_\_\_\_\_  
Blake Brininstool  
President, Board of Directors

**RESOLUTION OF THE BOARD OF DIRECTORS OF THE WYLIE  
ECONOMIC DEVELOPMENT CORPORATION REGARDING A LOAN  
IN THE PRINCIPAL AMOUNT NOT TO EXCEED \$9,600,000.**

**WHEREAS**, The WYLIE ECONOMIC DEVELOPMENT CORPORATION (“*Borrower*”) proposes to enter into a Loan Agreement dated as of March 30, 2026 (as amended, restated, supplemented and/or otherwise modified, the “*Loan Agreement*”), with Government Capital Corporation, as lender (“*Lender*”) to enable the Corporation to (1) finance the costs to acquire real property (the “*Project*”) in the City of Wylie, Texas (the “*City*”) for economic develop purposes, and (2) pay costs of issuing the loan, and as security for the payment of the principal of and interest thereon, the Borrower has agreed to pledge its Economic Development Sales and Use Tax. All capitalized terms used herein, but not otherwise defined herein, shall have the meaning ascribed to such term in the Loan Agreement.

**WHEREAS**, the proposed form of the Loan Agreement, the Note (as defined in the Loan Agreement) and the Sales Tax Remittance Agreement (as defined in the Loan Agreement) have been presented to this meeting.

**NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF  
THE WYLIE ECONOMIC DEVELOPMENT CORPORATION AS FOLLOWS:**

**Section 1.** The Board of Directors agrees to enter into the Loan Agreement, Note and the Sales Tax Remittance Agreement to finance the cost of the Property in the amount not to exceed \$9,600,000.00 at an interest rate of 6.560%, subject to adjustment as set forth in the Loan Agreement, and, in order to secure payment of the principal and interest on the Note, to pledge its Economic Development Sales and Use Tax.

**Section 2.** That any one or more of the Authorized Officers of the Borrower listed in Section 3 below be, and each of them hereby is, authorized to execute, acknowledge and deliver in the name and on behalf of Borrower to the Lender the Loan Agreement, including all attachments and exhibits thereto, the Note and the Sales Tax Remittance Agreement. The Loan Agreement, Note and Sales Tax Remittance Agreement shall be in substantially the form presented to this meeting with such changes as the signing officer shall determine to be advisable. Further, said Authorized Officers are authorized to execute, acknowledge and deliver in the name and on behalf of the Borrower any other agreement, instrument, certificate, representation and document, and to take any other action as may be advisable, convenient or necessary to enter into such Loan Agreement, Note and Sales Tax Remittance Agreement; the execution thereof by any such Authorized Officer shall be conclusive as to such determination.

**Section 3.** That for the purpose of this resolution, the following persons, or the persons holding the following positions, are “*Authorized Officers*” duly authorized to enter into the transaction contemplated by this resolution in the name and on behalf of Borrower:

<u>Name</u>	<u>Title</u>
Blake Brininstool	President
Harold Smith	Vice-President
Melisa Whitehead	Secretary

**Section 4.** That there is hereby authorized the execution and delivery by the Authorized Officers or any one of them in the name of and on behalf of Borrower the Loan Agreement, including all attachments and exhibits thereto, the Note and the Sales Tax Remittance Agreement in substantially the form presented to this meeting with such changes as the signing officer shall determine advisable, and the execution thereof shall be conclusive as to such determination.

**Section 5.** That this Resolution shall take effect immediately.

**PASSED AND ADOPTED** this \_\_\_\_ day of \_\_\_\_\_, 2026.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: March 11, 2026
Prepared By: Jason Greiner

Item Number: 3

Subject
Consider and act upon FY 2025-2026 Budget Amendments.

Recommendation
Staff recommends that the WEDC Board of Directors approve the FY 2025-2026 Budget Amendments.

Discussion
Staff will submit FY 2025-2026 Budget Amendments for consideration by City Council on March 24, 2026.
The WEDC amendments detailed below adjust the budget to account for the receipt of loan proceeds from the WEDC 2026 Note and Board-authorized real estate transactions.
(Note: Loan proceeds do not include the 1.5% loan issuance cost of \$144,000. This will be paid separately via budget transfer from 111-5611-58110 Land to 111-5611-56040 Special Services.)
Revenues
111-4000-49325 Bank Note Proceeds
Receipt of Loan Proceeds: \$ 9,600,000
Expenses
111-5611-58110 Land-Purchase Price
Land Acquisition \$ 9,600,000



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: March 11, 2026

Item Number: 4

Prepared By: Jason Greiner

Subject

Consider and act upon issues surrounding the 2025 WEDC Annual Report.

Recommendation

Staff recommends that the WEDC Board of Directors approve the 2025 Annual Report with final changes and present the same to the Wylie City Council for their review.

Discussion

As per the WEDC Bylaws, the WEDC must present an annual report to the Wylie City Council no later than April 1st of each year. The report must include but is not limited to, a review of all expenditures made by the Board, a review of accomplishments, and a review of other than direct economic development.

WEDC Staff will lead the discussion and make any necessary amendments to ensure that the report is presented to the Wylie City Council on March 24, 2026.

- 4. Wylie Economic Development Corporation shall make reports to the City Council of the City of Wylie. The Wylie Economic Development Corporation shall discharge this requirement by reporting to the City Council in the following manner:
  - a. Wylie Economic Development Corporation shall make a detailed report to the City Council once each year. Such report shall include, but not be limited to, the following:
    - i. A review of all expenditures made by the Board in connection with their activities involving direct economic development as defined in this article, together with a report of all other expenditures made by the Board.
    - ii. A review of the accomplishments of the Board in the area of direct economic development.
    - iii. The policies and strategy followed by the Board in relation to direct economic development together with any proposed changes in such activities.
    - iv. A review of the activities of the Board in areas of endeavor other than direct economic development together with any proposed changes in such activities.
    - v. The annual required report shall be made to the City Council no later than April 1 of each year.
    - vi. The annual report shall be considered by the City Council for its review and acceptance.



# AGENDA REPORT

Meeting Date: March 11, 2026

Item Number: DS1

Prepared By: Jason Greiner

### Subject

Discussion and updates from WEDC Committees.

### Recommendation

No action is requested by staff on this item.

### Discussion

Committee members and staff will hold a discussion and provide updates from WEDC Committees.

Current Active Standing Committees of the WEDC:

- Budget, Finance, and Audit Committee (Melisa Whitehead, Demond Dawkins)
  - The Budget, Finance, and Audit Committee met on 1-30-26.
- Business Retention and Expansion Committee (Harold Smith, Melisa Whitehead)
- Committee for New Business Attraction and Recruitment (Blake Brininstool, Alan Dayton)

Current Special Committees of the WEDC:

- Strategic Planning Committee (Blake Brininstool, Harold Smith, Demond Dawkins)
  - Members of the Strategic Planning Committee met on 1-14-26 and 2-20-26 to review/discuss the organization's Goals and Objectives.
- Staffing and Compensation Committee (Harold Smith, Melisa Whitehead)



STAFF REPORT

Date: March 11, 2026 Item Number: DS2
Prepared By: Jason Greiner

Subject
Staff report: WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs.

Recommendation
N/A

Discussion
WEDC Property Update:
Recently Sold or Pending Real Estate Agreements
• 544 Gateway/Lot 1: 2 Acres Shadyside, LLC – Sold: 8-18-25. Construction began on 9-22-25, terminating the option to re-purchase. Anticipated completion date: Mid-2026
• 544 Gateway/Lot 5: Lanspring Investments, LLC – Sold: 09-23-25. Anticipated completion date: Late 2026 or Early 2027.
• 544 Gateway/Lot 2: SCSD – Current Status: Final Engineering Review. Closing Date: TBD
Listing Agreement – Segovia Partners (SP)
• The one remaining pad site is under contract. Upon closing, Staff will cancel the listing agreement.
• SP has continued to market developable properties and has engaged with potential users/developers.
• Staff will provide project updates as needed in Executive Session.
Engineering Report:
Active & Moving / Slowed or Paused / Inactive but Invested or Planning
Design & Engineering - Cooper Plaza - State Hwy 78 & Brown
• Record drawings have been completed.
• WEDC/KH received the as-built topo survey for the exposed soil internal to the retention pond. The flowline elevation of the outfall weir is 0.06 feet below the design elevation, but there is possibly some damage to some of the pond wall, and per the survey data the flowline elevations of the pipes coming into the pond slightly vary from the construction plans, and the silt in those areas still needs to be removed.
• Onsite walkthrough meeting with the WEDC, City, and McMahon on 3-26-26.
SH 78 Sidewalks
• KH finalizing redesign of sidewalk connection at the intersection of SH-78 and Ballard Ave.
• KH to resubmit construction plans to City.
Downtown Parking / Jackson Ave Parking and Striping
• KH to send concept plan to City staff and fire and set up meeting to get final sign-off on design.
• KH to begin preparing construction plans once final buyoff is received.

**Design & Engineering - 544 Gateway Addition**

- Tiseo is done with improvement. Preliminary walk-through is scheduled with TxDOT/City of Wylie on 3-13-26. WEDC and KH walk-through tentatively scheduled for 3-26-26.
- Staff is coordinating with the City of Wylie regarding sign installation of John Yeager Way.

**Lot 3 – 544 Gateway Addition**

- Roome Surveying is performing a full topographic survey this week and should have data over to KH soon.
- Once survey data is received, KH will begin preparing civil construction plans.

**FM 544 Corridor Master Plans**

- KH finalizing drainage design and deliverables for the corridor.
- KH to update concept plans per WEDC direction.

**Flood Study & Drainage Study- Hooper/Steel/Regency Business Park**

- KH reviewing and providing input on the drainage analysis from LJA.

**Atmos Gas Main Extension- N Hwy 78**

- Construction has begun on the project.
- Staff coordinated with City of Wylie for traffic line location at Kreymer/Hwy 78.
- Anticipated completion by 4-17-26.

**Water & Sewer Extension - State Hwy 78/Alanis (KH)**

- KH provided a recommended award letter for Canary Construction.
- A pre-con meeting can be scheduled once all easements are signed and filed.
- Contractor will need to coordinate with NTMWD on the shutdown for the tie-in.

**Sanden Easement/ROW Coordination**

- KH is preparing an IPO, currently coordinating scope language and fees with internal partners on all drainage, traffic, and structural-related items.

**Keefer Street Infrastructure**

- KH to prepare IPO.

**Jackson Avenue Development**

- Project on hold, but work continues on Jackson Ave. Parking and Striping.
- Coordinating with City and design team for the Downtown infrastructure/wayfinding project to coordinate parking, drainage, and “theme” of the development.
- Once the drainage solution is known, KH will prepare an IPO for a master plan, preliminary and final engineering, and an OPCC for the development of the block at Jackson/Oak/Marble. An architect/planner will be engaged to help plan the buildings (anticipated to be shell buildings/condominiums for lease. The development will meet the requirements of the Downtown overlay district.

**BRE & Workforce Updates:**

- Five BRE visits were conducted in February.
- Facilitated industry speakers for Wylie ISD Business Symposium:
  - Demond Dawkins will lead a Breakout focused on careers in Finance.
  - DJ Shirley will lead a Breakout focused on the impact of Social Media Marketing.
  - Jennifer Beck will lead a Breakout focused on Business Management and the importance of Human Capital.
  - Jackie Tobar will lead a Breakout focusing on Real Estate and Marketing.
  - Adam Prewitt, President of Helm Dental Laboratories, will be the Keynote Speaker.

- Supported workforce development programs for specific employer-identified needs.
- Identified a manufacturing expansion project for a local employer resulting from the growing demand for local fulfillment of DoW contracts. Potential facility relocation, equipment expansion, and facilitation of hiring event.
- Connected Wylie Preparatory Academy with industry/workforce development opportunities.
- Continued BRE Succession planning/training activities.

**Additional WEDC Activities/Programs in Review:**

- Ongoing efforts toward social media, Discover Wylie, and Social Media Rescue for local businesses.
- Granicus/Simpleview is moving forward with the Discover Wylie website redesign and related services.
- Ongoing meetings and discussions with real estate developers, contractors, and property owners continue.
- The Office Manager position has been posted, with the first round of interviews to take place next week.
- Staff attended Leadership Wylie – SIMSOC (CS)
- Staff and Board facilitated and attended Hidden Lakes Broker/Developer Event (BB, HS, JG, RH, CS)
- Staff attended Project U (RH, AW, CS)
- Staff attended ICSC Red River (JG, MB)
- Staff attended TEDC Winter Conference – (JG, RH, MB)
- Sales tax revenues for March have not yet been reported. Staff will provide an update when available.

**Upcoming Events:**

- State of the City Luncheon – March 24 *\*RSVP Required*
- WEDC Annual Report to Council – March 24
- WISD Boots ‘N Barbecue – March 28 *\*RSVP Required*
- Taste of Wylie – May 4 *\*RSVP Required*
- ICSC Las Vegas – May 18-20 – Las Vegas

Please see the attached Marketing Calendar for the full list of upcoming events.

**2026 February** **Board Meeting – 18<sup>th</sup>**

Day	Time	Meeting/Event
3	8:30 am	WDMA Meeting
3		Leadership Wylie – SIMSOC – cs
10	6:00 pm	City Council
<b>12-13</b>		<b>Broker/Developer Tour &amp; Event: Hidden Lakes</b>
<b>17</b>		<b>Project U in Burleson – rh, aw, cs</b>
<b>17-18</b>		<b>ICSC Red River – San Antonio, TX – jg, mb</b>
18	7:30 am	WEDC Board Meeting
24	6:00 pm	City Council
<b>24-26</b>		<b>TEDC Winter Conference – El Paso, TX – jg, rh, mb</b>
26	5:01 pm	5:01 PM Professional Networking – Fuel City

**2026 March** **Board Meeting – 11<sup>th</sup>**

Day	Time	Meeting/Event	
3	8:30 am	WDMA Meeting	
5		Leadership Wylie – Regional Leadership with Allen & McKinney - cs	
10	6:00 pm	Joint WEDC/City Council Special Called Meeting; City Council Meeting	
11	7:30 am	WEDC Special Called Board Meeting	
11	10:00 am	Wylie ISD Business Symposium – Collin College/Wylie	
<b>12</b>		<b>Leadership Wylie – Legislative Trip to Austin – cs</b>	
20	5:00 pm	5 Loaves Gala – Garland, TX	
24	11:30 am	Chamber of Commerce: State of the City Luncheon	*RSVP Required
24	6:00 pm	City Council & WEDC Annual Report	
28	5:30 pm	Boots ‘N Barbecue Gala – WISD Ed Foundation - Plano, TX	*RSVP Required

**2026 April** **Board Meeting – 15<sup>th</sup>**

Day	Time	Meeting/Event	
1		Industrial Real Estate Summit – Dallas, TX	
2		Governor’s Small Business Summit - Allen, TX	
<b>3</b>	<b>CLOSED</b>	<b>Good Friday Holiday</b>	
7	8:30 am	WDMA Meeting	
14	6:00 pm	City Council	
15	7:30 am	WEDC Board Meeting	
16		Leadership Wylie – Public Safety Day – cs	
21	8:00 am	Chamber of Commerce: State of the Chamber Breakfast 2026	*RSVP Required
28	5:30 pm	City Council - Small Business Week Proclamation & Reception	

**Around the Corner...**

- Taste of Wylie – May 4 \*RSVP Required
- ICSC Las Vegas – May 18-20 \*RSVP Required
- Board & Commission Interviews – May 27-28