

# Wylie Economic Development Corporation

## Board Regular Meeting

April 22, 2022 – 8:30 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 March 16, 2022 Regular Meeting and March 21, 2022 Special Called Meeting of the WEDC Board of Directors.
- [B.](#) Consider and act upon approval of the March 2022 WEDC Treasurer's Report.

### REGULAR AGENDA

- [1.](#) Consider and act upon a Third Amendment to the Purchase and Sale Agreement between the WEDC and Victory Group, LLC.
- [2.](#) Consider and act upon a First Amendment to the Letter of Understanding between WEDC and Union Pacific.

### DISCUSSION ITEMS

- [DS1.](#) Update from the Subcommittee of the Board to review and recommend any modifications to the existing bylaws of the Corporation.
- [DS2.](#) Discussion regarding ICSC events.
- [DS3.](#) Discussion regarding Property Listing Agreement.
- [DS4.](#) Discuss issues surrounding the FY 2022-2023 WEDC Budget.
- [DS5.](#) Staff report: WEDC Property Update, Downtown Parking, Engineering Report, Temporary Access Agreements, Upcoming Events, and WEDC Activities/Programs.

## **EXECUTIVE SESSION**

### **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.

ES1. Discussion regarding WEDC-owned property.

### **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.

ES2. Consider the sale or acquisition of properties located at Ballard/Brown, Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, State Hwy 78/Alanis, State Hwy 78/Ballard, State Hwy 78/Birmingham, and State Hwy 78/Brown.

### **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).

ES3. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2017-10a, 2020-11b, 2021-2d, 2021-4a, 2021-4b, 2021-5a, 2021-6a, 2021-6c, 2021-7a, 2021-8a, 2021-9e, 2021-9f, 2021-11a, 2021-12a, 2021-12b, 2022-1a, 2022-2a, 2022-2b, 2022-4a, and 2022-4b.

## **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 April 18, 2022 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.

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*Stephanie Storm, City Secretary*

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*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**  
 March 16, 2022 – 8:30 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*

President Demond Dawkins called the meeting to order at 8:36 a.m. Board Members present were Melisa Whitehead, Gino Mulliqi, and Blake Brininstool.

Ex-Officio Members Mayor Matthew Porter and Assistant City Manager Renae' Ollie were present.

WEDC staff present included Executive Director Jason Greiner, BRE Director Angel Wygant, and Senior Assistant Rachael Hermes.

Wylie News representative Dustin Butler was in attendance.

**INVOCATION & PLEDGE OF ALLEGIANCE**

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President Dawkins gave the invocation and Board Member Mulliqi led the Pledge of Allegiance.

**COMMENTS ON NON-AGENDA ITEMS**

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With no citizen participation, President Dawkins moved to 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 Minutes from the February 16, 2022 Regular Meeting of the WEDC Board of Directors.**
- B. Consider and act upon approval of the February 2022 WEDC Treasurer's Report.**

**Board Action**

A motion was made by Melisa Whitehead, seconded by Blake Brininstool, to approve the Consent Agenda as presented. A vote was taken, and the motion passed 4-0.

**REGULAR AGENDA**

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- 1. Tabled from 2-17-2022**  
*Remove from table and consider*

**Consider and act upon a First Amendment to the Purchase and Sale Agreement between the WEDC and McClure Partners Construction Company.**

**Board Action**

A motion was made by Melisa Whitehead, seconded by Blake Brininstool, to remove this item from Table. A vote was taken, and the motion passed 4-0.

**Staff Comments**

Staff discussed the Purchase and Sale Agreement between the WEDC and McClure Partners Construction Company that was approved by the Board on August 19, 2020. As detailed in the Agreement, completion of the water line relocation must be completed prior to closing. This First Amendment to the Purchase & Sale Agreement is directly tied to the timeline of the water line relocation project and provides a 12-month extension to the water line relocation deadline.

#### **Board Comments**

The Board discussed the March 31, 2023 relocation deadline written within the contract versus the anticipated completion date by NTMWD of December 31, 2022. Staff noted that the relocation deadline within the Agreement was extended 12-months from the previous contract deadline in order to line up cleanly with lease agreements from tenants. Staff discussed working with McClure Partners on the Planned Development and Preliminary Plat for this site.

#### **Board Action**

A motion was made by Gino Mulliqi, seconded by Blake Brininstool, to approve a First Amendment to the Purchase and Sale Agreement between the WEDC and McClure Partners Construction Company and further authorize WEDC President Dawkins to execute said agreement. A vote was taken, and the motion passed 4-0.

### **2. Consider and act upon a Residential Real Estate Agreement between the WEDC and Marlow Edward & Virginia Revocable Trust.**

President Dawkins stepped out at 8:47 a.m. prior to consideration of Item 2 and filed a conflict of interest form with Staff.

#### **Staff Comments**

Staff discussed the South Ballard overlay and the acquisition of properties for future redevelopment and provided an overview of the Residential Real Estate Agreement for purchase of 305 S. Ballard.

#### **Board Action**

A motion was made by Melisa Whitehead, seconded by Blake Brininstool, to approve a Residential Real Estate Agreement between the WEDC and Marlow Edward & Virginia Revocable Trust and authorize the purchase of 305 S Ballard Avenue in the amount of \$183,000 and pay all closing costs, further authorizing the WEDC Board President to execute all documentation necessary to effectuate the transaction. A vote was taken, and the motion passed 3-0.

President Dawkins returned to the meeting at 8:50 a.m. following the vote on Item 2.

### **3. Consider and act upon issues surrounding the installation of the FM 544 water line extension.**

#### **Staff Comments**

Staff discussed the contract that was awarded to CalHar Construction, Inc. for the water line extension that runs from Cooper, west down FM 544 and under the railroad tracks. As previously noted, underground fiber lines have been installed in the same location as the intended water line, resulting in a necessary Change Order and realignment of the bore location. Staff will be able to proceed with scheduling of flagging and completion of the project as soon as the permit is released by KCS.

#### **Board Action**

A motion was made by Blake Brininstool, seconded by Gino Mulliqi, to approve the Change Order with CalHar Construction, Inc. in the amount of \$31,555, and further authorize the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 4-0.

**4. Consider and act upon the purchase of a .476-acre lot owned by Union Pacific.**

**Staff Comments**

Staff discussed the purchase of property at 401 N Keefer and the redevelopment of the property located in the Downtown Historic District. Redevelopment at this location would result in three separate lots, with one lot being dedicated back to the City of Wylie for right-of-way. Staff provided an overview of the Letter of Understanding between WEDC and Union Pacific.

**Board Action**

A motion was made by Gino Mulliqi, seconded by Melisa Whitehead, to approve the purchase of a .476-acre property owned by Union Pacific in the amount of \$80,862.60 and pay all closing costs, further authorizing the WEDC Board President to execute all documentation necessary to effectuate the transaction. A vote was taken, and the motion passed 4-0.

**DISCUSSION ITEMS**

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**DS1. Discussion regarding WEDC Bylaws and Board Member Handbook.**

**Staff Comments**

Staff discussed examples of bylaws and handbook material provided from other Type A corporations. Staff discussed the timeline options for submitting any proposed amendments to Council for their approval.

**Board Discussion**

Board Member Whitehead expressed her desire that recommendations for potential amendments be collaborated on by the Board and provided to Staff. The Board discussed implementing a handbook to provide an onboarding tool for incoming board members regarding expectations and expanded code of conduct. The Board discussed the option of considering additional requirements for appointment to the Board. The Board discussed holding a Special Called Meeting to create a subcommittee to review and recommend any modifications to the existing bylaws.

**DS2. Discussion regarding ICSC events.**

**Staff Comments**

Staff noted the upcoming ICSC events, including ICSC Red River in March and ICSC Las Vegas in May. Since ICSC Red River is a local event, the cost is minimal and open to Board Members if they would like to attend.

**Board Discussion**

Board President Dawkins expressed willingness to attend ICSC Red River if Board Member support is needed and can attend with advance notice. Board Member Mulliqi expressed interest in attending on March 31<sup>st</sup>. Board Member Whitehead expressed willingness to attend either later on in the day on March 31<sup>st</sup> or April 1<sup>st</sup>. Mayor Porter expressed willingness to attend and will get with staff to determine which day is best. Board President Dawkins reiterated that, if space is an issue, staff can determine which board members are best suited for the meetings that are lined up and advise the board.

ICSC Las Vegas takes place May 22-24. Board President Dawkins stated that, while he had the opportunity to attend the last ICSC event, he is available to attend ICSC Las Vegas if needed. Board Member Mulliqi expressed interest in attending and Board Member Brininstool advised that he will look at his schedule to see if he is available. Board Member Gilchrist will be contacted to see if he is

available. If those individuals are unable to attend, staff will contact the other Board Members regarding attendance. The Board discussed potential opportunities for discussion at ICSC Las Vegas.

**DS3. Staff report: WEDC Property Update, Downtown Parking, Engineering Report, Temporary Access Agreements, 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 WEDC-owned properties, engineering reports, temporary access agreements, upcoming events, and WEDC activities/programs.

**EXECUTIVE SESSION**

Recessed into Closed Session at 9:45 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, State Hwy 78/Alanis, State Hwy 78/Ballard, State Hwy 78/Birmingham, and State Hwy 78/Brown.**

**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: 2017-10a, 2020-11b, 2021-2d, 2021-4a, 2021-4b, 2021-5a, 2021-6a, 2021-6c, 2021-6e, 2021-7a, 2021-8a, 2021-9e, 2021-9f, 2021-11a, 2021-12a, 2021-12b, 2022-1a, 2022-2a, 2022-2b, 2022-2c, and 2022-3a.**

**RECONVENE INTO OPEN SESSION**

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

President Demond Dawkins reconvened into Open Session at 10:39 a.m.

**FUTURE AGENDA ITEMS**

There were no Items requested for inclusion on future agendas.

**ADJOURNMENT**

With no further business, President Dawkins adjourned the WEDC Board meeting at 10:39 a.m.

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**Demond Dawkins, President**

**ATTEST:**

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**Jason Greiner, Executive Director**

**Minutes**  
**Wylie Economic Development Corporation**  
**Board of Directors Special Called Meeting**

March 21, 2022 – 10:00 A.M.  
WEDC Offices – Conference Room  
250 S Hwy 78 – Wylie, TX 75098

**CALL TO ORDER**

*Announce the presence of a Quorum*

President Demond Dawkins called the regular meeting to order at 10:38 a.m. Board Members present were Melisa Whitehead and Gino Mulliqi.

WEDC staff present included Executive Director Jason Greiner and Senior Assistant Rachael Hermes.

**INVOCATION & PLEDGE OF ALLEGIANCE**

President Dawkins gave the invocation and led the Pledge of Allegiance.

**COMMENTS ON NON-AGENDA ITEMS**

With no citizen participation, President Dawkins moved to Regular Agenda.

**REGULAR AGENDA**

1. **Consider and act upon the creation of a subcommittee of the Board consisting of two (2) Board members to review and recommend any modifications to the existing bylaws of the Corporation.**

**Staff Comments**

Staff referenced Section 6.03 of the bylaws which allows for the creation of Special Committees.

**Board Action**

President Dawkins designated Board Members Melisa Whitehead and Tim Gilchrist to serve on a subcommittee of the Board to review and recommend any modifications to the existing bylaws of the Corporation.

A motion was made by Gino Mulliqi, seconded by Melisa Whitehead, to appoint Melisa Whitehead and Tim Gilchrist to a subcommittee of the Board to review and recommend any modifications to the existing bylaws of the Corporation. 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, President Dawkins adjourned the WEDC Board meeting at 10:41 a.m.

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Demond Dawkins, President



WEDC – Minutes  
March 21, 2022  
Page 2 of 2

**ATTEST:**

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**Jason Greiner, Executive Director**

## AGENDA REPORT

<b>Meeting Date:</b>	April 22, 2022	<b>Item Number:</b>	B
<b>Prepared By:</b>	Jason Greiner	<b>Account Code:</b>	
<b>Date Prepared:</b>	4/18/22	<b>Exhibits:</b>	5

### Subject

Consider and act upon approval of the March 2022 WEDC Treasurer's Report.

### Recommendation

Motion to approve the March 2022 WEDC Treasurer's Report.

### Discussion

Presented for the Board's review and approval is the March 2022 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 the Quarterly Performance Agreement Summary.

#### **REVENUES:**

Sales Tax Revenue earned in January allocated in March, was \$305,605, an increase of 18.83% over the same period in 2021.

#### **EXPENSES:**

##### Incentives

\$33,000	American Entitlements- Incentive 1 of 1
\$46,500	AXL, LLC- Incentive 1 of up to 4
\$45,000	Savannah Woodbridge- Incentive 2 of 2

##### Special Services

\$1,479,200	NTMWD Water Line- Relocation Construction Costs
\$29,140	NTMWD Water Line- Additional Design Engineering
\$69,181.20	CalHar Construction- FM 544 Water Line Extension
\$16,585.29	Oncor Electric Delivery- Utility Relocation- Hwy 78 & Brown

##### Engineering/Architecture

\$9,575	Cardinal Strategies- Flood Study- Hooper/Steel
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##### Land Purchase

\$185,357.52	305 S Ballard- Purchase
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**ADDITIONAL NOTE:**

March Financials reflect the Budget Amendments approved by the WEDC Board on February 17, 2022, with City Council approval on February 22, 2022 as seen below:

Expenses*111-5611-56040 Special Services*

- *Tree Removal at State Hwy 78/Brown* \$ 49,800
- *NTMWD Water Line Relocation* \$1,479,200\*
- *NTMWD Additional Design Engineering* \$ 29,140\*
- *NTMWD Inspection Cost* \$ 107,200\*

*111-5611-58110 Land-Purchase Price*

- *Additional Properties* \$ 265,000

*111-5611-56570 Engineering & Architecture*

- *Flood Study State Hwy 78/Alanis* \$ 63,500
- *Flood Study Hooper/Steel* \$ 38,300

\*These items were formerly budgeted as Capital Outlay in Streets/Alleys, but Finance has asked that these items be moved to Special Services. Staff will work with Finance to better delineate the expenses in Special Services in FY22-23. Staff is concerned that the \$1,962,496 expense will only lead to additional questions from Citizens and Council if it is not broken out into Real Estate, Infrastructure, and Misc. line items.

		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	3,789,966.00	3,789,966.00	305,605.50	1,313,287.87	-2,476,678.13	65.35 %
	<b>Category: 400 - Taxes Total:</b>	<b>3,789,966.00</b>	<b>3,789,966.00</b>	<b>305,605.50</b>	<b>1,313,287.87</b>	<b>-2,476,678.13</b>	<b>65.35%</b>
<b>Category: 460 - Interest Income</b>							
<a href="#">111-4000-46110</a>	ALLOCATED INTEREST EARNINGS	6,000.00	6,000.00	181.86	1,004.52	-4,995.48	83.26 %
	<b>Category: 460 - Interest Income Total:</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>181.86</b>	<b>1,004.52</b>	<b>-4,995.48</b>	<b>83.26%</b>
<b>Category: 480 - Miscellaneous Income</b>							
<a href="#">111-4000-48110</a>	RENTAL INCOME	132,240.00	132,240.00	17,505.00	54,000.00	-78,240.00	59.17 %
<a href="#">111-4000-48410</a>	MISCELLANEOUS INCOME	0.00	0.00	0.00	1,044.96	1,044.96	0.00 %
<a href="#">111-4000-48430</a>	GAIN/(LOSS) SALE OF CAP ASSETS	2,601,116.00	2,601,116.00	0.00	0.00	-2,601,116.00	100.00 %
	<b>Category: 480 - Miscellaneous Income Total:</b>	<b>2,733,356.00</b>	<b>2,733,356.00</b>	<b>17,505.00</b>	<b>55,044.96</b>	<b>-2,678,311.04</b>	<b>97.99%</b>
<b>Category: 490 - Transfers In &amp; Other Financing Sources</b>							
<a href="#">111-4000-49325</a>	BANK NOTE PROCEEDS	0.00	8,108,000.00	0.00	8,108,000.00	0.00	0.00 %
	<b>Category: 490 - Transfers In &amp; Other Financing Sources Total:</b>	<b>0.00</b>	<b>8,108,000.00</b>	<b>0.00</b>	<b>8,108,000.00</b>	<b>0.00</b>	<b>0.00%</b>
	<b>Revenue Total:</b>	<b>6,529,322.00</b>	<b>14,637,322.00</b>	<b>323,292.36</b>	<b>9,477,337.35</b>	<b>-5,159,984.65</b>	<b>35.25%</b>
<b>Expense</b>							
<b>Category: 510 - Personnel Services</b>							
<a href="#">111-5611-51110</a>	SALARIES	286,558.00	286,558.00	29,851.88	125,843.03	160,714.97	56.08 %
<a href="#">111-5611-51140</a>	LONGEVITY PAY	729.00	729.00	0.00	724.00	5.00	0.69 %
<a href="#">111-5611-51310</a>	TMRS	44,530.00	44,530.00	4,690.34	19,740.82	24,789.18	55.67 %
<a href="#">111-5611-51410</a>	HOSPITAL & LIFE INSURANCE	49,304.00	49,304.00	3,176.72	16,752.26	32,551.74	66.02 %
<a href="#">111-5611-51420</a>	LONG-TERM DISABILITY	1,707.00	1,707.00	44.67	268.02	1,438.98	84.30 %
<a href="#">111-5611-51440</a>	FICA	18,623.00	18,623.00	1,751.51	7,197.57	11,425.43	61.35 %
<a href="#">111-5611-51450</a>	MEDICARE	4,355.00	4,355.00	409.62	1,683.26	2,671.74	61.35 %
<a href="#">111-5611-51470</a>	WORKERS COMP PREMIUM	378.00	378.00	0.00	390.55	-12.55	-3.32 %
<a href="#">111-5611-51480</a>	UNEMPLOYMENT COMP (TWC)	1,080.00	1,080.00	14.65	755.99	324.01	30.00 %
	<b>Category: 510 - Personnel Services Total:</b>	<b>407,264.00</b>	<b>407,264.00</b>	<b>39,939.39</b>	<b>173,355.50</b>	<b>233,908.50</b>	<b>57.43%</b>
<b>Category: 520 - Supplies</b>							
<a href="#">111-5611-52010</a>	OFFICE SUPPLIES	5,000.00	5,000.00	414.04	2,088.60	2,911.40	58.23 %
<a href="#">111-5611-52040</a>	POSTAGE & FREIGHT	300.00	300.00	8.70	39.90	260.10	86.70 %
<a href="#">111-5611-52810</a>	FOOD SUPPLIES	6,100.00	6,100.00	25.98	2,410.02	3,689.98	60.49 %
	<b>Category: 520 - Supplies Total:</b>	<b>11,400.00</b>	<b>11,400.00</b>	<b>448.72</b>	<b>4,538.52</b>	<b>6,861.48</b>	<b>60.19%</b>
<b>Category: 540 - Materials for Maintenance</b>							
<a href="#">111-5611-54610</a>	FURNITURE & FIXTURES	2,500.00	2,500.00	0.00	7,569.50	-5,069.50	-202.78 %
<a href="#">111-5611-54810</a>	COMPUTER HARD/SOFTWARE	5,500.00	5,500.00	0.00	0.00	5,500.00	100.00 %
	<b>Category: 540 - Materials for Maintenance Total:</b>	<b>8,000.00</b>	<b>8,000.00</b>	<b>0.00</b>	<b>7,569.50</b>	<b>430.50</b>	<b>5.38%</b>
<b>Category: 560 - Contractual Services</b>							
<a href="#">111-5611-56030</a>	INCENTIVES	1,043,973.00	1,043,973.00	124,500.00	148,221.77	895,751.23	85.80 %
<a href="#">111-5611-56040</a>	SPECIAL SERVICES	118,156.00	1,962,496.00	1,608,603.59	1,734,758.96	227,737.04	11.60 %
<a href="#">111-5611-56080</a>	ADVERTISING	129,100.00	129,100.00	14,100.00	31,463.60	97,636.40	75.63 %
<a href="#">111-5611-56090</a>	COMMUNITY DEVELOPMENT	52,050.00	52,050.00	5,059.70	21,507.49	30,542.51	58.68 %
<a href="#">111-5611-56110</a>	COMMUNICATIONS	6,400.00	6,400.00	475.11	2,300.77	4,099.23	64.05 %
<a href="#">111-5611-56180</a>	RENTAL	27,000.00	27,000.00	2,250.00	13,500.00	13,500.00	50.00 %
<a href="#">111-5611-56210</a>	TRAVEL & TRAINING	74,600.00	74,600.00	3,995.04	24,272.42	50,327.58	67.46 %
<a href="#">111-5611-56250</a>	DUES & SUBSCRIPTIONS	39,810.00	39,810.00	2,355.77	43,341.56	-3,531.56	-8.87 %
<a href="#">111-5611-56310</a>	INSURANCE	6,303.00	6,303.00	303.00	5,458.01	844.99	13.41 %
<a href="#">111-5611-56510</a>	AUDIT & LEGAL SERVICES	33,000.00	33,000.00	1,385.00	10,666.50	22,333.50	67.68 %
<a href="#">111-5611-56570</a>	ENGINEERING/ARCHITECTURAL	87,500.00	189,300.00	12,150.00	38,842.55	150,457.45	79.48 %

## Budget Report

For Fiscal: 2021-2022 Period Ending: 03/31/2022

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<a href="#">111-5611-56610</a> UTILITIES-ELECTRIC	2,400.00	2,400.00	334.11	787.31	1,612.69	67.20 %
<b>Category: 560 - Contractual Services Total:</b>	<b>1,620,292.00</b>	<b>3,566,432.00</b>	<b>1,775,511.32</b>	<b>2,075,120.94</b>	<b>1,491,311.06</b>	<b>41.82%</b>
<b>Category: 570 - Debt Service &amp; Capital Replacement</b>						
<a href="#">111-5611-57410</a> PRINCIPAL PAYMENT	694,127.33	5,403,249.03	26,201.99	4,841,811.23	561,437.80	10.39 %
<a href="#">111-5611-57415</a> INTEREST EXPENSE	315,135.79	326,452.12	23,847.01	131,980.95	194,471.17	59.57 %
<b>Category: 570 - Debt Service &amp; Capital Replacement Total:</b>	<b>1,009,263.12</b>	<b>5,729,701.15</b>	<b>50,049.00</b>	<b>4,973,792.18</b>	<b>755,908.97</b>	<b>13.19%</b>
<b>Category: 580 - Capital Outlay</b>						
<a href="#">111-5611-58110</a> LAND-PURCHASE PRICE	0.00	3,983,392.59	186,154.60	3,895,266.34	88,126.25	2.21 %
<a href="#">111-5611-58210</a> STREETS & ALLEYS	2,175,000.00	2,425,000.00	0.00	59,475.90	2,365,524.10	97.55 %
<a href="#">111-5611-58995</a> CONTRA CAPITAL OUTLAY	0.00	0.00	-186,154.60	-3,895,266.34	3,895,266.34	0.00 %
<b>Category: 580 - Capital Outlay Total:</b>	<b>2,175,000.00</b>	<b>6,408,392.59</b>	<b>0.00</b>	<b>59,475.90</b>	<b>6,348,916.69</b>	<b>99.07%</b>
<b>Expense Total:</b>	<b>5,231,219.12</b>	<b>16,131,189.74</b>	<b>1,865,948.43</b>	<b>7,293,852.54</b>	<b>8,837,337.20</b>	<b>54.78%</b>
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>	<b>1,298,102.88</b>	<b>-1,493,867.74</b>	<b>-1,542,656.07</b>	<b>2,183,484.81</b>	<b>3,677,352.55</b>	<b>246.16%</b>
<b>Report Surplus (Deficit):</b>	<b>1,298,102.88</b>	<b>-1,493,867.74</b>	<b>-1,542,656.07</b>	<b>2,183,484.81</b>	<b>3,677,352.55</b>	<b>246.16%</b>

## Budget Report

For Fiscal: 2021-2022 Period Ending: 03/31/2022

## Group Summary

Categor...	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	3,789,966.00	3,789,966.00	305,605.50	1,313,287.87	-2,476,678.13	65.35%
460 - Interest Income	6,000.00	6,000.00	181.86	1,004.52	-4,995.48	83.26%
480 - Miscellaneous Income	2,733,356.00	2,733,356.00	17,505.00	55,044.96	-2,678,311.04	97.99%
490 - Transfers In & Other Financing Sources	0.00	8,108,000.00	0.00	8,108,000.00	0.00	0.00%
<b>Revenue Total:</b>	<b>6,529,322.00</b>	<b>14,637,322.00</b>	<b>323,292.36</b>	<b>9,477,337.35</b>	<b>-5,159,984.65</b>	<b>35.25%</b>
<b>Expense</b>						
510 - Personnel Services	407,264.00	407,264.00	39,939.39	173,355.50	233,908.50	57.43%
520 - Supplies	11,400.00	11,400.00	448.72	4,538.52	6,861.48	60.19%
540 - Materials for Maintenance	8,000.00	8,000.00	0.00	7,569.50	430.50	5.38%
560 - Contractual Services	1,620,292.00	3,566,432.00	1,775,511.32	2,075,120.94	1,491,311.06	41.82%
570 - Debt Service & Capital Replacement	1,009,263.12	5,729,701.15	50,049.00	4,973,792.18	755,908.97	13.19%
580 - Capital Outlay	2,175,000.00	6,408,392.59	0.00	59,475.90	6,348,916.69	99.07%
<b>Expense Total:</b>	<b>5,231,219.12</b>	<b>16,131,189.74</b>	<b>1,865,948.43</b>	<b>7,293,852.54</b>	<b>8,837,337.20</b>	<b>54.78%</b>
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>	<b>1,298,102.88</b>	<b>-1,493,867.74</b>	<b>-1,542,656.07</b>	<b>2,183,484.81</b>	<b>3,677,352.55</b>	<b>246.16%</b>
<b>Report Surplus (Deficit):</b>	<b>1,298,102.88</b>	<b>-1,493,867.74</b>	<b>-1,542,656.07</b>	<b>2,183,484.81</b>	<b>3,677,352.55</b>	<b>246.16%</b>

### Fund Summary

<b>Fund</b>	<b>Original Total Budget</b>	<b>Current Total Budget</b>	<b>Period Activity</b>	<b>Fiscal Activity</b>	<b>Variance Favorable (Unfavorable)</b>
111 - WYLIE ECONOMIC DEVEL COR	1,298,102.88	-1,493,867.74	-1,542,656.07	2,183,484.81	3,677,352.55
<b>Report Surplus (Deficit):</b>	<b>1,298,102.88</b>	<b>-1,493,867.74</b>	<b>-1,542,656.07</b>	<b>2,183,484.81</b>	<b>3,677,352.55</b>

Wylie Economic Development Corporation  
Statement of Net Position  
As of March 31, 2022

**Assets**

Cash and cash equivalents	\$ 1,899,574.67	
Receivables	\$ 60,000.00	Note 1
Inventories	\$ 16,330,536.04	
Prepaid Items	\$ -	
<b>Total Assets</b>	<b>\$ 18,290,110.71</b>	

**Deferred Outflows of Resources**

Pensions	\$ 75,630.55	
<b>Total deferred outflows of resources</b>	<b>\$ 75,630.55</b>	

**Liabilities**

Accounts Payable and other current liabilities	\$ 9,623.85	
Unearned Revenue	\$ 1,200.00	Note 2
Non current liabilities:		
Due within one year	\$ 200,765.86	Note 3
Due in more than one year	\$ 8,187,633.93	
<b>Total Liabilities</b>	<b>\$ 8,399,223.64</b>	

**Deferred Inflows of Resources**

Pensions	\$ (45,385.41)	
<b>Total deferred inflows of resources</b>	<b>\$ (45,385.41)</b>	

**Net Position**

Net investment in capital assets	\$ -	
Unrestricted	\$ 9,921,132.21	
<b>Total Net Position</b>	<b>\$ 9,921,132.21</b>	

Note 1: Includes incentives in the form of forgivable loans for \$60,000 (LUV-ROS)

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 03/31/2022

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.	1,897,574.67
<a href="#">111-1000-10115</a>	CASH - WEDC - INWOOD	0.00
<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="#">111-1000-12950</a>	LOAN PROCEEDS RECEIVABLE	0.00
<a href="#">111-1000-12996</a>	LOAN RECEIVABLE	0.00
<a href="#">111-1000-12997</a>	ACCTS REC - JTM TECH	0.00
<a href="#">111-1000-12998</a>	ACCTS REC - FORGIVEABLE LOANS	60,000.00
<a href="#">111-1000-14112</a>	INVENTORY - MATERIAL/ SUPPLY	0.00
<a href="#">111-1000-14116</a>	INVENTORY - LAND & BUILDINGS	16,330,536.04
<a href="#">111-1000-14118</a>	INVENTORY - BAYCO/ SANDEN BLVD	0.00
<a href="#">111-1000-14310</a>	PREPAID EXPENSES - MISC	0.00
<a href="#">111-1000-14410</a>	DEFERRED OUTFLOWS	768,867.00
	<b>Total Assets:</b>	<b>19,058,977.71</b>
		<b><u>19,058,977.71</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	3,932.98
<a href="#">111-2000-20117</a>	TMRS PAYABLE	0.00
<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	4,874.88
<a href="#">111-2000-20131</a>	EDWARD JONES DEFERRED COMP	0.00
<a href="#">111-2000-20132</a>	EMP CARE FLITE	12.00
<a href="#">111-2000-20133</a>	Unemployment Comp Payable	755.99
<a href="#">111-2000-20151</a>	ACCRUED WAGES PAYABLE	0.00
<a href="#">111-2000-20180</a>	ADDIT EMPLOYEE INSUR PAY	48.00
<a href="#">111-2000-20199</a>	MISC PAYROLL PAYABLE	0.00
<a href="#">111-2000-20201</a>	AP PENDING	0.00
<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	768,867.00
<a href="#">111-2000-20810</a>	DUE TO GENERAL FUND	0.00

As Of 03/31/2022

## Balance Sheet

Account	Name	Balance
<a href="#">111-2000-22270</a>	DEFERRED INFLOW	0.00
<a href="#">111-2000-22275</a>	DEF INFLOW - LEASE PRINCIPAL	0.00
<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>779,690.85</b>

## Equity

<a href="#">111-3000-34110</a>	FUND BALANCE - RESERVED	0.00
<a href="#">111-3000-34590</a>	FUND BALANCE-UNRESERV/UNDESIG	16,095,802.05
	<b>Total Beginning Equity:</b>	<b>16,095,802.05</b>
Total Revenue		9,477,337.35
Total Expense		7,293,852.54
<b>Revenues Over/Under Expenses</b>		<b>2,183,484.81</b>
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>18,279,286.86</b>
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>	<b><u>19,058,977.71</u></b>

As Of 03/31/2022

## 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="#">922-1000-18120</a>	LOAN - BIRMINGHAM	0.00
<a href="#">922-1000-18210</a>	AMOUNT TO BE PROVIDED	0.00
<a href="#">922-1000-18220</a>	BIRMINGHAM LOAN	0.00
<a href="#">922-1000-19050</a>	DEF OUTFLOW TMRS CONTRIBUTIONS	39,535.29
<a href="#">922-1000-19051</a>	DEF OUTFLOW SDBF CONTRIBUTIONS	3,027.00
<a href="#">922-1000-19075</a>	DEF OUTFLOW - INVESTMENT EXP	-37,953.52
<a href="#">922-1000-19100</a>	DEF OUTFLOW - ACT EXP/ASSUMP	71,021.78
<a href="#">922-1000-19125</a>	(GAIN)/LOSS ON ASSUMPTION CHGS	-44,574.41
<a href="#">922-1000-19126</a>	DEF INFLOW SDBF CONTRIBUTIONS	-811.00
	<b>Total Assets:</b>	<b>30,245.14</b>
		<b><u>30,245.14</u></b>
<b>Liability</b>		
<a href="#">922-2000-20310</a>	COMPENSATED ABSENCES PAYABLE	0.00
<a href="#">922-2000-20311</a>	COMP ABSENCES PAYABLE-CURRENT	32,300.82
<a href="#">922-2000-21410</a>	ACCRUED INTEREST PAYABLE	9,604.44
<a href="#">922-2000-28205</a>	WEDC LOANS/CURRENT	158,860.60
<a href="#">922-2000-28220</a>	BIRMINGHAM LOAN	0.00
<a href="#">922-2000-28230</a>	INWOOD LOAN	0.00
<a href="#">922-2000-28232</a>	ANB LOAN/EDGE	0.00
<a href="#">922-2000-28233</a>	ANB LOAN/PEDDICORD WHITE	0.00
<a href="#">922-2000-28234</a>	ANB LOAN/RANDACK HUGHES	0.00
<a href="#">922-2000-28235</a>	ANB LOAN	0.00
<a href="#">922-2000-28236</a>	ANB CONSTRUCTION LOAN	0.00
<a href="#">922-2000-28237</a>	ANB LOAN/ WOODBRIDGE PARKWAY	0.00
<a href="#">922-2000-28238</a>	ANB LOAN/BUCHANAN	0.00
<a href="#">922-2000-28239</a>	ANB LOAN/JONES:HOBART PAYOFF	0.00
<a href="#">922-2000-28240</a>	HUGHES LOAN	0.00
<a href="#">922-2000-28242</a>	ANB LOAN/HWY 78:5TH ST REDEV	0.00
<a href="#">922-2000-28245</a>	ANB LOAN/DALLAS WHIRLPOOL	0.00
<a href="#">922-2000-28246</a>	GOVCAP LOAN/KIRBY	7,846,537.60
<a href="#">922-2000-28247</a>	JARRARD LOAN	144,081.16
<a href="#">922-2000-28250</a>	CITY OF WYLIE LOAN	0.00
<a href="#">922-2000-28260</a>	PRIME KUTS LOAN	0.00
<a href="#">922-2000-28270</a>	BOWLAND/ANDERSON LOAN	0.00
<a href="#">922-2000-28280</a>	CAPITAL ONE CAZAD LOAN	0.00
<a href="#">922-2000-28290</a>	HOBART/COMMERCE LOAN	0.00
<a href="#">922-2000-29150</a>	NET PENSION LIABILITY	185,989.17
<a href="#">922-2000-29151</a>	SDBF LIABILITY	11,026.00
	<b>Total Liability:</b>	<b>8,388,399.79</b>
<b>Equity</b>		
<a href="#">922-3000-34590</a>	FUND BALANCE-UNRESERV/UNDESIG	-4,971,701.88
<a href="#">922-3000-35900</a>	UNRESTRICTED NET POSITION	-120,264.00
	<b>Total Beginning Equity:</b>	<b>-5,091,965.88</b>
Total Revenue		-8,108,000.00
Total Expense		-4,841,811.23
<b>Revenues Over/Under Expenses</b>		<b>-3,266,188.77</b>
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>-8,358,154.65</b>
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>	<b><u>30,245.14</u></b>

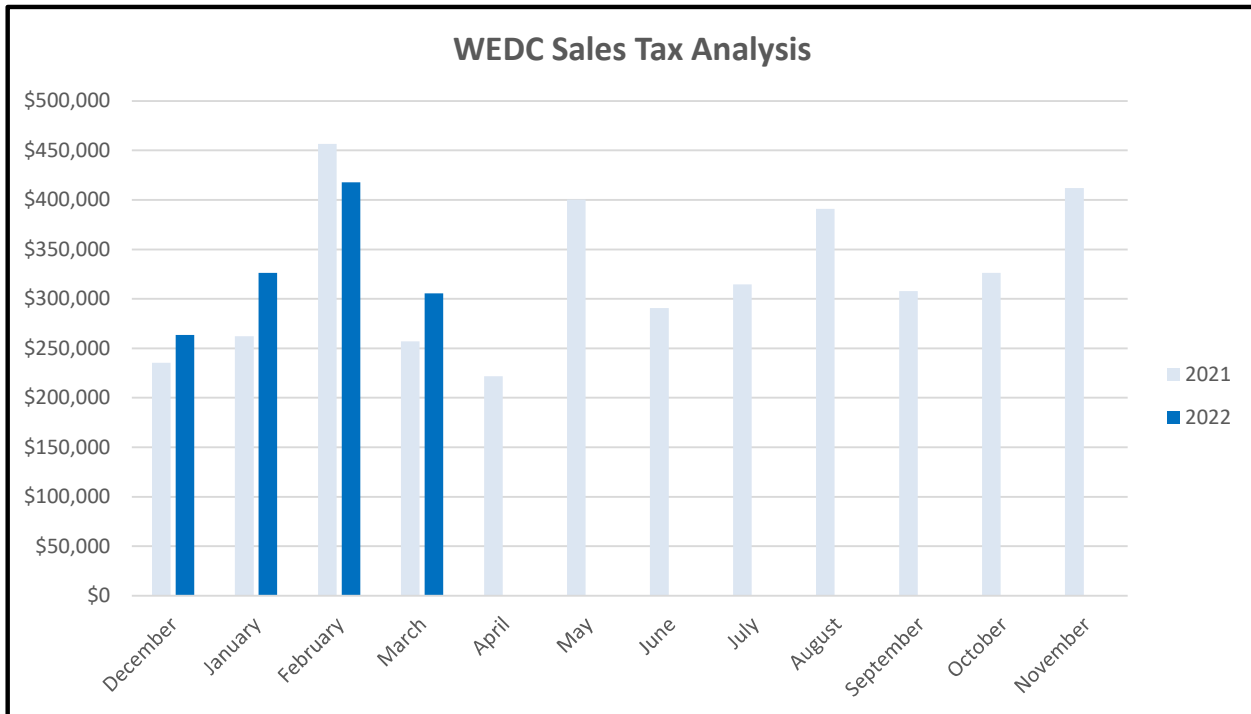
## Wylie Economic Development Corporation

### SALES TAX REPORT

March 31, 2022

#### BUDGETED YEAR

MONTH	FY 2019	FY 2020	FY 2021	FY 2022	DIFF 21 vs. 22	% DIFF 21 vs. 22
DECEMBER	\$ 214,867.15	\$ 226,663.94	\$ 235,381.33	\$ 263,577.66	\$ 28,196.33	11.98%
JANUARY	\$ 223,749.61	\$ 218,520.22	\$ 262,263.52	\$ 326,207.92	\$ 63,944.40	24.38%
FEBRUARY	\$ 307,366.66	\$ 362,129.18	\$ 456,571.35	\$ 417,896.79	\$ (38,674.56)	-8.47%
MARCH	\$ 208,222.32	\$ 228,091.34	\$ 257,187.91	\$ 305,605.50	\$ 48,417.59	18.83%
APRIL	\$ 182,499.53	\$ 203,895.57	\$ 221,881.55	\$ -	\$ -	0.00%
MAY	\$ 274,299.18	\$ 289,224.35	\$ 400,371.70	\$ -	\$ -	0.00%
JUNE	\$ 234,173.88	\$ 239,340.35	\$ 290,586.92	\$ -	\$ -	0.00%
JULY	\$ 215,107.94	\$ 296,954.00	\$ 314,559.10	\$ -	\$ -	0.00%
AUGUST	\$ 283,602.93	\$ 325,104.34	\$ 390,790.76	\$ -	\$ -	0.00%
SEPTEMBER	\$ 243,048.40	\$ 259,257.89	\$ 307,681.15	\$ -	\$ -	0.00%
OCTOBER	\$ 224,875.38	\$ 249,357.02	\$ 326,382.38	\$ -	\$ -	0.00%
NOVEMBER	\$ 308,324.41	\$ 384,953.89	\$ 411,813.32	\$ -	\$ -	0.00%
<b>Sub-Total</b>	<b>\$ 2,920,137.37</b>	<b>\$ 3,283,492.09</b>	<b>\$ 3,875,470.98</b>	<b>\$ 1,313,287.87</b>	<b>\$ 101,883.76</b>	<b>11.68%</b>
<b>Total</b>	<b>\$ 2,920,137.37</b>	<b>\$ 3,283,492.09</b>	<b>\$ 3,875,470.98</b>	<b>\$ 1,313,287.87</b>	<b>\$ 101,883.76</b>	<b>11.68%</b>



\*\*\* Sales Tax collections typically take 2 months to be reflected as Revenue. SlsTx receipts are then accrued back 2 months.  
 Example: March SlsTx Revenue is actually January SlsTx and is therefore the 4th allocation in FY22.

# Wylie Economic Development Corporation

## PERFORMANCE AGREEMENT REPORT

March 31, 2021

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	BUDGETED YEAR					REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
		FY 2022	FY 2023	FY 2024	FY 2025	FY 2026				
CSD WOODBRIDGE	\$ 1,100,000.00	\$ 140,000.00	\$ 43,926.07	\$ -	\$ -	\$ -	\$ 43,926.07	\$ 916,073.93	\$ 1,100,000.00	A
BALLERS ELITE- THE LAB, LLC	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000.00	
DW WYLIE	\$ 15,000.00	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	
CBC PROPERTY HOLDINGS	\$ 50,000.00	\$ 25,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 50,000.00	
SAVANNAH WOODBRIDGE	\$ 90,000.00	\$ 45,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,000.00	\$ 90,000.00	
CARDINAL STRATEGIES	\$ 106,800.00	\$ 24,933.00	\$ 24,934.00	\$ -	\$ -	\$ -	\$ 24,934.00	\$ 49,433.00	\$ 99,300.00	
AVANTI, LLC	\$ 120,000.00	\$ 30,000.00	\$ 30,000.00	\$ -	\$ -	\$ -	\$ 30,000.00	\$ 60,000.00	\$ 120,000.00	
GDA INVESTMENTS	\$ 30,500.00	\$ 20,000.00	\$ 10,500.00	\$ -	\$ -	\$ -	\$ 10,500.00	\$ -	\$ 30,500.00	
LUV-ROS	\$ 10,000.00	\$ 5,000.00	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00	\$ -	\$ 10,000.00	B
AMERICAN ENTITLEMENTS	\$ 33,000.00	\$ 33,000.00	---	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 33,000.00	C
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ 40,000.00	\$ 60,000.00	\$ 120,000.00	
AXL	\$ 65,000.00	\$ 46,500.00	\$ 9,250.00	\$ 9,250.00	\$ -	\$ -	\$ 18,500.00	\$ -	\$ 65,000.00	
FUEL CITY	\$ 500,000.00	\$ -	\$ 500,000.00	\$ -	\$ -	\$ -	\$ 500,000.00	\$ -	\$ 500,000.00	
	<b>\$ 2,260,300.00</b>	<b>\$ 424,433.00</b>	<b>\$ 643,610.07</b>	<b>\$ 29,250.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 672,860.07</b>	<b>\$ 1,155,506.93</b>	<b>\$ 2,252,800.00</b>	

*Deferred Out Flow* \$ 768,867.00

A. SLSTX Reimbursement Qrtly Pmnts

B. Performance Agreement (\$10,000) and Forgivable Land Grant (\$60,000 forgiven over 3 years). \$20,000/year in 2021, 2022, & 2023.

C. Performance Agreement Requirements were met. Removed the future obligation from FY23.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: April 22, 2022
Department: WEDC
Prepared By: Jason Greiner
Date Prepared: 4/13/22
Item Number: 1
Account Code:
Exhibits: 1

Subject

Consider and act upon a Third Amendment to the Purchase and Sale Agreement between the WEDC and Victory Group, LLC.

Recommendation

Motion to approve a Third Amendment to the Purchase and Sale Agreement between the WEDC and Victory Group, LLC for the sale of approximately .29-acre of real property and further authorize the WEDC Board President to execute all documentation necessary to effectuate the transactions.

Discussion

The Board approved the Purchase and Sale Agreement with Victory Group, LLC for the sale of property at 201 Industrial Court on July 21, 2021 and then amended the agreement on October 20, 2021 and January 6, 2022 As the Board will recall, the "Approval Period" (Section 2.06a) in the contract was extended from ninety (90) days to December 15, 2021 and then again to February 9, 2022. Victory Group has since exercised both of their Approval Period Extensions to get the necessary P&Z and City Council approvals.

Original Analysis of the Agreement:

- Lot: .2901 acres or approximately 12,637 square feet
Sales Price: \$20.58/SF or \$260,036
Feasibility Period: 45 Days after Effective Date
Approval Period: 90 Days (plus up to two additional 30-day periods at additional fee of \$3,500 ea)
Closing Date: 30 Days after expiration of Approval Period
Effective Date: July 30, 2021

This Third Amendment will allow adequate time for VG to receive final City Council approval at the April 26th meeting and will extend the Approval Period to 5:00 PM on May 11, 2022. This Third Amendment also TERMINATES any further right for an Approval Period Extension. Staff anticipates Victory Group to close on or before June 10, 2022.

Attached:
Third Amendment

## **THIRD AMENDMENT TO PURCHASE AND SALE AGREEMENT**

This THIRD AMENDMENT TO PURCHASE AND SALE AGREEMENT (this “**Amendment**”) is entered into and effective as of April 11, 2022, (the “**Effective Date**”), by and between **VICTORY GROUP, LLC**, a Nevada limited liability company, or its assignee (“**Purchaser**”) and **WYLIE ECONOMIC DEVELOPMENT CORPORATION**, a Texas corporation (“**Seller**”).

### **BACKGROUND**

Seller and Purchaser entered into that certain Purchase and Sale Agreement effective July 30, 2021 (as amended, the “**Agreement**”) in connection with the sale of certain real property located in the City of Wylie, Collin County, Texas, and as more particularly described in the Agreement. Seller and Purchaser desire to amend the Agreement as provided below.

### **AGREEMENT**

For and in consideration of Ten Dollars (\$10.00) and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Seller and Purchaser agree as follows:

1. **Approval Period.** The Approval Period, (as defined in Section 2.06(a) of the Agreement) is hereby extended until 5:00 P.M. Central Daylight Time (CDT) on May 11, 2022.
2. **Approval Period Extension** This Third Amendment terminates any further right for an Approval Period Extension, (as defined in Section 2.06(c) of the Agreement).
3. **Miscellaneous.**
  - (a) Capitalized terms not otherwise defined herein shall have the same meanings as in the Agreement.
  - (b) In all other respects, the terms of the Agreement remain unchanged and in full force and effect.
  - (c) The parties acknowledge that to each parties’ actual knowledge, without investigation, neither Seller nor Purchaser is in default under the Agreement.
  - (d) Seller and Purchaser acknowledge and agree that there are no unwritten, oral agreements between the parties.
  - (e) In the event of any conflict between the meaning of any provision of this Amendment and any provision of the Agreement, the provisions of this Amendment shall control.
  - (f) All the covenants, terms, and conditions set forth herein shall be binding upon and

shall inure to the benefit of the parties hereto and their respective heirs, executors, administrators, legal representatives, successors, and assigns.

(g) This Amendment may be executed in multiple counterparts, each of which shall be deemed an original, and all of which, when taken together, shall constitute one and the same instrument. Facsimile and Portable Document Form (PDF) signatures shall be effective for purposes of this Amendment.

*[Remainder of page intentionally left blank – signatures on next page]*



IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed under proper authority and effective and binding as of the date first set above.

**PURCHASER:**      **VICTORY GROUP, LLC,**  
a Nevada limited liability company

By: \_\_\_\_\_  
Tony Ramji, Manager

Date: \_\_\_\_\_

**SELLER:**            **WYLIE ECONOMIC**  
**DEVELOPMENT CORPORATION,**  
a Texas corporation

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**AGENDA REPORT**

Meeting Date:	April 22, 2022	Item Number:	2
Department:	WEDC	(Staff Use Only)	
Prepared By:	Jason Greiner	Account Code:	
Date Prepared:	4/13/22	Exhibits:	1

**Subject**

Consider and act upon a First Amendment to the Letter of Understanding between WEDC and Union Pacific.

**Recommendation**

Motion to approve a First Amendment to the Letter of Understanding between the WEDC and Union Pacific, for the purchase of a .476-acre property and further authorizing the WEDC Executive Director to execute the amendment.

**Discussion**

As the Board will recall, Staff executed a Letter of Understanding between Union Pacific and the WEDC on February 22, 2022 for the purchase of the .476-acre lot adjacent to 401 N. Keefer. The purchase was later authorized by the WEDC Board at the March 16, 2022 WEDC Board Meeting.

Original Analysis:

- Lot/Parcel: .476 acres or 20,734 square feet
- Sales Price: \$3.90/SF or approximately \$80,862.60
- Restriction of Use: Must not be used for Residential, Lodging, Education, or Childcare
- Environmental Testing: Completed on March 7, 2022 (results in 2-3 weeks)
- Feasibility Review/Right of Entry Period: 30 Days
- Closing Date: On or Before **April 30, 2022**

Union Pacific is requesting an extension to the LOU to allow more time to get the deed finalized. Their legal department is finalizing the documents, but time is running out to get everything executed, notarized and mailed to Lawyers Title in time to close on April 30, 2022. The attached First Amendment to the Letter of Understanding amends the closing date from April 30, 2022 to May 30, 2022. Staff anticipates closing on the property on or before May 27, 2022.



April 13, 2022  
Folder: 03301-75

**VIA EMAIL**

WYLIE ECONOMIC DEVELOPMENT CORPORATION  
ATTN: MR. GREINER  
250 S HIGHWAY 78  
WYLIE TX 75098

RE: First Amendment - Sale of Union Pacific property located in Wylie, TX to Wylie Economic Development Corporation

Dear Mr. Greiner:

This refers to the Letter of Understanding dated January 17, 2022 in connection with the above-mentioned transaction.

This First Amendment (“Agreement”) confirms our understandings covering the sale by Union Pacific Railroad Company (“Seller”), Wylie Economic Development Corporation (“Buyer”) of Seller’s interest in certain rail property approximately .409 Acres in Wylie, Texas in the amount of Dollars (\$69,498.00).

Article 8. Closing; A. is replaced with as follows:

- A. Closing with occur on or before May 30, 2022 (“Closing Date”). The Closing will be deemed to occur upon payment of the Sale Prices by wire transfer or a cashier’s or certified check, and delivery of the deed. All closing costs, including transfer taxes and excise taxes, will be paid by Buyer.

Please arrange for execution of this extension and return to me at the address indicated below.

If you have any questions please contact me at [kdcrawford@up.com](mailto:kdcrawford@up.com) or by phone at 402-544-8593.

Best regards,

Kyran Crawford  
Senior Manager – Real Estate

Accepted and approved this \_\_\_\_\_ day of \_\_\_\_\_ 2022

By \_\_\_\_\_ Title \_\_\_\_\_



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: April 22, 2022
Prepared By: Jason Greiner
Date Prepared: 4/18/22

Item Number: DS1
Account Code:
Exhibits: 1

Subject
Update from the Subcommittee of the Board to review and recommend any modifications to the existing bylaws of the Corporation.

Recommendation
No action is requested by staff for this item.

Discussion
Staff will lead a discussion regarding the Subcommittee's progress and provide an update at the meeting.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: April 22, 2022
Prepared By: Jason Greiner
Date Prepared: 4/18/22

Item Number: DS2
Account Code:
Exhibits:

Subject
Discussion regarding ICSC events.

Recommendation
No action is requested by staff for this item.

Discussion
Staff will lead a discussion regarding ICSC and recap the recent Red River Conference in Dallas.
ICSC 2022 Las Vegas - May 22-24- Early Registration Due April 22nd
Sunday @ Wynn
Monday @ LVCC
Tuesday @ LVCC
ICSC LAS VEGAS is our premier event and takes place annually in May. It is a two- to three-day gathering of dealmakers and industry experts, who are driving innovation and evolution in the Marketplaces Industry.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: April 22, 2022
Prepared By: Jason Greiner
Date Prepared: 4/18/22

Item Number: DS3
Account Code:
Exhibits:

Subject
Discussion regarding Property Listing Agreement.

Recommendation
No action is requested by staff for this item.

Discussion
The WEDC Board previously discussed hiring Brokerage Representation back in June of 2017. Here is a brief recap from that meeting:
As mentioned during the previous Board Meeting, staff has been interviewing commercial brokerage firms to represent WEDC properties on State Highway 78 and F.M. 544. During each interview staff presented the current land use expectations, targeted end users, redevelopment history of each property, and WEDC expectations surrounding any future sales. Staff met with representatives from CBRE, Edge Realty Partners, Falcon Realty Advisors, Henry S. Miller, and The Retail Connection. Staff also plans on meeting with Davidson Bogle Real Estate on Tuesday, June 20th. The WEDC would benefit from each firm's marketing approach and client affiliation almost equally with only two issues separating their qualifications: direct market knowledge (local & regional) and familiarity with the WEDC/Wylie community.
At this time, the two firms separating themselves were The Retail Connection and Edge Realty Partners. The Retail Connection has represented lease space within Shafer Plaza and strip development at Brown & Country Club, with pad development in Murphy. Edge represented pad sites in Murphy and Clark Street holdings in Wylie along with an end user in Wylie currently making an offer on a pad site. Edge also represents Brenda Byboth on F.M. 544. Staff has been closely associated with representatives from each firm for the past 15 years and believes both to be more than capable.
Staff will lead a brief discussion regarding Exclusive Listing Agreements.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: April 22, 2022
Prepared By: Jason Greiner
Date Prepared: 4/18/22

Item Number: DS4
Account Code:
Exhibits: 1

Subject
Discuss issues surrounding the FY 2022-2023 WEDC Budget.

Recommendation
No action is requested by staff for this item.

Discussion
Staff will discuss the FY 2022-2023 WEDC Budget and approved Budget Calendar for the City of Wylie.

**City of Wylie  
Approved Budget Calendar  
FY 2023**

<b>Date</b>	<b>Description</b>
March 15, 2022	T Budget Kickoff
April 12, 2022	T Budget Work Session (summary of where 2021 ended, 2022 so far, 2023 assumptions)
April 15, 2022	F Receive Preliminary Values from CCAD
April 15, 2022	T New or Upgraded personnel requests due to Finance (all new position requests must include a completed JEM and JDQ)
April 15, 2022	F New equipment and computer requests due to Finance/new computer requests due to IT
May 3, 2022	T First Estimate of Revenues (Due to Finance)
May 6, 2022	F Budget input completed in Software (Due to Finance)
May 12, 2022	Th JET Team Meeting
May 13, 2022	F Preliminary Department Executive Summaries (Due to Finance) (not including requests)
May 25, 2022	W Revenues/Budgets to City Managers Office (Director Meeting PDF)
June 1, 2022	W Begin Water/Sewer Rate Study Update
June 2 - June 3, 2022	Th- F Departments meet with City Manager
June 14, 2022	T Budget Work Session with City Council (General Fund)
June 17, 2022	F Budget Overview Packets to City Council (Budget Workshop Book)
June 28, 2022	T Budget Work Session with City Council (UF and 4B)
July 12, 2021	T Budget Work Session (GF, UF, 4B, Fire Dev, Hotel, WEDC) - Budget Workshop Book
July 15, 2022	F Carry-forward Requests Due to Finance
July 20, 2022	W Deadline for ARB to approve Appraisal Records
July 25, 2022	M Certified Values Due from Appraisal Districts
July 25-July 27, 2022	Calculation of No New Revenue Tax Rate & Voter Approval Tax Rate from Tax Office
July 26, 2022	T Budget Work Session with City Council
July 26, 2022	T Approve water/sewer rates (Amend Ord. #2005-07)
August 5, 2022	F Proposed budget to Council, available to the public and filed with City Secretary
August 9, 2022	T Meeting of governing body to discuss final tax rate; if proposed tax rate will exceed the No New Revenue Rate or Voter Approval Rate (whichever is lower), take record vote; schedule public hearings for tax rate and budget
August 10, 2022	W Forward information to Wylie News for required publications
August 17, 2022	W PUBLICATION OF REQUIRED NOTICES IN WYLIE NEWS
August 23, 2022	T Public Hearing on Tax Rate/Adopt Tax Rate Must be at least 15 days after budget is filed with City Secretary If tax rate is not adopted at this meeting, a special called meeting will have to be held within seven days.
August 23, 2022	T Public Hearing on FY 2023 Budget/Adopt Budget





Wylie Economic Development Board

AGENDA REPORT

Meeting Date: April 22, 2022; Item Number: DS5; Prepared By: Jason Greiner; Account Code: ; Date Prepared: 4/18/22; Exhibits: 5

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

Recommendation: No action is requested by staff for this item.

Discussion: Staff report: WEDC Property Update, Downtown Parking, Engineering Report, Temporary Access Agreements, Upcoming Events, and WEDC Activities/Programs. WEDC Property Update: Demolition- 103 S Ballard; Demolition- 410 E Brown, 502 E Brown, and 401 N Keefer; Property Acquisition- 305 S Ballard; Property Acquisition- UP Lot/N Keefer; Additional Information: Plumbing repairs are complete at 605 Commerce Street and 104 S Ballard Avenue; Mowing has been initiated for maintenance of all WEDC-owned properties

**Downtown Parking:** - *No Update*

- The new site plan was initially reviewed with engineering but the biggest issue is detention & drainage
- Downtown Thoroughfare and Drainage Studies need to be completed prior to moving forward
- Need the example ILA from UP for the City of Wylie

**Engineering Report:**

Drainage Studies- FM 544/Cooper

- TxDOT as-builts have been reviewed by engineering. Detention will be required, but not as much as initially thought. Staff is trying to get one last set of culvert plans for engineering calculations.

Water Line Installation- FM 544/Cooper

- KCS Permit has been issued
- BHC is updating the water line plans to reflect the approved alignment (revised sheets by 4/25)
- Flagging and boring will be scheduled as soon as pre-payment is received

Water Line Relocation- State Hwy 78/Brown

- Tree Survey has been completed
- Tree removal in process
- Survey update and easement documents are in process for Oncor
- Oncor ROW approval is pending for the relocation of the utility poles at the intersection
- The NTMWD Easment has been filed with the County
- NTMWD Board Awarded the Bid to Dowager Construction

Flood Study- Hooper/Steel

- Preliminary Hydrologic and Hydraulic modeling is completed
- Cardinal Strategies has performed internal QC on the data and scheduled a conference call with Staff and Engineering on 4/11. They are still investigating reclamation options but Staff has reviewed the draft pre vs. post floodplain maps.
- Plans to wrap up the study in the next few weeks

Flood Study- State Hwy 78/Alanis

- Survey complete
- Preliminary Hydraulic modeling is completed
- Preliminary reclamation options are being formulated, but still waiting on FEMA data (back logged)
- Still on schedule to have the study complete mid-May

**Temporary Access Agreements:**

- Additional request received via email from The Cross Church for use at April 24<sup>th</sup> Event. This request was for use of property located at the rear of 103 S Ballard (Boyd Recording Studio).
- As noted re: 103 S Ballard, demolition crew is mobilized and construction fence is in place. Use not allowable due to current demolition project.

**Upcoming Events:**

- Small Business Week Proclamation at City Council- April 26
- Historical Commission Preservation Celebration- April 30
- Small Business Week Events- May 1-7
- Economic Development Week Proclamation at City Council- May 10

- TEDC Sales Tax Training- May 13
- ICSC Las Vegas- May 22-25
- Council/CPAC Work Session- May 31
- Please see the attached Marketing Calendar for the full list of upcoming events

**WEDC Activities/Programs:**

- Sales tax revenues for the month of April are up 19.78%
- Overall sales tax revenues for FY22 are up 13.3%
- WEDC welcomes a new member to the team on April 25
- Quarterly reports are attached:
  - Property Inventory
  - Discover Wylie Q1 Report
  - Q1 WEDC Social Media Statistics
  - Q1 Report Speak Loud Media Report
  - Performance Agreement Obligations (Treasurer's Report)

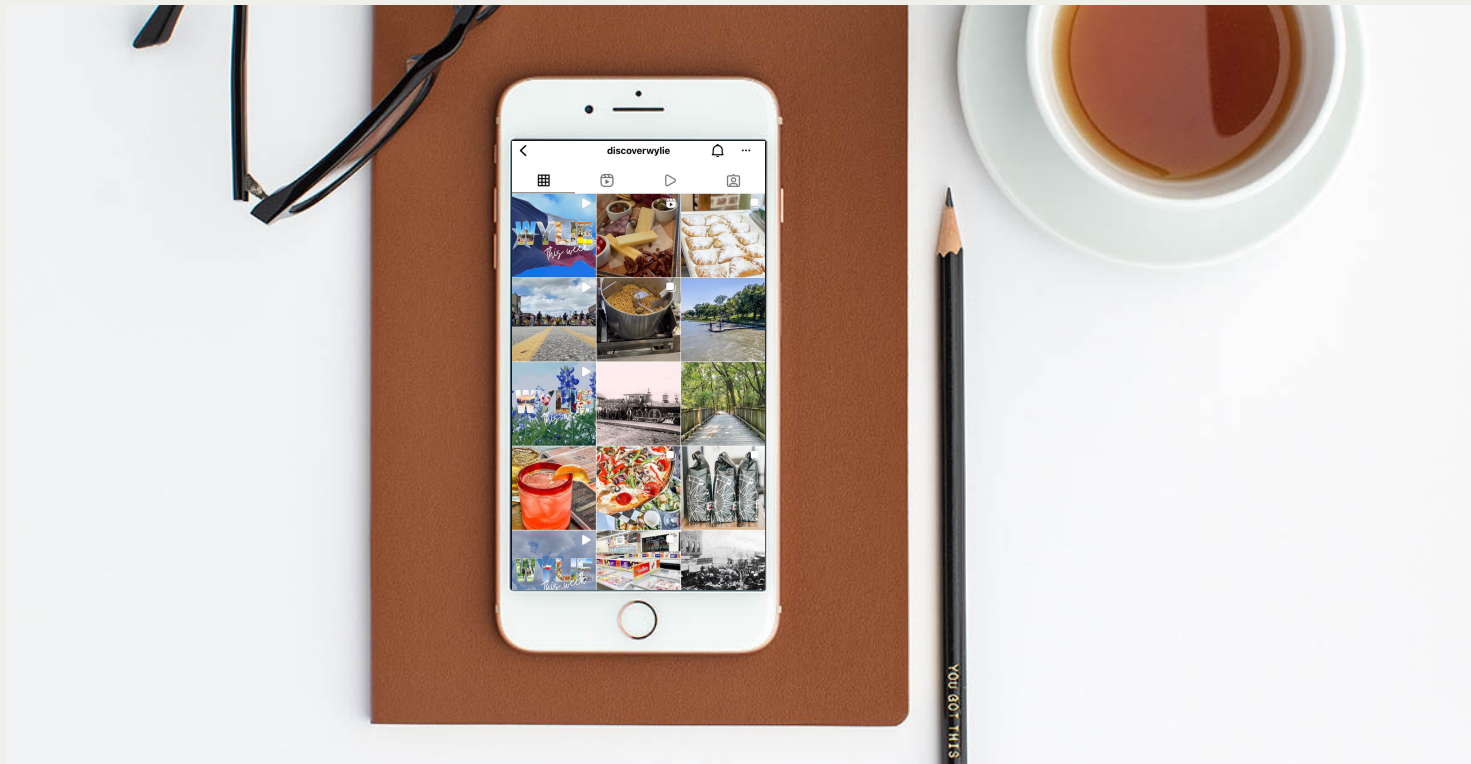
# Wylie Economic Development Corporation

## Inventory Subledger (Land) March 31, 2022

	Property	Purchase Date	Address	Acreage	Improvements	Cost Basis	Sub-totals	
<b>Cooper St.</b>	McMasters	7/12/05	709 Cooper	0.4750	\$ -	n/a	\$ 202,045.00	
	Heath	12/28/05	706 Cooper	0.4640	\$ 32,005.00	3,625	\$ 186,934.22	
	Perry	9/13/06	707 Cooper	0.4910	\$ -	n/a	\$ 200,224.00	
	Bowland/Anderson	10/9/07	Cooper Dr.	0.3720	\$ -	n/a	\$ 106,418.50	
	Duel Products	9/7/12	704 Cooper Dr.	0.5000	\$ -	n/a	\$ 127,452.03	
	Randack	10/23/12	711-713 Cooper Dr.	1.0890	\$ 217,500.00	8,880	\$ 400,334.00	
	Lot 2R3	7/24/14	Cooper Dr.	0.9500	\$ -	n/a	\$ 29,056.00	\$ 1,252,463.75
<b>Industrial Ct.</b>	Jarrard	12/22/16	201 Industrial Ct	0.2900	\$ 32,893.00	n/a	\$ 300,493.00	\$ 300,493.00
<b>Regency Dr.</b>	Regency Pk.	6/4/10	25 Steel Road	0.6502	\$ -	n/a	\$ 25,170.77	\$ 25,170.77
<b>Commerce Dr.</b>	Hobart Investments	11/12/13	Commerce	1.6000	\$ -	n/a	\$ 156,819.50	
	Hobart	1/6/14	605 Commerce	1.0650	\$ 396,263.00	20,000	\$ 386,380.00	
	Dallas Whirlpools	11/22/16	900-908 Kirby	4.7900	\$ 128,925.00	9,000	\$ 2,182,080.30	
	City of Wylie	10/22/21	900-908 Kirby	4.7900	\$ -	n/a	\$ 3,000,000.00	\$ 5,725,279.80
<b>Downtown</b>	Heath	3/17/14	104 N. Jackson	0.1720	\$ -	n/a	\$ 220,034.00	
	Udoh	2/12/14	109 Marble	0.1700	\$ -	n/a	\$ 70,330.00	
	Peddicord	12/12/14	100 W. Oak St	0.3481	\$ 155,984.00	4,444	\$ 486,032.00	
	City Lot	12/12/14	108/110 Jackson	0.3479	\$ -	n/a		
	Jones (K&M)	9/3/15	106 N. Birmingham	0.2100	\$ 42,314.00	4,125	\$ 190,596.10	
	Pawn Shop/All The Rave	1/7/22	104 S. Ballard	0.0860	\$ 5,420.00	1,885	\$475,441.20	
	FBC Lot	6/15/16	111 N. Ballard St	0.2000	\$ -	n/a	\$ 150,964.00	
	FFA Village	1/7/18	102 N. Birmingham	0.1700	\$ -	n/a	\$ 99,804.00	
	Boyd	7/28/21	103 S. Ballard	0.0760	\$ 49,231.00	<i>Demo</i>	\$ 328,792.20	
	Keefer	10/27/21	401 N Keefer Dr	0.4890	\$ 83,084.00	<i>Demo</i>	\$ 237,951.39	\$ 2,259,944.89
<b>Alanis Dr.</b>	White Property	12/12/14	Alanis	6.6328	\$ -	n/a	\$ 420,336.00	\$ 420,336.00
<b>South Ballard</b>	Birmingham Trust	6/3/15	505 - 607 S. Ballard	1.1190	\$ -	n/a	\$ 409,390.00	
	Murphy	3/7/19	701 S. Ballard	0.2000	\$ 115,724.00	1,312	\$ 172,487.04	
	Marlow	3/31/22	305 S. Ballard	0.1865		1,008	\$ 185,457.52	
	Braley	7/22/19	503 S. Ballard	0.2558	\$ -	n/a	\$ 177,397.96	\$ 759,275.00
<b>Squire Dr.</b>	Gallagher	3/14/18	Squire-lot 2-4	2.6720	\$ 100,404.00	6,000	\$ 573,844.35	\$ 573,844.35
<b>Brown &amp; 78</b>	Turner	12/5/18	504 E. Brown	1.0220	\$ -	n/a	\$ 308,179.81	
	Wallace	12/18/18	502 E. Brown	0.1870	\$ 24,637.00	<i>Demo</i>	\$ 204,775.00	
	Karan	12/28/18	300 E. Brown	2.3866	\$ -	n/a	\$ 1,250,391.20	
	O'Donald	1/7/19	410 E. Brown	0.1870	\$ 64,421.00	<i>Demo</i>	\$ 177,043.75	
	Weatherford	2/12/19	303 Marble	2.1740	\$ -	n/a	\$ 757,488.00	
	Brothers JV	2/26/19	306 & 308 N. 2nd Street	0.3770	\$ -	n/a	\$ 145,923.04	
	Pulliam	2/27/19	300 N. 2nd Street	0.2570	\$ 122,764.00	1,364	\$ 218,472.20	
	Swayze	4/18/19	208 N. 2nd Street	0.2580	\$ -	n/a	\$ 187,501.40	
	Swayze	5/9/19	204 N. 2nd Street	0.2580	\$ -	n/a	\$ 187,658.20	
	Kreymer	10/9/19	302 N. 2nd Street	0.1290	\$ 72,609.00	1,386	\$ 187,941.76	
	KCS	11/22/19	Hwy 78 Frontage	2.5363	\$ -	n/a	\$ 674,110.20	
	City of Wylie	5/14/20	ROW Purchase/Alleys	1.8800	\$ -	n/a	\$ 81,713.00	
	Collin County	5/7/20	SWC Hwy 78 & Marble	0.3590	\$ -	n/a	\$ 75,964.20	
	Collin County	5/7/20	414 S. 2nd Street (NWC Hwy 78 &	1.2260	\$ -	n/a	\$ 296,152.20	
	TxDOT	2/21/21	SWC Hwy 78 & Brown	0.2209	\$ -	n/a	\$ 78,540.00	\$ 4,831,853.96
<b>Total</b>				<b>44.3191</b>	<b>\$ 1,644,178.00</b>	<b>63,029</b>	<b>\$ 16,334,119.04</b>	<b>\$ 16,148,661.52</b>

# DISCOVER WYLIE

Q1 *reporting*



 @DISCOVERWYLIE  
1/12/2022 - 4/12/2022

# OVERVIEW & STRATEGIES

@DiscoverWylie

Report Time Period: 1/12/2022 - 4/12/2022

## *Goals for this Quarter*

- > Continue to grow and strengthen a social media presence on Instagram.
- > Update profile and start using highlights.
- > Increase engagement and shares.
- > Start using reels.
- > Continue testing different content to see what resonates with followers.
- > Verify account on Instagram.

### STRATEGIES APPLIED THIS QUARTER

- Followed local small businesses.
- Posted original content in feed, stories, and reels.
- Started sharing "Wylie this Week" posts with local events.
- Started posting original reels.
- Shared local historical photos and facts.
- Engaged with followers through polls, questions, and quizzes in stories.
- Shared relevant follower content to stories (for example, resharing reels or posts created by locals who tagged the @DiscoverWylie account)

### STRATEGIES TO APPLY NEXT QUARTER

- Continue posting stories with opportunities for followers to engage.
- Continue sharing local history and interesting Wylie facts to the feed and stories.
- Offer photo shoots to businesses around social media promotions (for example, upcoming Cinco de Mayo promotion for blog and social media)
- Encourage followers to tag @DiscoverWylie and use #DiscoverWylie hashstag so we can share their content.
- Share original reels.

# INSTAGRAM REPORT

@DiscoverWylie

Report Time Period: 1/12/2022 - 4/12/2022

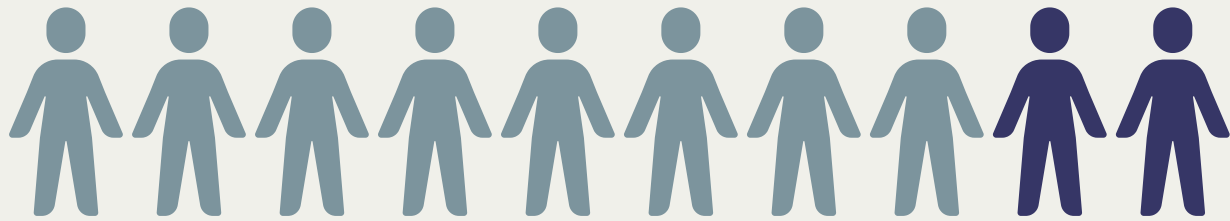
464  
TOTAL FOLLOWERS

126  
NEW FOLLOWERS

+37.2%  
PREVIOUS PERIOD

ENGAGEMENT	422	+60%
REACH	5132	+196%
CONTENT INTERACTIONS	1204	+14%
NON-FOLLOWER REACH	4664	+217%

## AUDIENCE FEMALE / MALE

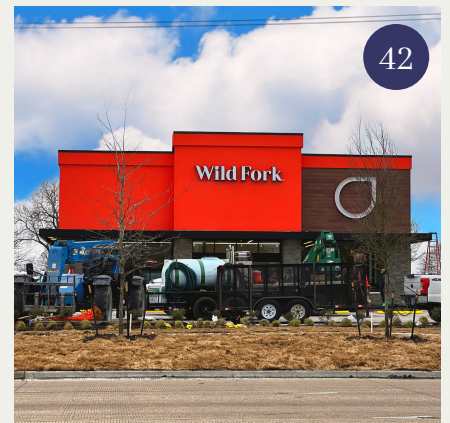
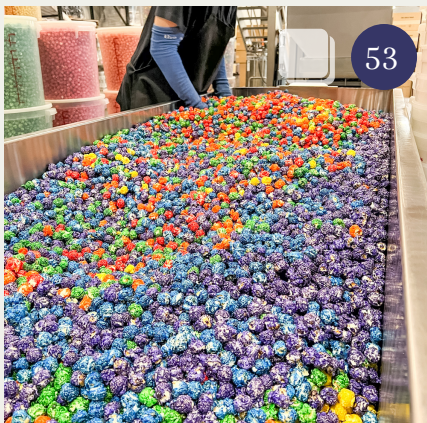


## AUDIENCE LOCATION

- WYLIE 54%
- SACHSE 10%
- DALLAS 4%
- GARLAND 4%
- MURPHY 3%

MURPHY IS NEW TO THE LIST THIS QUARTER

## TOP POSTS BY LIKES



# INSTAGRAM HIGHLIGHTS

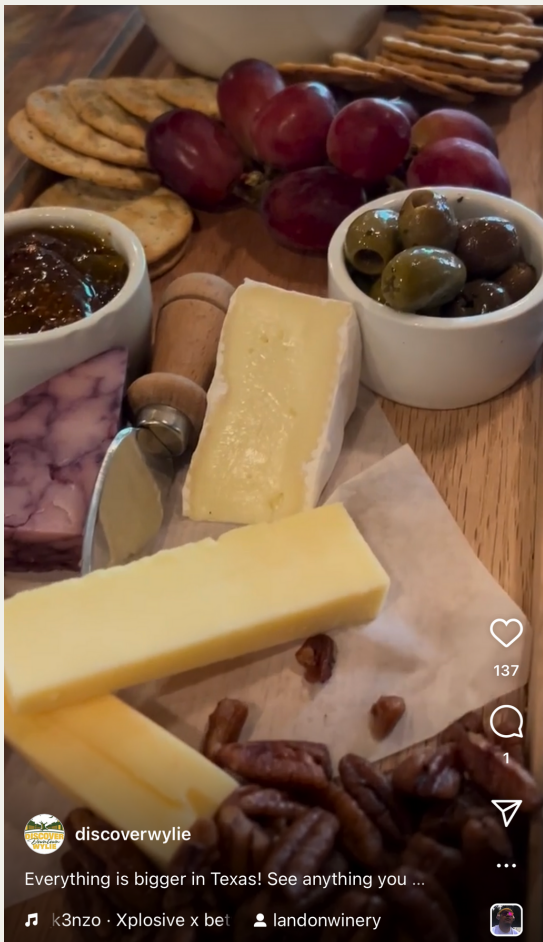
@DiscoverWylie

Report Time Period: 1/12/2022 - 4/12/2022

## @DISCOVERWYLIE CONTENT WAS SHARED BY:

- @modpizza
- @wildforkfoods
- @deananpop
- @juztjazzboutique
- @panaderiawylie
- @ferriswheelcoffee
- @nypp\_wylie
- @smithlibrary

## THE REEL DEAL



Our first reel was of The Texan charcuterie board at Landon Winery. It received 137 likes and was seen by more than 3,000 NON-FOLLOWER accounts. This is a great result for an account of our size.

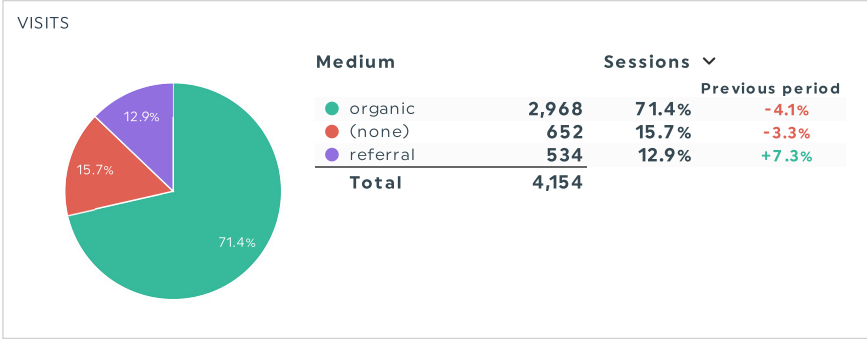
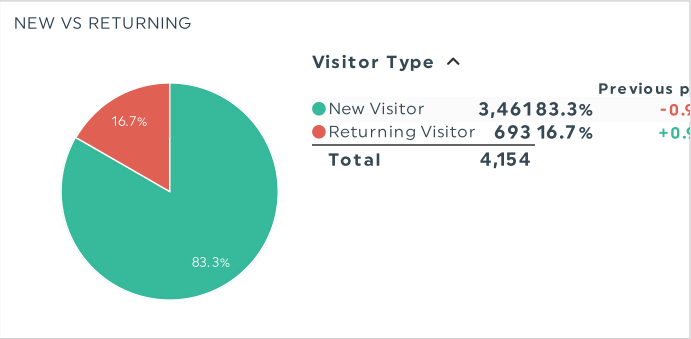
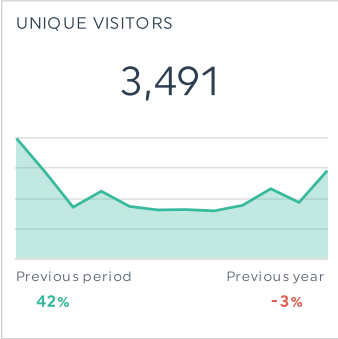
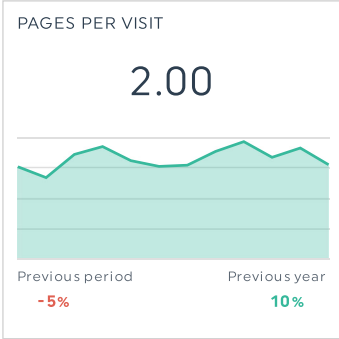
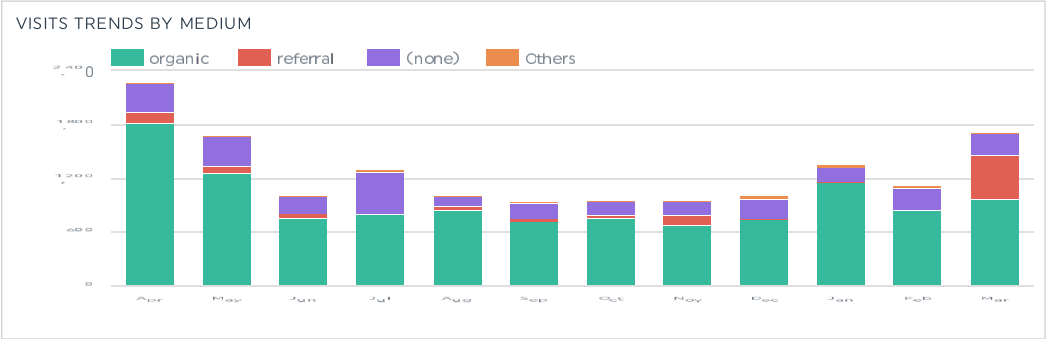




# REPORT FOR JAN 1, 2022 - MAR 31, 2022

## WYLIE EDC - QUARTERLY + ROLLING MONTHLY

### WEBSITE TRAFFIC OVERVIEW



#### TOP SOURCES/MEDIUM (VISITS)

Source / Medium	Visits
google / organic	2,787
(direct) / (none)	652
m.facebook.com / referral	323
lm.facebook.com / referral	101
bing / organic	92
l.facebook.com / referral	36
yahoo / organic	36
baidu / organic	29
facebook.com / referral	27
duckduckgo / organic	23

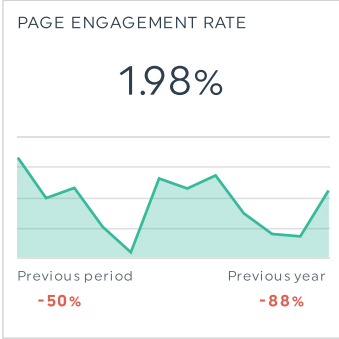
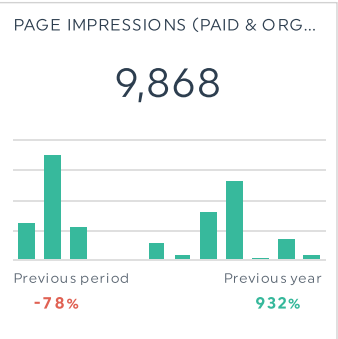
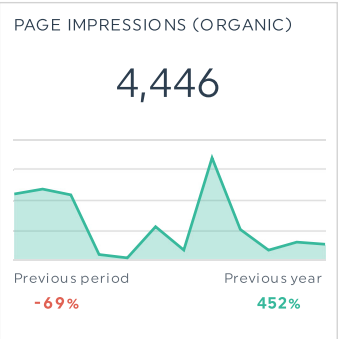
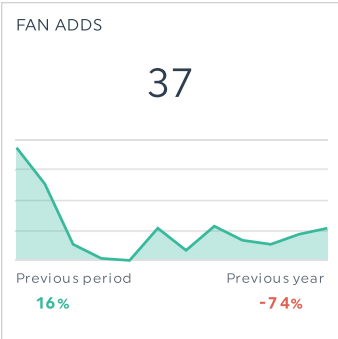
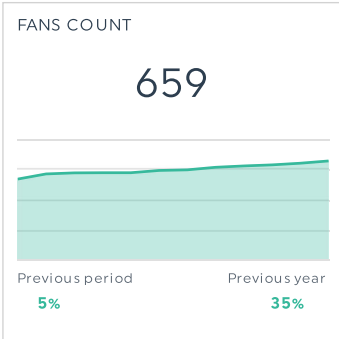
#### TOP CITIES (VISITS)

City	Sessions
Wylie	1,087
Dallas	541
(not set)	276
Plano	109
Washington	91
Roseville	85
Frisco	78
New York	78
Garland	72
Ashburn	60

#### TOP PAGES BY PAGEVIEWS

Page Path	Pageviews
/doing-business-wylie/retail-commercial/recent-development-map	1,508
/	867
/doing-business-wylie/industrial-warehouse/kcs-intermodal	556
/eds/properties	550
/why-wylie	338
/about-us/meet-our-team	255
/community-profile/taxes	240
/why-wylie/quality-life/living-wylie	209
/about-us	172
/news	147

# FACEBOOK INSIGHTS



### TOP POSTS BY IMPRESSIONS

Post	Impressions
Happy #CTEMonth! Follow CTE Wylie ISD on Facebook and Twitter all-month long as they share t...	6,310
Looking for a career change? A virtual career fair is happening TODAY! Our friends at Workforce ...	276
The Wylie Chamber of Commerce, in cooperation with Wylie Economic Development Corporati...	176
We welcomed Ballers Elite - The Lab earlier this week along with the Wylie Chamber of Commerc...	175
SAVE THE DATE 🗓️ Get Involved in shaping Wylie's future. The Wylie, TX City Hall is in the middle of ...	171
Happy New Year from all of us at the Wylie EDC. We hope your year is full of success and good he...	170
We're excited for the Wylie ISD CTE program's first Career Day on April 6th! Juniors & Seniors fro...	118
DFW Employers: Are you interested in hiring military connected individuals from Collin College? I...	113
Attn: Business Owners! Are you a business who needs employees? Our friends at Workforce Soluti...	103
Are you a business who needs employees? Or do you need a new career? Our friends at Workforc...	94

### TOP POSTS BY ENGAGEMENT RATE (WITH IMAGE)

Post With Image	Engagement Rate	Total Reactions	Post Comments	Post Shares
We welcomed Ballers Elite - The Lab earlier this week along with the Wylie Chamber of Commerce for their ribbon cutting! They offer basketball court rentals, training sessions/camps, to league	11.11%	5	0	1
Want learn a few additional ways to promote your business on Social Media? Attend the April 2022 Lunch 'n Learn - Social Media 301: Expanding your Content! Not a Wylie Chamber member? Click the	3.64%	2	0	0
Happy New Year from all of us at the Wylie EDC. We hope your year is full of success and good health! Cheers to a new year! (id: 153940454642753_4876091175760967)	3.21%	3	0	1
SAVE THE DATE 🗓️ Get Involved in shaping Wylie's future. The Wylie, TX City Hall is in the middle of a year-long planning process to formulate the City's comprehensive plan. An in-person community	3.14%	2	0	1
Happy #CTEMonth! Follow CTE Wylie ISD on Facebook and Twitter all-month long as they share the great things Wylie ISD students, teachers, and schools are doing in Wylie ISD CTE (Career	2.95%	19	0	2
DFW Employers: Are you interested in hiring military connected individuals from Collin College? If so, register at https://lnkd.in/ggvrGiCE to save your spot at the Collin College's annual	2.78%	2	0	0
The Wylie Chamber of Commerce, in cooperation with Wylie Economic Development Corporation (Wylie EDC), recently announced its March Lunch n' Learn educational program. Read more here -	2.37%	3	0	0
(id: 153940454642753_5065753680128048)	2.17%	1	0	0

## INSTAGRAM INSIGHTS

### FOLLOWERS

0

Previous period: 100%  
Previous year: 100%

### FOLLOWERS BY AGE GENDER

There is no data for this period

### LIKES

52

Previous period: 189%  
Previous year: 100%

### PERFORMANCE BY POST

Post Name	Engagement	Impressions	Reach	Engagement Rate
Happy New Year from all of us at the Wylie EDC. We hope your year is full of success and good health! Cheers to a new year!	9	40	36	22.50%
DFW Employers: Are you interested in hiring military connected individuals from Collin College? If so, register at <a href="https://lnkd.in/ggvrGiCE">https://lnkd.in/ggvrGiCE</a> to save your spot at the Collin College's annual Red, White, and Hiring You event at the Wylie Campus on March 30 from 11 am-2 pm. Collin College Collin College Wylie Collin College Wylie Campus #military #event #hiring #collincollege	9	53	50	16.98%
Looking for a career change? A virtual career fair is happening TODAY! Our friends at Workforce Solutions for North Central Texas are hosting it. REGISTER HERE: <a href="https://ecm.nctcog.org/Forms/2022VirtualJobFairEmployerReg">https://ecm.nctcog.org/Forms/2022VirtualJobFairEmployerReg</a>	7	49	40	14.29%
<b>Total</b>	<b>53</b>	<b>460</b>	<b>416</b>	<b>11.52%</b>

## TWITTER INSIGHTS

### FOLLOWERS

193

Previous period: 0%  
Previous year: 0%

### FOLLOWER ENGAGEMENT RATE

8.81%

Previous period: 70%  
Previous year: -26%

### TOP MENTIONS BY FOLLOWERS COUNT

There is no data for this period

### TOP RETWEETED POSTS

Post	Count
RT @GregAbbott_TX: Texas is the #1 state to do business...	141
RT @BuildYourFuture: There has never been a more imp...	28
RT @TexasEconDev: ICYMI: Texas continues its economic ...	28
RT @BLS_gov: 12 states set all-time low unemployment r...	9
RT @goteamtexas: U-Haul released its growth index for ...	4
RT @collincollege: Don't miss the Student Employment J...	3
RT @wylieCTE: Happy #CTEMonth! Follow along all-mont...	3
RT @CollinSBDC: Ideas to help your business grow in 202...	2
RT @dmnfood: Lots of big moves will happen among D-...	2
RT @NAMCMA: The latest Manufacturer's Outlook Survey...	2

### MENTIONS

13

Previous period: 86%  
Previous year: -35%

### RETWEETS

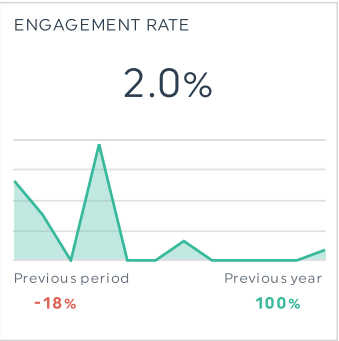
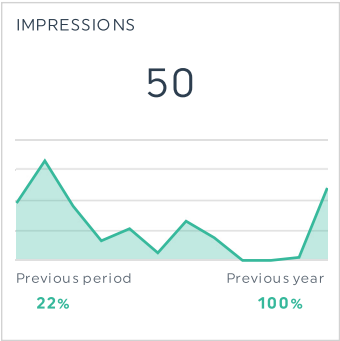
1

Previous period: 100%  
Previous year: 100%


# LINKEDIN INSIGHTS

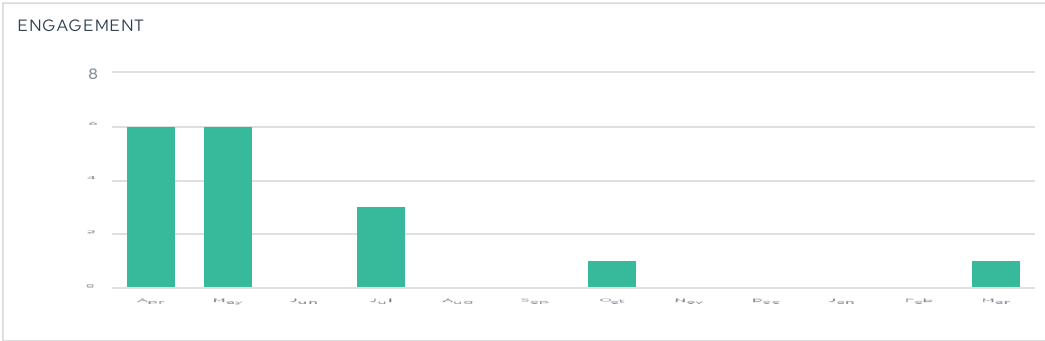
**FOLLOWERS**

There is no data for this period



TOP POSTS BY ENGAGEMENT RATE (WITH IMAGE)

Post with image	Engagement Rate	Changes	Likes	Changes	Clicks	Changes
 <p>We're excited for the Wylie ISD CTE program's first Career Day on April 6th! Juniors &amp; Seniors from our upper-level CTE Courses will visit Wylie-local participating companies &amp; explore future careers. We're happy to see the partnership with the local &amp; surrounding area companies!</p>	1.9%	+1.9%	1	+1	0	=
 <p>Want learn a few additional ways to promote your business on Social Media? Attend the April 2022 Lunch 'n Learn - Social Media 301: Expanding your Content! Not a Wylie Chamber Of Commerce member? Click the link to get the code to register for FREE ==&gt; <a href="https://bit.ly/36Euwf6">https://bit.ly/36Euwf6</a></p>	0.0%	=	0	=	0	=



JAN.- MAR. 2022

# Q1 REPORT



**SPEAK LOUD**  
— MEDIA —

WYLLIE, TX  
ECONOMIC DEVELOPMENT CORPORATION

# THE CONTENT



11.5K  
People reached

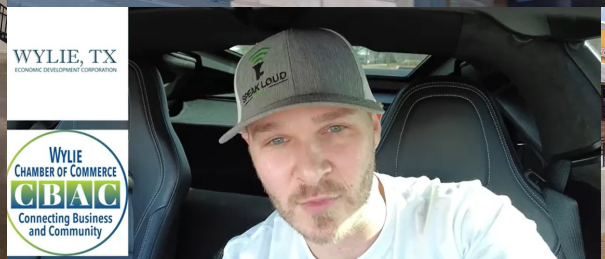
8K  
3-Second Video V

View

Like

Up Next

We currently do





# THE NUMBERS

**92K** ENGAGED USERS

**16K** ACTIONS TAKE ON POSTS

**1.9 MILLION** MINUTES WATCHED

# RESULTS

## ARE WE HELPING?

There really aren't words to properly express the amount of gratitude José and I have for this incredible gift to our business. It wasn't until after we sold the last piece of bread from our afternoon batch today that we had 5 minutes available to watch it ourselves (and we had to pause twice bc customers were quite literally beating down the door 🤪).

We had increased production today and we sold out even faster. Nearly a third of our customers specifically mentioned your video. Most of the rest mentioned "social media" or "all the posts". Tons of folks said that they tried it when someone brought some to share and they had to come get more immediately.

You guys have given a rolling snowball an enormous kick in the pants that is already yielding exponential returns. We're honored, thankful, humbled, and just so freaking happy.

Not to mention the just incredible quality level of your editing and production. Absolutely blown away.

'Thank you' doesn't scratch the surface, but, truly, thank you.

The video is great! Thank you! We had calls coming in the day you posted it asking our hours and an uptick in social inquiries ALREADY and it has been 2 days! Thank you for spotlighting us.

I cant thank you enough for the video you did. I was not expecting it to reach the amount of people it did. We have tons of people walking in telling us they saw "our" video!



# REACTIONS



**Yessy Hines**  
We've been meaning to check this place out, thanks for the "intro"



**Jimmy Sobol**  
This is great! We will visit them this weekend!



**Dan Fetsch**  
Great video. That made me hungry for some Frankies!



**Kim Prater Epperly**  
Serious Pizza Downtown Dallas has larger slices but I will give this a shot



**Mundo Dominguez**  
Thanks bro, loading up tomorrow on that



**Dan Stufft**  
This video just enticed me to send one of my crew to pick some up...



# OPPORTUNITIES FOR GROWTH

- INCREASE PAID AD SPEND - DOUBLE OR TRIPLE REACH
- INTEGRATE WITH DISCOVER WYLIE FB / YOUTUBE
- EXPAND PAGE PRESENCE (PLANO, ALLEN, MCKINNEY)
- CREATE MORE CONTENT - CURRENTLY 4 PER MONTH
- INTRODUCE ADDITIONAL MEDIA FORMS AND OUTLETS



**2022 March** **Board Meeting – 16<sup>th</sup>**

Day	Time	Meeting/Event
1	8:30 am	WDMA Meeting
3	6:00 pm	CPAC Meeting
7-11		<i>Wylie ISD Spring Break</i>
8	6:00 pm	City Council
15		Budget Kick Off Meeting- City Staff
16	8:30 am	WEDC Board Meeting
16	11:30 am	Chamber Lunch 'n Learn - Social Media 201
22	11:30 am	Wylie Chamber- Legislative Update with Rep Candy Noble
22	6:00 pm	City Council
23	10:00 am	TDA Webinar - Downtown Parking – jg
30-1		ICSC- Red River- Dallas
31	6:00 pm	CPAC Meeting: Community Open House #2

**2022 April** **Board Meeting – 22nd**

Day	Time	Meeting/Event
5	8:30 am	WDMA Meeting
6		Wylie ISD - Career Day
8		<i>TEDC Sales Tax Training - Tyler - tq</i>
12	11:30 am	HR Alliance
12	6:00 pm	City Council
15	<b>CLOSED</b>	<b>Good Friday</b>
22	8:30 am	WEDC – Board Meeting
20	11:30 am	Chamber Lunch 'n Learn – Social Media 301
25-26		CDFA - Intro Tax Increment Finance WebCourse
26	6:00 pm	City Council – Small Business Week Proclamation ***
27-28		CDFA - Advanced Tax Increment Finance WebCourse
29	5:00 pm	Chamber of Commerce Cornament
30	10:00-12:30 pm	CC Commissioners Court/CC Historical Commission Preservation Celebration

**2022 May** **Board Meeting – 18<sup>th</sup> or 20<sup>th</sup>**

Day	Time	Meeting/Event
1-7		Small Business Week (SBW Activities listed below)
1	1:00-5:00 pm	SBW – Pedal Car Race
2	11:00 am	SBW – Taste of Wylie – Olde City Park
3	8:30-9:30 am	WDMA Meeting – SBW Focus
4	3:00-7:00 pm	SBW– Dream Big, Be Brave and Survive the Rest - Women’s Leadership Conference – aw/rh
5		SBW – Cinco De Mayo Promotion
5	6:30 am	Christian Prayer Breakfast of Collin County
5	5:00-7:00 pm	SBW – Wylie Young Professionals Event – Landon Winery
7		SBW – Sip & Shop Downtown
9-13		Economic Development Week
10	6:00 pm	City Council - Economic Development Week Proclamation & Possible TIRZ Work Session
13		TEDC Sales Tax Training- Waco
14	3:30- 5:30 pm	BBQ on Ballard- Olde City Park
15		City of Wylie Boards & Commissions Application Deadline
17-18		<b>TEDC Women in ED Conference – Austin – aw/rh</b>
18	8:30 am	WEDC – Board Meeting <u>- or -</u>

18		Chamber Lunch n Learn – Attracting and Retaining Workforce
20	8:30 am	WEDC – Board Meeting
22-25		ICSC 2022 Las Vegas – Las Vegas – mp, bp, ro, gm, bb, jg
30	11:30 am	Memorial Day Ceremony- “The Legacy of War”- Olde City Park
30	CLOSED	Memorial Day
31	6:00 pm	RESCHEDULED - City Council Meeting & Joint CPAC/Council Work Session

**Around the Corner...**

- Wylie ISD CTE Internship Signing Day- TBD
- TEDC- Sales Tax Workshop, Abilene - June 10
- IEDC Economic Future Forum - June 12-14
- CPAC: Joint Workshop – June 14
- TEDC 2022 Summer Basic Economic Development Course - June 21-24 (Corpus Christi)
- TEDC Mid-Year Conference - June 22-24
- City Council- WEDC Budget Work Session – July 12
- City Council- Final Budget Work Session – July 26
- City Council/CPAC: Joint Public Hearing – July 26
- TEDC- Sales Tax Workshop, DFW/Garland - September 16
- TEDC- Sales Tax Workshop, Houston - October 7
- TEDC 2022 Fall Basic Economic Development Course, Richardson - November 1-4
- TEDC- Sales Tax Workshop, Austin- November 18
- TEDC- Sales Tax Workshop, Virtual- Available December 2-16