

Regular Meeting Agenda

January 20, 2021 – 8:30 A.M.

Wylie Municipal Complex – Council Conference Room
300 Country Club Road, Building #100
Wylie, Texas 75098

Demond Dawkins.....	President
John Yeager.....	Vice President
Melisa Whitehead	Secretary
Gino Mulliqi	Treasurer
Tim Gilchrist	Board Member
Mayor Matthew Porter	Ex-Officio Member
Chris Holsted, City Manager.....	Ex-Officio Member
Jason Greiner.....	Executive Director
Angel Wygant	BRE Director
Rachael Hermes.....	Senior Assistant

In accordance with Section 551.042 of the Texas Government Code, this agenda has been posted at the Wylie Municipal Complex, distributed to the appropriate news media, and posted on the City Website: www.wylietexas.gov within the required time frame.

CALL TO ORDER

Announce the presence of a Quorum.

INVOCATION & PLEDGE OF ALLEGIANCE

CITIZEN PARTICIPATION

Residents may address the WEDC Board regarding an item that is or is not listed on the agenda. Residents must provide their name and address. The WEDC Board requests that comments be limited to three (3) minutes. In addition, the WEDC 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 WEDC Board of Directors 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 the January 7, 2021 Minutes of the WEDC Board of Directors Meeting.
- B. Consider and act upon approval of the December 2020 WEDC Treasurer’s Report.

ACTION ITEMS

- 1. Consider and act upon issues surrounding 2020 WEDC Annual Report.
- 2. Consider and act upon a Commercial Lease Agreement for office space at 250 South Hwy 78.

DISCUSSION ITEMS

3. Discuss issues surrounding citizen comment at WEDC Board Meetings.
4. Staff report: WEDC Property Update, Engineering Report, Upcoming Events, Future Agenda Items, and WEDC Activities/Programs.

EXECUTIVE SESSION

*If during the course of the meeting covered by this notice, the Wylie Economic Development Corporation (WEDC) should determine that a closed or executive meeting or session of the WEDC 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 WEDC Board at the date, hour, and place given in this notice as the WEDC 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 sections and purposes:
Texas Government Code Sections:*

- § 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.*

Section 551.072 (Real Estate) of the Local Government Code, Vernon’s Texas Code Annotated (Open Meetings Act). Consider the sale or acquisition of properties located at:

- State Highway 78 & Alanis
- State Highway 78 & Birmingham
- State Highway 78 & Brown
- FM 544 & Cooper
- Regency & Steel

Section 551.074 (Personnel Matters) of the Local Government Code, Vernon’s Texas Code Annotated (Open Meetings Act).

- Evaluation of WEDC Executive Director

Section 551.087 (Economic Development) of the Local Government Code, Vernon’s Texas Code Annotated (Open Meetings Act). Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for projects:

- 2018-8c
- 2018-9b
- 2018-9c
- 2020-7a
- 2020-11b
- 2020-12a

- 2021-1a
- 2021-1b
- 2021-1c
- 2021-1d
- 2021-1e

RECONVENE INTO OPEN MEETING

Take any action as a result from Executive Session

ADJOURNMENT

CERTIFICATION

I certify that this Notice of Meeting was posted on this 15th day of January 2021 at 5:00 p.m. as required by law in accordance with Section 551.042 of the Texas Government Code and that the appropriate news media was contacted. As a courtesy, this agenda is also posted on the City of Wylie website: www.wylietexas.gov.

Stephanie Storm, City Secretary

Date Notice Removed

Minutes
Wylie Economic Development Corporation
Board of Directors Meeting
January 7, 2021 – 8:30 A.M.
300 Country Club Road, Building #100
Wylie, TX 75098

CALL TO ORDER

Announce the presence of a Quorum

President Demond Dawkins called the regular meeting to order at 8:32 a.m. Board Members present were John Yeager, Melisa Whitehead, and Gino Mulliqi. Board Member Tim Gilchrist was absent.

Ex-Officio Member Mayor Matthew Porter arrived at 8:41 a.m. and City Manager Chris Holsted was present at the call to order.

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

Randy Helmberger of Helmberger Associates, Inc. arrived at 8:33 a.m.

INVOCATION & PLEDGE OF ALLEGIANCE

Board Member Yeager gave the invocation and led the Pledge of Allegiance.

CITIZEN PARTICIPATION

With no citizen participation, President Dawkins 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 separate discussion of these items. If discussion is desired, that item will be removed from the Consent Agenda and will be considered separately.

- A. **Consider and act upon approval of the November 19, 2020 Minutes of the WEDC Board of Directors Meeting.**
- B. **Consider and act upon approval of the November 2020 WEDC Treasurer's Report.**

Board Action

A motion was made by Gino Mulliqi, seconded by John Yeager, to approve the Consent Agenda as presented. A vote was taken, and the motion passed 4-0.

ACTION ITEMS

- 1. **Consider and act upon issues surrounding the disposition of WEDC property located at 201 Industrial Court.**

Staff Comments

Staff noted that an asbestos inspection was completed at this location with no asbestos found. The property will be made available to WFR and WPD for training opportunities and should be ready for demolition within 30 days. At the Board's direction, staff obtained a quote for \$24,500 for the demolition of this property. Staff noted that demolition of this structure was not included in the

FY21 Budget and a Mid-Year Amendment, should the Board direct staff to proceed, will be necessary to fund demolition of this property in the current fiscal year.

Board Action

A motion was made by Gino Mulliqi, seconded by John Yeager, to award a contract to InterCon Demolition in the amount of \$24,500 and further authorizing the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 4-0.

2. **Consider and act upon issues surrounding an existing Performance Agreement between the WEDC and WB Real Estate, LLC.**

Staff Comments

Staff discussed the existing Performance Agreement with WB Real Estate, LLC and explained that the company is currently in default. Staff would have met with the Board in December prior to the December 31, 2020 expiration of the Reimbursement Incentive but was unable to meet due to issues with Covid-19. Staff referenced the Agenda Report and detailed that the Board may opt to make a motion to approve a First Amendment or may opt to take no action, resulting in notification to WB Real Estate, Inc. that they are in default and ineligible to receive the Reimbursement Incentive. The boring, excavating, and installation has been completed but an issue between Oncor and the contractor needs to be resolved before final approval is provided.

Board Action

A motion was made by John Yeager, seconded by Melisa Whitehead, to approve a First Amendment to the Performance Agreement between the WEDC and WB Real Estate, LLC providing for a 60-day extension to meet the performance criteria. A vote was taken, and the motion passed 4-0.

3. **Consider and act upon issues surrounding an existing Performance Agreement between the WEDC and First Miracle, Inc.**

Staff Comments

Staff discussed the existing Performance Agreement with First Miracle, Inc. and explained that the company is currently in default. As was the case for Item 2, staff would have met with the Board in December prior to the December 31, 2020 expiration of the Reimbursement Incentive but was unable to meet due to issues with Covid-19. Staff referenced the Agenda Report and detailed that the Board may opt to make a motion to approve a First Amendment or may opt to take no action, resulting in notification to First Miracle, Inc. that they are in default and ineligible to receive the Reimbursement Incentive. Staff noted that the fire suppression system, water lines and utility work have been completed. However, the wrong monitoring system was installed for use in a commercial building. Additionally, this project was not managed by a General Contractor and building permits and procedure were not in proper order. Staff has met with the Building Department and now believes that any issues with the project could be corrected within 90 days. Board Member Mulliqi discussed the responsibility of the business owner to ensure that requirements are met and managed properly. Staff discussed the future opportunity for the WEDC to come alongside businesses and provide additional support throughout the process.

Board Action

A motion was made by John Yeager, seconded by Melisa Whitehead, to approve a First Amendment to the Performance Agreement between the WEDC and First Miracle, Inc.

granting a 90-day extension to meet the performance criteria. A vote was taken, and the motion passed 4-0, with Gino Mulliqi abstaining from the vote.

DISCUSSION ITEMS

4. Staff report: WEDC Property Update, Engineering Report, Downtown Parking, Upcoming Events, WEDC Activities and Programs.

Sales tax revenues allocated in November for the September filing period were up 24.85% for the month and 12% year-over-year. For FY20, staff anticipated \$2.9 MM in revenue and received \$3.283 MM.

Staff noted various events on the marketing calendar and discussed the upcoming Joint Work Session with City Council. Mayor Porter discussed the opportunity for input from the Board related to the Comprehensive Land Use Plan and Zoning Ordinance. Staff informed the Board that the WEDC Annual Report that will be presented at the January 26th City Council Meeting. Staff discussed probable changes to Wylie Days/Collin County Days legislative program and will keep the Board up to date of any legislative changes that take place. Staff discussed the upcoming opportunity for WEDC to participate in the Industrial Asset Management Council (IAMC). Staff will be working on Small Business Week activities that will take place in May and noted the rescheduling of ICSC RECon to December 5-7, 2021.

Brush-hogging has been ordered for the property on Alanis and field work will follow. Staff noted that Retail Coach will be available to make a presentation to City Council and City Manager Chris Holsted recommended a February presentation. Updated information is being forwarded by staff to the business community regarding federal assistance programs in response to Covid-19. City Manager Chris Holsted updated the Board about the Covid-19 vaccine status, noting that we are still in stage 1A of vaccination and the City does not have additional vaccines to administer at this time. Staff noted that any updates regarding CARES Act funding will be provided to the business community as information becomes available. Staff referenced receipt of a citizen email and will provide it to the Board for their review. President Demond Dawkins discussed reviewing an option to allow citizens to submit a form and call into a Board/City Council Meeting to submit comments. Mayor Porter stated that this concept had been reviewed by City Council and they have opted to allow comments to be provided via a form prior to the City Council Meeting and read aloud during the meeting if the citizen wishes to have their comment on the record. President Dawkins expressed interest in considering the same option for WEDC if a citizen is unable to attend a meeting in person and suggested possibly reimplementing the standing Agenda Item to provide opportunity to submit issues to be placed on future WEDC Board Meeting Agendas. Staff noted that the Board can request an item to be added to a future agenda at any time and staff will include an Agenda Item for the next meeting to provide an opportunity to discuss these issues further. Staff noted the new Elevon Development in Lavon and discussed the positive impact of this property within the 1, 3, 5-mile radius traffic counts and population density of Wylie.

EXECUTIVE SESSION

Staff requested Randy Helmlberger, representing Helmlberger Associates, Inc., join the Executive Session for his input in relation to infrastructure work that may pertain to an incentive or development agreement. Randy Helmlberger participated in one item contained in Executive Session and left the meeting at 9:59 a.m.

Recessed into Closed Session at 9:29 a.m. in compliance with Section 551.001, et. seq. Texas Government Code, to wit:

Section 551.072 (Real Estate) of the Local Government Code, Vernon’s Texas Code Annotated (Open Meetings Act). Consider the sale or acquisition of properties located at:

- State Highway 78 & Alanis
- State Highway 78 & Birmingham
- State Highway 78 & Brown
- FM 544 & Cooper
- Regency & Steel

Section 551.074 (Personnel Matters) of the Local Government Code, Vernon’s Texas Code Annotated (Open Meetings Act).

- Evaluation of WEDC Staff

Section 551.087 (Economic Development) of the Local Government Code, Vernon’s Texas Code Annotated (Open Meetings Act). Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for:

- Project 2018-9b
- Project 2018-9c
- Project 2020-7a
- Project 2020-11a
- Project 2020-11b
- Project 2020-12a

RECONVENE INTO OPEN MEETING

Take any action as a result from Executive Session

President Demond Dawkins reconvened into Open Session at 11:03 a.m.

ADJOURNMENT

With no further business, President Dawkins adjourned the WEDC Board meeting at 11:03 a.m.

Demond Dawkins, President

ATTEST:

Jason Greiner, Executive Director

AGENDA REPORT

Meeting Date:	<u>January 20, 2021</u>	Item Number:	<u>B</u> <i>(Staff Use Only)</i>
Department:	<u>WEDC</u>	Account Code:	<u></u>
Prepared By:	<u>Jason Greiner</u>	Exhibits:	<u>5</u>
Date Prepared:	<u>1/15/21</u>		

Subject

Consider and act upon approval of the December 2020 WEDC Treasurer's Report.

Recommendation

Motion to approve the December 2020 WEDC Treasurer's Report.

Discussion

Presented for the Board's review and approval is the December 2020 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 October, allocated in December, was \$235,381.33, an increase of 3.85% over the same period in 2019.

EXPENSES:

Engineering/Architecture

\$30,504.42 Helmberger & Associates (Hwy 78 & Brown Coordination)

Wylie Economic Development Corporation

MONTHLY FINANCIAL REPORT

December 31, 2020

ACCOUNT DESCRIPTION	ANNUAL BUDGET FY 2020-2021	CURRENT MONTH FY 2020-2021	PRIOR YEAR PO ADJUST.	YTD ACTUAL FY 2020-2021	YTD ENCUMBRANCE	BUDGET BALANCE	% OF BUDGET FY 2020-2021	
REVENUE SUMMARY								
CLAIM ON CASH / Bal Sheet	\$ 1,407,509.00			\$ 1,673,338.31				
SALES TAX	\$ 2,968,437.00	\$ 235,381.33	\$ -	\$ 235,381.33	\$ -	\$ 2,733,055.67	7.93%	A
ALLOCATED INTEREST EARNINGS	\$ 6,000.00	\$ 42.69	\$ -	\$ 175.26	\$ -	\$ 5,824.74	2.92%	
RENTAL INCOME	\$ 153,240.00	\$ 18,255.00	\$ -	\$ 28,575.00	\$ -	\$ 124,665.00	18.65%	
GAIN/LOSS - SALE OF PROPERTY	\$ 164,500.00	\$ -	\$ -	\$ (208.00)	\$ -	\$ 164,708.00	-0.13%	
BANK NOTE PROCEEDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	
REVENUES	\$3,292,177.00	\$ 253,679.02	\$ -	\$ 263,923.59	\$ -	\$ 3,028,253.41	8.02%	
EXPENDITURE SUMMARY								
PERSONNEL	\$ 336,516.00	\$ 34,512.73	\$ -	\$ 77,197.77	\$ -	\$ 259,318.23	22.94%	
OPERATING EXPENSES	\$ 56,703.00	\$ 3,119.30	\$ -	\$ 15,374.43	\$ 368.09	\$ 40,960.48	27.76%	B
INCENTIVES	\$ 1,130,310.00	\$ -	\$ -	\$ 337,500.00	\$ -	\$ 792,810.00	29.86%	
SPECIAL SERVICES	\$ 88,481.00	\$ 8,764.74	\$ -	\$ 13,451.23	\$ 1,589.52	\$ 73,440.25	17.00%	
ADVERTISING	\$ 114,100.00	\$ 10,705.87	\$ -	\$ 13,725.87	\$ 2,038.38	\$ 98,335.75	13.82%	
COMMUNITY DEVELOPMENT	\$ 44,550.00	\$ 605.51	\$ -	\$ 2,129.78	\$ -	\$ 42,420.22	4.78%	
TRAVEL & TRAINING	\$ 62,600.00	\$ 195.00	\$ -	\$ 1,000.90	\$ -	\$ 61,599.10	1.60%	
DUES & SUBSCRIPTIONS	\$ 30,018.00	\$ 167.42	\$ -	\$ 11,924.97	\$ 1,500.00	\$ 16,593.03	44.72%	
AUDIT & LEGAL	\$ 33,000.00	\$ 370.00	\$ -	\$ 3,370.00	\$ -	\$ 29,630.00	10.21%	
ENGINEERING & ARCHITECTURAL	\$ 87,500.00	\$ 35,094.03	\$ -	\$ 35,094.03	\$ -	\$ 52,405.97	40.11%	
DEBT SERVICE	\$ 541,878.00	\$ 50,278.84	\$ -	\$ 151,291.61	\$ -	\$ 390,586.39	27.92%	
LAND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	
INFRASTRUCTURE PROJECTS	\$ 1,005,000.00	\$ -	\$ -	\$ 186,680.00	\$ -	\$ 818,320.00	18.58%	
FURNITURE & FIXTURES	\$ 2,500.00	\$ -	\$ -	\$ 797.00	\$ -	\$ 1,703.00	31.88%	
CONTRA CAPITAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0.00%	
TOTAL EXPENDITURES	\$3,533,156.00	\$ 143,813.44	\$ -	\$ 849,537.59	\$ 5,495.99	\$ 2,678,122.42	24.20%	
REV OVER/(UNDER) EXPEN	\$ (240,979.00)	\$ 109,865.58	\$ -	\$ (585,614.00)	\$ (5,495.99)	\$ 350,130.99		

A. SLSTX Rev earned in Oct, allocated in Dec, was \$235,381.33, an increase of 3.85% over the same period in 2019.

Sales Tax received for all 12 months of FY due to 2 month accrual to prior FY.

B. Operating Expenses include Supplies, Maint Materials, Rental, Communication, Insurance and Utilities.

Wylie Economic Development Corporation
Statement of Net Position
As of December 31, 2020

Assets

Cash and cash equivalents	\$ 1,675,338.31	
Receivables	\$ 130,000.00	Note 1
Inventories	\$ 12,027,937.50	
Prepaid Items	<u>\$ -</u>	
Total Assets	<u>\$ 13,833,275.81</u>	

Deferred Outflows of Resources

Pensions	<u>\$ 134,955.55</u>
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Total deferred outflows of resources	<u>\$ 134,955.55</u>	\$ 13,968,231.36
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Liabilities

Accounts Payable and other current liabilities	\$ 40,314.47	
Unearned Revenue	\$ 40,200.00	Note 2
Non current liabilities:		
Due within one year	\$ 341,844.68	Note 3
Due in more than one year	<u>\$ 5,107,130.44</u>	

Total Liabilities	<u>\$ 5,529,489.59</u>
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Deferred Inflows of Resources

Pensions	<u>\$ (1,490.41)</u>
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Total deferred inflows of resources	<u>\$ (1,490.41)</u>
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Net Position

Net investment in capital assets	\$ -
Unrestricted	<u>\$ 8,440,232.18</u>

Total Net Position	<u>\$ 8,440,232.18</u>	\$ 13,968,231.36
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Note 1: Includes incentives in the form of forgivable loans for \$70,000 (Exco) and \$60,000 (LUV-ROS)

Note 2: Exco amortization; deposits from rental property

Note 3: Liabilities due within one year includes compensated absences of \$93,673

111-WYLIE ECONOMIC DEVEL CORP

ACCOUNT#	TITLE		
ASSETS			
=====			
1000-10110	CLAIM ON CASH AND CASH EQUIV.	1,673,338.31	
1000-10115	CASH - WEDC - INWOOD		0.00
1000-10135	ESCROW		0.00
1000-10180	DEPOSITS	2,000.00	
1000-10198	OTHER - MISC CLEARING		0.00
1000-10341	TEXPOOL		0.00
1000-10343	LOGIC		0.00
1000-10481	INTEREST RECEIVABLE		0.00
1000-11511	ACCTS REC - MISC		0.00
1000-11517	ACCTS REC - SALES TAX		0.00
1000-12810	LEASE PAYMENTS RECEIVABLE		0.00
1000-12950	LOAN PROCEEDS RECEIVABLE		0.00
1000-12996	LOAN RECEIVABLE		0.00
1000-12997	ACCTS REC - JTM TECH		0.00
1000-12998	ACCTS REC - FORGIVEABLE LOANS	130,000.00	
1000-14112	INVENTORY - MATERIAL/ SUPPLY		0.00
1000-14116	INVENTORY - LAND & BUILDINGS	12,027,937.50	
1000-14118	INVENTORY - BAYCO/ SANDEN BLVD		0.00
1000-14310	PREPAID EXPENSES - MISC		0.00
1000-14410	DEFERRED OUTFLOWS	547,749.00	
			14,381,024.81
			=====
	TOTAL ASSETS		14,381,024.81

LIABILITIES			
=====			
2000-20110	FEDERAL INCOME TAX PAYABLE		0.00
2000-20111	MEDICARE PAYABLE		0.00
2000-20112	CHILD SUPPORT PAYABLE		0.00
2000-20113	CREDIT UNION PAYABLE		0.00
2000-20114	IRS LEVY PAYABLE		0.00
2000-20115	NATIONWIDE DEFERRED COMP		0.00
2000-20116	HEALTH INSUR PAY-EMPLOYEE (20.86)	
2000-20117	TMRS PAYABLE		0.00
2000-20118	ROTH IRA PAYABLE		0.00
2000-20119	WORKERS COMP PAYABLE		0.00
2000-20120	FICA PAYABLE		0.00
2000-20121	TEC PAYABLE		0.00
2000-20122	STUDENT LOAN LEVY PAYABLE		0.00
2000-20123	ALIMONY PAYABLE		0.00
2000-20124	BANKRUPTCY PAYABLE		0.00
2000-20125	VALIC DEFERRED COMP		0.00
2000-20126	ICMA PAYABLE		0.00
2000-20127	EMP. LEGAL SERVICES PAYABLE		0.00
2000-20130	FLEXIBLE SPENDING ACCOUNT	1,937.46	
2000-20131	EDWARD JONES DEFERRED COMP		0.00
2000-20132	EMP CARE FLITE	12.00	
2000-20151	ACCRUED WAGES PAYABLE		0.00
2000-20180	ADDIT EMPLOYEE INSUR PAY	48.00	
2000-20199	MISC PAYROLL PAYABLE		0.00

CITY OF WYLIE
 BALANCE SHEET
 AS OF: DECEMBER 31ST, 2020

111-WYLIE ECONOMIC DEVEL CORP

ACCOUNT#	TITLE		
2000-20201	AP PENDING	6,072.50	
2000-20210	ACCOUNTS PAYABLE	32,265.37	
2000-20530	PROPERTY TAXES PAYABLE	0.00	
2000-20540	NOTES PAYABLE	547,749.00	
2000-20810	DUE TO GENERAL FUND	0.00	
2000-22270	DEFERRED INFLOW	39,000.00	
2000-22275	DEF INFLOW - LEASE PRINCIPAL	0.00	
2000-22280	DEFERRED INFLOW - LEASE INT	0.00	
2000-22915	RENTAL DEPOSITS	1,200.00	
TOTAL LIABILITIES			628,263.47
EQUITY			
=====			
3000-34110	FUND BALANCE - RESERVED	0.00	
3000-34590	FUND BALANCE-UNRESERV/UNDESIG	14,338,375.34	
TOTAL BEGINNING EQUITY			14,338,375.34
TOTAL REVENUE		263,923.59	
TOTAL EXPENSES		849,537.59	
REVENUE OVER/(UNDER) EXPENSES		(585,614.00)	
TOTAL EQUITY & OVER/(UNDER)			13,752,761.34
TOTAL LIABILITIES, EQUITY & OVER/(UNDER)			14,381,024.81

CITY OF WYLIE
 BALANCE SHEET
 AS OF: DECEMBER 31ST, 2020

922-GEN LONG TERM DEBT (WEDC)

ACCOUNT#	TITLE	
ASSETS		
=====		
1000-10312	GOVERNMENT NOTES	0.00
1000-18110	LOAN - WEDC	0.00
1000-18120	LOAN - BIRMINGHAM	0.00
1000-18210	AMOUNT TO BE PROVIDED	0.00
1000-18220	BIRMINGHAM LOAN	0.00
1000-19050	DEF OUTFLOW TMRS CONTRIBUTIONS	37,244.29
1000-19051	DEF OUTFLOW SDBF CONTRIBUTIONS	472.00
1000-19075	DEF OUTFLOW - INVESTMENT EXP	37,954.48
1000-19100	DEF OUTFLOW - ACT EXP/ASSUMP	59,284.78
1000-19125	(GAIN)/LOSS ON ASSUMPTION CHG (725.41)
1000-19126	DEF INFLOW SDBF CONTRIBUTIONS (765.00)
		<hr/>
		133,465.14

TOTAL ASSETS

133,465.14
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LIABILITIES		
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2000-20310	COMPENSATED ABSENCES PAYABLE (72,945.16)
2000-20311	COMP ABSENCES PAYABLE-CURRENT	93,673.00
2000-21410	ACCRUED INTEREST PAYABLE	8,803.17
2000-28205	WEDC LOANS/CURRENT	239,368.51
2000-28220	BIRMINGHAM LOAN	0.00
2000-28230	INWOOD LOAN	0.00
2000-28232	ANB LOAN/EDGE	0.00
2000-28233	ANB LOAN/PEDDICORD WHITE	0.00
2000-28234	ANB LOAN/RANDACK HUGHES	0.00
2000-28235	ANB LOAN	0.00
2000-28236	ANB CONSTRUCTION LOAN	0.00
2000-28237	ANB LOAN/ WOODBRIDGE PARKWAY	0.00
2000-28238	ANB LOAN/BUCHANAN	0.00
2000-28239	ANB LOAN/JONES:HOBART PAYOFF	0.00
2000-28240	HUGHES LOAN	0.00
2000-28242	ANB LOAN/HWY 78:5TH ST REDEV	4,095,819.31
2000-28245	ANB LOAN/DALLAS WHIRLPOOL	640,776.23
2000-28247	JARRARD LOAN	174,168.89
2000-28250	CITY OF WYLIE LOAN	0.00
2000-28260	PRIME KUTS LOAN	0.00
2000-28270	BOWLAND/ANDERSON LOAN	0.00
2000-28280	CAPITAL ONE CAZAD LOAN	0.00
2000-28290	HOBART/COMMERCE LOAN	0.00
2000-29150	NET PENSION LIABILITY	262,947.17
2000-29151	SDBF LIABILITY	6,364.00
		<hr/>
TOTAL LIABILITIES		5,448,975.12

922-GEN LONG TERM DEBT (WEDC)

ACCOUNT# TITLE

EQUITY

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3000-34590	FUND BALANCE-UNRESERV/UNDESIG	(5,293,864.74)
3000-35900	UNRESTRICTED NET POSITION	(120,264.00)

TOTAL BEGINNING EQUITY	(5,414,128.74)
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TOTAL REVENUE	0.00
TOTAL EXPENSES	(98,618.76)

REVENUE OVER/(UNDER) EXPENSES	98,618.76
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TOTAL EQUITY & OVER/(UNDER)	(5,315,509.98)
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TOTAL LIABILITIES, EQUITY & OVER/(UNDER)	133,465.14
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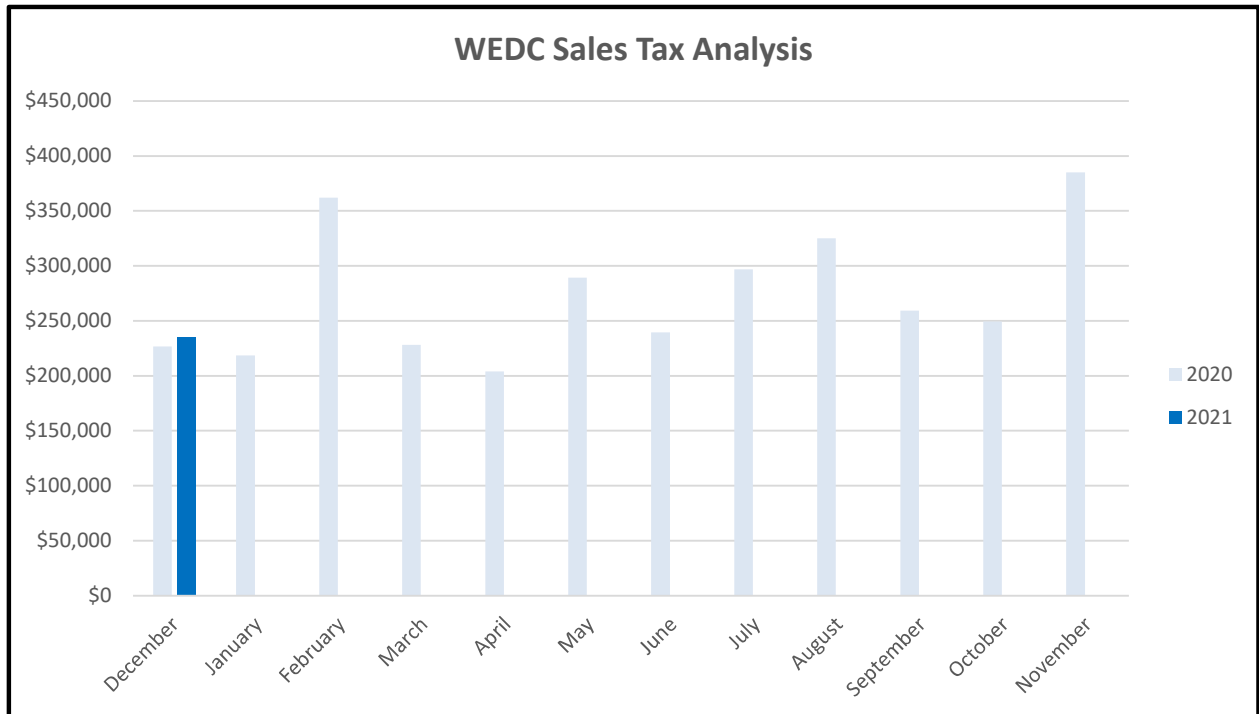
Wylie Economic Development Corporation

SALES TAX REPORT

December 31, 2020

BUDGETED YEAR

MONTH	FY 2018	FY 2019	FY 2020	FY 2021	DIFF 20 vs. 21	% DIFF 20 vs. 21
DECEMBER	\$ 184,848.59	\$ 214,867.15	\$ 226,663.94	\$ 235,381.33	\$ 8,717.39	3.85%
JANUARY	\$ 191,895.71	\$ 223,749.61	\$ 218,520.22			
FEBRUARY	\$ 275,667.83	\$ 307,366.66	\$ 362,129.18			
MARCH	\$ 182,852.50	\$ 208,222.32	\$ 228,091.34			
APRIL	\$ 163,484.89	\$ 182,499.53	\$ 203,895.57			
MAY	\$ 203,707.17	\$ 274,299.18	\$ 289,224.35			
JUNE	\$ 199,412.29	\$ 234,173.88	\$ 239,340.35			
JULY	\$ 213,976.64	\$ 215,107.94	\$ 296,954.00			
AUGUST	\$ 249,589.63	\$ 283,602.93	\$ 325,104.34			
SEPTEMBER	\$ 213,425.79	\$ 243,048.40	\$ 259,257.89			
OCTOBER	\$ 210,701.71	\$ 224,875.38	\$ 249,357.02			
NOVEMBER	\$ 273,196.62	\$ 308,324.41	\$ 384,953.89			
Sub-Total	\$ 2,562,759.35	\$ 2,920,137.37	\$ 3,283,492.09	\$ 235,381.33	\$ 8,717.39	3.85%
Total	\$ 2,562,759.35	\$ 2,920,137.37	\$ 3,283,492.09	\$ 235,381.33	\$ 8,717.39	3.85%



*** Sales Tax collections typically take 2 months to be reflected as Revenue. SisTx receipts are then accrued back 2 months.
 Example: December SisTx Revenue is actually October SisTx and is therefore the 1st allocation in FY21.

Wylie Economic Development Corporation

PERFORMANCE AGREEMENT REPORT

December 31, 2020

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	BUDGETED YEAR					REMAINING AFTER CURRENT FY	PREVIOUS PAYMENTS	TOTAL INCENTIVE	
		FY 2021	FY 2022	FY 2023	FY 2024	FY 2025				
CSD WOODBRIDGE	\$ 1,100,000.00	\$ 150,000.00	\$ 150,000.00	\$ 41,257.82	\$ -	\$ -	\$ 191,257.82	\$ 758,742.18	\$ 1,100,000.00	A
EXCO	\$ 80,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,000.00	\$ 80,000.00	B
SAF-HOLLAND	\$ 239,792.48	\$ 85,810.58	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 153,981.90	\$ 239,792.48	C
SCSD-FINNELL	\$ 175,000.00	\$ 87,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 87,500.00	\$ 175,000.00	
CROSS DEVELOPMENT	\$ 250,000.00	\$ 250,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250,000.00	\$ 500,000.00	
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 60,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ -	\$ 60,000.00	\$ 60,000.00	\$ 180,000.00	
CARDINAL STRATEGIES	\$ 106,800.00	\$ 24,933.00	\$ 24,933.00	\$ 24,934.00	\$ -	\$ -	\$ 49,867.00	\$ 32,000.00	\$ 106,800.00	
AVANTI, LLC	\$ 120,000.00	\$ 60,000.00	\$ 30,000.00	\$ 30,000.00	\$ -	\$ -	\$ 60,000.00	\$ -	\$ 120,000.00	
LUV-ROS	\$ 10,000.00	\$ -	\$ 5,000.00	\$ 5,000.00	\$ -	\$ -	\$ 10,000.00	\$ -	\$ 10,000.00	D
GDA INVESTMENTS	\$ 13,149.00	\$ -	\$ 20,000.00	\$ 10,500.00	\$ -	\$ -	\$ 30,500.00	\$ -	\$ 30,500.00	
SAVANNAH WOODBRIDGE	\$ 90,000.00	\$ 45,000.00	\$ 45,000.00	\$ -	\$ -	\$ -	\$ 45,000.00	\$ 45,000.00	\$ 135,000.00	
WYLIE INSURANCE	\$ 27,500.00	\$ 15,000.00	\$ 12,500.00	\$ -	\$ -	\$ -	\$ 12,500.00	\$ 15,000.00	\$ 42,500.00	
CBC PROPERTY HOLDINGS	\$ 50,000.00	\$ 25,000.00	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 25,000.00	\$ 75,000.00	
FIRST MIRACLE	\$ 11,800.00	\$ 11,800.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,800.00	\$ 23,600.00	
WB REAL ESTATE	\$ 13,149.00	\$ 13,149.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,149.00	\$ 26,298.00	
	<u>\$ 2,690,693.61</u>	<u>\$ 828,192.58</u>	<u>\$ 332,433.00</u>	<u>\$ 131,691.82</u>	<u>\$ 20,000.00</u>	<u>\$ -</u>	<u>\$ 484,124.82</u>	<u>\$ 1,815,676.21</u>	<u>\$ 3,127,993.61</u>	

Deferred Out Flow \$ 547,749.00

- A. SLSTX Reimbursement Qrtly Pmnts
- B. Performance Agreement and Forgivable Land Grant. Remaining \$70,000 scheduled in 2021
- C. Performance Agreement and Partial Tax Reimbursement. \$45,000 for Job Creation & 50% Reimb. of App Val. above the Baseline of \$14,375,324
- D. Performance Agreement (\$10,000) and Forgivable Land Grant (\$60,000 forgiven over 3 years). \$20,000/year in 2021, 2022, & 2023.

AGENDA REPORT

Meeting Date:	<u>January 20, 2021</u>	Item Number:	<u>1</u>
Department:	<u>WEDC</u>		<i>(Staff Use Only)</i>
Prepared By:	<u>Jason Greiner</u>	Account Code:	<u></u>
Date Prepared:	<u>1/15/21</u>	Exhibits:	<u>1</u>

Subject

Consider and act upon issues surrounding 2020 WEDC Annual Report.

Recommendation

Staff recommends that the WEDC Board of Directors approve the 2020 WEDC Annual Report and present the same to the Wylie City Council for their review.

Discussion

As per the WEDC Bylaws, the WEDC must present an annual report to the Wylie City Council no later than January 31st of each year. The report must include, but is not limited to, a review of all expenditures made by the Board, a review of accomplishments, and a review of other than direct economic development. Staff believes the attached Report meets the intent of the requirements of the Bylaws with the same being presented to the Wylie City Council on January 26, 2021.

Recommendation

Staff recommends that the WEDC Board of Directors approve the 2020 WEDC Annual Report and present the same to the Wylie City Council for their review.

Wylie Economic Development Corporation

2020 Annual Report

January 20, 2021

Financial Condition

The Wylie Economic Development Corporation (WEDC) places a priority on financial reporting each year. The WEDC Bylaws require that each year no later than January 31, a review of all expenditures, accomplishments, and expenditures other than direct economic development be presented to Council.

At the end of each fiscal year, the WEDC undergoes an annual audit of its financial practices and transactions by a third-party firm chosen by the Wylie City Council and facilitated by the City of Wylie Finance Department. While the FY 2019-2020 audit has not been made public, the WEDC has not been notified of any discrepancies or irregularities. To ensure a greater opportunity for a 'clean' audit, WEDC staff works closely with the City of Wylie Finance Department throughout the year so that there is a complete understanding of all WEDC activities by Finance staff and the same can be more accurately documented and communicated to the auditors.

The WEDC began the fiscal year with a fund balance of \$769,596. In FY 2019-2020, sales tax receipts were up 12% over 2019 receipts with sales tax revenue totaling \$3,283,492 of available WEDC revenue. Other revenues included rental income of \$164,402, proceeds from the sale of a WEDC-owned property for \$1,467,211, and loan proceeds of \$996,500. Total FY 2019-20 available operating funds (including loan proceeds) totaled \$5,915,533.

Expenditures for WEDC operations were as follows: Personnel - \$502,852, Administrative costs - \$158,768, Marketing & Promotion activities - \$108,156, Debt Service - \$2,045,625, Land Acquisition - \$1,315,858, Direct Business Incentives - \$499,401, Payment to Taxing Units - \$5,415, and \$199,187 in Other expenses which included: surveys, environmental remediation on WEDC-owned properties and demolition of residential structures located at 503 S Ballard, 504 E Brown, 204 N 2nd and 208 N 2nd.

Included in the above Debt Service were two principal reduction payments. A one-time payment of \$1,005,522 was applied to the Woodbridge Parkway Loan and a one-time payment of \$347,040 was applied to the loan associated with the Hwy 78/Brown Street redevelopment. Total expenditures for FY 2019-20 were \$4,836,275.

As shown above, in FY 2019-20 the WEDC had \$499,400 in direct incentive payments. Within the figure, \$99,010 was paid as part of ongoing sales tax reimbursement programs, \$191,390 for industrial projects, and \$209,000 for office/medical/general commercial. The WEDC also forgave a loan payment of \$70,000 pertaining to the Exco land purchase. Of the incentive payments made, \$214,489 represented either a one-time commitment or the final payment on a multi-year agreement.

The WEDC owns and manages 38.88 acres of land with 72,479 square feet of improvements at a cost basis of \$12,088,145. In evaluating land which may be acquired, the WEDC Board of Directors assesses the sites' potential for business park development, the need for a site to be redeveloped based upon the current state of aging improvements, and/or a strategic intervention to

protect the property from development which may not reflect the highest and best uses for an identified area. Total outstanding loans for land acquisition are \$5,248,752. While encouraged by our lender, but more of a debt management principal of the Board, as land is sold a majority of the proceeds are used to reduce outstanding principal. Reflective of that practice, principal reduction payments totaling \$1,352,562 were made in FY 2019-2020. The current FY 2020-2021 Budget identifies \$541,878 in debt service with no additional principal reduction scheduled at this time.

The FY 2020-2021 WEDC Budget projects \$4,699,685 in total revenues, including an unreserved beginning fund balance of \$1,407,509. Sales tax receipts, being the primary revenue source, are budgeted at \$2,968,437, sale of WEDC property at \$164,500, and rental income of \$153,240. Total Expenses are budgeted at \$3,533,155, with Infrastructure Projects at over \$1MM, Debt Service at \$541,878, Personnel \$336,515, and Incentives \$1,130,310. Within the Incentives budget there are 10 ongoing projects and \$300,000 set aside for Future Projects. Any additional incentive or infrastructure project not contemplated within the Budget and later approved by Council and the WEDC Board in FY21, will be funded from unallocated revenues equaling \$1,407,509.

As an ongoing performance indicator, staff tracks all commercial values as a percentage of the total assessed valuation (less value attributed to tax-exempt properties). In 2020, commercial and industrial properties were valued at \$859 MM, or 17.4% of the total \$4.93 billion assessed valuation. Over the past five years, commercial and industrial values have increased by \$244MM (39.73%) with new construction accounting for \$82 mm of the total. Over the same period, total valuation has increased by \$2.3 billion or a 65% increase. With an active housing market combined with higher valued new homes, it will continue to be a challenge for commercial value to reach in excess of 20% of the total, with the highest ratio over the past 10 years being 20.4% in 2013. However, there was slight gain in commercial values as a percent of the total valuation in 2020, being the first such gain since 2015.

High-Impact Initiatives

Woodbridge Parkway Corridor

In 2014, the WEDC partnered with the City of Wylie and the City of Sachse to extend Woodbridge Parkway from Hensley Lane and provide direct access to State Highway 78. Of the \$976,000 borrowed for the WEDC commitment, there remains a principal balance of \$96,900. The balance will be paid off by March 15th of 2021.

The WEDC continues to fund a Sales Tax Reimbursement Agreement with Clark Street Development (owner/developer of Woodbridge Centre). In FY 2019-2020, \$129,438 was reimbursed to Clark Street with a total of \$758,742 paid since July 2013. The center is currently generating \$26.2 MM in taxable sales on an annual basis.

State Highway 78 at Cooper Drive

In the spring of 2020, Whataburger purchased the third and final pad site within this WEDC Redevelopment Site on Hwy 78 at Cooper Dr. This completes the redevelopment of this area. In review, the WEDC redeveloped this property over a twelve-year period as part of a strategic plan to repurpose an industrial park developed in the early 1970's. The WEDC completed \$525,000 in site work to support the 5-acre development consisting of two deceleration lanes, median improvements, a mutual access drive, and utility improvements. In 2017, a Certificate of Completion was received from the TCEQ through the Voluntary Cleanup Program for impacted soils identified in the development process. Total expenses to date for the project are \$5.5 MM with revenue generated/anticipated of \$4.6 mm including the Whataburger sale.

544 Gateway Project

In 2016 the WEDC and City began the process of assembling approximately 13 acres for redevelopment. Fronting 544 just west of Highway 78, the City has a 5-acre tract acquired through a tax foreclosure which previously had Superfund status. The remaining 8 acres was acquired by the WEDC from 2 property owners with frontage on 544 and Commerce Street.

A brief history of the 13-acre site provides the following tasks: receipt of a Ready for Reuse Certificate from EPA, removal of ±2 acres from flood plain, creation of a Municipal Setting Designation, receipt of two Certificates of Completion via the Voluntary Cleanup Program from the TCEQ, demolition of dilapidated structures, relocation/expansion of previously existing tenant to Regency Business Park, and development of grading plan and completion of significant fill and site work.

In partnership with the City of Wylie, the WEDC has expended \$1.3 mm on land acquisition, interest, remediation, demolition, dirt work, maintenance, etc. with the WEDC carrying a current principal balance of \$853,096 in debt associated with the acquisition of the WEDC-owned 8 acres. Additionally, the WEDC has budgeted \$250,000 to extend water from the east along F.M. 544 which not only enhances service to the 13-acre tract but loops the water system to the east along Cooper Drive to Highway 78. The water extension should be complete in mid-2021.

Jackson Street

The WEDC continues to market its 1-acre property at the northeast corner of Jackson & Oak for an office and/or mixed-use development. While there has been little interest in a mixed-use vision originally proposed and contemplated, the WEDC has recently made progress on the concept.

Back in 2017, the WEDC closed on a 0.26-acre tract near the northwest corner of Jackson & Oak after negotiating with the property owner for over 2 years. In February 2019 the WEDC sold the lot to Rocking M, LLC to develop a 3,200 square foot office building on the lot with the project receiving a Certificate of Occupancy in January 2020. The WEDC Board believes the office

project will promote further investment in the downtown area and greatly complement the redevelopment of multiple residential structures into commercial uses.

To enhance future development in the downtown area, the WEDC invested in additional parking and alleyway improvements along North Ballard and Jackson Streets. These investments totaled \$280,000 for alleyways extending along Jackson between Oak & Marble and North Ballard between Jefferson & Brown. The FY 2020-2021 Budget earmarks an additional \$125,000 for this use with the WEDC currently negotiating with a local property owner.

To complement the ever-growing need for parking, the WEDC has made it a priority to identify and construct additional parking in the downtown area within walking distance of the proposed mixed-use project and Ballard Street shopping district. The FY 2020-2021 Budget earmarks \$80,000 for this use with the WEDC currently negotiating with Union Pacific for additional parking along the railroad tracks.

State Highway 78 & Brown

In December 2018, City Council authorized the WEDC to enter into a loan agreement in the amount of \$4.5 mm for the acquisition of property in this area. The WEDC has continued to acquire property in this area but will complete all purchases in early 2021. In May 2020, the WEDC entered into a Development Agreement with the NTMWD for the relocation of the 42” water line. The new line location is currently in the design phase with construction planned in mid-2020. The WEDC will budget nearly \$1.3 MM over FY 2020–2021 and FY 2021- 2022 to complete the task.

In August 2020, the WEDC entered into an agreement with McClure Partners Construction Company for the 1.74 AC lot at the corner of Hwy 78 & Brown. The pending real estate agreement is tied to the completion of the water line relocation but will be act as catalyst project for the overall 11 AC redevelopment adjacent to Historic Downtown Wylie.

State Highway 78 & Westgate

For nearly 20 years the 12-acre site at Hwy 78 and Westgate sat empty across from Home Depot. The property was a distressed site impacted by polypropylene and plastic shavings generated from a copper recycling business operating nearby in Wylie. To facilitate the project, the City and WEDC entered into a public-private partnership with the developer outlining fee waivers and financial assistance for remediation of the site. The first phase of leasing began under a temporary CO issued by the City of Wylie and residents began moving in on January 1, 2020. Phase I of the project is now complete, with 286 multi-family units, 2,300 sf of general retail, and 3,200 sf of restaurant space. Phase II is planned over the next 12-24 months. The partial valuation of \$39 MM lands this project at number two on the list, behind only Woodbridge Crossing (the Target anchored shopping center) with a valuation of \$41.5 MM.

State Highway 78 – Wylie Logistics Park

Over the years, the WEDC has experienced great success in attracting investment and primary jobs via the development of business parks. Between the development of Premier Business Park, 544 Industrial Park, and Premier Business Park South, the WEDC facilitated the development of 862,000 square feet of new construction, over 800 new/retained jobs, and nearly \$100 MM in taxable value - on only 70 acres.

The Kansas City Southern owned, [Wylie Logistics Park](#) will continue to be a focus for many years. The \$64-million David L. Starling Wylie Intermodal Terminal has a ±220-acre greenfield site well suited for light industrial/assembly and distribution build-to-suit projects with a cumulative capacity of approximately 2 million square feet.

Performance Agreements & Infrastructure Reimbursement

Cardinal Strategies completed the relocation of their corporate headquarters to Regency Business Park in Wylie. Cardinal plans to invest nearly \$1.8 million and create up to 66 high quality full-time jobs between their construction, engineering, and environmental divisions.

Orthopedic Specialists of Dallas requested assistance from the WEDC specifically related to fee waivers, infrastructure assistance and construction of a new 8,000 SF medical office building located at Woodbridge Centre. OSD will invest over \$2.3 million and plans to open by September of 2021.

CBC Property Holdings requested assistance from the WEDC specifically related to fee waivers and the construction of a new 7,920 SF commercial building located at Woodbridge Centre. CBC will invest nearly \$3 million and plans to open in April of 2021.

Savannah Woodbridge Development requested assistance from the WEDC specifically related to fee waivers, infrastructure assistance and construction of a new 9,000 medical office building at Woodbridge Centre. SWD will invest over \$4 million and plans to open in mid-2021.

Avanti Windows & Doors announced the expansion of their facility located on Hensley Lane and requested assistance from the WEDC specifically related to equipment expansion, new job creation, and infrastructure assistance. Avanti plans to invest over \$5 million and create nearly 100 full-time employees at the state-of-the-art facility.

Wylie Insurance requested assistance from the WEDC specifically related to infrastructure reimbursement and the construction of a new 4,029 SF office building just off Hwy 78 on South Jackson Avenue, adjacent to the South Ballard Overlay. Wylie Insurance will invest nearly \$500,000 and plans to offer three new office suites for new or expanding businesses.

LUV-ROS Holdings requested assistance from the WEDC specifically related to infrastructure reimbursement and the expansion of their existing facility on Cooper Drive. The \$1.4MM

expansion will add 10,000 SF to the existing manufacturing facility, include a new fire suppression system, add four new full-time employees and a \$400,000 investment in a new manufacturing line.

Business Retention and Expansion

As the City of Wylie continues to grow and attract new businesses, the focus on serving the needs of existing business to enhance their success in our community has become a key focus. Back in 2018, Manufacturing Day was first launched in Wylie with the first #MFGDay event in the City's history. In 2019, the WEDC expanded the program from a one-day event to a month-long schedule of activities for WISD Career and Technical Education (CTE) students. The program featured the first City of Wylie Manufacturing Day Proclamation supported by a State of Texas Proclamation. Community participation grew from 2 tours of 5 businesses to 14 facility visits for more than 200 students. Business sectors were expanded to include automotive, culinary arts, woodworking, technology applications, and engineering sectors. The program culminated with the first Manufacturing/Workforce Luncheon which was hosted at Savage Precision Fabrication – a home-grown business that grew into a major defense contractor and primary employer in Wylie.

In 2019 the WEDC worked with SAF Holland to address a workforce skills shortage. Working with the WISD and Collin College, a Customized Welding Program was developed and within weeks new and existing employees participated in the program and became certified welders, which allowed SAF Holland to staff a third shift in order to fill their product demand. The program was a tremendous success and was a good example of cross-functional cooperation for the benefit of the community. So much so that the WEDC was awarded the **Workforce Partner of the Year** award by Workforce Solutions of North Central Texas.

In 2020, and in spite of the challenges presented by COVID-19, the WEDC, in cooperation with the WISD, local businesses and community partners compiled a month-long series of activities and programs beginning with Proclamations from both State and City governments proclaiming October 2, 2020 as [Manufacturing Day](#). The virtual tours and [#MFGDay2020 Program](#) were produced in close cooperation with the Wylie ISD's Career & Technical Education (CTE) program allowing students to learn about the career opportunities and requirements for 7 local manufacturers in varying manufacturing sectors. This virtual format allowed the program to expand its reach within the WISD CTE program to classes not normally included in Manufacturing Day tours exposing a great number of students to the lucrative careers available right here in Wylie, Texas.

The Wylie Chamber of Commerce and Wylie EDC hosted its 2nd Annual Manufacturers Luncheon as a lunchtime webinar and honored Raymond Cooper as the recipient of the [2020 Legacy Manufacturer Award](#). The recipient of this award exemplifies entrepreneurship and leadership within the Wylie Business Community. Raymond Cooper operated one of the first industrial businesses in Wylie and built the first industrial park in Wylie. Beyond his own business, he was instrumental in establishing the Wylie EDC and Chamber of Commerce to ensure healthy, robust growth in Wylie's business community.

Team Up to Fight Hunger

The sudden and unanticipated disruption in the business community resulting from State and Federal government-imposed COVID-19 shutdowns became a primary focus for the WEDC. Our business retention efforts initially surrounded providing prompt and targeted information to our businesses regarding available assistance programs. As the duration of the shutdowns continued, the WEDC worked with community resource partners to develop programs such as TEAM-UP to FIGHT HUNGER, targeted at driving business to our restaurants while addressing an ever-growing need for meal assistance in the community.

2021 Goals & Objectives

Downtown Revitalization and Expansion

- Brown & 78 Redevelopment - Infrastructure / Engineering
- NTMWD – Water line Relocation
- TxDOT Median Improvements / Decel Lanes
- Plan/Install additional parking

544 Gateway Property

- Utility Build-Out
- Market/Sale of City and WEDC Pad Sites

Industrial Development on Alanis

- Field Work / Engineering

Partner with KCS for Wylie Logistics Park

- Infrastructure / Engineering
- Marketing Plan / Promotion

Expand/Promote BRE and Workforce Programs

- Expand relationships with Community Resource Partners
 - Career Fair/ Hiring Events / Seminars / HR Roundtable
- Grow MFG Day/Month
 - Increased Participation
 - Expanded Hours for General Public
 - Workforce Luncheon
- Expand/Promote Entrepreneurship and Small Business Assistance Programs
 - Establish a new Small Business/EconDev Week

AGENDA REPORT

Meeting Date: January 20, 2021
Department: WEDC
Prepared By: Jason Greiner
Date Prepared: 1/15/21

Item Number: 2
(Staff Use Only)
Account Code: _____
Exhibits: _____

Subject

Consider and act upon a Commercial Lease Agreement for office space at 250 South Highway 78.

Recommendation

Motion to exercise a ____ month extension of a Commercial Lease between the WEDC and Wylie Industrial Court Development, Ltd. for the lease of office space at 250 S. Highway 78, Wylie, Texas.

Discussion

WEDC has leased office space at 250 S. Hwy 78 since December of 2010. Since that time, the WEDC Board has opted to extend the lease at this location, with the last extension approved in January 2016 and valid through January 31, 2021.

The WEDC has three offices, one dedicated work/copy room, one filing room, one dedicated conference room, and one shared conference room. Utilities are shared according to percent of office space utilized, with the WEDC responsible for its own cleaning services. As approved in FY 2020-2021, a monthly lease of \$2,250 is paid to Wylie Industrial Court Development, Ltd.

AGENDA REPORT

Meeting Date: January 20, 2021
Department: WEDC
Prepared By: Jason Greiner
Date Prepared: 1/15/21

Item Number: 3
(Staff Use Only)
Account Code: _____
Exhibits: 1

Subject

Discuss issues surrounding citizen comment at WEDC Board Meetings.

Recommendation

Staff has no recommendation at this time.

Discussion

As you will recall, this Item was brought up for future discussion at the January 7, 2021 WEDC Board Meeting.

Citizen comment is currently accommodated by providing citizens the opportunity to address the Board during the Citizen Comment portion of any WEDC Board Meeting. Additionally, per House Bill 2840, a member of the public may address boards/commissions before or during an item. (Not after action is taken.)

In response to House Bill 2840, City Council opted to adopt Ordinance 2019-29 which further addresses rules of procedure for public comment.

City Council and various City Boards did provide the opportunity for submitted comments to be read aloud during the Open Meeting. However, this was primarily made available for a brief period of time during the Spring 2020 shutdown due to Covid-19.

ORDINANCE NO. 2019-29

AN ORDINANCE OF THE CITY COUNCIL OF THE CITY OF WYLIE, TEXAS, ESTABLISHING RULES OF PROCEDURE FOR THE CONDUCT OF PUBLIC TESTIMONY AT MEETINGS OF THE WYLIE BOARDS, COMMISSIONS AND COMMITTEES THAT ARE SUBJECT TO THE TEXAS OPEN MEETINGS ACT; PROVIDING A REPEALING/SAVINGS CLAUSE, SEVERABILITY CLAUSE AND AN EFFECTIVE DATE.

WHEREAS, the Texas Legislature recently approved House Bill 2840, amending the Texas Open Meetings Act (the "Act") to establish the right of members of the public to address a governmental body subject to the Act regarding "an item on an agenda for an open meeting of the body"; and

WHEREAS, the City Council of the City of Wylie, Texas ("City Council") has long provided an opportunity for members of the public to address the City Council, in recognition of the need for governmental transparency and accountability; and

WHEREAS, the City Charter of the City of Wylie, Texas ("Wylie") authorizes the City Council to prescribe rules of procedure for the conduct of meetings of all boards, commissions and committees established by the City Charter or the City Council; and

WHEREAS, House Bill 2840 authorizes the City Council to adopt reasonable rules regarding the public's right to address all such boards, commissions and committees, including rules that limit the total amount of time that a member of the public may address such boards, commissions and committees on a given item; and

WHEREAS, the City Council desires to adopt rules of procedure for the conduct of public testimony at such meetings in accordance with House Bill 2840.

NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF WYLIE, TEXAS:

SECTION 1: Findings Incorporated. The findings set forth above are incorporated into the body of this Ordinance as if fully set forth herein.

SECTION 2: Rules of Procedure. The following rules of procedure shall govern all meetings of the boards, commissions and committees established by the City Charter or the City Council of the City of Wylie that are subject to the Texas Open Meetings Act (collectively, the "Boards and Commissions"), and the conduct of all members and other persons in attendance at such meetings.

Right to be Heard

Any member of the public shall have a reasonable opportunity to be heard at any and all meetings of the Wylie Boards and Commissions in regard to any and all matters to be considered

at any such meeting, or such other matters as members of the public may wish to bring to the attention of the Board or Commission; provided, however, any matter not posted on the agenda may not be discussed by a Board or Commission, nor shall any action be taken by a Board or Commission, except to provide a statement of specific factual information given in response to an inquiry, to recite existing policy in response to an inquiry or to indicate that the matter may be placed on a later agenda. A time shall be set aside during each Board or Commission meeting for the Board or Commission to hear from the public, such designated time not to exceed three (3) minutes per person, or six (6) minutes if the individual represents a group; provided, however, that a member of the public who addresses the body through a translator/interpreter shall be entitled to speak for up to six (6) minutes, or twelve (12) minutes if the individual represents a group, in order to ensure that non-English speakers receive the same opportunity to address the body. The presiding officer shall retain the discretion to further limit or increase this time for public comments on agenda items. Comments from members of the public on agenda items will be heard during the discussion of those agenda items. Citizen comments pertaining to non-agenda items will be heard during the public participation portion of the meeting. Any written information brought by a member of the public pertaining to agenda items or other issues must be presented to the City Secretary's Office by the Monday of the week preceding the week of the Board or Commission meeting so that staff and the Board or Commission may review the materials. Members of the public attending a scheduled Board or Commission meeting may speak before the Board or Commission by completing a form and presenting it to the Board or Commission staff liaison prior to the beginning of such meeting. In addition, members of the public may request a Board or Commission member to place an item on the agenda.

Each Board and Commission expects any member of the public to speak in a civil manner, with due respect for the decorum of the meeting, and with due respect for all persons attending. Personal attacks made publicly toward any member of the public or City employee that are prohibited by law are not allowed. Members of the public are encouraged to bring their complaints regarding employee performance through the supervisory chain of command in accordance with the City's Personnel Policies. Notwithstanding anything to the contrary herein, nothing in these rules of procedure is intended or shall be interpreted to prohibit public criticism of the City Council, Board or Commission, including criticism of any act, omission, policy, procedure, program or service. The Board or Commission or presiding officer may, however, disallow public criticism that is prohibited by law.

No member of the public shall be heard until recognized by the presiding officer. Any member of the public interrupting Board or Commission proceedings, approaching the dais without permission, otherwise creating a disturbance, or failing to abide by these rules of procedure in addressing the Board or Commission, shall be deemed guilty of disrupting a meeting (section 42.5, Penal Code, Class B, Misdemeanor) and, at the direction of the presiding officer, shall be removed from the meeting room by the sergeant-at-arms or other agent designated by the Board or Commission.

The foregoing rules of procedure shall not apply to meetings of the City Council, which are governed by a separate set of rules of procedure. In the event of a conflict between the

foregoing rules of procedure and a rule, bylaw, order or other practice adopted by a board, commission or committee subject to these rules, the foregoing rules of procedure shall control and supersede any such conflicting rule, bylaw, order or other practice.

SECTION 3: Severability. Should any section, subsection, sentence, clause or phrase of this Ordinance be declared unconstitutional and/or invalid by a court of competent jurisdiction, it is expressly provided that any and all remaining portions of this Ordinance shall remain in full force and effect. The City Council hereby declares that it would have passed this Ordinance, and each section, subsection, clause or phrase thereof, regardless of whether any one or more sections, subsections, sentences, clauses or phrases is declared unconstitutional and/or invalid.

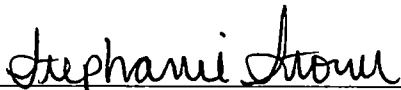
SECTION 4: Savings/Repealing. All provisions of any Ordinance in conflict with this Ordinance are hereby repealed to the extent they are in conflict. Any remaining portions of said ordinances shall remain in full force and effect.

SECTION 5: Effective Date. This Ordinance shall take effect immediately from and after its passage.

DULY PASSED AND APPROVED BY THE CITY COUNCIL OF THE CITY OF WYLIE, TEXAS on this 24 day of September, 2019.


Eric Hogue, Mayor

**ATTESTED AND CORRECTLY
RECORDED:**


Stephanie Storm, City Secretary



AGENDA REPORT

Meeting Date:	<u>January 20, 2021</u>	Item Number:	<u>4</u>
Department:	<u>WEDC</u>		<i>(Staff Use Only)</i>
Prepared By:	<u>Jason Greiner</u>	Account Code:	<u></u>
Date Prepared:	<u>1/15/21</u>	Exhibits:	<u>4</u>

Subject

Staff report: WEDC Property Update, Engineering Report, Upcoming Events, Future Agenda Items, and WEDC Activities/Programs.

Recommendation

No action is requested by staff for this item.

Discussion

Staff will lead a discussion regarding WEDC Properties, Engineering Reports, Upcoming Events, Future Agenda Items, and an overall review of issues surrounding WEDC Activities and Programs.

Regional Housing Permits

Wylie

	12	13	14	15	16	17	18	19	20
Jan	16	18	14	46	9	15	41	28	45
Feb	22	14	20	31	4	36	54	27	30
Mar	18	17	30	31	43	33	61	26	45
Apr	29	38	10	57	41	70	49	37	52
May	20	22	26	68	101	45	48	40	30
Jun	13	11	9	57	58	98	47	33	7
Jul	19	18	29	36	34	60	63	56	35
Aug	20	19	19	30	25	11	50	37	47
Sep	15	8	17	24	18	46	23	37	25
Oct	28	30	21	32	26	33	45	27	26
Nov	14	18	20	33	11	42	34	28	24
Dec	16	23	65	38	39	18	16	33	35
TOTAL	230	236	280	483	409	507	531	409	401

Lavon

	12	13	14	15	16	17	18	19	20
Jan	4	5	4	6	2	12	2	3	1
Feb	2	5	11	6	5	1	7	0	15
Mar	6	3	17	8	3	0	1	1	1
Apr	12	24	7	11	1	1	17	0	12
May	0	9	17	4	4	11	7	0	0
Jun	2	5	12	5	1	7	15	0	10
Jul	3	1	14	12	1	1	11	0	18
Aug	6	3	1	5	0	12	0	0	34
Sep	7	6	2	7	0	5	9	0	28
Oct	2	1	9	5	0	0	7	2	71
Nov	3	2	1	2	0	14	3	0	36
Dec	1	4	5	6	0	40	0	30	44
TOTAL	48	68	100	77	17	104	79	36	270

Murphy

	12	13	14	15	16	17	18	19	20
Jan	7	26	13	1	12	5	0	0	8
Feb	14	4	5	5	4	2	6	0	3
Mar	6	6	8	4	5	4	0	3	12
Apr	10	23	1	3	8	1	0	24	3
May	14	7	7	2	2	0	0	10	0
Jun	19	15	6	7	4	0	0	4	3
Jul	16	7	22	4	2	8	1	10	2
Aug	13	15	16	2	21	0	0	4	6
Sep	10	10	3	3	6	0	0	2	0
Oct	16	16	4	0	2	0	0	4	0
Nov	17	5	5	2	6	0	1	5	0
Dec	7	15	4	0	1	1	5	9	0
TOTAL	149	149	94	33	73	21	13	75	37

Sachse

	12	13	14	15	16	17	18	19	20
Jan	8	13	18	14	16	4	15	6	8
Feb	11	8	29	17	31	15	9	5	10
Mar	12	1	13	24	31	23	5	4	3
Apr	4	13	17	12	24	15	2	1	4
May	17	10	21	6	21	15	9	4	0
Jun	17	14	16	38	25	14	3	1	8
Jul	14	15	30	12	22	17	4	4	9
Aug	19	10	29	41	32	8	6	6	4
Sep	12	17	23	27	20	3	2	2	17
Oct	15	25	18	31	29	10	6	4	39
Nov	9	12	27	26	12	6	6	3	35
Dec	10	11	39	12	11	2	3	5	24
TOTAL	148	149	280	260	274	132	70	45	161

Inspiration

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
16	10	19	11	9	7	13	40	8	14	13	18	2	164
17	10	12	26	29	18	30	16	17	20	14	19	18	229
18	30	27	29	24	23	35	18	13	8	14	31	9	261
19	4	9	15	16	5	5	5	11	16	30	4	15	135
20	18	17	20	34	13	19	33	31	27	25	7	22	266

Wylie Economic Development Corporation
Inventory Subledger
December 31, 2020

Inventory - Land

		Date of Pur.	Address	Acreage	Improvements		Cost Basis	Sub-totals
Cooper	McMasters	7/12/05	709 Cooper	0.4750	0	n/a	\$202,045	
	Heath	12/28/05	706 Cooper	0.4640	\$32,005	3,625	186,934	
	Perry	9/13/06	707 Cooper	0.4910	0	Demo	200,224	
	Bowland/Anderson	10/9/07	Cooper Dr.	0.3720	0	n/a	106,419	
	Duel Products	9/7/12	704 Cooper Dr.	0.5000	0	n/a	127,452	
	Randack	10/23/12	711-713 Cooper Dr.	1.0890	217,500	8,880	400,334	
	Lot 2R3	7/24/14	Cooper Dr.	0.9500	0	n/a	29,056	\$1,252,464
Industrial Ct.	Jarrard	12/22/16	201 Industrial Ct	0.2900	32,893	3,900	300,493	300,493
Regency	Regency Pk.	6/4/10	25 Steel Road	0.6502	0	n/a	25,171	25,171
Commerce	Hobart Investments	11/12/13	Commerce	1.6000	0	n/a	156,820	
	Hobart	1/6/14	605 Commerce	1.0650	396,263	20,000	386,380	
	Dallas Whirlpools	11/22/16	900-908 Kirby	4.7900	128,925	9,000	2,182,080	2,725,280
Downtown	Heath	3/17/14	104 N. Jackson	0.1720	0	Demo	220,034	
	Udoh	2/12/14	109 Marble	0.1700	0	n/a	70,330	
	Peddicord	12/12/14	100 W. Oak St	0.3481	155,984	4,444	486,032	
	City Lot	12/12/14	108/110 Jackson	0.3479	0	n/a		
	Jones (K&M)	9/3/15	106 N. Birmingham	0.2100	42,314	4,125	190,596	
	FBC Lot	6/15/16	111 N. Ballard St	0.2000	0	n/a	150,964	
	FFA Village	1/7/18	102. N. Birmingham	0.1700	35,390	Demo	99,804	1,217,760
Alanis	White Property (Alanis)	12/12/14	Alanis	6.6328	0	n/a	420,336	420,336
South Ballard	Birmingham Trust	6/3/15	505 - 607 S. Ballard	1.1190	0	n/a	409,390	
	Murphy	3/7/19	701 S. Ballard	0.2000	115,724	1,312	172,487	
	Braley	7/22/19	503 S. Ballard	0.2558	50,762	Demo	177,398	759,275
Squire	Gallagher	3/14/18	Squire-lot 2-4	2.6720	100,404	6,000	573,844	573,844
Brown & 78	Turner	12/5/18	504 E. Brown	1.0220	84,077	Demo	308,180	
	Wallace	12/18/18	502 E. Brown	0.1870	24,637	680	204,775	
	Karan	12/28/18	300 E. Brown	2.3866	0	0	1,250,391	
	O'Donald	1/7/19	410 E. Brown	0.1870	64,421	940	177,044	
	Weatherford	2/12/19	303 Marble	2.1740	0	0	757,488	
	Brothers JV	2/26/19	306 & 308 N. 2nd Street	0.3770	0	n/a	145,923	
	Pulliam	2/27/19	300 N. 2nd Street	0.2570	122,764	1,364	218,472	
	Swayze	4/18/19	208 N. 2nd Street	0.2580	73,313	Demo	187,501	
	Swayze	5/9/19	204 N. 2nd Street	0.2580	121,781	Demo	187,658	
	Kreymer	10/9/19	302 N. 2nd Street	0.1290	72,609	1,386	187,942	
	KCS	11/22/19	Hwy 78 Frontage	2.5363	0	0	674,110	
	City of Wylie	5/14/20	ROW Purchase/Alleys	1.8800	0	0	81,713	
	Collin County	5/7/20	SWC Hwy 78 & Marble	0.3590	0	0	75,964	
	Collin County	5/7/20	414 S. 2nd Street (NWC Hwy 78 & Marble)	1.2260	0	0	296,152	
	TxDOT	Pending						4,753,314
	Total				38.4707	\$1,871,766	65,656	\$12,027,937

*A Journal entry was made by auditors to adjust the cost of the Hughes land by \$4,638.79. This amount was for taxes owed and not part of land value.

*Prime Kuts total purchase price was \$306,664.45. The distribution between 207 Industrial and R.O.W. purchased was developed by Seller for tax purposes.

(**) Costs Basis adjusted for partial sale of property (.28 acres or 22.76% of the property at a cost basis of \$170,755.53).

WYLIE, TX

ECONOMIC DEVELOPMENT CORPORATION

2021 January	Board Meeting – 7th & 20th
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Day	Time	Meeting/Event
<u>1</u>	CLOSED	<u>New Year's Day Holiday</u>
<u>7</u>		<u>WEDC- Board Meeting (December)</u>
<u>12</u>		<u>WDMA Meeting - AW/JG</u>
<u>12</u>		<u>City Council – Joint Work Session & Executive Session</u>
<u>20</u>		<u>WEDC – Board Meeting</u>
<u>21</u>		<u>PPP and EIDL Explained- SBA and Workforce Solutions of North Central Texas</u>
<u>26</u>		<u>City Council – Annual Report, Work Session & Executive Session</u>

2021 February	Board Meeting – 17th
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Day	Time	Meeting/Event
<u>2</u>		<u>WDMA Meeting</u>
<u>9</u>		<u>City Council</u>
<u>12</u>		<u>Bisnow Reopening the Workplace - Virtual</u>
<u>17</u>		<u>WEDC – Board Meeting</u>
<u>20</u>		<u>WISD Education Foundation- Boots & BBQ - Virtual</u>
<u>22-26</u>		<u>TEDC Legislative Conference - Virtual</u>
<u>23</u>		<u>City Council- Wylie EDC/Retail Coach Presentation</u>

2021 March	Board Meeting – 17th
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Day	Time	Meeting/Event
<u>2</u>		<u>WDMA Meeting</u>
<u>8-12</u>		<u>Wylie ISD Spring Break</u>
<u>9</u>		<u>City Council</u>
<u>14-18</u>		<u>Wylie ISD College Week</u>
<u>15-16</u>		<u>IEDC Leadership Summit - Phoenix</u>
<u>17</u>		<u>WEDC – Board Meeting</u>
<u>22-26</u>		<u>TEDC- Basic Economic Development Course (Virtual)</u>
<u>23</u>		<u>City Council</u>

Around the Corner...

- *IAMC Spring Forum- April 24-28, 2021*
- *Small Business Week- May 2-8, 2021*
- *Economic Development Week- May 3-8, 2021*
- *ICSC RECon- moved to December 5-7, 2021*
- *Wylie Days & Collin County Days?*



SAVE THE DATE

Thursday, January 21 - 11:00 a.m.

PPP and EIDL Explained

Have questions? Need Help? We've assembled a team of experts for an interactive and informative session to help businesses quickly and efficiently apply for assistance programs.

Join the SBA and Workforce Solutions of North Central Texas for a brief interactive tutorial on applying for the new round of PPP and EIDL funding available to businesses.

Listen - Learn - Ask Questions

Get Answers Directly From the Experts!

Join us for this Virtual Luncheon at:

<https://us02web.zoom.us/j/89715439295?pwd=bWl0MmkzK2NmQm8zbFF6OHY2WVhjUT09>

Meeting ID: 897 1543 9295 Passcode: 332715

This session is open to all businesses free of charge.

Brought to you by:

