

# Wylie Economic Development Corporation Board Regular Meeting and Annual Meeting

October 18, 2023 – 7:30 AM

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



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## CALL TO ORDER

## INVOCATION & PLEDGE OF ALLEGIANCE

## COMMENTS ON NON-AGENDA ITEMS

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

## CONSENT AGENDA

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

- A. Consider and act upon approval of Minutes from the September 20, 2023 Regular Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the September 2023 WEDC Treasurer's Report.
- C. Consider and act upon a Performance Agreement between Wylie EDC and Sanden International (U.S.A.), Inc. in an amount not to exceed \$500,000.

## REGULAR AGENDA

- 1. Consider and act upon issues surrounding the Election of Officers for the WEDC Board of Directors for 2023-2024.
- 2. Consider and act upon the establishment of a Regular Meeting Date and Time for the WEDC Board of Directors for 2023-2024.
- 3. Consider and act upon construction services at Hwy 78 & Brown.

## DISCUSSION ITEMS

- DS1. Discussion regarding WEDC Board Retreat.
- DS2. Discussion regarding Engineering Updates.
- DS3. Staff report: WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs.

**EXECUTIVE SESSION**

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

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

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

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

(a) This chapter does not require a governmental body to conduct an open meeting:

(1) to deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or

(2) to hear a complaint or charge against an officer or employee.

(b) Subsection (a) does not apply if the officer or employee who is the subject of the deliberation or hearing requests a public hearing.

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

This chapter does not require a governmental body to conduct an open meeting:

(1) to discuss or deliberate regarding commercial or financial information that the governmental body has received from a business prospect that the governmental body seeks to have locate, stay, or expand in or near the territory of the governmental body and with which the governmental body is conducting economic development negotiations; or

(2) to deliberate the offer of a financial or other incentive to a business prospect described by Subdivision (1).

ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2013-9a, 2021-2d, 2021-5a, 2021-6c, 2021-9b, 2021-11b, 2022-1b, 2022-1c, 2022-7b, 2022-9a, 2022-10c, 2023-1a, 2023-1c, 2023-2b, 2023-2d, 2023-3b, 2023-5b, 2023-6b, 2023-6c, 2023-6d, 2023-8a, 2023-8b, 2023-8c, 2023-9a, 2023-9b, 2023-9c, 2023-9d, 2023-10a, and 2023-10b.

**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 October 13, 2023 at 5:00 p.m. on the outside bulletin board at Wylie City Hall, 300 Country Club Road, Building 100, Wylie, Texas, a place convenient and readily accessible to the public at all times.

\_\_\_\_\_  
*Stephanie Storm, City Secretary*

\_\_\_\_\_  
*Date Notice Removed*

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

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

Texas Government Code Section:

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

**Minutes**  
**Wylie Economic Development Corporation**  
**Board of Directors Meeting**  
September 20, 2023 – 7:30 A.M.  
WEDC Offices – Conference Room  
250 S Hwy 78 – Wylie, TX 75098

**CALL TO ORDER**

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*Announce the presence of a Quorum*

President Demond Dawkins called the meeting to order at 7:30 a.m. Board Members present were Melisa Whitehead, Blake Brininstool, and Whitney McDougall.

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

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

**INVOCATION & PLEDGE OF ALLEGIANCE**

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President Dawkins gave the invocation and 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 August 16, 2023 Regular Meeting of the WEDC Board of Directors.**
- B. **Consider and act upon approval of the August 2023 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.

Board Member Aaron Jameson arrived at 7:32 a.m. prior to consideration of Item 1.

**REGULAR AGENDA**

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- 1. **Consider and act upon issues surrounding the FM 544 Corridor Survey.**

**Staff Comments**

As part of the ongoing work toward site-readiness of developable acreage throughout the city, Kimley-Horn has provided an Individual Project Order (IPO) for professional civil engineering

services and a survey (through a subconsultant) to provide topographic survey of approximately 51 acres of property located at the northeast corner of Westgate Way and FM 544. The survey will also include data for the overpass for each of the railroad crossings and over the creek. Staff noted that this survey will also cover \$25,000 of a future \$200,000 flood study on the City of Wylie's 19-acre property.

**Board Action**

A motion was made by Blake Brininstool, seconded by Whitney McDougall, to award the contract to Kimley-Horn and Associates, Inc. in the amount of \$55,500 and further authorize the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 5-0.

**2. Consider and act upon the Amended and Restated Performance Agreement between the WEDC and Firewater Investments, LLC.**

**Staff Comments**

Staff reminded the Board that the WEDC approved a Performance Agreement with Firewater Investments, LLC, and FWIRE, LLC (Project 2021-6a) in an amount not to exceed \$300,000 on June 21, 2023. Since then, Herman Marshall has utilized their distillery location for production and utilized their downtown location as the tasting room and primary location for the administrative functions of their business. As a result of establishing their downtown location as their home address, the Amended and Restated Performance Agreement properly accounts for both locations and allows some additional flexibility regarding reporting standards at more than one facility. Staff confirmed that both locations are located within city limits and, although they could still meet the current terms of the agreement, the amendment accounts for and requires that both locations be operational for 12 months from the facility completion date to qualify for year two assistance.

**Board Action**

A motion was made by Aaron Jameson, seconded by Melisa Whitehead, to approve the Amended and Restated Performance Agreement between the WEDC and Firewater Investments, LLC, and further authorize the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 5-0.

**DISCUSSION ITEMS**

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**DS1. Discussion regarding WEDC Board Retreat.**

**Staff Comments**

Staff brought back the discussion regarding a Board Retreat to give Board Members the opportunity to choose a potential date on either November 6<sup>th</sup> or November 13<sup>th</sup>. A Board retreat will allow Board Members to see the WEDC-owned properties in person, view current and future developments, and review the Board's vision for economic development. Further discussions could include the annual report and evaluating the goals and objectives for the next year. The Board then discussed a potential Board Retreat on November 6<sup>th</sup> with a tour around the community starting at 7:30 a.m. and adjourning for a discussion after the tour.

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

**Staff Comments**

Regarding property management, staff highlighted work with tenants who have been provided with notice to vacate in an effort to help them find potential options for relocation. Staff had worked to find the tenant at 104 S Ballard a viable option, but was informed that the property owner will not lease nearby space to a business they believe is similar to one of their existing tenants. Staff will reach out again to confirm and see if they will reconsider leasing to 104 S Ballard. Staff are also in discussion with the previous tenant at 106 N Birmingham, 605 Commerce Suite 200 and 908 Kirby regarding payment of past due rent. The Board suggested that staff coordinate with legal to work out a payment plan for collecting the outstanding rent that is due. Staff then referred the Board to the Agenda Report provided in the packet for all updates related to the WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, BRE Updates, Upcoming Events, and WEDC Activities/Programs.

### **EXECUTIVE SESSION**

Recessed into Closed Session at 8:00 a.m. in compliance with Section 551.001, et. seq. Texas Government Code, to wit:

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

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

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

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

**ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2013-9a, 2021-2d, 2021-5a, 2021-6c, 2021-9b, 2021-11b, 2022-1b, 2022-1c, 2022-7b, 2022-9a, 2022-10c, 2023-1a, 2023-1c, 2023-2b, 2023-2d, 2023-3b, 2023-5b, 2023-6b, 2023-6c, 2023-6d, 2023-8a, 2023-8b, 2023-8c, 2023-9a, 2023-9b, and 2023-9c.**

### **RECONVENE INTO OPEN SESSION**

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

President Dawkins reconvened into Open Session at 9:47 a.m and the Board took the following action:

#### **Board Action**

A motion was made by Whitney McDougall, seconded by Melisa Whitehead, to authorize the Wylie EDC to enter into a Performance Agreement with Project 2021-9f in an amount not to exceed \$500,000. A vote was taken and the motion passed 5-0.

### **FUTURE AGENDA ITEMS**

There were no Items requested for inclusion on future agendas.

### **ADJOURNMENT**

WEDC – Minutes  
September 20, 2023  
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With no further business, President Dawkins adjourned the WEDC Board meeting at 9:47 a.m.

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**Melisa Whitehead, President**

**ATTEST:**

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**Jason Greiner, Executive Director**



Wylie Economic Development  
Board

## AGENDA REPORT

**Meeting Date:** October 18, 2023      **Item Number:** B  
**Prepared By:** Jason Greiner

### Subject

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

### Recommendation

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

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

#### **REVENUES:**

Sales Tax Revenue earned in July allocated in September, was \$371,880.65, an increase of 10.18% over the same period in 2022.

#### **BUDGET TRANSFER:**

\$450 from Special Services to Utilities-Electric to cover overage in electrical utility expense in FY22-23.

#### **EXPENSES:**

##### Incentives

\$ 15,000	Wylie Insurance Agency, Inc. (Incentive 1 of 2)
\$ 15,000	Wylie Insurance Agency, Inc. (Incentive 2 of 2)
\$ 19,434	Cardinal Strategies (Incentive 4 of 4)
\$ 15,000	Deanan Gourmet Popcorn (Incentive 1 of 2)
\$200,000	Firewater Investments (Incentive 1 of 2)
\$ 7,000	Jolt Printing & Embroidery (Incentive 1 of 1)

##### Special Services- Infrastructure

\$26,189.32      NTMWD (final payment for inspection at Hwy 78/Brown)



**September Rev/Exp Report**

**Account Summary**

For Fiscal: 2022-2023 Period Ending: 09/30/2023

		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>							
<a href="#">111-4000-40210</a>	SALES TAX	4,124,241.00	4,124,241.00	371,880.65	3,775,634.06	-348,606.94	8.45 %
<a href="#">111-4000-43518</a>	380 ECONOMIC AGREEMENTS	0.00	0.00	0.00	279,047.05	279,047.05	0.00 %
<a href="#">111-4000-46110</a>	ALLOCATED INTEREST EARNINGS	6,000.00	6,000.00	39,737.50	381,355.59	375,355.59	6,355.93 %
<a href="#">111-4000-48110</a>	RENTAL INCOME	134,220.00	134,220.00	8,950.00	116,557.68	-17,662.32	13.16 %
<a href="#">111-4000-48410</a>	MISCELLANEOUS INCOME	0.00	0.00	0.00	1,000.00	1,000.00	0.00 %
<a href="#">111-4000-48430</a>	GAIN/(LOSS) SALE OF CAP ASSETS	3,915,685.00	3,915,685.00	0.00	-24,603.10	-3,940,288.10	100.63 %
	<b>Revenue Total:</b>	<b>8,180,146.00</b>	<b>8,180,146.00</b>	<b>420,568.15</b>	<b>4,528,991.28</b>	<b>-3,651,154.72</b>	<b>44.63%</b>
<b>Expense</b>							
<a href="#">111-5611-51110</a>	SALARIES	310,346.40	310,346.40	27,901.14	326,038.52	-15,692.12	-5.06 %
<a href="#">111-5611-51130</a>	OVERTIME	0.00	0.00	0.00	2,811.98	-2,811.98	0.00 %
<a href="#">111-5611-51140</a>	LONGEVITY PAY	914.00	914.00	0.00	916.00	-2.00	-0.22 %
<a href="#">111-5611-51145</a>	SICK LEAVE BUYBACK	0.00	3,189.74	0.00	0.00	3,189.74	100.00 %
<a href="#">111-5611-51310</a>	TMRS	48,245.30	48,739.71	4,025.49	50,780.04	-2,040.33	-4.19 %
<a href="#">111-5611-51410</a>	HOSPITAL & LIFE INSURANCE	51,987.17	51,987.17	4,161.29	49,999.79	1,987.38	3.82 %
<a href="#">111-5611-51420</a>	LONG-TERM DISABILITY	1,768.97	1,768.97	58.50	620.98	1,147.99	64.90 %
<a href="#">111-5611-51440</a>	FICA	19,298.12	19,495.88	1,627.75	19,045.20	450.68	2.31 %
<a href="#">111-5611-51450</a>	MEDICARE	4,513.27	4,559.52	380.68	4,454.10	105.42	2.31 %
<a href="#">111-5611-51470</a>	WORKERS COMP PREMIUM	854.85	1,089.21	0.00	1,088.89	0.32	0.03 %
<a href="#">111-5611-51480</a>	UNEMPLOYMENT COMP (TWC)	1,080.00	1,080.00	2.40	39.98	1,040.02	96.30 %
<a href="#">111-5611-52010</a>	OFFICE SUPPLIES	5,000.00	5,000.00	37.99	4,152.88	847.12	16.94 %
<a href="#">111-5611-52040</a>	POSTAGE & FREIGHT	300.00	300.00	10.02	247.97	52.03	17.34 %
<a href="#">111-5611-52810</a>	FOOD SUPPLIES	3,000.00	3,000.00	103.09	2,314.31	685.69	22.86 %
<a href="#">111-5611-54610</a>	FURNITURE & FIXTURES	2,500.00	2,500.00	0.00	0.00	2,500.00	100.00 %
<a href="#">111-5611-54810</a>	COMPUTER HARD/SOFTWARE	7,650.00	7,650.00	1,499.99	3,474.99	4,175.01	54.58 %
<a href="#">111-5611-56030</a>	INCENTIVES	3,209,183.00	1,209,183.00	271,434.00	855,811.51	353,371.49	29.22 %
<a href="#">111-5611-56040</a>	SPECIAL SERVICES	34,770.00	32,370.00	252.50	12,166.83	20,203.17	62.41 %
<a href="#">111-5611-56041</a>	SPECIAL SERVICES-REAL ESTATE	276,300.00	276,300.00	1,706.29	272,156.22	4,143.78	1.50 %
<a href="#">111-5611-56042</a>	SPECIAL SERVICES-INFRASTRUCTURE	8,375,000.00	9,875,000.00	26,189.32	35,470.78	9,839,529.22	99.64 %
<a href="#">111-5611-56080</a>	ADVERTISING	129,100.00	130,700.00	10,553.88	128,156.19	2,543.81	1.95 %
<a href="#">111-5611-56090</a>	COMMUNITY DEVELOPMENT	54,950.00	55,150.00	2,834.60	52,605.02	2,544.98	4.61 %
<a href="#">111-5611-56110</a>	COMMUNICATIONS	7,900.00	7,900.00	486.55	5,181.71	2,718.29	34.41 %
<a href="#">111-5611-56180</a>	RENTAL	27,000.00	27,000.00	2,250.00	27,000.00	0.00	0.00 %
<a href="#">111-5611-56210</a>	TRAVEL & TRAINING	73,000.00	73,000.00	-809.40	54,820.09	18,179.91	24.90 %
<a href="#">111-5611-56250</a>	DUES & SUBSCRIPTIONS	57,824.00	57,824.00	2,297.55	53,200.32	4,623.68	8.00 %
<a href="#">111-5611-56310</a>	INSURANCE	6,303.00	6,453.00	0.00	6,449.31	3.69	0.06 %
<a href="#">111-5611-56510</a>	AUDIT & LEGAL SERVICES	23,000.00	23,000.00	2,657.00	18,962.50	4,037.50	17.55 %
<a href="#">111-5611-56570</a>	ENGINEERING/ARCHITECTURAL	87,500.00	587,500.00	25,715.00	330,374.84	257,125.16	43.77 %
<a href="#">111-5611-56610</a>	UTILITIES-ELECTRIC	2,400.00	2,850.00	0.00	2,140.71	709.29	24.89 %
<a href="#">111-5611-57410</a>	PRINCIPAL PAYMENT	575,973.97	575,973.97	48,905.17	575,973.97	0.00	0.00 %
<a href="#">111-5611-57415</a>	INTEREST EXPENSE	656,023.67	656,023.67	53,761.30	656,023.67	0.00	0.00 %
<a href="#">111-5611-58110</a>	LAND-PURCHASE PRICE	2,090,000.00	2,090,000.00	0.00	345,441.57	1,744,558.43	83.47 %
<a href="#">111-5611-58995</a>	CONTRA CAPITAL OUTLAY	0.00	0.00	0.00	-345,441.57	345,441.57	0.00 %
	<b>Expense Total:</b>	<b>16,143,685.72</b>	<b>16,147,848.24</b>	<b>488,042.10</b>	<b>3,552,479.30</b>	<b>12,595,368.94</b>	<b>78.00%</b>
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>		<b>-7,963,539.72</b>	<b>-7,967,702.24</b>	<b>-67,473.95</b>	<b>976,511.98</b>	<b>8,944,214.22</b>	<b>112.26%</b>
<b>Report Surplus (Deficit):</b>		<b>-7,963,539.72</b>	<b>-7,967,702.24</b>	<b>-67,473.95</b>	<b>976,511.98</b>	<b>8,944,214.22</b>	<b>112.26%</b>

Budget Report

For Fiscal: 2022-2023 Period Ending: 09/30/2023

**Group Summary**

Account Typ...	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance	
					Favorable (Unfavorable)	Percent Remaining
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP</b>						
Revenue	8,180,146.00	8,180,146.00	420,568.15	4,528,991.28	-3,651,154.72	44.63%
Expense	16,143,685.72	16,147,848.24	488,042.10	3,552,479.30	12,595,368.94	78.00%
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>	<b>-7,963,539.72</b>	<b>-7,967,702.24</b>	<b>-67,473.95</b>	<b>976,511.98</b>	<b>8,944,214.22</b>	<b>112.26%</b>
<b>Report Surplus (Deficit):</b>	<b>-7,963,539.72</b>	<b>-7,967,702.24</b>	<b>-67,473.95</b>	<b>976,511.98</b>	<b>8,944,214.22</b>	<b>112.26%</b>

10/18/2023 Item B.

Budget Report

For Fiscal: 2022-2023 Period Ending: 09/30/2023

**Fund Summary**

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
111 - WYLIE ECONOMIC DEVEL CO	-7,963,539.72	-7,967,702.24	-67,473.95	976,511.98	8,944,214.22
<b>Report Surplus (Deficit):</b>	<b>-7,963,539.72</b>	<b>-7,967,702.24</b>	<b>-67,473.95</b>	<b>976,511.98</b>	<b>8,944,214.22</b>

10/13/2023 9:11:12 AM

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

**Assets**

Cash and cash equivalents	\$ 12,643,548.23	
Receivables	\$ 120,000.00	<i>Note 1</i>
Inventories	\$ 16,006,005.00	
Prepaid Items	<u>\$ -</u>	
<b>Total Assets</b>	<u><u>\$ 28,769,553.23</u></u>	

**Deferred Outflows of Resources**

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

**Liabilities**

Accounts Payable and other current liabilities	\$ 16,515.31	
Unearned Revenue	\$ 1,200.00	<i>Note 2</i>
Non current liabilities:		
Due within one year	\$ 62,164.10	<i>Note 3</i>
Due in more than one year	<u>\$ 15,621,027.23</u>	
<b>Total Liabilities</b>	<u><u>\$ 15,700,906.64</u></u>	

**Deferred Inflows of Resources**

Miscellaneous	\$ (100,000.00)
Pensions	<u>\$ (84,717.41)</u>
<b>Total deferred inflows of resources</b>	<u><u>\$ (184,717.41)</u></u>

**Net Position**

Net investment in capital assets	\$ -
Unrestricted	<u>\$ 12,951,677.73</u>
<b>Total Net Position</b>	<u><u>\$ 12,951,677.73</u></u>

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

*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 09/30/2023

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.	12,635,704.79
<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	120,000.00
<a href="#">111-1000-14112</a>	INVENTORY - MATERIAL/ SUPPLY	0.00
<a href="#">111-1000-14116</a>	INVENTORY - LAND & BUILDINGS	16,006,005.00
<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	1,588,500.00
	<b>Total Assets:</b>	<b>30,352,209.79</b>
		<b><u>30,352,209.79</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	594.91
<a href="#">111-2000-20117</a>	TMRS PAYABLE	-3.83
<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	9,974.76
<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	4.01
<a href="#">111-2000-20151</a>	ACCRUED WAGES PAYABLE	0.00
<a href="#">111-2000-20180</a>	ADDIT EMPLOYEE INSUR PAY	90.02
<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	1,588,500.00
<a href="#">111-2000-20810</a>	DUE TO GENERAL FUND	0.00

As Of 09/30/2023

## Balance Sheet

Account	Name	Balance
<a href="#">111-2000-22270</a>	DEFERRED INFLOW	100,000.00
<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>1,700,371.87</b>

## Equity

<a href="#">111-3000-34110</a>	FUND BALANCE - RESERVED	0.00
<a href="#">111-3000-34590</a>	FUND BALANCE-UNRESERV/UNDESIG	27,675,325.94
	<b>Total Beginning Equity:</b>	<b>27,675,325.94</b>
Total Revenue		4,528,991.28
Total Expense		3,552,479.30
<b>Revenues Over/Under Expenses</b>		<b>976,511.98</b>
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>28,651,837.92</b>
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>	<b><u>30,352,209.79</u></b>

As Of 09/30/2023

**Balance Sheet**

Account	Name	Balance
<b>Fund: 922 - GEN LONG TERM DEBT (WEDC)</b>		
<b>Assets</b>		
	<b>Total Assets:</b>	<u>0.00</u> <u><u>0.00</u></u>
<b>Liability</b>		
<a href="#">922-2000-28248</a>	GOVCAP LOAN/SERIES 2022	7,817,937.04
	<b>Total Liability:</b>	<u>7,817,937.04</u>
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>0.00</b>
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>	<u><u>7,817,937.04</u></u>
	<b>*** FUND 922 OUT OF BALANCE ***</b>	<b>-7,817,937.04</b>

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

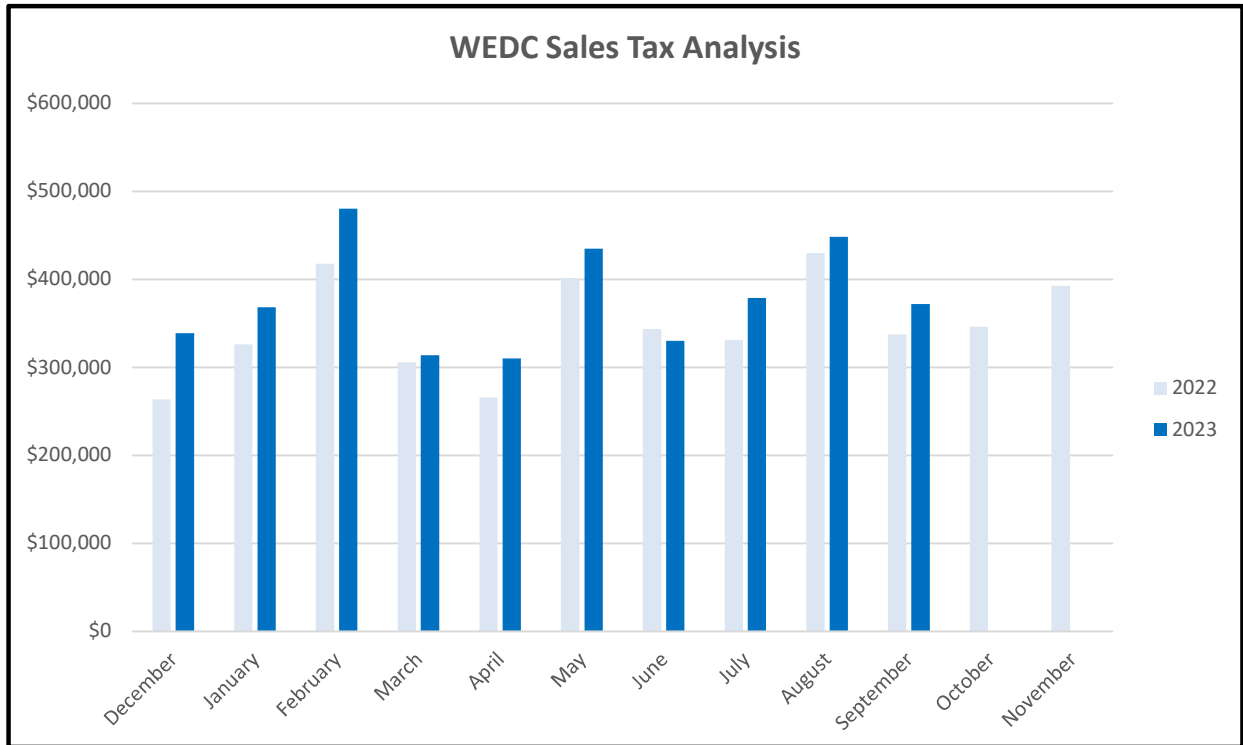
## Wylie Economic Development Corporation

### SALES TAX REPORT

September 30, 2023

#### BUDGETED YEAR

MONTH	FY 2020	FY 2021	FY 2022	FY 2023	DIFF 22 vs. 23	% DIFF 22 vs. 23
DECEMBER	\$ 226,663.94	\$ 235,381.33	\$ 263,577.66	\$ 338,726.54	\$ 75,148.88	28.51%
JANUARY	\$ 218,520.22	\$ 262,263.52	\$ 326,207.92	\$ 368,377.73	\$ 42,169.80	12.93%
FEBRUARY	\$ 362,129.18	\$ 456,571.35	\$ 417,896.79	\$ 480,381.11	\$ 62,484.32	14.95%
MARCH	\$ 228,091.34	\$ 257,187.91	\$ 305,605.50	\$ 313,686.17	\$ 8,080.67	2.64%
APRIL	\$ 203,895.57	\$ 221,881.55	\$ 265,773.80	\$ 310,050.94	\$ 44,277.14	16.66%
MAY	\$ 289,224.35	\$ 400,371.70	\$ 401,180.20	\$ 434,878.33	\$ 33,698.14	8.40%
JUNE	\$ 239,340.35	\$ 290,586.92	\$ 343,371.26	\$ 330,236.89	\$ (13,134.37)	-3.83%
JULY	\$ 296,954.00	\$ 314,559.10	\$ 331,432.86	\$ 379,162.00	\$ 47,729.14	14.40%
AUGUST	\$ 325,104.34	\$ 390,790.76	\$ 429,696.16	\$ 448,253.70	\$ 18,557.55	4.32%
SEPTEMBER	\$ 259,257.89	\$ 307,681.15	\$ 337,512.61	\$ 371,880.65	\$ 34,368.03	10.18%
OCTOBER	\$ 249,357.02	\$ 326,382.38	\$ 346,236.36			
NOVEMBER	\$ 384,953.89	\$ 411,813.32	\$ 392,790.84			
<b>Sub-Total</b>	<b>\$ 3,283,492.09</b>	<b>\$ 3,875,470.98</b>	<b>\$ 4,161,281.96</b>	<b>\$ 3,775,634.05</b>	<b>\$ 353,379.30</b>	<b>10.92%</b>
<b>Total</b>	<b>\$ 3,283,492.09</b>	<b>\$ 3,875,470.98</b>	<b>\$ 4,161,281.96</b>	<b>\$ 3,775,634.05</b>	<b>\$ 353,379.30</b>	<b>10.92%</b>



\*\*\* Sales Tax collections typically take 2 months to be reflected as Revenue. SlsTx receipts are then accrued back 2 months.  
 Example: September SlsTx Revenue is actually July SlsTx and is therefore the 10th allocation in FY23.



# Wylie Economic Development Corporation

## PERFORMANCE AGREEMENT REPORT

September 30, 2023

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	BUDGETED YEAR					REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
		FY 2023	FY 2024	FY 2025	FY 2026	FY 2027				
CSD WOODBRIDGE	\$ 1,100,000.00	\$ 29,377.51	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,070,622.49	\$ 1,100,000.00	<b>A</b>
CARDINAL STRATEGIES	\$ 106,800.00	\$ 19,434.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 66,366.00	\$ 91,300.00	
AVANTI, LLC	\$ 120,000.00	\$ 30,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 90,000.00	\$ 120,000.00	
LUV-ROS	\$ 10,000.00	\$ 5,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00	\$ 10,000.00	<b>B</b>
FUEL CITY	\$ 500,000.00	\$ 500,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500,000.00	
AMERICAN ENTITLEMENTS II	\$ 35,000.00	***	\$ 25,000.00	\$ 10,000.00	\$ -	\$ -	\$ 35,000.00	\$ -	\$ 35,000.00	
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00	\$ 80,000.00	\$ 120,000.00	
AXL	\$ 65,000.00	***	\$ 9,250.00	\$ 9,250.00	\$ -	\$ -	\$ 18,500.00	\$ 46,500.00	\$ 65,000.00	
GLEN ECHO BREWING	\$ 100,000.00	\$ -	\$ 50,000.00	\$ 30,000.00	\$ 20,000.00	\$ -	\$ 100,000.00	\$ -	\$ 100,000.00	<b>C</b>
MLKJ	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	<b>D</b>
WYLIE INSURANCE II	\$ 30,000.00	\$ 30,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00	
CLF II LI WYLIE (LOVETT)	\$ 1,300,000.00	\$ -	\$ 650,000.00	\$ 650,000.00	\$ -	\$ -	\$ 1,300,000.00	\$ -	\$ 1,300,000.00	
JOLT	\$ 7,000.00	\$ 7,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,000.00	
DEANAN/DANK	\$ 30,000.00	\$ 15,000.00	\$ 15,000.00	\$ -	\$ -	\$ -	\$ 15,000.00	\$ -	\$ 30,000.00	
FIREWATER	\$ 300,000.00	\$ 200,000.00	\$ 100,000.00	\$ -	\$ -	\$ -	\$ 100,000.00	\$ -	\$ 300,000.00	
	<b>\$ 3,823,800.00</b>	<b>\$ 855,811.51</b>	<b>\$ 869,250.00</b>	<b>\$ 699,250.00</b>	<b>\$ 20,000.00</b>	<b>\$ -</b>	<b>\$ 1,588,500.00</b>	<b>\$ 1,358,488.49</b>	<b>\$ 3,808,300.00</b>	

Deferred Out Flow \$ 1,588,500.00

- A. SLSTX Reimbursement Qrtly Pmnts (Completed PA Reimbursement)
- B. Performance Agreement (\$10,000) and Forgiveable Land Grant (\$60,000 forgiven over 3 years). \$20,000/year in 2022, 2023, & 2024.
- C. Performance Agreement (\$100,000) and Forgiveable Land Grant (\$100,000 forgiven over 3 years). \$25,000 CO & \$25,000/year in 2024, 2025, & 2026.
- D. Performance Agreement (TBD) and Forgiveable Land Grant (\$200,000 forgiven over 3 years). \$50,000 CO & \$50,000/year in 2024, 2025, & 2026.

# Wylie Economic Development Corporation

Inventory Subledger (Land)  
September 30, 2023

	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>Regency Dr.</b>	Regency Pk.	6/4/10	25 Steel Road	0.6502	\$ -	n/a	\$ 25,170.77	
	Steel/Hooper	12/29/22	Lot 2R Helmsberger Industrial Park	3.6885		n/a	\$ 345,441.57	\$ 370,612.34
<b>Commerce Dr.</b>	Hobart Investments	11/12/13	Commerce	1.6000	\$ 201.00	n/a	\$ 156,819.50	
	Hobart	1/6/14	605 Commerce	1.0650	\$ 396,263.00	n/a	\$ 386,380.00	
	Dallas Whirlpools	11/22/16	900-908 Kirby	4.7600	\$ 128,925.00	n/a	\$ 2,182,080.30	
	City of Wylie	10/22/21	802 Kirby	4.7900	\$ -	n/a	\$ 3,000,441.20	\$ 5,725,721.00
<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		
	Pawn Shop/All The Rave	1/7/22	104 S. Ballard	0.0860	\$ 5,420.00	1,885	\$ 470,719.15	
	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	n/a	\$ 328,792.20	
	Keefer	10/27/21	401 N Keefer Dr	0.4890	\$ 83,084.00	n/a	\$ 237,951.39	
	Parupia	8/19/22	200 W Brown	0.0770	\$ -	n/a	\$ 159,325.57	
	UP Lot	9/30/22	UP Lot	0.4760	\$ -	832	\$ 82,126.92	
	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	\$ 3,233,575.83	
<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	\$ 186,154.60	
	Braleley	7/22/19	503 S. Ballard	0.2558	\$ -	n/a	\$ 177,397.96	\$ 945,429.60
<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	n/a	\$ 204,775.58	
	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	n/a	\$ 177,043.75	
	Weatherford	2/12/19	303 Marble	2.1740	\$ -	n/a	\$ 757,488.00	
	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	\$ 3,904,357.94
<b>Total</b>				<b>41.3978</b>	<b>\$ 1,569,172.00</b>	<b>30,736</b>	<b>\$ 16,006,004.81</b>	<b>\$ 16,006,004.81</b>

## AGENDA REPORT

**Meeting Date:** October 18, 2023

**Item Number:** C

**Prepared By:** Jason Greiner

### Subject

Consider and act upon a Performance Agreement between Wylie EDC and Sanden International (U.S.A.), Inc. in an amount not to exceed \$500,000.

### Recommendation

Motion to approve a Performance Agreement between Wylie EDC and Sanden International (U.S.A.), Inc. in an amount not to exceed \$500,000.

### Discussion

As the Board will recall, the WEDC approved a Performance Agreement with Project 2021-9f (Sanden International (U.S.A.), Inc) in an amount not to exceed \$500,000 on September 20, 2023. For clarity, Staff is bringing this item back to the consent agenda with the inclusion of the LLC name and the incentive payments listed.

The incentive will be paid out in two (2) payments:

- Incentive #1, upon proof of capital investment and the installation of the new manufacturing line, building inspectors approval and proof of the minimum baseline employment of 240 jobs on or before 12/31/23, the company is entitled to receive \$300,000 of the total incentive.
- Incentive #2, payable 12 months after the Equipment Installation Deadline, upon proof of ongoing operations, and proof of the minimum baseline employment of 240 jobs, the company is entitled to receive the final reimbursement incentive in the amount of \$200,000.

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

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

**RECITALS**

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

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

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

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

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

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

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

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

Economic Incentive Payment Schedule:

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

**II. Performance Requirements for Economic Incentive.**

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

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

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

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

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

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

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

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

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

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

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

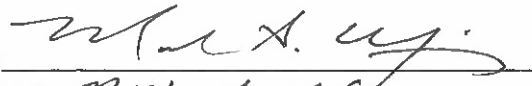
By the execution hereof, each signatory hereto represents and affirms that he is acting on behalf of the party indicated, that such party has taken all action necessary to authorize the execution and delivery of the Agreement and that the same is a binding obligation on such party.

EXECUTED to be effective as of the \_\_\_\_\_ day of \_\_\_\_\_, 2023.

**WEDC:**  
**Wylie Economic Development Corporation**

By: \_\_\_\_\_  
Jason Greiner, Executive Director

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

By:   
Name: MARK A. UFFIG  
Title: President & CEO





Wylie Economic Development Board

AGENDA REPORT

Meeting Date: October 18, 2023 Item Number: 1
Prepared By: Jason Greiner (Staff Use Only)

Subject
Consider and act upon issues surrounding the Election of Officers for the WEDC Board of Directors for 2023-2024.

Recommendation
Staff recommends that the WEDC Board of Directors elect officers for the upcoming year.

Discussion
Section 5.02 of the WEDC Bylaws state:
'The Vice President shall be elected by the Board and shall serve a term of one (1) year. On the expiration of the term of office of the Vice President, the Vice President shall succeed to the office of President, the then-current President shall cease to be President but shall continue as a member of the Board, and the Board shall elect a new Vice President from among its Members to hold such office. The term of office of the President and Vice President shall always be for a period of one year; provided, however, that the President and Vice President continue to serve until the election of the new Vice President.
The Secretary and Treasurer shall be selected by the members of the Board and shall hold office for a period of one (1) year; provided, however, that they shall continue to serve until the election of their successors. Elections shall be held in October at a regular or special meeting of the Board.'
As such, on an annual basis and following the selection of WEDC Board Members by the Wylie City Council, the WEDC elects officers for the upcoming year. Provided for your review is ARTICLE V: OFFICERS of the WEDC Bylaws which provide for the selection of officers and the duties of the same.
The 2022-2023 WEDC Board Officers were:
Demond Dawkins ..... President
Melisa Whitehead ..... Vice President
Blake Brininstool ..... Secretary
Aaron Jameson ..... Board Member
Whitney McDougall ..... Board Member
Attachment:
WEDC Bylaws, Article V

The duly appointed members of the Board shall serve without compensation but shall be reimbursed for actual or commensurate cost of travel, lodging and incidental expense while on official business of the Board in accordance with State law.

#### 4.11 Voting; Action of the Board of Directors

Directors must be present in order to vote at any meeting. Unless otherwise provided in these Bylaws or in the Articles of Incorporation or as required by law, the act of a simple majority present shall be the act of the Board of Directors. In the event that a Director is aware of a conflict of interest or potential conflict of interest, with regard to any particular vote, the Director shall bring the same to the attention of the meeting and shall abstain from the vote, unless the Board determines that no conflict of interest exists. Any Director may bring to the attention of the meeting any apparent conflict of interest or potential conflict of interest of any other Director, in which case the Board shall determine whether a true conflict of interest exists before any vote shall be taken regarding that particular matter. The Director as to whom a question of interest has been raised shall refrain from voting with regard to the determination as to whether a true conflict exists.

#### 4.12 Board's Relationship with City Council

In accordance with State law, the City Council shall require that the Wylie Economic Development Corporation be responsible to it for the proper discharge of its duties assigned in this article. The Board shall determine its policies and direction within the limitations of the duties herein imposed by applicable laws, the Articles of Incorporation, these Bylaws, contracts entered into with the City, and budget and fiduciary responsibilities.

#### 4.13 Board's Relationship with Administrative Departments of the City

Any request for services made to the administrative departments of the City shall be made by the Board or its designee in writing to the City Manager. The City Manager may approve such request for assistance from the Board when he/she finds such requested services are available within the administrative departments of the City and that the Board has agreed to reimburse the administrative department's budget for the costs of such services so provided.

#### 4.14 Board Handbook

The Board has established a Board Member Handbook setting forth additional expectations and requirements applicable to members of the Board. All Board members shall be given a copy of the Board Member Handbook and shall familiarize themselves with its contents. The Board Member Handbook may be modified by the Board from time to time.

### **ARTICLE V OFFICERS**

#### 5.01 Officers of the Corporation

The elected officers of the Corporation shall be a President, Vice President, Secretary, and Treasurer. The Board may resolve to elect one or more Assistant Secretaries or one or more Assistant Treasurers as it may consider desirable. Such officers shall have the authority and perform the duties of the office as the Board may from time to time prescribe or as the Secretary or Treasurer may from time-to-time delegate to his/her respective Assistant. Any two (2) or more offices may be held by the same person, except the offices of President and Secretary.

### 5.02 Selection of Officers

The Vice President shall be elected by the Board and shall serve a term of one (1) year. On the expiration of the term of office of the Vice President, the Vice President shall succeed to the office of President, the then-current President shall cease to be President but shall continue as a member of the Board, and the Board shall elect a new Vice President from among its Members to hold such office. The term of office of the President and Vice President shall always be for a period of one year; provided, however, that the President and Vice President continue to serve until the election of the new Vice President.

The Secretary and Treasurer shall be selected by the members of the Board and shall hold office for a period of one (1) year; provided, however, that they shall continue to serve until the election of their successors. Elections shall be held in October at a regular or special meeting of the Board.

Any officer meeting the qualifications of these Bylaws may be elected to succeed himself/herself or to assume any other office of the Corporation.

### 5.03 Vacancies

Vacancies in any office which occur by reason of death, resignation, disqualification, removal, or otherwise, shall be filled by the Board of Directors for the unexpired portion of the term of that office in the same manner as other officers are elected to office.

### 5.04 President

1. The President shall be the presiding officer of the Board with the following authority:
  - a. Shall preside over all meetings of the Board.
  - b. Shall have the right to vote on all matters coming before the Board.
  - c. Shall have the authority, upon notice to the members of the Board, to call a special meeting of the Board when in his/her judgment such meeting is required.
  - d. Shall have the authority to appoint standing committees to aid and assist the Board in its business undertakings of other matters incidental to the operation and functions of the Board.
  - e. Shall have the authority to appoint ad hoc committees which may address issues of a temporary nature or concern or which have a temporary effect on the business of the Board.
  
2. In addition to the above mentioned duties, the President shall sign with the Secretary of the Board any deed, mortgage, bonds, contracts, or other instruments which the Board of Directors has approved and unless the execution of said document has been expressly delegated to some other officer or agent of the Corporation, including the Director of Economic Development, by appropriate Board resolution, by a specific provision of these Bylaws, or by statute. In general, the President shall perform all duties incident to the office, and such other duties as shall be prescribed from time to time by the Board of Directors.

#### 5.05 Vice President

In the absence of the President, or in the event of his/her inability to act, the Vice President shall perform the duties of the President. When so acting, the Vice President shall have all power of and be subject to all the same restrictions as upon the President. The Vice President shall also perform other duties as from time to time may be assigned to him/her by the President.

#### 5.06 Secretary

The Secretary shall keep or cause to be kept, at the registered office a record of the minutes of all meetings of the Board and of any committees of the Board. The Secretary shall also file a copy of said Minutes with the City and the same to be given, in accordance with the provisions of these Bylaws, or as required by the Open Meetings Act or the Open Records Act or other applicable law. The Secretary shall be custodian of the corporate records and seal of the Corporation, and shall keep a register of the mailing address and street address, if different, of each director.

#### 5.07 Treasurer

The Treasurer shall be bonded for the faithful discharge of his/her duties with such surety or sureties and in such sum as the Board of Directors shall determine by Board resolution, but in no event shall the amount of such bond be less than an amount equal to the average of the sums which the Treasurer has access to and the ability to convert during a twelve (12) month period of time. The Treasurer shall have charge and custody of and be responsible for all funds and securities of the Corporation. The Treasurer shall receive and give receipt for money due and payable to the Corporation from any source whatsoever, and shall deposit all such moneys in the name of the Corporation in such bank, trust corporation, and/or other depositories as shall be specified in accordance with Article VII of these Bylaws. The treasurer shall, in general, perform all the duties incident to that office, and such other duties as from time to time assigned to him/her by the President of the Board.

#### 5.08 Assistant Secretaries and Assistant Treasurers

The Assistant Secretaries and Assistant Treasurers, if any, shall in general, perform such duties as may be assigned to them by the Secretary or the Treasurer, or by the President of the Board of Directors.

#### 5.09 Director of Economic Development

The Corporation may employ a Director of Economic Development. The Director of Economic Development shall serve as the Chief Executive Officer of the Corporation and shall oversee all administrative functions of the Corporation. The Director shall develop policies and procedures for the Corporation including financial, accounting, and purchasing policies and procedures to be approved by the Board and City Council. The Director of Economic Development is hereby authorized to make purchases and/or expenditures not exceeding \$25,000.00 without obtaining any approval or consent.

#### 5.10 Other Employees

The Corporation may employ such full or part-time employees as needed to carry out the programs of the Corporation.

#### 5.11 Contracts for Services

The Corporation may contract with any qualified and appropriate person, association, corporation

or governmental entity to perform and discharge designated tasks which will aid or assist the Board in the performance of its duties. However, no such contract shall ever be approved or entered into which seeks or attempts to divest the Board of Directors of its discretion and policy-making functions in discharging the duties herein above set forth in this section.

## **ARTICLE VI COMMITTEES**

### 6.01 Qualifications for Committee Membership

Members of committees shall be appointed by the President and approved by the Board. Committee members need not be members of the Wylie Economic Development Corporation unless required by these Bylaws or Board resolution.

### 6.02 Standing Committees

The President shall have authority to appoint the following standing committees of the Board and such other committees as the Board may deem appropriate in the future:

**Budget, Finance and Audit Committee:** This committee shall have the responsibility of working with the Director, or the contractual entity performing as Director as the case may be, in the formation and promotion of the annual budget of the Board. The Committee shall present such budget to the Board and, upon approval, shall present, in accordance with these Bylaws, said budget to the City Council. In addition to the preparation of the budget, the committee shall keep the Board advised in such matters. The Committee shall further have the responsibility to oversee and work with auditors of the City or outside auditors when audits of the Board are being performed.

**Committee for Business Retention and Expansion:** This committee shall work with the Director of Economic Development and shall keep the Board informed of all development and activities concerning business retention and expansion.

**Committee for New Business Attraction and Recruitment:** This committee shall work with the Director of Economic Development and shall keep the Board informed of all developments and activities concerning business attraction and recruitment.

### 6.03 Special Committees

The President may determine from time to time that other committees are necessary or appropriate to assist the Board of Directors, and shall designate, subject to Board approval, the members of the respective committees.

No such committee shall have independent authority to act for or instead of the Board of Directors with regard to the following matters: amending, altering, or repealing the Bylaws; electing, appointing, or removing any member of any such committee or any Director or Officer of the Corporation; amending the Articles of Incorporation; adopting a plan of merger or adopting a plan of consolidation with another corporation; authorizing the sale, lease, exchange, or mortgage of all or substantially all of the property and assets of the Corporation; authorizing the voluntary dissolution of the Corporation or revoking the proceedings thereof; adopting a plan for the distribution of the assets of the Corporation; or amending, altering, or repealing any resolution of the Board of Directors which by its terms provides that it shall not be amended, altered, or repealed by such committee.

**AGENDA REPORT**

**Meeting Date:** October 18, 2023      **Item Number:** 2  
**Prepared By:** Jason Greiner      *(Staff Use Only)*

**Subject**

Consider and act upon the establishment of a Regular Meeting Date and Time for the WEDC Board of Directors for 2023-2024.

**Recommendation**

Staff recommends that the WEDC President establish a regular meeting date and time for 2023-2024.

**Discussion**

Section 4.07 of the WEDC Bylaws state:

*“The President of the Board shall set regular meeting dates and times at the beginning of his/her term.”*

WEDC Board Meetings are currently formally set for the third Wednesday of each month at 7:30 a.m.

With officers elected via the previous Action Item, the WEDC President is required to establish the Regular Meeting date/time. Attached for our review is WEDC Bylaws, Section 4.07.

Attachment:  
 WEDC Bylaws, Section 4.07

funds left unexpended and any commitment made on said unexpended funds.

#### 4.05 Implied Duties

The Wylie Economic Development Corporation is authorized to do that which the Board deems desirable to accomplish any of the purposes or duties set out or alluded to in Section 4.04 of these Bylaws and in accordance with State law.

#### 4.06 Tenure

Directors will be elected to serve terms of three (3) years, and Directors may serve for an unlimited number of consecutive terms.

#### 4.07 Meetings; Notice; Conduct

The Board shall attempt to meet at least once each month within the city of Wylie, at a place and time to be determined by the President. All meetings of the Board shall provide notice thereof as provided and as required by the Open Meetings Act. Any member of the Board may request that an item be placed on the agenda by delivering the same in writing to the secretary of the Board prior to the posting of the notice required by the Open Meetings Act. The President of the Board shall set regular meeting dates and times at the beginning of his/her term. Special Meetings may be called by any member of the Board in accordance with the provisions of the Open Meetings Act.

The notice shall contain information regarding the particular time, date, and location of the meeting and the agenda to be considered. All meetings shall be conducted in accordance with the Open Meetings Act.

The annual meeting of the Board of Directors shall be held in October of each year. The Board may retain the services of a recording secretary if required.

#### 4.08 Attendance; Vacancy

Regular attendance of the Board meetings is required of all Members. The following number of absences may require replacement of a member: three (3) consecutive absences, or attendance reflecting absences constituting 25% of the Board's regular meetings over a 12-month period. In the event that the Board elects to replace the member violating the attendance requirements, the member will be notified by the President and, subsequently, the President shall submit in writing to the City Secretary the need to replace the Board member in question. Any vacancy on the Board shall be filled by appointment by the City Council of a new member or members meeting the qualifications set out in Section 4.02 above. When a person is appointed to fill a vacancy on the Board of Directors to finish out the remainder of a former Director's term, the term served by the appointee shall not count as a full term by such appointee for purposes of the term limits set forth in Section 4.06 above.

#### 4.09 Quorum

A majority of the entire membership of the Board of Directors shall constitute a quorum and shall be required to convene a meeting. If there is an insufficient number of Directors present to convene the meeting, the presiding officer shall adjourn the meeting.

#### 4.10 Compensation



# Wylie Economic Development Board

## AGENDA REPORT

Meeting Date: October 18, 2023

Item Number: 3

Prepared By: Jason Greiner

*(Staff Use Only)*

### Subject

Consider and act upon construction services at Hwy 78 & Brown.

### Recommendation

Motion to award the contract to \_\_\_\_\_ in the amount of \$ \_\_\_\_\_ and further authorize the Executive Director to execute any and all necessary documents.

### Discussion

As the Board will recall, the WEDC has been working toward the redevelopment of Hwy 78 & Brown since 2018.

Staff will provide additional information regarding bids received for the necessary concrete work associated with TxDOT improvements for this project.



# HOODED LEFT TURN LANES AND DECELERATION LANES IMPROVEMENTS

## BROWN STREET AND STATE HIGHWAY 78 WYLIE ECONOMIC DEVELOPMENT CORPORATION

### PAVING IMPROVEMENTS STATE HIGHWAY 78 CITY OF WYLIE, TEXAS

**NOTES:**

ALL CONSTRUCTION WITHIN THE STATE RIGHT OF WAY WILL REQUIRE COMPLIANCE TO TXDOT STANDART SPECIFICATIONS, STANDARD PLANS, AND TEXAS MANUAL ON UNIFORM TRAFFIC CONTROL DEVICES.

SPECIFICATIONS ADOPTED BY THE TEXAS DEPARTMENT OF TRANSPORTATION, JUNE 1, 2014, AND SPECIFICATION ITEMS AS FOLLOW SHALL GOVERN ON THIS PROJECT FOR ALL WORK WITHIN THE STATE RIGHT OF WAY.

THE STANDARD SHEETS, SPECIFICALLY IDENTIFIED IN THIS INDEX OF SHEETS, HAVE BEEN SELECTED BY ME OR UNDER MY RESPONSIBLE SUPERVISION AS BEING APPLICABLE TO THIS PROJECT.

BY SEALING AND SIGNING THESE PERMIT PLANS AS A PROFESSIONAL CIVIL ENGINEER LICENSED TO PRACTICE IN THE STATE OF TEXAS, I CERTIFY THAT THE PROPOSED DRIVEWAY OR PUBLIC STREET CONNECTION(S) TO THE STATE ROADWAY MEETS OR EXCEEDS THE MINIMUM STOPPING SIGHT DISTANCE REQUIRED FOR A POSTED SPEED OF 50 MPH, BASED ON THE MOST RECENT TXDOT DESIGN MANUAL REQUIREMENTS.

REVEGETATION OF THE ROW MUST BE ESTABLISHED TO 70% BEFORE FINAL INSPECTION

TXDOT STANDARDS, DETAILS, SPECIFICATIONS AND PRACTICES SHALL GOVERN ALL WORK PERFORMED IN TXDOT R.O.W.

LANE CLOSURES ALLOWED MON.-FRI., 9:00 AM TO 3:30 PM ONLY

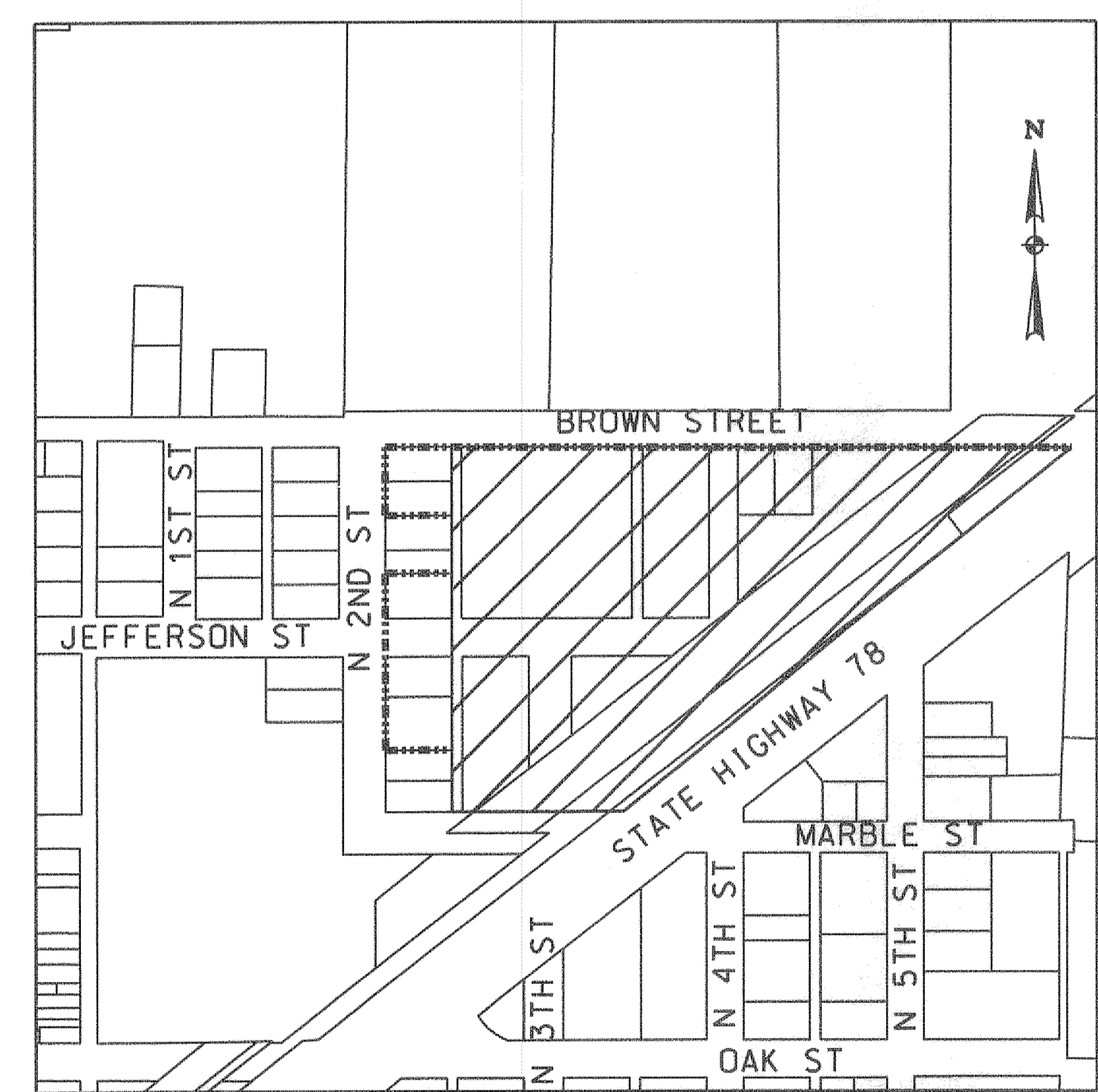
DRIVE AND UTILITY CONSTRUCTION IMPROVEMENTS TO BE CONSTRUCTED PER APPROVED PERMIT # 2022 \_\_\_\_\_

ALL WORK IN THE STATE ROW MUST BE TO TXDOT STANDARDS

CITY DETAILS ARE NOT APPLICABLE IN TXDOT ROW

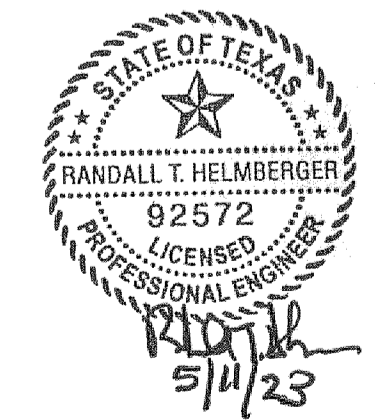
**OWNER:**  
WYLIE ECONOMIC DEVELOPMENT CORPORATION  
250 S. HIGHWAY 78  
WYLIE, TEXAS 75098  
JASON GREINER  
(972) 442-7901

**ENGINEER:**  
HELMBERGER ASSOCIATES, INC.  
1525 BOZMAN ROAD  
WYLIE, TEXAS 75098  
RANDALL T. HELMBERGER, PE  
(972) 442-7459 TBPE REGISTRATION NO. - F000756



Vicinity Map  
(not to scale)

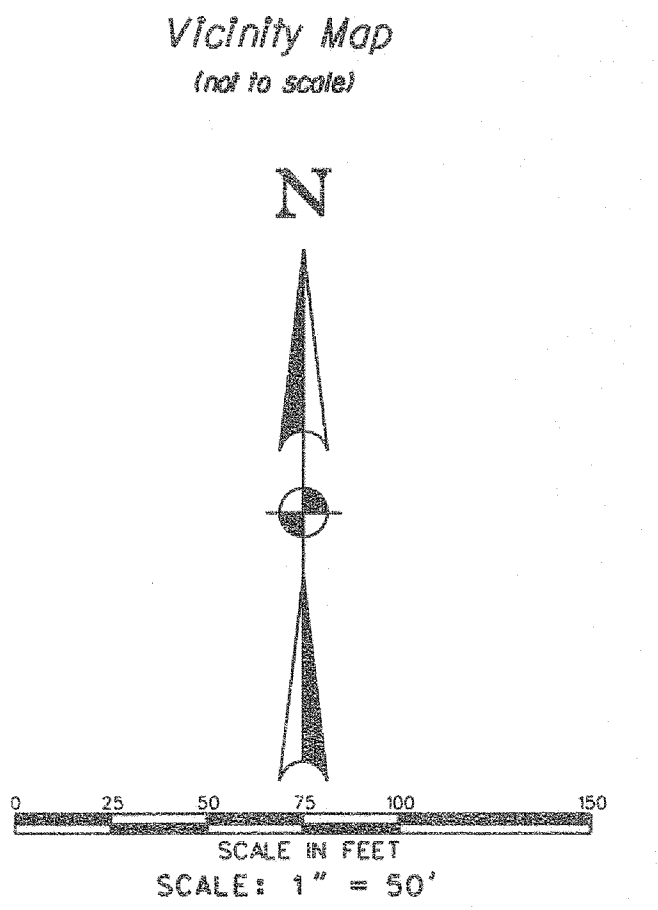
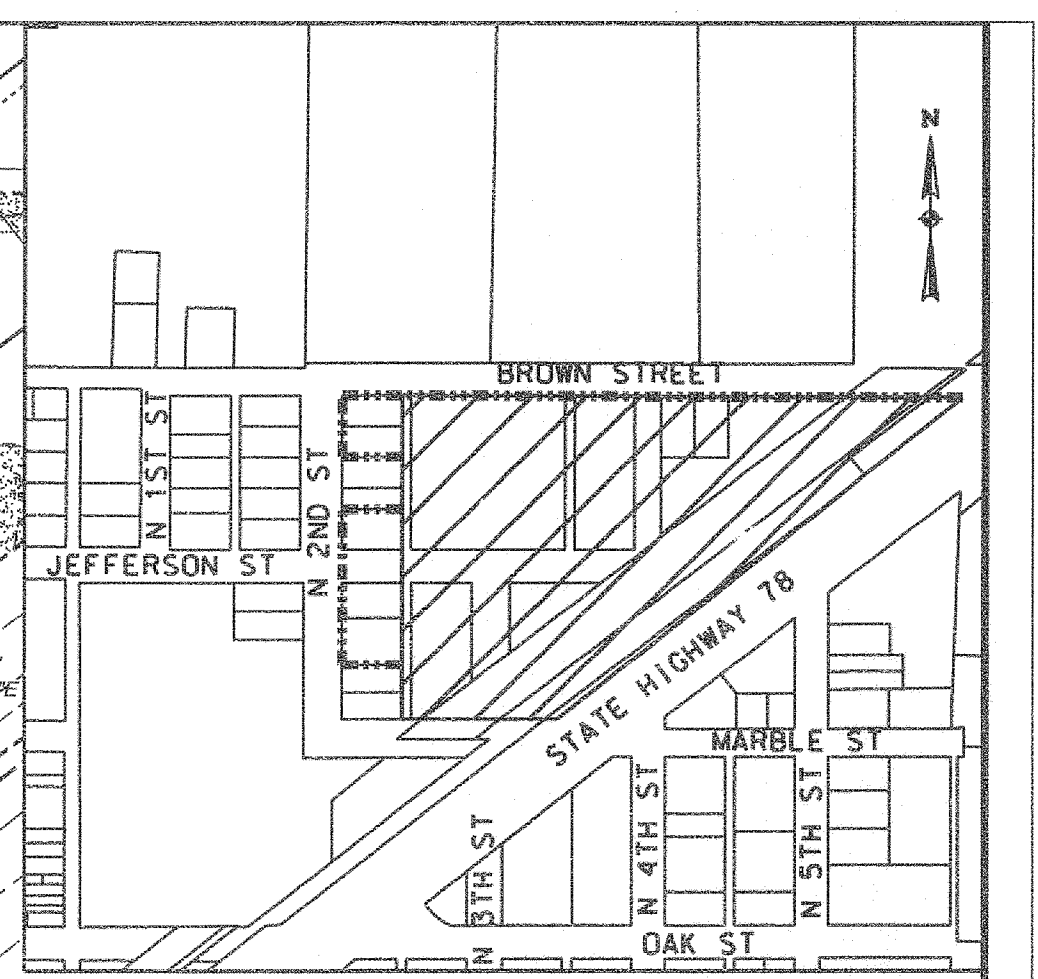
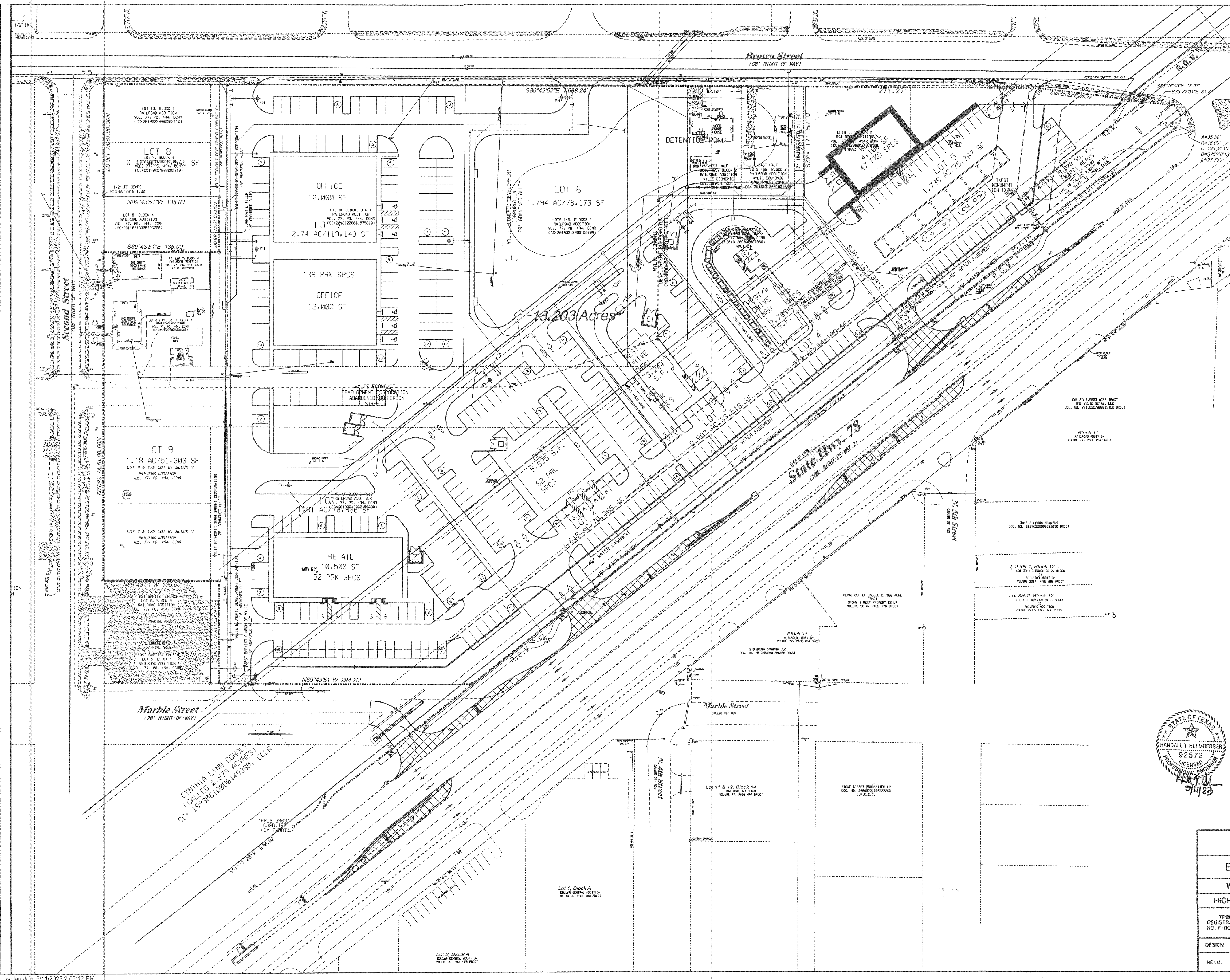
ALL PAVEMENT MARKINGS, ARROWS, STRIPES, ETC... TO FOLLOW TXDOT PAVEMENT MARKING DETAILS



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BROWN STREET AND STATE HIGHWAY 78  
TURN AND DECELERATION LANES

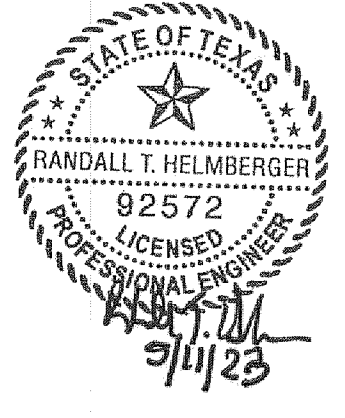


BENCHMARK:  
CITY OF WYILE CONTROL MONUMENT #1  
LOCATED AT NORTH SIDE OF SH 78 NEAR  
THE EAST ENTRANCE DRIVE FOR CITY OF  
WYILE POLICE COMPLEX - 2000 SH 78 N  
MAPSCO PAGE 664S  
ELEVATION = 530.294

CITY OF WYILE CONTROL MONUMENT #2  
LOCATED AT THE OLD CITY PARK  
104 SOUTH OF THE BUILDING AT  
104 SOUTH BALLARD  
MAPSCO PAGE 663Y  
ELEVATION = 550.238

**LINE LEGEND:**

- PROPERTY LINE
- DRAINAGE FLOW
- PROPOSED WATER LINE
- ROAD CENTER LINE
- PROPOSED STORM SEWER
- PROPOSED STREET
- - - - - EXISTING CONTOUR LINE
- - - - - PROPOSED CONTOUR LINE
- BUILDING SETBACK LINE
- DRAINAGE EASEMENT
- DRAINAGE DIVIDE LINE
- ROW / LOT LINE



**OWNER/DEVELOPER:**  
WYILE ECONOMIC DEVELOPMENT CORPORATION  
250 S. HIGHWAY 78  
WYILE, TEXAS 75098  
JASON GREINER  
(972) 442-7901

**ENGINEER:**  
HELMBERGER ASSOCIATES, INC.  
1525 BOZMAN ROAD  
WYILE, TEXAS 75098  
RANDALL T. HELMBERGER, PE  
(972) 442-7459

<b>CONCEPT PLAN</b>						
<b>BROWN AND 78 RETAIL ADDITION</b>						
WYILE ECONOMIC DEVELOPMENT CORPORATION						
HIGHWAY 78 AND BROWN STREET, WYILE, TEXAS						
TPBE REGISTRATION NO. F-000756	<b>H HELMBERGER ASSOCIATES, INC.</b> CIVIL AND ENVIRONMENTAL ENGINEERS 1525 BOZMAN ROAD, WYILE TEXAS 75098 (972) 442-7459					
DESIGN	DRAWN	DATE	SCALE	NOTES	FILE	NO.
HELM.	CADD	SEPTEMBER 2020	1"=50'	SPLAN	2020-13	C1



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: October 18, 2023

Item Number: DS1

Prepared By: Jason Greiner

Subject
Discussion regarding WEDC Board Retreat.

Recommendation
No action is requested by staff on this item.

Discussion
As the Board will recall, November 6th was selected for the upcoming Board Retreat this year.
Staff will lead further discussions on this item.



Wylie Economic Development Board

**AGENDA REPORT**

Meeting Date: October 18, 2023

Item Number: DS2

Prepared By: Jason Greiner

**Subject**  
Discussion regarding Engineering Updates.

**Recommendation**  
No action is requested by staff on this item.

**Discussion**  
Staff will lead the discussion on this item.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: October 18, 2023 Item Number: DS3
Prepared By: Jason Greiner

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

Recommendation
No action is requested by staff on this item.

Discussion
WEDC Property Update:
Property Management
• Staff continued to explore potential options for relocating the business currently located at 104 S Ballard within the community. The tenant at 104 S Ballard has advised Property Management that they will be out of the lease space at the end of October, earlier than the required December 31, 2023 vacate date.
• Staff submitted applications to the Historic Review Commission for review of demolition of 100 W Oak, 104 S Ballard, 300 N 2nd, and 701 S Ballard. The HRC will consider these items at the October 26th Meeting.
• Staff and/or Property Management have checked in with tenants that have been issued notice to vacate letters. (Commercial: 104 S Ballard, 100 W Oak, 711 Cooper, 25 Steel; Residential: 701 S Ballard, 300 N 2nd)
• Staff is in discussion with previous tenant at 106 N Birmingham, 605 Commerce Suite 200 and 908 Kirby regarding payment of past due rent and will provide updates as they are available.
• Staff has coordinated with Property Manager for removal of trees/limbs as needed on WEDC-owned properties.
Listing Agreement – Segovia Partners (SP)
• SP has continued to market developable properties and has engaged with potential users/developers.
• Staff will provide project updates in Executive Session.
Downtown Parking:
• Survey field work outside of railroad right-of-way is complete.
• Concept plans for Birmingham extension and parking are being prepared (Phase 1 (East side) and Ultimate (includes both East and West sides).
• Preliminary Cost estimates are being prepared.
Downtown & SBO Property Concepts:
• KH to prepare concept layout for 503-701 S Ballard. Waiting on existing plat/survey data.

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

- Atmos/Oncor coordination ongoing. Exhibit sent showing which poles must be removed.
- The construction plan resubmittal to TxDOT was made 10/9/23. KH has requested a meeting with TxDOT reviewers to discuss the TIA comments and will resubmit the TIA after that coordination meeting.
- Ongoing coordination with Lot 1, Lot 2 and Lot 6 developers.
- After we receive all approvals, we will bid the project and setup a pre-con meeting.
- A replat will need to be prepared to show final easements after all approvals are received.
- City Council approved the street name for the public access easement within the development. Staff has received the signage required for “John Yeager Way”.
- Staff is working to get a response from USPS regarding postal service for this development.
- Completion Date: Fall-2023

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

- Survey has been kicked off and is expected to begin the week of 10/23. This survey includes the data required for the future flood study of the City’s 19-acres.

**Environmental- State Hwy 78 & Brown – Elm Creek (EC)**

- TCEQ sent comments back on 8/29.
- EC Submittal is anticipated ASAP and staff has asked again that EC expedite the process.
- EC, staff and TCEQ met to discuss the status of the Affected Property Assessment Requirements (APAR), Partial Response Action Areas (PRAA), and Certificate of Closure. EC will be providing responses to outstanding comments in the APAR. Assuming that the APAR responses resolve TCEQ’s comments, we anticipate having a Certificate of Closure within 60-90 days following the final EC submittal.

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

- The Preliminary and Final Plat as well as the Civil Plans have been submitted to the City.
- The next step is construction bids and award of contract.
- Completion Date: Fall-2023

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

- Culvert and ditch cleanup work is complete.
- Survey and Environmental has been kicked off. Field work is about 2 weeks out pending weather.
- Flood study analysis anticipated to take 3 months after receiving survey data.
- Buildable acreage exhibit updated to show developable acreage for each parcel.
- Completion Date: Fall-2023

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

- Approval from NTMWD received. Contractor will need to coordinate with NTMWD on shutdown for tie-in.
- The proposed drainage and sanitary sewer easements have been signed by Larry Nelson. Waiting on City signatures and filing.
- The access easement across Stealth property has been signed by Larry Nelson. Waiting on Stealth signature and filing.
- KH is preparing a concept exhibit for the Nelson’s property at the hard corner of 78 and Alanis. Concept is anticipated to include a gas station, multi-tenant retail, small office buildings and/or multi-family with detention and parking in the area outside the floodplain. The floodplain will be shown to be amenitized. Some potential uses included walking/biking trails, paintball course, disc golf, dog park, multi-use sports fields, etc. These uses need to be vetted through the applicable floodplain standards and with the City.

**Eubanks Easement/ROW Coordination**

- Easement exhibits have been submitted and staff is coordinating with property owners to get them signed.

**BRE Updates:**

- 4 BRE visits were conducted in September.
- Establishing workforce training/licensing program parameters with Collin Corporate College and WSNCT to service a local insurance employer.
- Attended iWork program at Collin College.
- Met with Collin College about Skills Development Fund Grant educational program.
- Participated in TEDC Workforce Committee addressing the potential of CTE programs.

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

- Staff conducted weekly calls with legal regarding real estate projects and performance agreements.
- Staff organized and hosted Fall Legislative Dinner event.
- Sales tax revenues for the month of October are up 9.02%.
- Overall sales tax revenues for FY23 are up 10.74%.
- Staff attended the IEDC 2023 Annual Conference in Dallas on September 17-20.
- Staff attended/participated in the Legislative Dinner on September 19.
- Staff/Melisa Whitehead attended the TEDC Sales Tax Workshop in Richardson on September 22. Jason Greiner participated in a Panel Discussion highlighting Economic Development in Texas.
- Staff attended the Manufacturing Day Proclamation with City Council on September 26.
- Staff attended the Rowlett Economic Development Summit on September 27.
- Staff worked on ongoing updates and refreshes to website content and available properties for better online visibility.
- Staff worked on ongoing development of social media initiatives and future content creation/scheduling.

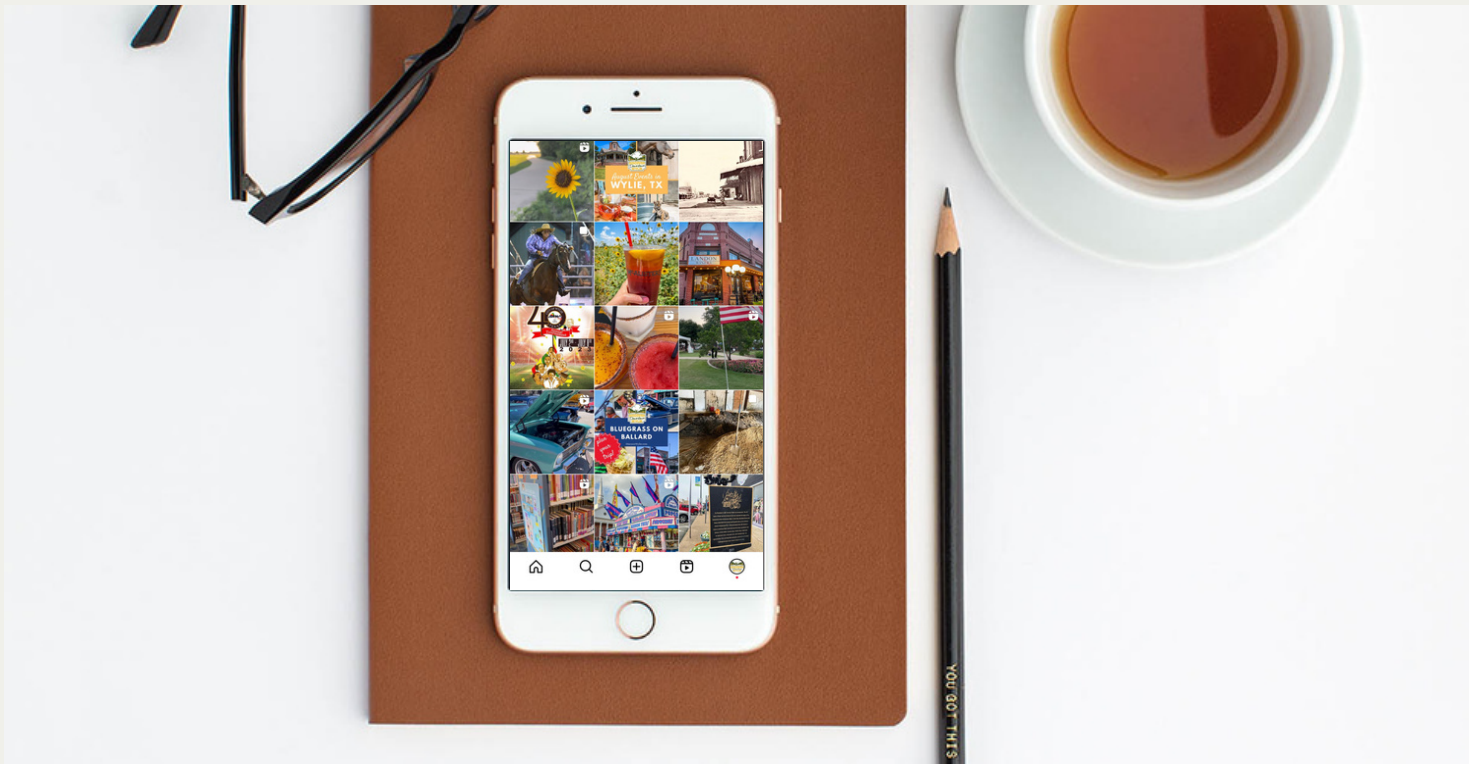
**Upcoming Events:**

- Hope's Gate – Hope Under the Stars – October 21
- Wylie Chamber of Commerce Luncheon: State of Wylie ISD & Collin College – October 24
- WEDC Board Retreat – November 6
- Entrepreneur's Expo – ~~November~~ / Postpone to Spring 2024
- TML Economic Development Conference – November 16-17
- TEDC Sales Tax Workshop Virtual – December 3 – 15

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

# DISCOVER WYLIE

2023 *annual report*



 @DISCOVERWYLIE

10/1/2022 - 9/30/2023



# OVERVIEW & STRATEGIES

@DiscoverWylie

Report Time Period: 10/1/2022 - 9/30/2023

## *Goals for this Year*

- > Continue to grow and strengthen a social media presence on Instagram.
- > Increase engagement and shares on all social media platforms.
- > Develop strong community on Facebook
- > Create blog posts for DiscoverWylie.com
- > Start Discover Wylie influencer program

### STRATEGIES APPLIED THIS YEAR

- Continued posting to TikTok
- Continued posting original reels.
- Shared local historical photos and facts.
- Shared relevant User Generated Content to stories (for example, resharing reels or posts created by locals who tagged the @DiscoverWylie account)
- Engaged audience with local businesses through “Wylie Grinch” program
- Created Discover Wylie Gift Guide to encourage locals to shop Wylie-made products and services for the holidays
- Launched influencer program

### STRATEGIES TO APPLY NEXT YEAR

- Continue regular posting schedule for Instagram, Facebook, and TikTok
- Continue sharing local history and interesting Wylie facts on all social media channels
- Increase blog content
- Grow influencer program through scheduled events and influencer visits
- Promote Discover Wylie brand to larger audience (surrounding counties)

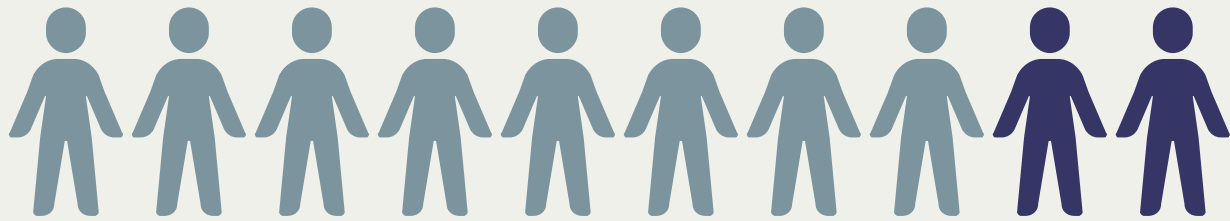
# INSTAGRAM REPORT

@DiscoverWylie

Report Time Period: 10/1/2022 - 9/30/2023

889 FOLLOWERS 9/30/22	1354 FOLLOWERS 9/30/23	2021	2022	2023	GROWTH LAST 12 MONTHS		
465 NEW FOLLOWERS		FOLLOWERS	464	889		1354	+52
+52% GROWTH		REACH	1,746	33,827		36,712	+9%
		INTERACTIONS	1,075	7,493	7,992	+7%	

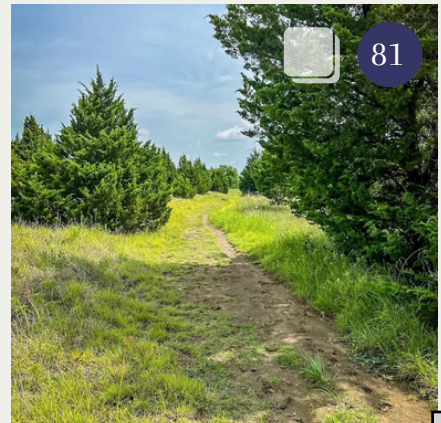
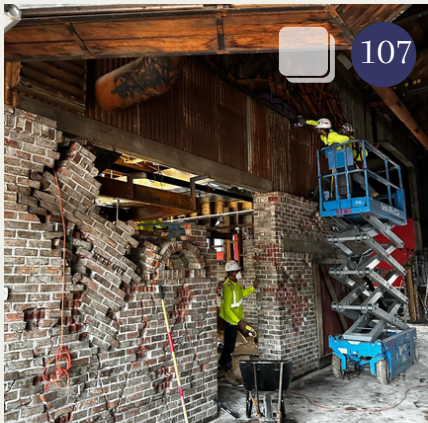
## AUDIENCE FEMALE / MALE



## AUDIENCE LOCATION

- WYLIE 44%
- SACHSE 8%
- GARLAND 4%
- MURPHY 4%
- NEVADA 4% REMAINING AUDIENCE SPREAD ACROSS OTHER CITIES, STATES, AND COUNTRIES

## TOP POSTS BY LIKES



# FACEBOOK REPORT

@DiscoverWylie

Report Time Period: 10/1/2022 - 9/30/2023

<h2>18,722</h2> <p>FOLLOWERS 9/30/22</p>	<h2>20,458</h2> <p>FOLLOWERS 9/30/23</p>
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## 1,736

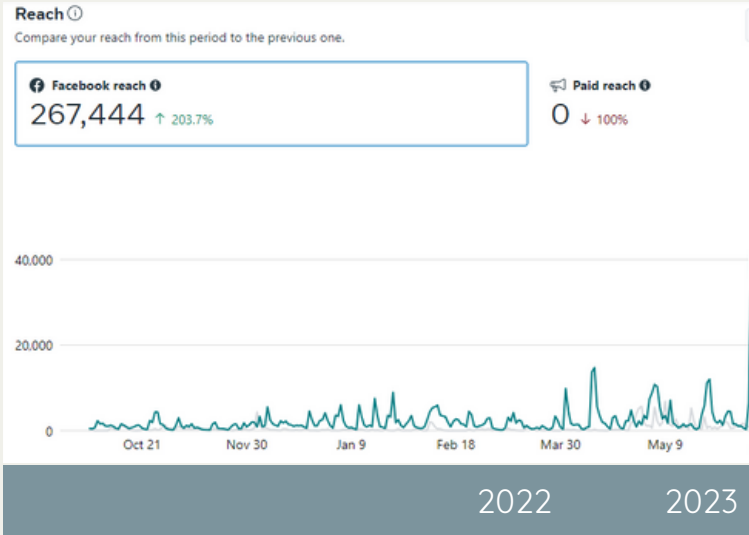
NEW FOLLOWERS

## +9%

GROWTH

This is organic growth. We have yet to run a paid follower campaign.

AUDIENCE FEMALE / MALE



COMMENTS:	1,607	2,551
POST SHARES:	987	1,771
REACTIONS:	9,619	18,913

## TOP PERFORMING POSTS

413      35 comments      63 shares

Total reach: 11,044  
 Total reactions: 652  
 Total comments: 74  
 Total shares: 63

247      24 comments      36 shares

Total reach: 21,500  
 Total reactions: 570  
 Total comments: 72  
 Total shares: 36

546      58 comments      25 shares

Total reach: 49,600  
 Total reactions: 640  
 Total comments: 84  
 Total shares: 25

# TIKTOK REPORT

@DiscoverWylie

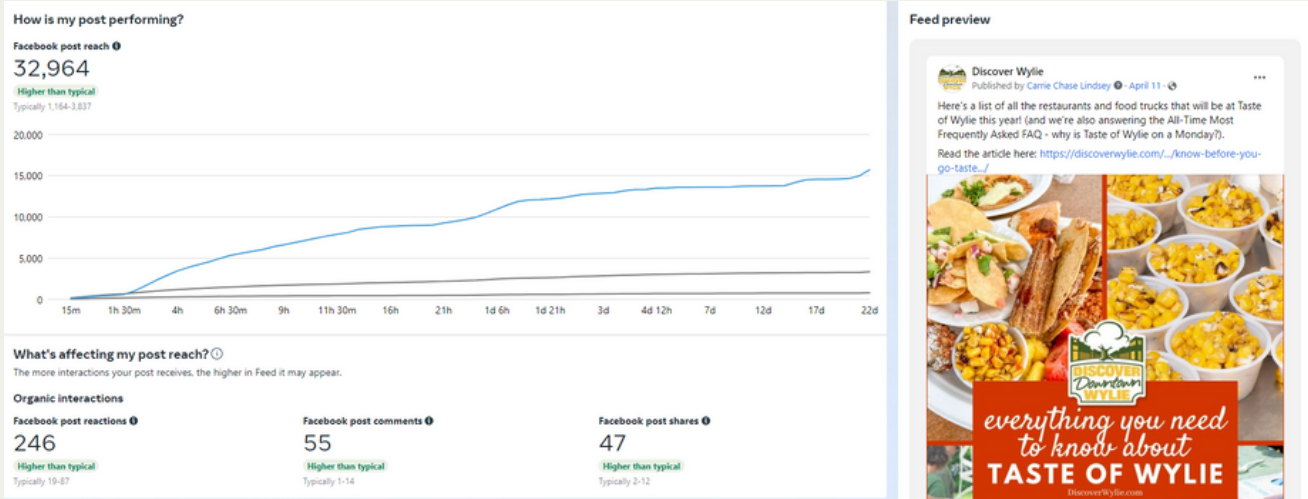
Report Time Period: 10/1/2022 - 9/30/2023



# DISCOVER WYLIE BLOG

DiscoverWylie.com

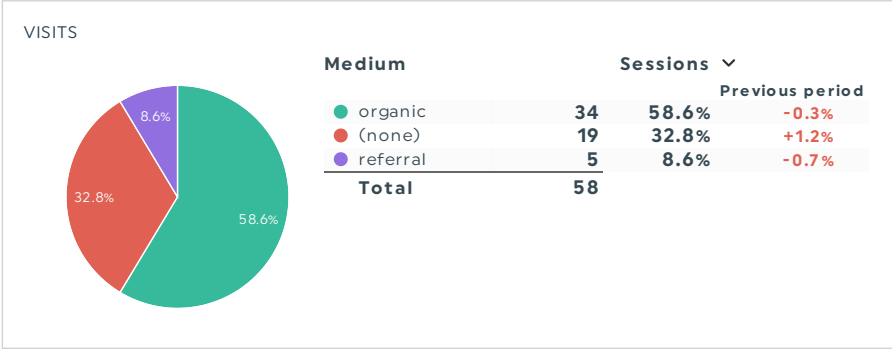
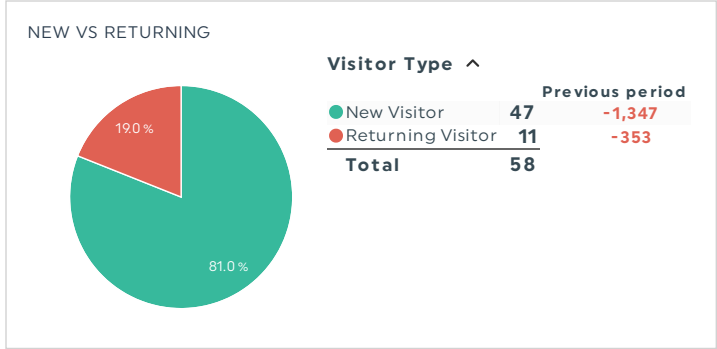
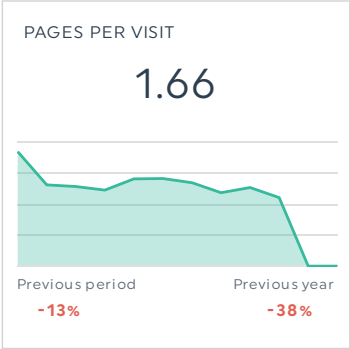
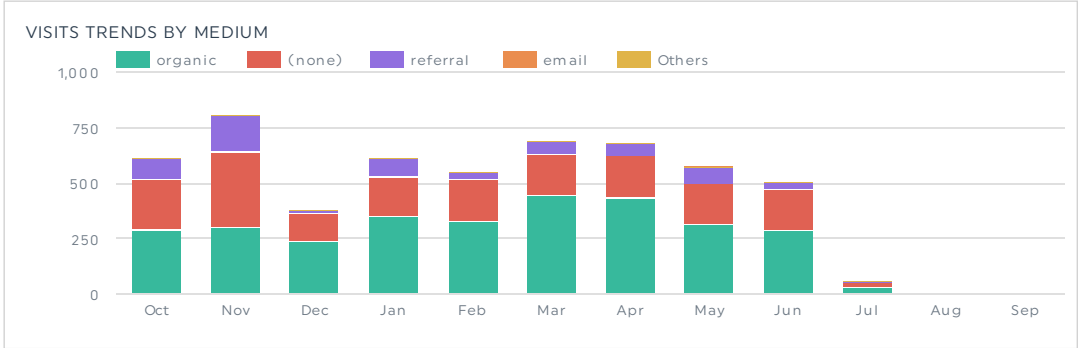
Report Time Period: 10/1/2022 - 9/30/2023



We don't currently have access to Google Analytics, but we can see from Facebook insights that this blog post reached almost 33,000 Facebook accounts. This post received 1,100 link clicks on the article.

This is not the only blog post that performed well. Several other blog posts had 500+ clicks, and most of them had at least 200 link clicks.

WEBSITE TRAFFIC OVERVIEW



### TOP SOURCES/MEDIUM (VISITS)

Source / Medium	Visits
google / organic	34
(direct) / (none)	19
business.wyliechamber.org / referral	1
m.facebook.com / referral	1
sitedial.co / referral	1
wylieedc.giswebtechguru.com / refer...	1
wylietexas.gov / referral	1

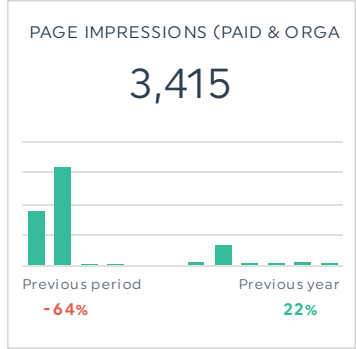
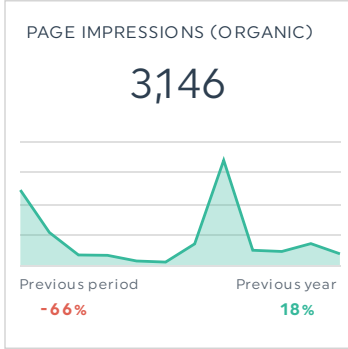
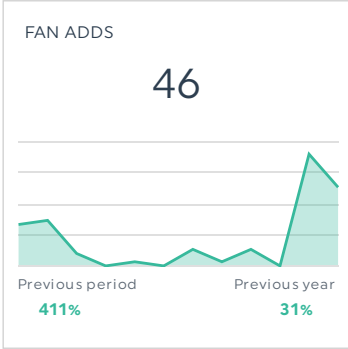
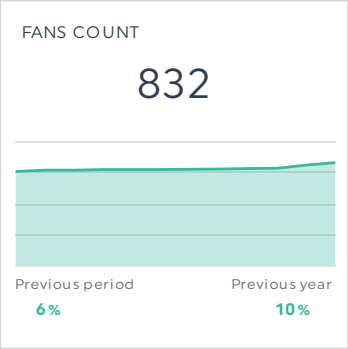
### TOP CITIES (VISITS)

City	Sessions
(not set)	13
Dallas	8
Wylie	8
Garland	3
San Antonio	3
Boardman	2
Houston	2
Caruthersville	1
Chandler	1
Fayetteville	1

### TOP PAGES BY PAGEVIEWS

Page Path	Pageviews
/	35
/site-selection/recent-developments	15
/business-resources/community-resource-partners	8
/about-us/meet-the-staff	5
/site-selection/demographics	5
/site-selection/retail-in-wylie	5
/business-resources/incentives	3
/why-wylie/business-climate	3
/about-us/latest-news/wylie-downtown-redevelopment	2
/business-resources/tax-rates	2

# FACEBOOK INSIGHTS



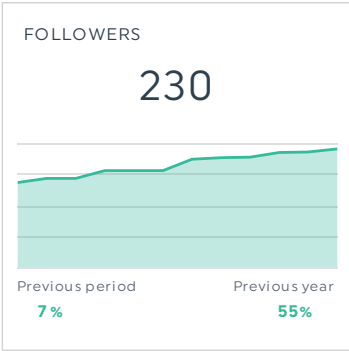
### TOP POSTS BY IMPRESSIONS

Post	Impressions
(id: 153940454642753_752780210191358)	253
(id: 153940454642753_752040363598676)	211
It's official - we kicked off Manufacturing Day/Month with the Proclamation from Tuesday night! ...	191
Wylie ISD is back and BOLD! We hope everyone had a great first day for the 2023/24 year! (id: 153...	160
Manufacturing Day is back with your chance to tour one of three nationally known manufacture...	149
Photos from Wylie ISD Education Foundation's post (id: 153940454642753_746685354134177)	149
(id: 153940454642753_755629803239732)	145
Happy Labor Day to all the workers, crafters, and entrepreneurs who work hard for a living! Here's...	139
Happy Independence Day from all of us at Wylie EDC!! 🇺🇸 We hope everyone has a great 4th of Ju...	109

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

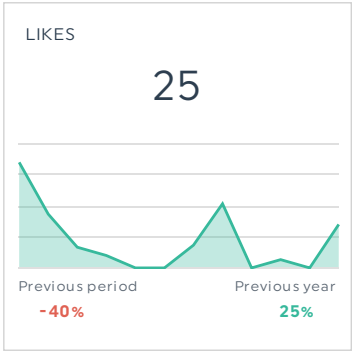
Post With Image	Engagement Rate	Total Reactions	Post Comments	Post Shares
Photos from Wylie ISD Education Foundation's post (id: 153940454642753_746685354134177)	13.14%	9	0	0
Wylie ISD is back and BOLD! We hope everyone had a great first day for the 2023/24 year! (id: 153940454642753_757752583027454)	7.48%	3	0	0
It's official - we kicked off Manufacturing Day/Month with the Proclamation from Tuesday night! 2023 Manufacturing Day activities are coming and we are thankful to those businesses	6.84%	4	0	1
(id: 153940454642753_752780210191358)	6.64%	6	0	0
Happy Independence Day from all of us at Wylie EDC!! 🇺🇸 We hope everyone has a great 4th of July with family and friends. Have a safe holiday. #IndependenceDay (id: ...)	4.44%	4	0	0
Manufacturing Day is back with your chance to tour one of three nationally known manufacturers located right here in Wylie! 🇺🇸 Sanden International USA - A world leader in auto	4.17%	3	0	0
Happy Labor Day to all the workers, crafters, and entrepreneurs who work hard for a living! Here's to creating and celebrating creativity, love, and togetherness. We hope you get to enjoy the fruits	3.76%	5	0	0
(id: 153940454642753_752040363598676)	3.02%	3	0	0

# INSTAGRAM INSIGHTS



### FOLLOWERS BY AGE GENDER

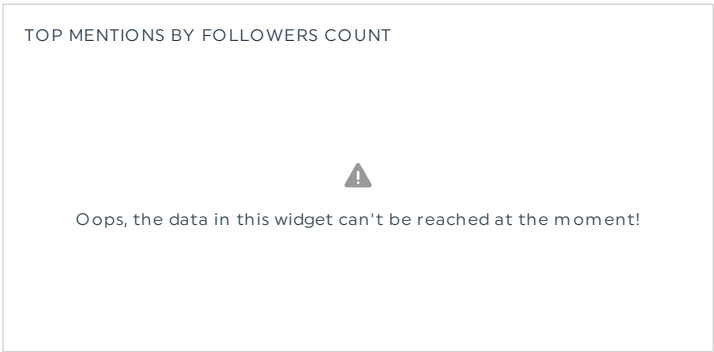
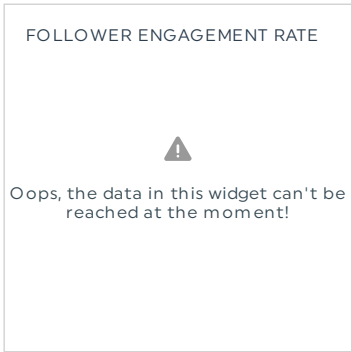
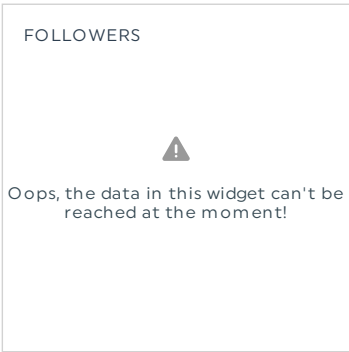
Age Gender	Followers
F.35-44	41
F.45-54	39
M.35-44	32
M.45-54	17
F.25-34	15
U.45-54	13
F.55-64	12
U.35-44	10
M.25-34	8
U.25-34	8



### PERFORMANCE BY POST

Post Name	Engagement	Impressions	Reach	Engagement Rate
It's official - we kicked off Manufacturing Day/Month with the Proclamation from Tuesday night! 2023 Manufacturing Day activities are coming and we are thankful to those businesses who were able to accommodate in-person tours this year. This interaction provides our Wylie ISD students with a very realistic look at the world of today's manufacturing and allows them to envision the Happy Independence Day from all of us at Wylie EDC!! 🇺🇸 We hope everyone has a great 4th of July with family and friends. Have a safe holiday. #IndependenceDay	15	98	93	15.31%
Manufacturing Day is back with your chance to tour one of three nationally known manufacturers located right here in Wylie! 🏭 Sanden International USA - A world leader in auto and truck air compressor design and manufacturing. 🏭 Barco Pump - Manufacturer of electric submersible and hydraulic submersible pumps. 🏭 Savage Precision Fabrication - Aerospace and defense supplier	5	47	46	10.64%
Happy Labor Day to all the workers, crafters, and entrepreneurs who work hard for a living! Here's to creating and celebrating creativity, love, and togetherness. We hope you get to enjoy the fruits of your labor today. #LaborDay	5	56	52	8.93%
	3	55	50	5.45%
<b>Total</b>	<b>28</b>	<b>256</b>	<b>241</b>	<b>10.94%</b>

# TWITTER INSIGHTS



TOP RETWEETED POSTS

⚠️

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MENTIONS

⚠️

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RETWEETS

⚠️

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FACEBOOK ADS: WYLIE EDC & CHAMBER

AMOUNT SPENT

\$1,055.00

Previous period: 130%      Previous year: 118%

TOP CAMPAIGN BY CLICKS (ALL)

Campaign Name	Clicks (All) ▾
● Post: "Kelly the Clown is shinin' up the place a bit to..."	959
● Post: "Here's what's going on in Wylie this week! And -..."	520
● Post: "☺️ Wake Up, Kelly the Clown! ☑️It's the last week..."	388
● Event: 5:01 PM   Professional Mixer at Creekside Fine Grill	342
● Event: 2023 MONTHLY LUNCHEON SPONSORED BY DEANAN GOURMET POPCORN -- SPOTLI...	329
● Event: 5:01 P.M. Professional Mixer hosted by the Wylie Chamber of Commerce	251
● Event: 5:01 PM   Professional Mixer at Landon Winery	223
● Post: "One week left to sign up for the 2023/24..."	58

IMPRESSIONS

101,364

Previous period: 76%      Previous year: 136%

REACH

38,439

Previous period: 35%      Previous year: 172%

CTR (ALL)

3.03%

Previous period: -14%      Previous year: -36%

FACEBOOK ADS: DISCOVER WYLIE

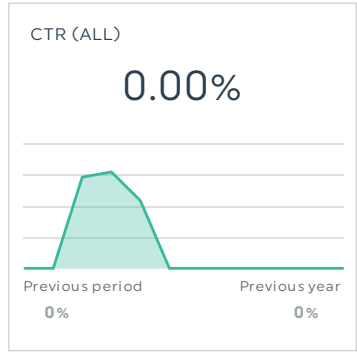
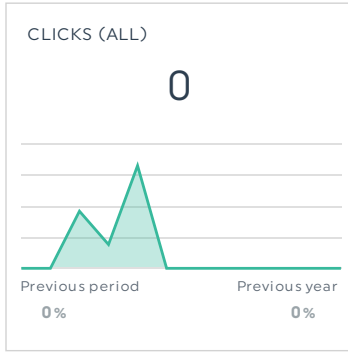
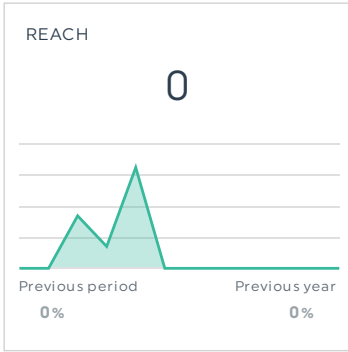
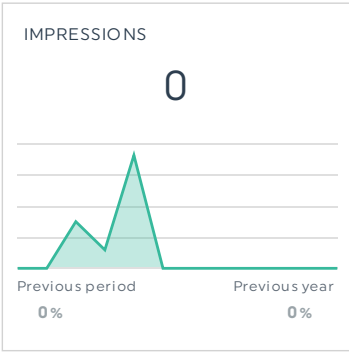
COMMENTS






### TOP CAMPAIGN BY CLICKS (ALL)

There is no data for this period




## LINKEDIN INSIGHTS

### FOLLOWERS




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### IMPRESSIONS




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### ENGAGEMENT RATE



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### LIKES



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# Q4 & ANNUAL REPORT



# THE CONTENT



Mo' Bettahs Sachse!

2.8K views



The South - Wylie, TX

1:19



the development on the



The Blend on Ballard - Wylie, TX

1:31



POPSHELF - Wylie, TX

1:46



2:01

Texas! 🇺🇸👑👑 Don't miss out on



Wylie  
for lunch and sample a  
from local restaurants  
Olde City Park  
ts - WylieTexas.gov/Taste

1:30

🎁 Just checked out the newest #PopShelf in Wylie, Texas, and the...  
7 weeks ago · 5.5K views



TACO JOINT NOW OPEN!  
FREE TACOS

1:52

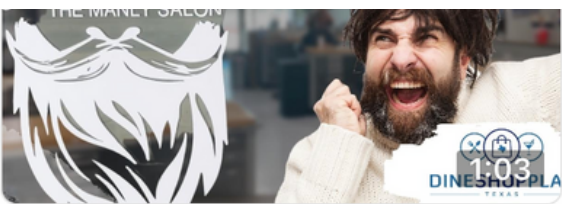
Bluegrass on Ballard Bluegrass on Ballard Car Show was a GREAT time...  
14 weeks ago · 355 views

8



DJ SHIRLEY

WES DORSEY



THE MANLY SALON

1:03

🔧 Get Groomed in Style at Tune Up! 🔧



1:00

📍 Wylie, Texas! ✨🌟 Don't miss o

10/18/2023 Item DS3.

The Blend on Ballard ! 🛍️ Trendy...

12 weeks ago · 13.7K views

👍❤️ 83

Q4

# THE DATA

22-23

1200

PODCAST DOWNLOADS

3823

309,172

UNIQUE MPRESSIONS

1,323,836

103K

AVERAGE PEOPLE REACHED PER MONTH

110K

6K

ACTIONS TAKEN TO BUSINESS PAGES

30K

# TOP PERFORMERS

# SOCIAL MEDIA RESCUE



ie, Texas! 🌟🌟 Don't miss our  
 Blend on Ballard! 🛍️ Trendy...  
 ks ago · 13.7K views  
 83



ey North Texas foodies! 🌟 Ge  
 y to the newest restaurant in  
 ks ago · 10.2K views  
 66



S WHAT?! Fuel City let us b  
 enes yesterday at their new  
 ks ago · 10.1K views  
 82



st checked out the newest  
 Shelf in Wylie, Texas, and the  
 ks ago · 5.5K views  
 7



ity! Here it is! Creekside Fine  
 e in Wylie Texas in no time! I  
 ks ago · 4.3K views  
 55



over to check out Country  
 afe in Wylie, Texas! After...  
 ks ago · 3.3K views  
 22

# THE BUZZ

"Thank you for featuring us, not sure how you make it around like you do but we are glad you do!"

"Great video, looks delicious. We will be by this weekend!"

"Customers are coming in talking about the video! They thought we did it, WELL IT'S WORKING.. Thank You!"

"Thank for getting the word out, we are blessed to be in a city that supports small business!"

"Didn't know they were open now, heading there tonight!"

# NOTEWORTHY

10/18/2023 Item DS3.



Podcast continues to grow in popularity. We are strategically planning guest for the next six months currently



Three classes and nine businesses have completed SMR and four more are running currently. Feedback and results have been incredible. Participants have seen significant increase in their social media reach and engagement implementing the plan they learned in SMR in Small Business Week panel was well attended over 30 small business owners in the room learning!



SMR team hosted a special one night class during small business week. The event had 50+ registered business owners and over 30 attendees. The feedback was exceptional and the event will be built upon in 2024.

# NEXT STEPS

Next  
Step?

10/18/2023 Item DS3.



**DINESHOPPLAY**  
TEXAS

Dine Shop Play Texas efforts for Wylie over the next year will focus on furthering the reach of our effort. Under the original scope we executed four videos. There was only organic sharing efforts. We have tested promoting the content via paid ads with exceptional results. The plan moving forward will be to shift to 3 videos per month aligning with the three themes (dine, shop, play) and providing paid ads service in lieu of the fourth video. We would like to discuss increasing the ad spend budget available for these efforts.



We plan to increase the frequency of the podcast and begin to feature more small businesses. This effort will be to tell their story and connect the community to these businesses in a deeper way



SMR has evolved with every class and we continue to make improvements as we progress. This current class is made up of five businesses, making it a larger class. We have also added a focus on individual consulting with the businesses. We also plan to expand on our one off class schedule to include paid ads, graphic design and content creation.



**2023 September** **Board Meeting – 20<sup>th</sup>**

Day	Time	Meeting/Event
<b>4</b>	<b>CLOSED</b>	<b>Labor Day</b>
5	8:30-9:30 am	WDMA Meeting
8-9		Wylie Championship Rodeo
12	6:00 pm	City Council
14		End of Summer – Picnic on Ballard
<b>17-20</b>		<b>IEDC 2023 Annual Conference – Dallas, TX – jg, rh</b>
19	5:30 pm	Legislative Dinner – City, ISD, CC, Chamber & EDC - Landon Winery
20	7:30 am	WEDC- Board Meeting
<b>22</b>	<b>8:00 am</b>	<b>TEDC - Sales Tax Workshop, DFW/Richardson – mw, jg, rh</b>
26	6:00 pm	City Council - MFG Day Proclamation
<b>27</b>	<b>8:00-12:00</b>	<b>Rowlett Economic Development Summit - jg, rh</b>
28	5:01-7:00 pm	5:01 PM Professional Mixer – Creekside Fine Grill

**2023 October - Industry Appreciation Month** **Board Meeting – 18<sup>th</sup>**

Day	Time	Meeting/Event
3	8:30 am	WDMA Meeting
5		Manufacturing Day – Engineering-Welding Tours
5	4:00-7:00 pm	MFG Day Community Event - Sanden, Savage Precision Fabrication, Barco Pump
10	6:00 pm	City Council
<b>11-13</b>		<b>TEDC Annual Conference – Houston, TX – jg, djs</b>
17		Manufacturing Day – Compounding Pharmacy Tours
18	7:30 am	WEDC- Board Meeting
19		Manufacturing Day – Construction Tours
19	5:01 pm	5:01 Professional Mixer- Football Field Sports Bar & Grill
21	5:45 pm	Hope’s Gate – Hope Under the Stars
24	11:30 am	Wylie Chamber of Commerce – State of Wylie ISD & Collin College <span style="float: right;">*RSVP Needed</span>
24	6:00 pm	City Council
26	6:00-8:00 pm	Boo on Ballard
27		Manufacturing Day – Culinary Arts

**2023 November** **Board Meeting - 15<sup>th</sup>**

Day	Time	Meeting/Event
3	6:00 pm	Chamber of Commerce Cornament
<b>5-9</b>		<b>OU EDI Fall 2023 Institute – Austin TX - rh</b>
6		WEDC Board Retreat
7	8:30 am	WDMA Meeting
9	10:00-1:00	Red, White & YOU! Hiring Event- Plano Events Center
<b>10</b>		<b>Veterans Day- City Holiday</b>
13-17		National Apprenticeship Week
14	6:00 pm	City Council - Sm Business Sat, Nat’l App Wk, Nat’l Entr Day
15	7:30 am	WEDC- Board Meeting
15		Entrepreneurs Expo
<b>16-17</b>		<b>TML Economic Development Conference – Bastrop, TX - mw/bb/jg/rh</b>
21		National Entrepreneur’s Day
<b>23-24</b>	<b>CLOSED</b>	<b>Thanksgiving Holiday</b>
25		Small Business Saturday

**Around the Corner...**

- TEDC Sales Tax Workshop Virtual – December 3 – 15
- Leadership Wylie: City of Wylie/WEDC Day – January 18

- TEDC Winter Conference – San Antonio, TX – February 21-23
- TEDC Basic Course – Round Rock, TX – February 27-March 1

*\*RSVP Needed*

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