

Wylie Economic Development Corporation

Board Regular Meeting

December 20, 2023 – 7:30 AM

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



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 November 15, 2023 Regular Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the November 2023 WEDC Treasurer's Report.

REGULAR AGENDA

- 1. Consider and act upon a First Amendment to the Performance Agreement between the WEDC and Sanden International (U.S.A.), Inc.

DISCUSSION ITEMS

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

EXECUTIVE SESSION

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 Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, FM 1378/Park, Jackson/Oak, Regency/Steel, State Hwy 78/Alanis, State Hwy 78/Brown, 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: 2021-4b, 2022-1c, 2022-10c, 2023- 1a, 2023-1c, 2023-2b, 2023-2d, 2023-3b, 2023-4c, 2023-5b, 2023-8a, 2023-9b, 2023-10a, 2023-11a, 2023-12a, 2023-12b, 2023-12c, and 2023-12d.

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 December 15, 2023 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.

Stephanie Storm, City Secretary

Date Notice Removed

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 Meeting
November 15, 2023 – 7:30 A.M.
WEDC Offices – Conference Room
250 S Hwy 78 – Wylie, TX 75098

CALL TO ORDER

Announce the presence of a Quorum

President Melisa Whitehead called the meeting to order at 7:32 a.m. Board Members present were Blake Brininstool and Aaron Jameson.

Ex-Officio Members Mayor Matthew Porter and City Manager Brent Parker were present.

WEDC staff present included Executive Director Jason Greiner, Assistant Director Rachael Hermes, BRE Director Angel Wygant, Administrative Assistant Marissa Butts, and Marketing & Communications Coordinator Will Kelly.

INVOCATION & PLEDGE OF ALLEGIANCE

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

COMMENTS ON NON-AGENDA ITEMS

With no citizen participation, President Whitehead moved to Consent Agenda.

CONSENT AGENDA

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 Minutes from October 15, 2023, Regular Meeting of the WEDC Board of Directors.**
- B. Consider and act upon approval of the October 2023 WEDC Treasurer's Report.**

Board Action

A motion was made by Aaron Jameson, seconded by Blake Brininstool, to approve the Consent Agenda as presented. A vote was taken, and the motion passed 3-0.

REGULAR AGENDA

- 1. Consider and act upon an Agreement between WEDC and American Entitlements, LLC.**
- 2. Consider and act upon construction services at Hwy 78 & Brown.**

Staff recommended that the Board consider Regular Agenda Items 1 and 2 after Executive Session.

President Whitehead moved to consider Discussion Items.

DISCUSSION ITEMS

Demond Dawkins arrived at 7:37 a.m. and stepped out at 7:38 a.m. during Discussion Item 1.

DS1. Discussion surrounding disposition of WEDC properties.

Staff Comments

Staff referenced the properties that were being prepared for demolition. Regarding 104 S Ballard, staff noted that City Council discussed the mural on the exterior of the building and requested that the EDC consider working with the original artist to recreate the mural, commemorate the mural, or consider the commission a new mural downtown. Staff also noted that the Historic Review Commission requested that the mural be photographed for future reference, print, or duplication.

The demolition at 300 N Second was tabled at the 10/26/2023 HRC meeting for further research regarding the age of the structure. All the other properties listed in the agenda report will be scheduled for demolition. Staff will notify the Board if the cost of demolition has increased since the last received bids.

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

Staff Comments

Staff referred the Board to the Agenda Report provided in the packet for all updates related to the WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, BRE Updates, Upcoming Events, and WEDC Activities/Programs. Staff inquired if the Board would like to move the December WEDC Board meeting and the Board chose to keep the date of the regularly scheduled Board meeting.

EXECUTIVE SESSION

Recessed into Closed Session at 7:46 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/Ballard, State Hwy 78/Brown, 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: 2013-9a, 2017-6a, 2021-2d, 2021-5a, 2021-6c, 2021-9b, 2021-11b, 2022-1b, 2022-1c, 2022-7b, 2022-9a, 2022-10c, 2023-1a, 2023-1c, 2023-2b, 2023-2d, 2023-3b, 2023-5b, 2023-6b, 2023-6c, 2023-6d, 2023-8a, 2023-8b, 2023-8c, 2023-9a, 2023-9b, 2023-9c, 2023-9d, 2023-10a, and 2023-10b.

WEDC – Minutes
November 15, 2023
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Demond Dawkins returned to the meeting during Executive Session at 7:52 a.m.

RECONVENE INTO OPEN SESSION

Take any action as a result of the Executive Session.

President Whitehead reconvened into Open Session at 8:26 a.m. No action was taken on Regular Agenda Items 1 or 2. The Board then took the following action:

Board Action

A motion was made by Demond Dawkins, seconded by Blake Brininstool, to authorize the WEDC to enter into a Performance Agreement with MLKJ Investments LLC, (Project 2021-6c) in the amount not to exceed \$80,000. A vote was taken, and the motion passed 4-0.

FUTURE AGENDA ITEMS

There were no Items requested for inclusion on future agendas.

ADJOURNMENT

With no further business, President Whitehead adjourned the WEDC Board meeting at 8:27 a.m.

Melisa Whitehead, President

ATTEST:

Jason Greiner, Executive Director



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: December 20, 2023
Prepared By: Jason Greiner

Item Number: B

Subject

Consider and act upon approval of the November 2023 WEDC Treasurer's Report.

Recommendation

Motion to approve the November 2023 WEDC Treasurer's Report.

Presented for the Board's review and approval is the November 2023 Treasurer's Report detailing the month and year-to-date financial transactions and performance against budget. In this report, you will find the Revenue and Expense Report, Statement of Net Position, Balance Sheet, Sales Tax Report, and Performance Agreement Summary.

REVENUES:

Sales Tax Revenue earned in August allocated in October, was \$377,466.67, an increase of 16.78% over the same period in 2022. Sales Tax Revenues for FY23 were up 11.25%.

Gain/Loss Sale of Cap Assets

\$(149,089.01) Sale of 607 Commerce

EXPENSES:

No notable expenses for this month.

**November Rev/Exp Report
Account Summary**

For Fiscal: 2023-2024 Period Ending: 11/30/2023

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 111 - WYLIE ECONOMIC DEVEL CORP							
Revenue							
111-4000-40210	SALES TAX	4,536,561.00	4,536,561.00	0.00	0.00	-4,536,561.00	100.00 %
111-4000-46110	ALLOCATED INTEREST EARNINGS	112,000.00	112,000.00	0.00	41,513.28	-70,486.72	62.93 %
111-4000-48110	RENTAL INCOME	48,600.00	48,600.00	500.00	500.00	-48,100.00	98.97 %
111-4000-48430	GAIN/(LOSS) SALE OF CAP ASSETS	2,655,970.00	2,655,970.00	-149,089.01	-149,089.01	-2,805,059.01	105.61 %
	Revenue Total:	7,353,131.00	7,353,131.00	-148,589.01	-107,075.73	-7,460,206.73	101.46%
Expense							
111-5611-51110	SALARIES	440,500.00	440,500.00	28,473.20	43,068.00	397,432.00	90.22 %
111-5611-51130	OVERTIME	0.00	0.00	871.40	871.40	-871.40	0.00 %
111-5611-51140	LONGEVITY PAY	1,200.00	1,200.00	1,092.00	1,092.00	108.00	9.00 %
111-5611-51310	TMRS	68,500.00	68,500.00	4,359.86	6,416.06	62,083.94	90.63 %
111-5611-51410	HOSPITAL & LIFE INSURANCE	81,000.00	81,000.00	5,006.67	9,951.41	71,048.59	87.71 %
111-5611-51420	LONG-TERM DISABILITY	1,600.00	1,600.00	58.50	58.50	1,541.50	96.34 %
111-5611-51440	FICA	27,000.00	27,000.00	1,725.30	2,540.48	24,459.52	90.59 %
111-5611-51450	MEDICARE	6,400.00	6,400.00	403.50	594.14	5,805.86	90.72 %
111-5611-51470	WORKERS COMP PREMIUM	2,100.00	2,100.00	825.66	825.66	1,274.34	60.68 %
111-5611-51480	UNEMPLOYMENT COMP (TWC)	1,600.00	1,600.00	2.40	4.92	1,595.08	99.69 %
111-5611-52010	OFFICE SUPPLIES	5,000.00	5,000.00	504.96	631.30	4,368.70	87.37 %
111-5611-52040	POSTAGE & FREIGHT	300.00	300.00	0.00	0.00	300.00	100.00 %
111-5611-52810	FOOD SUPPLIES	3,000.00	3,000.00	268.88	358.14	2,641.86	88.06 %
111-5611-54610	FURNITURE & FIXTURES	2,500.00	2,500.00	-193.05	-193.05	2,693.05	107.72 %
111-5611-54810	COMPUTER HARD/SOFTWARE	7,650.00	7,650.00	0.00	0.00	7,650.00	100.00 %
111-5611-56030	INCENTIVES	1,929,250.00	1,929,250.00	0.00	0.00	1,929,250.00	100.00 %
111-5611-56040	SPECIAL SERVICES	37,270.00	37,270.00	157.50	315.00	36,955.00	99.15 %
111-5611-56041	SPECIAL SERVICES-REAL ESTATE	234,500.00	234,500.00	2,851.34	4,549.43	229,950.57	98.06 %
111-5611-56042	SPECIAL SERVICES-INFRASTRUCTURE	10,324,000.00	10,324,000.00	0.00	6,101.36	10,317,898.64	99.94 %
111-5611-56080	ADVERTISING	226,125.00	226,125.00	23,109.00	32,481.62	193,643.38	85.64 %
111-5611-56090	COMMUNITY DEVELOPMENT	64,950.00	64,950.00	6,217.91	11,217.91	53,732.09	82.73 %
111-5611-56110	COMMUNICATIONS	7,900.00	7,900.00	492.28	492.28	7,407.72	93.77 %
111-5611-56180	RENTAL	27,000.00	27,000.00	2,250.00	4,500.00	22,500.00	83.33 %
111-5611-56210	TRAVEL & TRAINING	73,000.00	73,000.00	12,398.16	12,462.03	60,537.97	82.93 %
111-5611-56250	DUES & SUBSCRIPTIONS	60,733.00	60,733.00	7,381.21	24,720.09	36,012.91	59.30 %
111-5611-56310	INSURANCE	6,800.00	6,800.00	5,350.11	5,350.11	1,449.89	21.32 %
111-5611-56510	AUDIT & LEGAL SERVICES	23,000.00	23,000.00	4,470.87	4,470.87	18,529.13	80.56 %
111-5611-56570	ENGINEERING/ARCHITECTURAL	530,175.00	530,175.00	16,222.50	53,642.50	476,532.50	89.88 %
111-5611-56610	UTILITIES-ELECTRIC	2,400.00	2,400.00	256.03	256.03	2,143.97	89.33 %
111-5611-57410	PRINCIPAL PAYMENT	600,096.00	600,096.00	25,112.70	74,185.36	525,910.64	87.64 %
111-5611-57415	INTEREST EXPENSE	631,902.00	631,902.00	21,827.15	75,420.96	556,481.04	88.06 %
111-5611-58110	LAND-PURCHASE PRICE	1,000,000.00	1,000,000.00	0.00	7,079.00	992,921.00	99.29 %
111-5611-58995	CONTRA CAPITAL OUTLAY	0.00	0.00	0.00	-7,079.00	7,079.00	0.00 %
	Expense Total:	16,427,451.00	16,427,451.00	171,496.04	376,384.51	16,051,066.49	97.71%
	Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):	-9,074,320.00	-9,074,320.00	-320,085.05	-483,460.24	8,590,859.76	94.67%
	Report Surplus (Deficit):	-9,074,320.00	-9,074,320.00	-320,085.05	-483,460.24	8,590,859.76	94.67%

Budget Report

For Fiscal: 2023-2024 Period Ending: 11/30/2023

Group Summary

Account Typ...	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance	
					Favorable (Unfavorable)	Percent Remaining
Fund: 111 - WYLIE ECONOMIC DEVEL CORP						
Revenue	7,353,131.00	7,353,131.00	-148,589.01	-107,075.73	-7,460,206.73	101.46%
Expense	16,427,451.00	16,427,451.00	171,496.04	376,384.51	16,051,066.49	97.71%
Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):	-9,074,320.00	-9,074,320.00	-320,085.05	-483,460.24	8,590,859.76	94.67%
Report Surplus (Deficit):	-9,074,320.00	-9,074,320.00	-320,085.05	-483,460.24	8,590,859.76	94.67%

12/20/2023 Item B.

Budget Report

For Fiscal: 2023-2024 Period Ending: 11/30/2023

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
111 - WYLIE ECONOMIC DEVEL CO	-9,074,320.00	-9,074,320.00	-320,085.05	-483,460.24	8,590,859.76
Report Surplus (Deficit):	-9,074,320.00	-9,074,320.00	-320,085.05	-483,460.24	8,590,859.76

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Wylie Economic Development Corporation
Statement of Net Position
As of November 30, 2023

Assets

Cash and cash equivalents	\$ 13,142,296.54	
Receivables	\$ 570,000.00	Note 1
Inventories	\$ 15,219,198.23	
Prepaid Items	<u>\$ -</u>	
Total Assets	<u><u>\$ 28,931,494.77</u></u>	

Deferred Outflows of Resources

Pensions	<u>\$ 67,748.55</u>
Total deferred outflows of resources	<u><u>\$ 67,748.55</u></u>

Liabilities

Accounts Payable and other current liabilities	\$ 20,010.64	
Unearned Revenue	\$ 4,141.40	Note 2
Non current liabilities:		
Due within one year	\$ 562,897.61	Note 3
Due in more than one year	<u>\$ 15,034,169.48</u>	
Total Liabilities	<u><u>\$ 15,621,219.13</u></u>	

Deferred Inflows of Resources

Pensions	<u>\$ (84,717.41)</u>
Total deferred inflows of resources	<u><u>\$ (84,717.41)</u></u>

Net Position

Net investment in capital assets	\$ -
Unrestricted	<u>\$ 13,293,306.78</u>
Total Net Position	<u><u>\$ 13,293,306.78</u></u>

Note 1: Includes incentives in the form of forgivable loans for \$20,000 (LUV-ROS), \$100,000 (Glen Echo), and \$450,000 (Phoenix Ascending)

Note 2: Deposits from rental property

Note 3: Liabilities due within one year includes compensated absences of \$32,301

Balance Sheet

Account Summary

As Of 11/30/2023

Account	Name	Balance	
Fund: 111 - WYLIE ECONOMIC DEVEL CORP			
Assets			
111-1000-10110	CLAIM ON CASH AND CASH EQUIV.	13,175,225.96	
111-1000-10115	CASH - WEDC - INWOOD	0.00	
111-1000-10135	ESCROW	0.00	
111-1000-10180	DEPOSITS	2,000.00	
111-1000-10198	OTHER - MISC CLEARING	0.00	
111-1000-10341	TEXPOOL	0.00	
111-1000-10343	LOGIC	0.00	
111-1000-10481	INTEREST RECEIVABLE	0.00	
111-1000-11511	ACCTS REC - MISC	0.00	
111-1000-11517	ACCTS REC - SALES TAX	0.00	
111-1000-12810	LEASE PAYMENTS RECEIVABLE	0.00	
111-1000-12950	LOAN PROCEEDS RECEIVABLE	0.00	
111-1000-12996	LOAN RECEIVABLE	0.00	
111-1000-12997	ACCTS REC - JTM TECH	0.00	
111-1000-12998	ACCTS REC - FORGIVEABLE LOANS	570,000.00	
111-1000-14112	INVENTORY - MATERIAL/ SUPPLY	0.00	
111-1000-14116	INVENTORY - LAND & BUILDINGS	15,214,476.18	
111-1000-14118	INVENTORY - BAYCO/ SANDEN BLVD	0.00	
111-1000-14310	PREPAID EXPENSES - MISC	0.00	
111-1000-14410	DEFERRED OUTFLOWS	2,088,500.00	
	Total Assets:	31,050,202.14	<u>31,050,202.14</u>
Liability			
111-2000-20110	FEDERAL INCOME TAX PAYABLE	0.00	
111-2000-20111	MEDICARE PAYABLE	0.00	
111-2000-20112	CHILD SUPPORT PAYABLE	0.00	
111-2000-20113	CREDIT UNION PAYABLE	0.00	
111-2000-20114	IRS LEVY PAYABLE	0.00	
111-2000-20115	NATIONWIDE DEFERRED COMP	0.00	
111-2000-20116	HEALTH INSUR PAY-EMPLOYEE	13,866.97	
111-2000-20117	TMRS PAYABLE	6,328.82	
111-2000-20118	ROTH IRA PAYABLE	0.00	
111-2000-20119	WORKERS COMP PAYABLE	0.00	
111-2000-20120	FICA PAYABLE	0.00	
111-2000-20121	TEC PAYABLE	0.00	
111-2000-20122	STUDENT LOAN LEVY PAYABLE	0.00	
111-2000-20123	ALIMONY PAYABLE	0.00	
111-2000-20124	BANKRUPTCY PAYABLE	0.00	
111-2000-20125	VALIC DEFERRED COMP	0.00	
111-2000-20126	ICMA PAYABLE	0.00	
111-2000-20127	EMP. LEGAL SERVICES PAYABLE	0.00	
111-2000-20130	FLEXIBLE SPENDING ACCOUNT	1,674.96	
111-2000-20131	EDWARD JONES DEFERRED COMP	0.00	
111-2000-20132	EMP CARE FLITE	12.00	
111-2000-20133	Unemployment Comp Payable	4.93	
111-2000-20151	ACCRUED WAGES PAYABLE	0.00	
111-2000-20180	ADDIT EMPLOYEE INSUR PAY	92.32	
111-2000-20199	MISC PAYROLL PAYABLE	0.00	
111-2000-20201	AP PENDING	18,901.34	
111-2000-20210	ACCOUNTS PAYABLE	0.00	
111-2000-20530	PROPERTY TAXES PAYABLE	0.00	
111-2000-20540	NOTES PAYABLE	2,088,500.00	
111-2000-20810	DUE TO GENERAL FUND	0.00	

As Of 11/30/2023

Balance Sheet

Account	Name	Balance
111-2000-22270	DEFERRED INFLOW	0.00
111-2000-22275	DEF INFLOW - LEASE PRINCIPAL	0.00
111-2000-22280	DEFERRED INFLOW - LEASE INT	0.00
111-2000-22915	RENTAL DEPOSITS	1,200.00
	Total Liability:	2,130,581.34

Equity

111-3000-34110	FUND BALANCE - RESERVED	0.00
111-3000-34590	FUND BALANCE-UNRESERV/UNDESIG	29,403,081.04
	Total Beginning Equity:	29,403,081.04
Total Revenue		-107,075.73
Total Expense		376,384.51
Revenues Over/Under Expenses		-483,460.24
	Total Equity and Current Surplus (Deficit):	28,919,620.80
	Total Liabilities, Equity and Current Surplus (Deficit):	<u>31,050,202.14</u>

As Of 11/30/2023

Balance Sheet

Account	Name	Balance
Fund: 922 - GEN LONG TERM DEBT (WEDC)		
Assets		
	Total Assets:	<u>0.00</u> <u><u>0.00</u></u>
Liability		
922-2000-28248	GOVCAP LOAN/SERIES 2022	7,556,077.29
	Total Liability:	<u>7,556,077.29</u>
	Total Equity and Current Surplus (Deficit):	0.00
	Total Liabilities, Equity and Current Surplus (Deficit):	<u><u>7,556,077.29</u></u>
	*** FUND 922 OUT OF BALANCE ***	-7,556,077.29

***Warning: Account Authorization is turned on. Please run the Unauthorized Account Listing Report to see if you are out of balance due to missing accounts ***

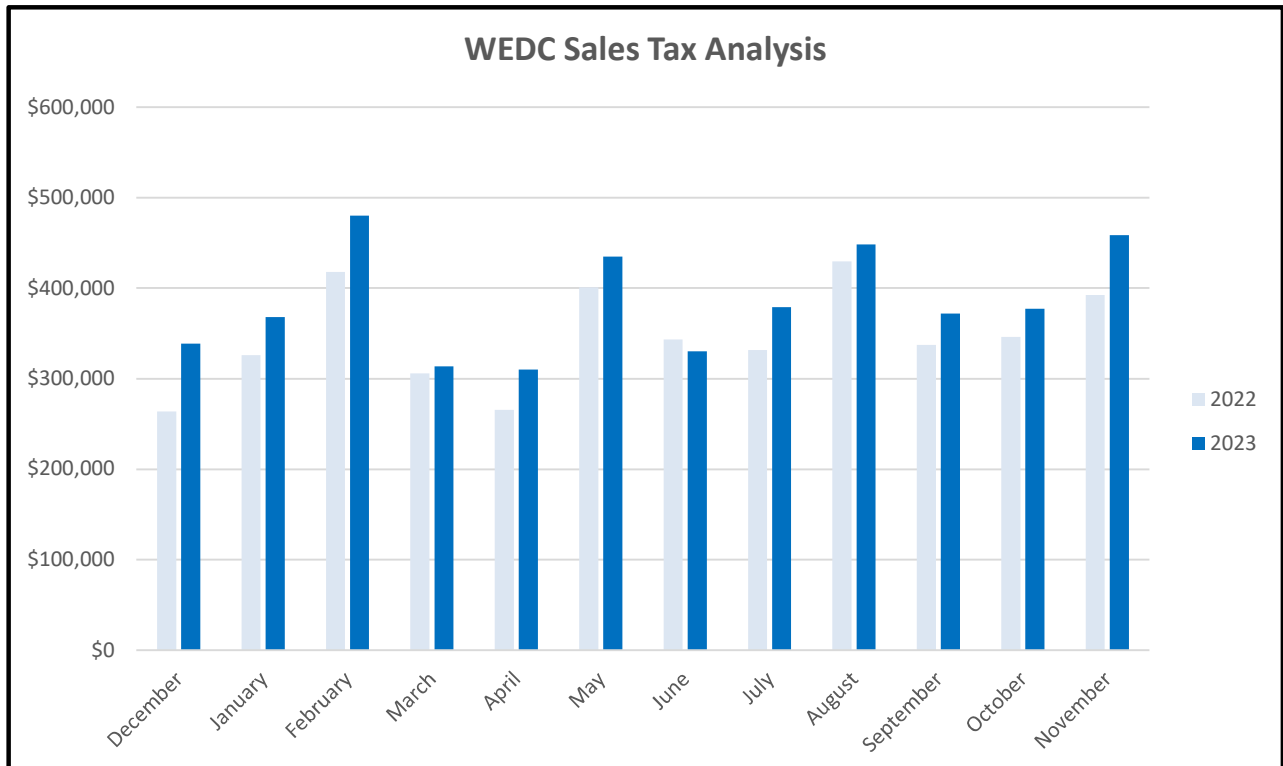
Wylie Economic Development Corporation

SALES TAX REPORT

November 30, 2023

BUDGETED YEAR

MONTH	FY 2020	FY 2021	FY 2022	FY 2023	DIFF 22 vs. 23	% DIFF 22 vs. 23
DECEMBER	\$ 226,663.94	\$ 235,381.33	\$ 263,577.66	\$ 338,726.54	\$ 75,148.88	28.51%
JANUARY	\$ 218,520.22	\$ 262,263.52	\$ 326,207.92	\$ 368,377.73	\$ 42,169.80	12.93%
FEBRUARY	\$ 362,129.18	\$ 456,571.35	\$ 417,896.79	\$ 480,381.11	\$ 62,484.32	14.95%
MARCH	\$ 228,091.34	\$ 257,187.91	\$ 305,605.50	\$ 313,686.17	\$ 8,080.67	2.64%
APRIL	\$ 203,895.57	\$ 221,881.55	\$ 265,773.80	\$ 310,050.94	\$ 44,277.14	16.66%
MAY	\$ 289,224.35	\$ 400,371.70	\$ 401,180.20	\$ 434,878.33	\$ 33,698.14	8.40%
JUNE	\$ 239,340.35	\$ 290,586.92	\$ 343,371.26	\$ 330,236.89	\$ (13,134.37)	-3.83%
JULY	\$ 296,954.00	\$ 314,559.10	\$ 331,432.86	\$ 379,162.00	\$ 47,729.14	14.40%
AUGUST	\$ 325,104.34	\$ 390,790.76	\$ 429,696.16	\$ 448,253.70	\$ 18,557.55	4.32%
SEPTEMBER	\$ 259,257.89	\$ 307,681.15	\$ 337,512.61	\$ 371,880.65	\$ 34,368.03	10.18%
OCTOBER	\$ 249,357.02	\$ 326,382.38	\$ 346,236.36	\$ 377,466.67	\$ 31,230.31	9.02%
NOVEMBER	\$ 384,953.89	\$ 411,813.32	\$ 392,790.84	\$ 458,694.91	\$ 65,904.07	16.78%
Sub-Total	\$ 3,283,492.09	\$ 3,875,470.98	\$ 4,161,281.96	\$ 4,611,795.64	\$ 450,513.68	11.25%
Total	\$ 3,283,492.09	\$ 3,875,470.98	\$ 4,161,281.96	\$ 4,611,795.64	\$ 450,513.68	11.25%



*** Sales Tax collections typically take 2 months to be reflected as Revenue. SIsTx receipts are then accrued back 2 months.
 Example: November SIsTx Revenue is actually September SIsTx and is therefore the 12th allocation in FY23.

Wylie Economic Development Corporation

PERFORMANCE AGREEMENT REPORT

November 30, 2023

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE						REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
		FY 2024	FY 2025	FY 2026	FY 2027	FY 2028				
LUV-ROS	\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	A
AMERICAN ENTITLEMENTS II	\$ 35,000.00	\$ 25,000.00	\$ 10,000.00	\$ -	\$ -	\$ -	\$ 10,000.00	\$ -	\$ 35,000.00	
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000.00	\$ 120,000.00	
AXL	\$ 65,000.00	\$ 9,250.00	\$ 9,250.00	\$ -	\$ -	\$ -	\$ 9,250.00	\$ 46,500.00	\$ 65,000.00	
GLEN ECHO BREWING	\$ 100,000.00	\$ 50,000.00	\$ 30,000.00	\$ 20,000.00	\$ -	\$ -	\$ 50,000.00	\$ -	\$ 100,000.00	B
MLKJ	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	C
CLF II LI WYLIE (LOVETT)	\$ 1,300,000.00	\$ 650,000.00	\$ 650,000.00	\$ -	\$ -	\$ -	\$ 650,000.00	\$ -	\$ 1,300,000.00	
DEANAN/DANK	\$ 30,000.00	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	\$ 30,000.00	
FIREWATER	\$ 300,000.00	\$ 100,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000.00	\$ 300,000.00	
PHOENIX ASCENDING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	D
SANDEN INTERNATIONAL	\$ 500,000.00	\$ 300,000.00	\$ 200,000.00	\$ -	\$ -	\$ -	\$ 200,000.00	\$ -	\$ 500,000.00	
	\$ 2,460,000.00	\$ 1,169,250.00	\$ 899,250.00	\$ 20,000.00	\$ -	\$ -	\$ 919,250.00	\$ 371,500.00	\$ 2,460,000.00	
							<i>Deferred Out Flow</i>	\$ 2,088,500.00		

A. Performance Agreement (\$10,000) and Forgiveable Land Grant (\$60,000 forgiven over 3 years). \$20,000/year in 2022, 2023, & 2024.

B. Performance Agreement (\$100,000) and Forgiveable Land Grant (\$100,000 forgiven over 3 years). \$25,000 CO & \$25,000/year in 2024, 2025, & 2026.

C. Performance Agreement and Forgiveable Land Grant (\$200,000 forgiven over 3 years). \$50,000 CO & \$50,000/year in 2025, 2026, & 2027.

D. Forgiveable Land Grant (\$450,000 forgiven over 4 years). \$112,500 CO & \$112,500/year in 2026, 2027, & 2028.

AGENDA REPORT

Meeting Date: December 20, 2023 **Item Number:** 1
Prepared By: Jason Greiner

Subject

Consider and act upon a First Amendment to the Performance Agreement between the WEDC and Sanden International (U.S.A.), Inc.

Recommendation

Motion to approve a First Amendment to the Performance Agreement between the WEDC and Sanden International (U.S.A.), Inc.

Discussion

As the Board will recall, the City Council approved Project 2021-9f on June 27, 2023, and the WEDC approved the Performance Agreement with Sanden International (U.S.A.), Inc. in an amount not to exceed \$500,000 on September 20, 2023.

This First Amendment provides a 90-day extension to the Performance Agreement to allow Sanden adequate time to get final fire inspections and provide additional documentation to confirm the \$25MM project cost. Staff has received notice that the fire suppression system has passed inspection and the new manufacturing line is fully operational. Staff has also verified the minimum employment levels and confirmed that Sanden is current on all property taxes. This extension will provide some additional time to review and confirm the project cost and to confirm the installation of an unrelated fire alarm panel.

**FIRST AMENDMENT TO PERFORMANCE
AGREEMENT**

THIS FIRST AMENDMENT TO PERFORMANCE AGREEMENT (this "First Amendment"), is entered into and is effective as of the 20th day of December, 2023 by and between **WYLIE ECONOMIC DEVELOPMENT CORPORATION**, a Texas economic development corporation ("WEDC"), and **SANDEN INTERNATIONAL (U.S.A.), INC.**, a Texas corporation (the "Company").

WITNESSETH:

WHEREAS, WEDC Board of Directors approved that certain Performance Agreement between WEDC and Company on October 20, 2023 to provide economic assistance for personal property improvements in the form of added equipment and maintaining at least 240 Full-Time Employees at the Company's facility located at 601 Sanden Blvd., Wylie, Texas, Collin County, Texas (the "Project"); and

WHEREAS, WEDC and Company desire to modify and amend the Agreement in certain respects, as more particularly set forth in this First Amendment.

NOW, THEREFORE, in an effort to address unforeseen circumstances surrounding the personal property improvements, the WEDC and Company covenant and agree as follows:

- I. Defined Terms. Capitalized terms used but not defined in this First Amendment will have the meanings given to them in the Agreement.
2. Modification to Performance Obligations. Notwithstanding anything to the contrary in the Agreement, the CO Deadline as defined in Section II (a)1 of the Agreement is hereby modified to be 5:00 p.m., Central Time, on March 30, 2024.
3. Ratification. As expressly modified by this First Amendment, the Agreement is hereby ratified and confirmed by WEDC and Company.
4. Counterparts; Transmission. This First Amendment may be executed in multiple counterparts, each of which shall be deemed an original, and all of which shall constitute one and the same agreement. Transmission of an executed signature page of this First Amendment by email will be effective to create a binding agreement.

[Signatures appear on next page]

IN WITNESS WHEREOF, the parties hereto have executed this First Amendment the day and year first above written.

WEDC:

Wylie Economic Development
Corporation, a Texas Corporation

By: _____

Name: _____

Title: _____

COMPANY:

Sanden International (U.S.A.), Inc., a Texas
Corporation ("Company").

By: _____

Name: _____

Title: _____

PERFORMANCE AGREEMENT
Between
WYLIE ECONOMIC DEVELOPMENT CORPORATION
And
SANDEN INTERNATIONAL (U.S.A.), INC.

This Performance Agreement (this "Agreement") is made and entered into by and between the **Wylie Economic Development Corporation** (the "WEDC"), a Texas corporation organized and existing under the Development Corporation Act of 1979, as amended from time to time (the "Act"), and **Sanden International (U.S.A.), Inc.**, a Texas corporation (the "Company").

RECITALS

WHEREAS, the Company is desirous of making personal property improvements in the form of added equipment to their existing building located at 601 Sanden Blvd., Wylie, Texas (the "Facility") and maintaining at least 240 Full-Time Employees at the Facility (the "Project"). The Project will have an estimated cost of Twenty-Five Million Dollars (\$25,000,000.00); and

WHEREAS, the Company has requested that the WEDC provide economic assistance to offset the cost of completing the Project; and

WHEREAS, the completion of the Project in the City of Wylie, Texas will ultimately create "primary jobs", as that term is defined in the Act; and

WHEREAS, the WEDC has determined that it is in the best interest of the public and the City and promotes the purposes authorized by the voters of the City of Wylie for which the WEDC was established to encourage the development and use of business properties within the City; and

WHEREAS, for the public purpose of promoting economic development and diversity, increasing employment, reducing unemployment and underemployment, expanding commerce, and stimulating business and commercial activities in the State of Texas, and the City of Wylie, the WEDC desires to offer economic assistance to Company as more particularly described in this Agreement.

NOW, THEREFORE, for and in consideration of the promises, covenants and agreements set forth herein, the receipt and sufficiency of which are hereby acknowledged, the WEDC and Company agree as follows:

- I. **Economic Assistance**. Subject to the terms of this Agreement, the WEDC will provide economic assistance in an amount up to, but not to exceed, Five Hundred Thousand Dollars (\$500,000.00) (the "Economic Incentives"). The Economic Incentives will be paid according to the criteria set forth herein with the WEDC's obligation to pay the Economic Incentives terminating on December 31, 2024.

Upon meeting the qualifications and requirements (the "Performance Requirements"), the Company shall be entitled to the following Economic Incentives:

Economic Incentive Payment Schedule:

<u>Expected Year</u>	<u>Incentive</u>	<u>Cost of Project</u>	<u>Current WEDC Incentive</u>	<u>Total WEDC Incentive</u>	<u>Eligibility Expiration</u>
2023	No. 1	\$25,000,000	Up to \$300,000	Up to \$300,000	12-31-2023
2024	No. 2	\$25,000,000	Up to \$200,000	Up to \$500,000	12-31-2024

II. Performance Requirements for Economic Incentive.

(a) **Incentive No. 1:** An Economic Incentive of Three Hundred Thousand Dollars (\$300,000.00) will be paid to Company upon completion of the following Performance Requirements for Incentive No. 1:

- 1) Receipt of documentation by WEDC of a Certificate of Occupancy for the Facility issued by the City of Wylie or a completion letter from the City's Chief Building Official verifying the installation of a new equipment line (a "Certificate of Occupancy"), approval of said documentation at the sole and absolute discretion of the WEDC, and that the Facility is open and operating as of December 31, 2023 (the "CO Deadline") and the issuance date of CO (will become the "CO Anniversary Date"); and
- 2) Receipt of documentation by WEDC confirming a minimum Project cost of at least Twenty-Five Million Dollars (\$25,000,000.00) as evidenced by paid invoices supporting the minimum cost, approval of said documentation at the sole and absolute discretion of the WEDC; and
- 3) Company is current on all ad valorem taxes and other property taxes due on the Facility, and provide written notice and evidence of such payment to WEDC in a form satisfactory to WEDC; and
- 4) Employment verification confirming the number of Full-Time Employees employed at the Facility, which shall not be less than 240 Full-Time Employees, approval of said documentation at the sole and absolute discretion of the WEDC; and
- 5) Eligibility expiration for the Company to qualify for this Incentive No. 1 is December 31, 2023.

(b) Incentive No. 2: An Economic Incentive of Two Hundred Thousand Dollars (\$200,000.00) will be paid to Company upon completion of the following Performance Requirements for Incentive No. 2:

- 1) Company is current on all ad valorem taxes and other property taxes due on the Facility, and provide written notice and evidence of such payment to WEDC in a form satisfactory to WEDC; and
- 2) Receipt of documentation by WEDC evidencing the ongoing operations of the Facility one (1) year from the CO Anniversary Date, approval of said documentation at the sole and absolute discretion of the WEDC; and
- 3) Employment verification confirming the number of Full-Time Employees employed at the Facility one year from the CO Anniversary Date, which shall not be less than 240 Full-Time Employees, approval of said documentation at the sole and absolute discretion of the WEDC; and
- 4) Eligibility expiration for the Company to qualify for this Incentive No. 2 is December 31, 2024.

Under no circumstances shall WEDC be required to pay to the Company any amount more than Five Hundred Thousand Dollars (\$500,000.00) under this Agreement.

- III. WEDC Payment of Incentives. Subject to the terms of this Agreement, the WEDC shall pay the Incentives within approximately fifteen (15) days of receipt of the required documentation from the Company, subject to verification by the WEDC that the Performance Requirements have been met or exceeded by the Company. Further, Incentive No. 2 will be paid not sooner than twelve (12) months following payment of the preceding Incentive Payment.
- IV. Non-Attainment of Performance Requirements. In the event that the Company fails to meet or exceed any of the Performance Requirement specified in Section II(a) of this Agreement, the WEDC Economic Incentive will be voided in advance of payment in addition to all future Economic Incentive payments being voided at the sole discretion of the WEDC. The Company will not be eligible to receive an Economic Incentive payment if documentation supporting Performance Requirements are not received by WEDC prior to the Eligibility Expiration Date. Company will be notified in writing in the event a Performance Requirement is not met and have thirty (30) days to cure said default.
- V. Economic Assistance Termination. The Agreement may be terminated by mutual agreement of the parties or by either party, upon the failure of the other party to fulfill an obligation as set forth in Section II above. Regardless of the Company's level of attainment of the Performance Requirements set forth in Section II above, the WEDC's obligation to pay the Reimbursement Incentive will expire in full on January 15, 2025.
- VI. Employee Hiring, Materials and Supplies Purchase. Although not an event of default or a condition to any advance in the Agreement, WEDC requests that the Company satisfies its

need for all construction contractors from Wylie residents and purchase all materials, supplies and services necessary to affect the Project and subsequent occupancy of the Facility from Wylie merchants and businesses.

- VII. **Community Involvement.** Although not an event of default or condition of any advance hereunder, the Company agrees to actively participate in community and charitable organizations and/or activities, the purpose of which are to improve the quality of life in the City of Wylie, Texas, and to actively encourage its employees to be involved in such organizations and/or activities.
- VIII. **Verification and Compliance.** The Company will allow the WEDC to audit necessary Company's records, documents, agreements and other instruments in furtherance of the following purposes: (i) to ensure the Company's compliance with the affirmative covenants set forth in this Agreement; (ii) to determine the existence of an Event of Default under the terms of this Agreement; (iii) to ensure compliance with any other terms and conditions set forth herein or any related documents. Company will provide reports certifying the status of compliance, jobs retained, new investments and any other relevant information until the termination of this Agreement.
- IX. **Cessation of Economic Assistance.** Notwithstanding anything herein to the contrary, WEDC shall have no obligation to disburse WEDC Economic Incentives if the Company becomes insolvent, files a petition in bankruptcy or similar proceedings, or is adjudged bankrupt, or is delinquent on any property tax payments or an Event of Default under the terms of this Agreement occurs.
- X. **Non-Payment of Economic Assistance.** The following will constitute an Event of Default and any advance shall not be forgiven in an Event of Default: the Company becomes insolvent, makes any materially false statements to the City and/or the WEDC, fails to pay ad valorem taxes, or files suit against the City and/or the WEDC.
- XI. **Miscellaneous.**
- a. This Agreement shall inure to the benefit of the parties hereto and shall not be assignable by Company without the prior written consent of the WEDC, which consent may be withheld by the WEDC in its sole and absolute discretion.
 - b. This Agreement shall be construed according to the laws of the State of Texas and is subject to all provisions of Vernon's Ann. Civ. St. Art. 5190.6, which are incorporated herein by reference for all purposes. In the event any provision of the Agreement is in conflict with article 5190.6, article 5190.6 shall prevail.
 - c. This Agreement contains the entire agreement of the parties regarding the within subject matter and may only be amended or revoked by the written agreement executed by all of the parties hereto.
 - d. This Agreement shall be governed by the laws of the State of Texas and is specifically performable in Collin County, Texas.

e. Any notice required or permitted to be given under this agreement shall be deemed delivered by depositing the same in the United States mail, certified with return receipt requested, postage prepaid, addressed to the appropriate party at the following addresses, or at such other address as any part hereto might specify in writing:

WEDC: Jason Greiner
Executive Director
Wylie Economic Development Corporation
250 South Highway 78
Wylie, Texas 75098


COMPANY: Sanden International (U.S.A.), Inc.
601 South Sanden Blvd.
Wylie, TX 75098
Attention: _____

By the execution hereof, each signatory hereto represents and affirms that he is acting on behalf of the party indicated, that such party has taken all action necessary to authorize the execution and delivery of the Agreement and that the same is a binding obligation on such party.

EXECUTED to be effective as of the 20 day of October, 2023.

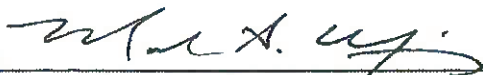
WEDC:

Wylie Economic Development Corporation

By: 
Jason Greiner (Oct 20, 2023 17:01 CDT)
Jason Greiner, Executive Director

COMPANY:

SANDEN INTERNATIONAL (U.S.A.), INC.,
a Texas corporation

By: 
Name: Mark A. Uffing
Title: President & CEO



AGENDA REPORT

Meeting Date: December 20, 2023

Item Number: DS1

Prepared By: Jason Greiner

Subject
Discussion regarding ICSC events.

Recommendation
No action is requested by staff for this item.

Discussion
Staff will lead a discussion about the upcoming ICSC events.
ICSC Red River January 31 – February 2, 2024
Wednesday, January 31

- 2:00 – 7:00 pm - Badge Pickup & Registration
- 3:30 – 4:00 pm - ICSC First-Timer, New Member & Student Meetup and Exhibit Floor Walking Tour
- 4:00 – 5:00 pm - Next Generation Reception
- 4:00 – 5:00 pm - Women's Forum
- 5:00 – 7:00 pm - Networking Reception

Thursday, February 1

- 7:00 am – 5:00 pm - Badge Pickup & Registration
- 9:00 am – 5:00 pm - Dealmaking & Retailer Central

Friday, February 2

- 7:00 am – 12:00 pm - Badge Pickup & Registration
- 9:00 am – 12:00 pm - Dealmaking & Retailer Central

For more information follow the [link](#) to the ICSC Event Page.
ICSC Las Vegas May 19 - 21, 2024
For more information follow the [link](#) to the ICSC Event Page.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: December 20, 2023

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: No action is requested by staff on this item.

Discussion: WEDC Property Update: Property Management (Staff has worked to finalize utility disconnections...), Listing Agreement – Segovia Partners (SP) (SP has continued to market developable properties...), Downtown Parking: (Concept plans and OPCCs for Phase 1 and Buildout of the parking lots have been submitted...)

Downtown & SBO Property Concepts:

- KH to prepare concept layout for 503-701 S Ballard. Waiting on existing plat/survey data.

Engineering Report:**Design & Engineering - 544 Gateway Addition – Kimley Horn (KH)**

- Atmos/Oncor coordination ongoing.
- The construction plan resubmittal was made to TxDOT and we are waiting on the final permit.
- Ongoing coordination with Lot 1, Lot 2 and Lot 6 developers.
- After KH receive all approvals, KH will bid the project and setup a pre-con meeting.
- A replat will need to be prepared to show final easements after all approvals are received.
- Staff will further coordinate with USPS regarding postal service in the coming weeks.
- The next step is construction bids and award of contract.
- Completion Date: Early-2024

Design & Engineering – City of Wylie’s 19 Acres - FM 544 Corridor (KH)

- Survey has been completed
- Next meeting scheduled for 12/20

Environmental- State Hwy 78 & Brown – Elm Creek (EC) & Whitehead Environmental Services (WES)

- TCEQ sent comments back on 8/29.
- Staff met with EC and WES to discuss deliverables. WES was brought in on the project to wrap this up asap.
- The DUS was submitted to TCEQ on 12-8-23 and the RACR was submitted on 12-14-23.
- EC now anticipates receiving TCEQ response by January 9th.

Design & Engineering - Cooper Plaza - State Hwy 78 & Brown

- The Preliminary and Final Plat as well as the Civil Plans have been submitted to the City. P&Z will consider the item at the 12-19-23 P&Z Meeting.
- The next step is construction bids and award of contract.
- Completion Date: Early-2024

Flood Study & Drainage Study- Hooper/Steel/Regency Business Park (KH)

- Drainage analysis and modeling is underway and preliminary results are expected to be available in January.

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

- Approval from NTMWD has been received. Contractor will need to coordinate with NTMWD on shutdown for tie-in.
- The proposed drainage and sanitary sewer easements have been signed by Larry Nelson. We will then need to file with Collin County.
- KH has prepared two concept exhibits for Nelson’s property at the hard corner of 78 and Alanis.
- The proposed drainage and sanitary sewer easements need to be resigned by Larry Nelson. We will then need to file with Collin County.
- The access easement across Stealth property needs to be resigned by Larry Nelson and Stealth. We will then need to file with Collin County.

Eubanks Easement/ROW Coordination

- Easement exhibits have been submitted and staff is coordinating with property owners to get them signed.
- KH is preparing ROW documents for Lot 1. Expected to be completed 12/13/24 and will be sent to WEDC and City for review.
- Staff has worked with contractor to coordinate tree removal on Eubanks.

FM 544/Younger Partners Commercial Property Survey

- Survey field work is completed and sent to WEDC. This survey includes the data that will be required for the flood study of the City's 19-acre tract.
- KH reviewing whether or not an at-grade crossing of the railroad is feasible based on the existing topography.

SCS Lakes

- KHA prepared IPO#10 to study the ponds and their dams. IPO to include the process for taking the ponds off system, providing an environmental inventory, providing a cost for dredging, providing flood studies for both watersheds and section on the possibility for adding amenities. Additional discussion will be needed prior to moving forward.

State Hwy 78 TxDOT Improvements

- KH to prepare EJCDC contracts for the project.

BRE Updates:

- Conducted 2 BRE visits in November.
- Attended the first Regional Business Symposium for Business Students featuring local businesses and educational institutions. Partnered with Plano, Rockwall and Wylie (ISD & EDC).
- Attended the Red, White, and You Veterans Hiring Event – City of Wylie received an award during the event for significant achievements in hiring veterans.
- Assisted the Wylie ISD to secure medical providers for placement of Medical Assistant Practicum students for January practicum placement.

Additional WEDC Activities/Programs in Review:

- Participated in Sanden International USA Ribbon Cutting
- Staff worked with legal regarding ongoing real estate projects and performance agreements.
- Staff coordinated the sale of property at FM 544 Gateway with Phoenix Ascending LLC and the sale of the Squire property with MLKJ.
- Sales tax revenues for the month of December are up 10.62%. This allocation is the first sales tax allocation for FY24.
- Rachael Hermes graduated from OU Economic Development Institute on November 9th after completing the final Fall Session in Austin.
- Staff and Blake Brininstool attended the TML Economic Development Conference in Bastrop on November 16-17.
- Staff and Demond Dawkins attended the Chamber breakfast featuring the Wylie Community Christian Care Center.
- Staff worked on ongoing updates and refreshes to website content and available properties for better online visibility. This included work toward development of video content, updates to data and featured stories, and development of content including press releases.
- Staff worked on ongoing development of social media initiatives and future content creation/scheduling.

Upcoming Events:

- WEDC January Meeting and Board Retreat – January 12
- ICSC Red River – January 31- February 2
- Project U- Burleson – February 20
- TEDC Winter Conference- San Antonio – February 21-23
- TEDC Basic- Round Rock – February 27-March 1

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

2023 November **Board Meeting - 15th**

Day	Time	Meeting/Event
5-9		OU EDI Fall 2023 Institute – Austin TX - rh
9	10:00-1:00	<i>Red, White & YOU! Hiring Event- Plano Events Center</i>
10		Veterans Day- City Holiday
13-17		National Apprenticeship Week
14	6:00 pm	City Council - Sm Business Sat, Nat'l App Wk, Nat'l Entr Day
15	7:30 am	WEDC- Board Meeting
15	8:30 am	Wylie Chamber Breakfast featuring Wylie Community Christian Care Center
16-17		TML Economic Development Conference – Bastrop, TX - mw/bb/jg/rh
21		National Entrepreneur's Day
23-24	CLOSED	Thanksgiving Holiday

2023 December **Board Meeting – 20th**

Day	Time	Meeting/Event
1	6:00 pm	Chamber Winter Wonderland Elfin Gala – Boyd Farm, Lavon
4-15		<i>TEDC Sales Tax Workshop – Virtual – aj, wm, bb</i>
5	8:30 am	WDMA Meeting
7-8		TEDC Board Retreat - jg
12	6:00 pm	City Council
12	11:00 am	CTE Advisory Luncheon
20	7:30 am	WEDC- Board Meeting
21		Leadership Wylie – City of Wylie/EDC Day
22, 25	CLOSED	Christmas Holiday

2024 January **Special Called Board Meeting – 12th**

Day	Time	Meeting/Event
1	CLOSED	New Year's Day Holiday
9	8:30 am	WDMA Meeting
9		Wylie Chamber Board Retreat
9	6:00 pm	City Council
10	11:30 am	City of Wylie's Annual Employee Banquet
12	7:30 am	WEDC- Board Meeting and Board Retreat
15	CLOSED	Martin Luther King Jr. Holiday
23	6:00 pm	City Council
31-Feb 2		ICSC Red River- Dallas

*RSVP Required

Around the Corner...

- *Project U- Burluson, TX- February 20*
- *TEDC Winter Conference – San Antonio, TX – February 21-23* *RSVP Required
- *TEDC Basic Course – Round Rock, TX – February 27- March 1* *RSVP Required
- *TEDC Women in Economic Development Conference- Round Rock, TX - April 23-24*
- *TEDC Basic Course- Ft. Worth – June 11-14* *RSVP Required