

Wylie Economic Development Corporation

Board Regular Meeting

January 19, 2022 – 8:30 AM

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



CALL TO ORDER

INVOCATION & PLEDGE OF ALLEGIANCE

COMMENTS ON NON-AGENDA ITEMS

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

CONSENT AGENDA

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

- A. Consider and act upon approval of Minutes from the January 6, 2022 Regular Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the December 2021 WEDC Treasurer's Report.

REGULAR AGENDA

- 1. Consider and act upon a Performance Agreement between the WEDC and Fuel City Wylie, LLC.
- 2. Consider and act upon issues surrounding tree removal at Hwy 78/Brown.
- 3. Consider and act upon the award of bid for the flood study at Hooper/Steel to Cardinal Strategies Engineering Services, LLC.
- 4. Consider and act upon issues surrounding the 2021 WEDC Annual Report.

DISCUSSION ITEMS

- DS1. Discussion regarding WEDC Bylaws and Board Member Handbook.
- DS2. Staff report: WEDC Property Update, 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, State Hwy 78/Ballard, State Hwy 78/Birmingham, State Hwy 78/Brown, and State Hwy 78/Cooper.

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.

ES2. Evaluation of WEDC Executive Director.

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

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

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

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

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 January 14, 2022 at 5:00 p.m. on the outside bulletin board at Wylie City Hall, 300 Country Club Road, Building 100, Wylie, Texas, a place convenient and readily accessible to the public at all times.

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
 January 6, 2022 – 8:30 A.M.
 300 Country Club Road, Building #100
 Wylie, TX 75098

CALL TO ORDER

Announce the presence of a Quorum

Vice President Melisa Whitehead called the meeting to order at 8:38 a.m. Board Members present were Gino Mulliqi, Tim Gilchrist, and Blake Brininstool.

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

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

INVOCATION & PLEDGE OF ALLEGIANCE

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

COMMENTS ON NON-AGENDA ITEMS

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

CONSENT AGENDA

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

- A. Consider and act upon approval of Minutes from the November 17, 2021 Regular Meeting and the November 29, 2021 Work Session of the WEDC Board of Directors.**
- B. Consider and act upon approval of the November 2021 WEDC Treasurer's Report.**

Board Action

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

REGULAR AGENDA

- 1. Consider and act upon a Second Amendment to the Purchase and Sale Agreement between the WEDC and Victory Group, LLC.**

Staff Comments

Staff reviewed the Purchase & Sale Agreement with Victory Group, LLC and noted the request for an additional extension to the "Approval Period" within the contract from December 15, 2021 to February 9, 2022. Issues with approval related to parking and building size have necessitated the request and the extension would allow additional time for potential City Council approval.

Board Action

A motion was made by Gino Mulliqi, seconded by Blake Brininstool, to approve a Second Amendment to the Purchase and Sale Agreement between the WEDC and Victory Group, LLC for the sale of .29-

acre of real property and further authorize the WEDC Board President to execute all documentation necessary to effectuate the transactions. A vote was taken, and the motion passed 4-0.

Vice President Whitehead moved to consideration of Items 3-5 prior to consideration of Item 2.

3. Consider and act upon a Performance Agreement between the WEDC and Fuel City Wylie, LLC.

Staff Comments

Staff informed the Board that additional information was necessary for review and recommended that the Board table this item until the next meeting.

Board Action

A motion was made by Blake Brininstool, seconded by Gino Mulliqi, to table this item until the next WEDC Board Meeting. A vote was taken, and the motion passed 4-0.

4. Consider and act upon issues surrounding tree removal at Hwy 78/Brown.

Staff Comments

Staff informed the Board that the issue of tree removal was added as a proactive measure, with additional information involving the scope of the NTMWD project being available at a later date. Staff advised the Board that they could either approve a contract for tree removal or table the Item until a later date to have the opportunity to review the scope of work that would be performed by NTMWD.

Board Action

A motion was made by Gino Mulliqi, seconded by Blake Brininstool, to table this Item until the next WEDC Board Meeting to allow time for the opening and evaluation of waterline relocation bids by NTMWD. A vote was taken, and the motion passed 4-0.

5. Consider and act upon a flood study at Hooper/Steel.

Staff Comments

Staff recapped the status of property near the Hooper/Steel area and discussed the need for a flood study to resolve issues impacting development of this area. Staff noted that there were multiple properties impacted and addressing flooding issues would unlock development in this area. Staff recommended that this Item be tabled until the next WEDC Board meeting to give staff time to provide additional information and coordinate with City of Wylie Engineering Department.

Board Action

A motion was made by Tim Gilchrist, seconded by Blake Brininstool, to table this Item until the next WEDC Board Meeting. A vote was taken, and the motion passed 4-0.

Vice President Whitehead moved back to Item 2.

2. Consider and act upon issues surrounding the Performance Agreement between the WEDC and GDA Investments, LLC. – Series 53.

Staff Comments

Staff reminded the Board that this was one of the projects located in the Hooper/Steel area that would be impacted by the flood study discussed in Item 5. GDA is still interested in moving forward with the project if a solution can be found and is requesting an amendment to the Performance Agreement to allow time for the flood study to be conducted. Staff discussed options to either amend the Performance

Agreement, table the Item, or deny the extension, in which case the agreement would be rendered null and void.

Board Action

A motion was made by Tim Gilchrist, seconded by Gino Mulliqi, to approve a First Amendment to a Performance Agreement between the WEDC and GDA Investments, LLC. – Series 53, and further authorize the WEDC Executive Director to execute said Agreement. A vote was taken, and the motion passed 4-0.

DISCUSSION ITEMS

DS4. Staff report: WEDC Property Update, Downtown Parking, Engineering Report, Upcoming Events, WEDC Bylaws, New Board Member Handbook, Policies and Procedures for WEDC, WEDC Annual Report, and WEDC Activities/Programs.

Staff discussed property cleanup and pending demolition/tree removal at Hwy 78/Brown. The Board expressed interest in moving forward with all necessary demolition. Staff noted the upcoming demolition of 103 S Ballard and highlighted the coordination/planning that will take place with all parties that may be impacted. Staff was notified of a transformer that had spilled mineral oil onto the Hwy 78/Brown property near the former nursing home. Oncor provided documentation that there are no environmental issues and staff has shared the information with Elm Creek Environmental. Staff discussed the need for a drainage assessment in Downtown Wylie and Mayor Porter noted that City Council will be providing further direction. Assistant City Manager Renae' Ollie noted that the property at 401 N Keefer will be taken to the Historic Review Commission at the end of January for zoning review to allow for commercial use. The application with KCS for the water line installation at FM 544 will soon be submitted. Drainage on FM 544 will be reviewed to maximize regional detention and drive taxable value on the property. Median improvement plans with TxDOT are still underway at Hwy 78/Brown. Staff reviewed the Marketing Calendar and discussed upcoming events. Staff discussed the upcoming Annual Report and will further discuss goals and objectives with the Board.

EXECUTIVE SESSION

Recessed into Closed Session at 9:34 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, State Hwy 78/Ballard, State Hwy 78/Birmingham, State Hwy 78/Brown, and State Hwy 78/Cooper.

Sec. 551.074. PERSONNEL MATTERS; CLOSED MEETING.

ES2. Evaluation of WEDC Staff.

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

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

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The Board reconvened into Open Session at 9:39 a.m. prior to any discussion and agreed to allow President Demond Dawkins to connect via teleconference for observation purposes only. President Dawkins was not available to connect via teleconference.

The Board recessed back into Executive Session at 9:39 a.m.

Mayor Porter left the meeting at 10:30 a.m. during Executive Session.

RECONVENE INTO OPEN SESSION

Take any action as a result of the Executive Session.

Vice President Whitehead reconvened into Open Session at 10:49 a.m.

FUTURE AGENDA ITEMS

There were no Items requested for inclusion on future agendas.

ADJOURNMENT

With no further business, Vice President Whitehead adjourned the WEDC Board meeting at 10:49 a.m.

Melisa Whitehead, Vice President

ATTEST:

Jason Greiner, Executive Director

AGENDA REPORT

Meeting Date:	<u>January 17, 2022</u>	Item Number:	<u>B</u>
Prepared By:	<u>Jason Greiner</u>	Account Code:	<u></u>
Date Prepared:	<u>1/17/22</u>	Exhibits:	<u>5</u>

Subject

Consider and act upon approval of the December 2021 WEDC Treasurer's Report.

Recommendation

Motion to approve the December 2021 WEDC Treasurer's Report.

Discussion

Presented for the Board's review and approval is the December 2021 Treasurer's Report detailing the month and year-to-date financial transactions and performance against budget. In this report you will find the Revenue and Expense Report, Statement of Net Position, Balance Sheet, Sales Tax Report, and the Quarterly Performance Agreement Summary.

REVENUES:

Sales Tax Revenue earned in October allocated in December, was \$263,577.66, an increase of 11.98% over the same period in 2020.

EXPENSES:

Engineering/Architectural

\$7,750 Ballard Surveys/Exhibits - J. Volk Consulting, Inc.

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 111 - WYLIE ECONOMIC DEVEL CORP							
Revenue							
Category: 400 - Taxes							
111-4000-40210	SALES TAX	3,789,966.00	3,789,966.00	263,577.66	263,577.66	-3,526,388.34	93.05 %
Category: 400 - Taxes Total:		3,789,966.00	3,789,966.00	263,577.66	263,577.66	-3,526,388.34	93.05%
Category: 460 - Interest Income							
111-4000-46110	ALLOCATED INTEREST EARNINGS	6,000.00	6,000.00	176.88	536.22	-5,463.78	91.06 %
Category: 460 - Interest Income Total:		6,000.00	6,000.00	176.88	536.22	-5,463.78	91.06%
Category: 480 - Miscellaneous Income							
111-4000-48110	RENTAL INCOME	132,240.00	132,240.00	4,805.00	12,040.00	-120,200.00	90.90 %
111-4000-48410	MISCELLANEOUS INCOME	0.00	0.00	0.00	9.96	9.96	0.00 %
111-4000-48430	GAIN/(LOSS) SALE OF CAP ASSETS	2,601,116.00	2,601,116.00	0.00	0.00	-2,601,116.00	100.00 %
Category: 480 - Miscellaneous Income Total:		2,733,356.00	2,733,356.00	4,805.00	12,049.96	-2,721,306.04	99.56%
Category: 490 - Transfers In & Other Financing Sources							
111-4000-49325	BANK NOTE PROCEEDS	0.00	8,108,000.00	0.00	8,108,000.00	0.00	0.00 %
Category: 490 - Transfers In & Other Financing Sources Total:		0.00	8,108,000.00	0.00	8,108,000.00	0.00	0.00%
Revenue Total:		6,529,322.00	14,637,322.00	268,559.54	8,384,163.84	-6,253,158.16	42.72%
Expense							
Category: 510 - Personnel Services							
111-5611-51110	SALARIES	286,558.00	286,558.00	18,642.66	57,925.41	228,632.59	79.79 %
111-5611-51140	LONGEVITY PAY	729.00	729.00	0.00	724.00	5.00	0.69 %
111-5611-51310	TMRS	44,530.00	44,530.00	2,949.30	9,150.32	35,379.68	79.45 %
111-5611-51410	HOSPITAL & LIFE INSURANCE	49,304.00	49,304.00	-743.35	7,080.20	42,223.80	85.64 %
111-5611-51420	LONG-TERM DISABILITY	1,707.00	1,707.00	0.00	0.00	1,707.00	100.00 %
111-5611-51440	FICA	18,623.00	18,623.00	1,117.41	3,335.23	15,287.77	82.09 %
111-5611-51450	MEDICARE	4,355.00	4,355.00	261.32	779.98	3,575.02	82.09 %
111-5611-51470	WORKERS COMP PREMIUM	378.00	378.00	0.00	351.92	26.08	6.90 %
111-5611-51480	UNEMPLOYMENT COMP (TWC)	1,080.00	1,080.00	0.00	0.00	1,080.00	100.00 %
Category: 510 - Personnel Services Total:		407,264.00	407,264.00	22,227.34	79,347.06	327,916.94	80.52%
Category: 520 - Supplies							
111-5611-52010	OFFICE SUPPLIES	5,000.00	5,000.00	517.64	675.34	4,324.66	86.49 %
111-5611-52040	POSTAGE & FREIGHT	300.00	300.00	0.00	0.00	300.00	100.00 %
111-5611-52810	FOOD SUPPLIES	6,100.00	6,100.00	676.16	2,081.48	4,018.52	65.88 %
Category: 520 - Supplies Total:		11,400.00	11,400.00	1,193.80	2,756.82	8,643.18	75.82%
Category: 540 - Materials for Maintenance							
111-5611-54610	FURNITURE & FIXTURES	2,500.00	2,500.00	0.00	0.00	2,500.00	100.00 %
111-5611-54810	COMPUTER HARD/SOFTWARE	5,500.00	5,500.00	0.00	0.00	5,500.00	100.00 %
Category: 540 - Materials for Maintenance Total:		8,000.00	8,000.00	0.00	0.00	8,000.00	100.00%
Category: 560 - Contractual Services							
111-5611-56030	INCENTIVES	1,043,973.00	1,043,973.00	0.00	0.00	1,043,973.00	100.00 %
111-5611-56040	SPECIAL SERVICES	118,156.00	297,156.00	3,873.05	117,796.65	179,359.35	60.36 %
111-5611-56080	ADVERTISING	129,100.00	129,100.00	5,250.00	12,296.04	116,803.96	90.48 %
111-5611-56090	COMMUNITY DEVELOPMENT	52,050.00	52,050.00	7,998.66	14,060.78	37,989.22	72.99 %
111-5611-56110	COMMUNICATIONS	6,400.00	6,400.00	551.66	951.32	5,448.68	85.14 %
111-5611-56180	RENTAL	27,000.00	27,000.00	4,500.00	6,750.00	20,250.00	75.00 %
111-5611-56210	TRAVEL & TRAINING	74,600.00	74,600.00	7,253.54	14,563.82	60,036.18	80.48 %
111-5611-56250	DUES & SUBSCRIPTIONS	39,810.00	39,810.00	246.99	32,752.49	7,057.51	17.73 %
111-5611-56310	INSURANCE	6,303.00	6,303.00	0.00	5,155.01	1,147.99	18.21 %
111-5611-56510	AUDIT & LEGAL SERVICES	33,000.00	33,000.00	5,154.00	5,154.00	27,846.00	84.38 %
111-5611-56570	ENGINEERING/ARCHITECTURAL	87,500.00	87,500.00	7,750.00	19,750.00	67,750.00	77.43 %

Budget Report

For Fiscal: 2021-2022 Period Ending: 12/31/2021

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
111-5611-56610 UTILITIES-ELECTRIC	2,400.00	2,400.00	305.60	305.60	2,094.40	87.27 %
Category: 560 - Contractual Services Total:	1,620,292.00	1,799,292.00	42,883.50	229,535.71	1,569,756.29	87.24%
Category: 570 - Debt Service & Capital Replacement						
111-5611-57410 PRINCIPAL PAYMENT	694,127.33	5,403,249.03	25,969.06	4,763,438.66	639,810.37	11.84 %
111-5611-57415 INTEREST EXPENSE	315,135.79	326,452.12	24,079.94	60,206.52	266,245.60	81.56 %
Category: 570 - Debt Service & Capital Replacement Total:	1,009,263.12	5,729,701.15	50,049.00	4,823,645.18	906,055.97	15.81%
Category: 580 - Capital Outlay						
111-5611-58110 LAND-PURCHASE PRICE	0.00	3,718,392.59	0.00	3,248,392.59	470,000.00	12.64 %
111-5611-58210 STREETS & ALLEYS	2,175,000.00	2,425,000.00	0.00	0.00	2,425,000.00	100.00 %
111-5611-58995 CONTRA CAPITAL OUTLAY	0.00	0.00	0.00	-3,238,392.59	3,238,392.59	0.00 %
Category: 580 - Capital Outlay Total:	2,175,000.00	6,143,392.59	0.00	10,000.00	6,133,392.59	99.84%
Expense Total:	5,231,219.12	14,099,049.74	116,353.64	5,145,284.77	8,953,764.97	63.51%
Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):	1,298,102.88	538,272.26	152,205.90	3,238,879.07	2,700,606.81	-501.72%
Report Surplus (Deficit):	1,298,102.88	538,272.26	152,205.90	3,238,879.07	2,700,606.81	-501.72%

Budget Report

For Fiscal: 2021-2022 Period Ending: 12/31/2021

Group Summary

Categor...	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 111 - WYLIE ECONOMIC DEVEL CORP						
Revenue						
400 - Taxes	3,789,966.00	3,789,966.00	263,577.66	263,577.66	-3,526,388.34	93.05%
460 - Interest Income	6,000.00	6,000.00	176.88	536.22	-5,463.78	91.06%
480 - Miscellaneous Income	2,733,356.00	2,733,356.00	4,805.00	12,049.96	-2,721,306.04	99.56%
490 - Transfers In & Other Financing Sources	0.00	8,108,000.00	0.00	8,108,000.00	0.00	0.00%
Revenue Total:	6,529,322.00	14,637,322.00	268,559.54	8,384,163.84	-6,253,158.16	42.72%
Expense						
510 - Personnel Services	407,264.00	407,264.00	22,227.34	79,347.06	327,916.94	80.52%
520 - Supplies	11,400.00	11,400.00	1,193.80	2,756.82	8,643.18	75.82%
540 - Materials for Maintenance	8,000.00	8,000.00	0.00	0.00	8,000.00	100.00%
560 - Contractual Services	1,620,292.00	1,799,292.00	42,883.50	229,535.71	1,569,756.29	87.24%
570 - Debt Service & Capital Replacement	1,009,263.12	5,729,701.15	50,049.00	4,823,645.18	906,055.97	15.81%
580 - Capital Outlay	2,175,000.00	6,143,392.59	0.00	10,000.00	6,133,392.59	99.84%
Expense Total:	5,231,219.12	14,099,049.74	116,353.64	5,145,284.77	8,953,764.97	63.51%
Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):	1,298,102.88	538,272.26	152,205.90	3,238,879.07	2,700,606.81	-501.72%
Report Surplus (Deficit):	1,298,102.88	538,272.26	152,205.90	3,238,879.07	2,700,606.81	-501.72%

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
111 - WYLIE ECONOMIC DEVEL COR	1,298,102.88	538,272.26	152,205.90	3,238,879.07	2,700,606.81
Report Surplus (Deficit):	1,298,102.88	538,272.26	152,205.90	3,238,879.07	2,700,606.81

Wylie Economic Development Corporation
Statement of Net Position
As of December 31, 2021

Assets

Cash and cash equivalents	\$ 3,636,938.53	
Receivables	\$ 60,000.00	Note 1
Inventories	\$ 15,673,662.29	
Prepaid Items	\$ -	
	<u> </u>	
Total Assets	\$ 19,370,600.82	

Deferred Outflows of Resources

Pensions	\$ 95,608.55	
	<u> </u>	
Total deferred outflows of resources	\$ 95,608.55	

Liabilities

Accounts Payable and other current liabilities	\$ 34,719.70	
Unearned Revenue	\$ 1,200.00	Note 2
Non current liabilities:		
Due within one year	\$ 267,565.45	Note 3
Due in more than one year	\$ 8,209,835.91	
	<u> </u>	
Total Liabilities	\$ 8,513,321.06	

Deferred Inflows of Resources

Pensions	\$ (47,711.41)	
	<u> </u>	
Total deferred inflows of resources	\$ (47,711.41)	

Net Position

Net investment in capital assets	\$ -	
Unrestricted	\$ 10,905,176.90	
	<u> </u>	
Total Net Position	\$ 10,905,176.90	

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

Note 2: Deposits from rental property

Note 3: Liabilities due within one year includes compensated absences of \$20,727

Balance Sheet

Account Summary

As Of 12/31/2021

Account	Name	Balance
Fund: 111 - WYLIE ECONOMIC DEVEL CORP		
Assets		
111-1000-10110	CLAIM ON CASH AND CASH EQUIV.	3,634,938.53
111-1000-10115	CASH - WEDC - INWOOD	0.00
111-1000-10135	ESCROW	0.00
111-1000-10180	DEPOSITS	2,000.00
111-1000-10198	OTHER - MISC CLEARING	0.00
111-1000-10341	TEXPOOL	0.00
111-1000-10343	LOGIC	0.00
111-1000-10481	INTEREST RECEIVABLE	0.00
111-1000-11511	ACCTS REC - MISC	0.00
111-1000-11517	ACCTS REC - SALES TAX	0.00
111-1000-12810	LEASE PAYMENTS RECEIVABLE	0.00
111-1000-12950	LOAN PROCEEDS RECEIVABLE	0.00
111-1000-12996	LOAN RECEIVABLE	0.00
111-1000-12997	ACCTS REC - JTM TECH	0.00
111-1000-12998	ACCTS REC - FORGIVEABLE LOANS	60,000.00
111-1000-14112	INVENTORY - MATERIAL/ SUPPLY	0.00
111-1000-14116	INVENTORY - LAND & BUILDINGS	15,673,662.29
111-1000-14118	INVENTORY - BAYCO/ SANDEN BLVD	0.00
111-1000-14310	PREPAID EXPENSES - MISC	0.00
111-1000-14410	DEFERRED OUTFLOWS	453,367.00
	Total Assets:	19,823,967.82
		<u>19,823,967.82</u>
Liability		
111-2000-20110	FEDERAL INCOME TAX PAYABLE	0.00
111-2000-20111	MEDICARE PAYABLE	0.00
111-2000-20112	CHILD SUPPORT PAYABLE	0.00
111-2000-20113	CREDIT UNION PAYABLE	0.00
111-2000-20114	IRS LEVY PAYABLE	0.00
111-2000-20115	NATIONWIDE DEFERRED COMP	0.00
111-2000-20116	HEALTH INSUR PAY-EMPLOYEE	73.12
111-2000-20117	TMRS PAYABLE	0.00
111-2000-20118	ROTH IRA PAYABLE	0.00
111-2000-20119	WORKERS COMP PAYABLE	0.00
111-2000-20120	FICA PAYABLE	0.00
111-2000-20121	TEC PAYABLE	0.00
111-2000-20122	STUDENT LOAN LEVY PAYABLE	0.00
111-2000-20123	ALIMONY PAYABLE	0.00
111-2000-20124	BANKRUPTCY PAYABLE	0.00
111-2000-20125	VALIC DEFERRED COMP	0.00
111-2000-20126	ICMA PAYABLE	0.00
111-2000-20127	EMP. LEGAL SERVICES PAYABLE	0.00
111-2000-20130	FLEXIBLE SPENDING ACCOUNT	2,437.44
111-2000-20131	EDWARD JONES DEFERRED COMP	0.00
111-2000-20132	EMP CARE FLITE	12.00
111-2000-20133	Unemployment Comp Payable	0.00
111-2000-20151	ACCRUED WAGES PAYABLE	0.00
111-2000-20180	ADDIT EMPLOYEE INSUR PAY	169.68
111-2000-20199	MISC PAYROLL PAYABLE	0.00
111-2000-20201	AP PENDING	0.00
111-2000-20210	ACCOUNTS PAYABLE	32,027.46
111-2000-20530	PROPERTY TAXES PAYABLE	0.00
111-2000-20540	NOTES PAYABLE	453,367.00
111-2000-20810	DUE TO GENERAL FUND	0.00

As Of 12/31/2021

Balance Sheet

Account	Name	Balance
111-2000-22270	DEFERRED INFLOW	0.00
111-2000-22275	DEF INFLOW - LEASE PRINCIPAL	0.00
111-2000-22280	DEFERRED INFLOW - LEASE INT	0.00
111-2000-22915	RENTAL DEPOSITS	1,200.00
	Total Liability:	489,286.70

Equity

111-3000-34110	FUND BALANCE - RESERVED	0.00
111-3000-34590	FUND BALANCE-UNRESERV/UNDESIG	16,095,802.05
	Total Beginning Equity:	16,095,802.05
Total Revenue		8,384,163.84
Total Expense		5,145,284.77
Revenues Over/Under Expenses		3,238,879.07
	Total Equity and Current Surplus (Deficit):	19,334,681.12
	Total Liabilities, Equity and Current Surplus (Deficit):	<u>19,823,967.82</u>

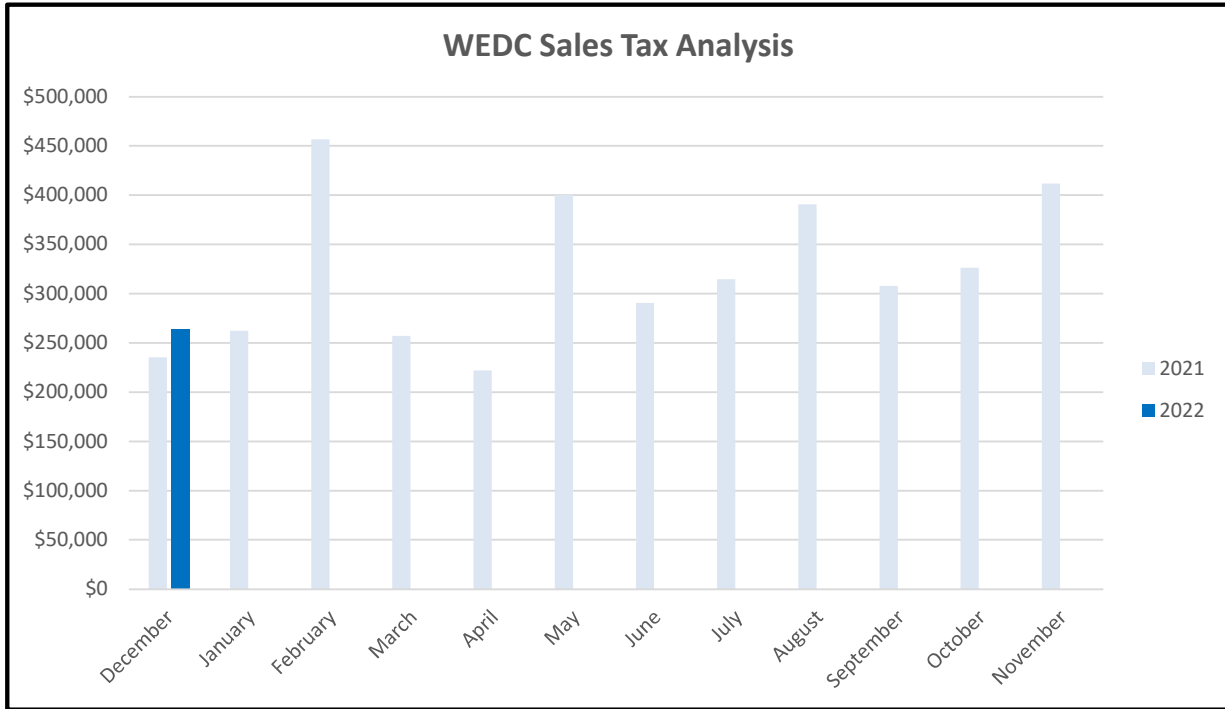
Wylie Economic Development Corporation

SALES TAX REPORT

December 31, 2021

BUDGETED YEAR

MONTH	FY 2019	FY 2020	FY 2021	FY 2022	DIFF 21 vs. 22	% DIFF 21 vs. 22
DECEMBER	\$ 214,867.15	\$ 226,663.94	\$ 235,381.33	\$ 263,577.66	\$ 28,196.33	11.98%
JANUARY	\$ 223,749.61	\$ 218,520.22	\$ 262,263.52	\$ -	\$ -	0.00%
FEBRUARY	\$ 307,366.66	\$ 362,129.18	\$ 456,571.35	\$ -	\$ -	0.00%
MARCH	\$ 208,222.32	\$ 228,091.34	\$ 257,187.91	\$ -	\$ -	0.00%
APRIL	\$ 182,499.53	\$ 203,895.57	\$ 221,881.55	\$ -	\$ -	0.00%
MAY	\$ 274,299.18	\$ 289,224.35	\$ 400,371.70	\$ -	\$ -	0.00%
JUNE	\$ 234,173.88	\$ 239,340.35	\$ 290,586.92	\$ -	\$ -	0.00%
JULY	\$ 215,107.94	\$ 296,954.00	\$ 314,559.10	\$ -	\$ -	0.00%
AUGUST	\$ 283,602.93	\$ 325,104.34	\$ 390,790.76	\$ -	\$ -	0.00%
SEPTEMBER	\$ 243,048.40	\$ 259,257.89	\$ 307,681.15	\$ -	\$ -	0.00%
OCTOBER	\$ 224,875.38	\$ 249,357.02	\$ 326,382.38	\$ -	\$ -	0.00%
NOVEMBER	\$ 308,324.41	\$ 384,953.89	\$ 411,813.32	\$ -	\$ -	0.00%
Sub-Total	\$ 2,920,137.37	\$ 3,283,492.09	\$ 3,875,470.98	\$ 263,577.66	\$ 28,196.33	1.00%
Total	\$ 2,920,137.37	\$ 3,283,492.09	\$ 3,875,470.98	\$ 263,577.66	\$ 28,196.33	1.00%



*** Sales Tax collections typically take 2 months to be reflected as Revenue. SisTx receipts are then accrued back 2 months.
 Example: December SisTx Revenue is actually October SisTx and is therefore the 1st allocation in FY22.

Wylie Economic Development Corporation

PERFORMANCE AGREEMENT REPORT

December 31, 2021

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	BUDGETED YEAR					REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
		FY 2022	FY 2023	FY 2024	FY 2025	FY 2026				
CSD WOODBRIDGE	\$ 1,100,000.00	\$ 140,000.00	\$ 43,926.07	\$ -	\$ -	\$ -	\$ 43,926.07	\$ 916,073.93	\$ 1,100,000.00	A
BALLERS ELITE- THE LAB, LLC	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000.00	
DW WYLIE	\$ 15,000.00	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	
CBC PROPERTY HOLDINGS	\$ 50,000.00	\$ 25,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000.00	\$ 50,000.00	
SAVANNAH WOODBRIDGE	\$ 90,000.00	\$ 45,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,000.00	\$ 90,000.00	
CARDINAL STRATEGIES	\$ 106,800.00	\$ 24,933.00	\$ 24,934.00	\$ -	\$ -	\$ -	\$ 24,934.00	\$ 49,433.00	\$ 99,300.00	
AVANTI, LLC	\$ 120,000.00	\$ 30,000.00	\$ 30,000.00	\$ -	\$ -	\$ -	\$ 30,000.00	\$ 60,000.00	\$ 120,000.00	
GDA INVESTMENTS	\$ 30,500.00	\$ 20,000.00	\$ 10,500.00	\$ -	\$ -	\$ -	\$ 10,500.00	\$ -	\$ 30,500.00	
LUV-ROS	\$ 10,000.00	\$ 5,000.00	\$ 5,000.00	\$ -	\$ -	\$ -	\$ 5,000.00	\$ -	\$ 10,000.00	B
AMERICAN ENTITLEMENTS	\$ 33,000.00	\$ 11,000.00	\$ 22,000.00	\$ -	\$ -	\$ -	\$ 22,000.00	\$ -	\$ 33,000.00	
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ 40,000.00	\$ 60,000.00	\$ 120,000.00	
AXL	\$ 65,000.00	\$ 40,000.00	\$ 12,500.00	\$ 12,500.00	\$ -	\$ -	\$ 25,000.00	\$ -	\$ 65,000.00	
	\$ 1,760,300.00	\$ 395,933.00	\$ 168,860.07	\$ 32,500.00	\$ -	\$ -	\$ 201,360.07	\$ 1,155,506.93	\$ 1,752,800.00	

Deferred Out Flow \$ 413,367.00

A. SLSTX Reimbursement Qrtly Pmnts

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



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: January 19, 2022; Department: WEDC; Prepared By: Jason Greiner; Date Prepared: 1/18/22; Item Number: 1; Account Code: ; Exhibits: 1

Subject: Consider and act upon a Performance Agreement between the WEDC and Fuel City Wylie, LLC.

Recommendation: Motion to approve a Performance Agreement between the WEDC and Fuel City Wylie, LLC providing for a maximum infrastructure reimbursement incentive of \$500,000 and further authorizing the WEDC Executive Director to execute said Agreement.

Discussion: As the Board will recall, WEDC staff presented Project 2021-4a back in April 2021. After further analysis and Board direction, staff took the project to City Council on November 15, 2021. In accordance with Resolution No. 2019-17(R), the Wylie City Council authorized the WEDC to formalize negotiations with Fuel City Wylie, LLC (FCW) and enter into a Performance Agreement with the same. Fuel City requested assistance from the WEDC specifically related to the construction of a new 9,340 square foot travel center, a 770 square foot outdoor covered dining area, and a 6,214 square foot car wash on a 7.79 AC lot located at the intersection of Eubanks Lane and State Highway 78. The facility will offer fueling stations for passenger vehicles and commercial trucks, a convenience store/gift shop, dining area, and an Express tunnel carwash. Fuel City plans to invest \$10,000,000 on the project which is anticipated to be complete by March 31, 2023. Infrastructure included in the project includes two TxDOT deceleration lanes, one from Highway 78 into Fuel City’s property and the second decel lane will provide cross-access from the median opening into the adjacent lot. Additionally, the project is also tied to the underground relocation of utilities and stormwater infrastructure improvements for the site. These improvements will add value to the neighboring tracts of land and maximize the buildable square footage on the adjacent properties. Utility relocations and infrastructure improvements on both properties total nearly \$800,000. The attached Agreement outlines a \$500,000 infrastructure reimbursement incentive and the Performance Measures are identified as follows:
- Proof of Certificate of Occupancy by March 31, 2023; and
- Proof of Payment of Permit Fees to the City of Wylie; and
- Proof of installation (and acceptance) of Decel Lane #2 (main entrance into FCW); and
- Proof of installation (and acceptance) of Decel Lane #3 (for adjacent property); and

- Proof of installation (and acceptance) of all public improvements, fire lanes, and access drives connecting the two properties; and
- Proof of installation (and acceptance) of underground stormwater catchment system (underground box culverts vs. open-cut drainage)
- Proof Company is current on all ad valorem taxes and other property taxes.

Economic Impact Analysis (EIA): While this project plans to invest \$10MM, the estimated valuation is roughly \$7MM. With the WEDC's Infrastructure Reimbursement of \$500,000, this project will generate an estimated \$1.9MM in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this developer is investing \$3.80 in our community.

Additional estimates of tax revenue generated includes \$144,048 for Collin County, \$392,271 for WISD, and \$67,813 for Collin College over the next 10 years.

PERFORMANCE AGREEMENT
Between
Wylie Economic Development Corporation
And
Fuel City Wylie, LLC

This Performance Agreement (the "Agreement") is made and entered into by and between the **Wylie Economic Development Corporation** ("WEDC"), a Texas corporation organized and existing under Chapter 501 of the Texas Local Government Code, known as the Development Corporation Act, as amended from time to time (the "Act") and **Fuel City Wylie, LLC**, a Texas limited liability company ("Company").

RECITALS

WHEREAS, Company has entered into a contract to acquire 7.79 acres of land, more or less, within the corporate limits of the City of Wylie, Texas (the "City"), being Lots 1 and 2, Block A, Woodlake Village, an addition to the City of Wylie, Collin County, Texas, which property is more fully described on the attached **Exhibit "A"** and depicted on the attached **Exhibit "A-1"** (the "Property");

WHEREAS, the Company plans to construct a travel center on the Property consisting of a convenience store with fuel pumps and dining containing approximately 9,340 square feet of space, a covered outdoor dining area covering approximately 770 square feet of space, and a car wash containing approximately 6,214 square feet of space (collectively, the "Facilities"), all as shown on the site plan attached hereto as **Exhibit "B"** (the "Site Plan");

WHEREAS, Company has requested financial and/or economic assistance from the WEDC to plan and construct certain infrastructure improvements to assist in the development of the Property, consisting of economic assistance for all hard and soft costs relating to the construction of public infrastructure and site improvements on or adjacent to the Property;

WHEREAS, Section 501.103 of the Act states that the WEDC may provide funding for expenditures that are found by the Board of Directors to be required or suitable for infrastructure necessary to promote or develop new or expanded business enterprises, limited to streets and roads, rail spurs, water and sewer utilities, electric utilities, or gas utilities, drainage, site improvements, and related improvements (the "Qualified Infrastructure"); and

WHEREAS, Company proposes to use the economic incentive for the construction of the Qualified Infrastructure which will include approved public infrastructure improvements and site improvements as may be amended from time to time, necessary for the development of the Property and which will benefit the surrounding properties, as generally described and/or depicted in the attached **Exhibit "C"**, including, but not limited to, (i) the deceleration lanes labeled on the Site Plan as Decel 2 Lane and Decel 3 Lane (the "Deceleration Lanes"), (ii) all public improvements, fire lanes, and access drives connection Lot 1 and Lot 2 of the Property (the "Lot 1 and Lot 2 Improvements"), and an underground stormwater catchment system (the "Stormwater Catchment System"); and

WHEREAS, the WEDC has found that the Qualified Infrastructure is necessary to promote or develop new or expanded business enterprises in the City and the WEDC has concluded that the Qualified Infrastructure constitutes a “project”, as that term is defined in the Act, and is willing to provide Company with economic assistance as hereinafter set forth on the terms and subject to the conditions as stated herein and Company is willing to accept the same subject to all terms and conditions contained in this Agreement; 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 commercial properties within the City; and

WHEREAS, the WEDC is willing to provide the Company with economic assistance hereinafter set forth on the terms and subject to the conditions as stated herein and Company is willing to accept the same subject to all terms and conditions contained in this Agreement.

NOW, THEREFORE, for and in consideration of the above recitals and the terms, conditions and requirements hereinafter set forth, the parties hereto agree as follows:

1. Economic Assistance. Subject to the terms of this Agreement and provided Company is not in default, the WEDC will provide Company economic assistance in the form of a performance reimbursement incentive (the "Reimbursement Incentive") upon completion of the Performance Criteria set forth below. The total amount of economic assistance and/or incentives to be paid to the Company, including the Reimbursement Incentive, shall not exceed the cumulative sum of Five Hundred Thousand Dollars (\$500,000.00).

2. Performance Obligations. The WEDC's obligation to pay Company the Reimbursement Incentive stipulated above is expressly contingent upon Company completing the following items (the "Performance Criteria") by the due dates set forth below:

A. Company shall supply documentation to WEDC that Company has purchased and taken title to the Property on or before March 1, 2022;

B. The Facilities shall be constructed (as evidenced by one or more Certificates of Occupancy) no later than March 31, 2023 (the "Performance Deadline"), provided, however, that Company shall have the right to extend the Performance Deadline one (1) time for a period of ninety (90) additional days by providing written notice thereof to WEDC prior to the Performance Deadline;

C. Company shall supply documentation to the WEDC that the Qualified Infrastructure has been completed and accepted by the City and that the cost of constructing the Qualified Infrastructure was at least Five Hundred Thousand Dollars (\$500,000.00) no later than the Performance Deadline;

D. Company shall supply documentation to the WEDC prior to the Performance Deadline that the Development Fees have been paid, as evidenced by a paid ‘Permit Fee Receipt’ from the City of Wylie, and such approval of said documentation will be at the sole and absolute discretion of the WEDC;

E. Company shall supply documentation to the WEDC that the Deceleration Lanes have been completed and accepted by the City no later than the Performance Deadline;

F. Company shall supply documentation to the WEDC that the Lot 1 and Lot 2 Improvements have been completed and accepted by the City no later than the Performance Deadline;

G. Company shall supply documentation to the WEDC that the Stormwater Catchment System has been completed and accepted by the City no later than the Performance Deadline; and

H. Company is current on all ad valorem taxes and other property taxes due on the Property and the Facilities through the Performance Deadline and provide written notice and evidence thereof to WEDC in a form satisfactory to WEDC.

3. WEDC Payment of Reimbursement Incentive. Subject to the terms and conditions of this Agreement, the Reimbursement Incentive shall be paid by WEDC to the Company within thirty (30) days after the Performance Deadline.

4. Default. The WEDC's obligation to pay any portion of the Reimbursement Incentive to Company will terminate or be reduced if Company defaults by not completing the Performance Criteria applicable to the Reimbursement Incentive as set forth in Section 2 of this Agreement. In the event Company fails to meet any of the Performance Criteria for the Reimbursement Incentive, the Reimbursement Incentive shall not be paid to the Company and WEDC shall have the right, but not the obligation, in WEDC's sole discretion, to terminate this Agreement.

5. Termination of Agreement. This Agreement may be terminated by mutual written consent of the parties or by either party, upon the failure of the other party to fulfill an obligation as set forth in this Agreement, or as otherwise provided in this Agreement.

6. Economic Assistance Termination. Notwithstanding the terms of this Agreement, to the extent this Agreement is not earlier terminated, the WEDC's obligation to pay a portion or all of the Reimbursement Incentive to Company will expire upon the earlier of (i) the full payment of the Reimbursement Incentive, or (ii) July 1, 2023.

7. Miscellaneous.

a. This Agreement shall be construed according to the laws of the State of Texas and is subject to all provisions of the Act, which are incorporated herein by reference for all purposes. In the event any provision of the Agreement is in conflict with the Act, the Act shall prevail.

b. This Agreement shall be governed by the laws of the State of Texas and is specifically performable in Collin County, Texas.

c. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their permitted successors and assigns. This Agreement shall not be assignable by Company without the prior written consent of the WEDC, which consent will be at the sole and absolute discretion of the WEDC.

d. Any notice required or permitted to be given under this Agreement shall be deemed delivered by hand delivery or 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 party hereto might specify in writing:

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

with copy to: Abernathy, Roeder, Boyd & Hullett, P.C.
Attention: G. Randal Hullett
1700 Redbud Blvd., Suite 300
McKinney, Texas 75069
Telephone: (214) 544-4000

COMPANY: Fuel City Wylie, LLC
Attention: Joseph Bickham
801 S. Riverfront Blvd.
Dallas, Texas 75207

e. 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 the parties hereto.

f. This Agreement may be executed in a number of identical counterparts, each of which shall be deemed an original for all purposes.

g. In case any one or more of the provisions contained in this Agreement shall for any reason be held to be invalid, illegal or unenforceable in any respect, such invalidity, illegality or unenforceability shall not affect any other provision thereof, and this Agreement shall be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

h. Each signatory represents this Agreement has been read by the party for which this Agreement is executed and that such party has had an opportunity to confer with its counsel.

i. Time is of the essence in this Agreement.

j. The parties agree this Agreement has been drafted jointly by the parties and their legal representatives.

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.

[SIGNATURE PAGE FOLLOWS]

WEDC Board approved this _____ day of _____, 2022 (the “Effective Date”).

WEDC:

WYLIE ECONOMIC DEVELOPMENT
CORPORATION, a Texas Corporation

By: _____
Jason Greiner, Executive Director

COMPANY:

Fuel City Wylie, LLC, a Texas limited liability
company

By: _____
Name: _____
Title: _____

Exhibits:

Exhibit “A” - Legal Description of the Property

Exhibit “B” - The Site Plan

Exhibit “C” - The Qualified Infrastructure

EXHIBIT "A"**Legal Description of the Property****West Tract (Lots 1 & 2)**

BEING a 7.79 acre tract of land out of the FRANCISCO DE LA PENA SURVEY, ABSTRACT NUMBER 688, situated in the City of Wylie, Collin County, Texas, being a portion of Lot 1, Block A, Woodlake Village, a subdivision of record in Cabinet G, Page 385 of the Map Records Collin County, Texas, and being more particularly described by metes and bounds as follows:

BEGINNING, at a 1/2-inch iron rod with yellow cap stamped "HALFF" found at the North end of a cutback line at the intersection of the East right-of-way line of Eubanks Lane (a 65-foot right-of-way), and the North right-of-way line of State Highway No. 78 (right-of-way varies), being the Northwest corner of a called 5,724 square feet of land conveyed to the State of Texas by deed of record in Volume 5266, Page 5809 of the Deed Records of Collin County, Texas, also being in the West line of said Lot 1, Block A, Woodlake Village, for the most Westerly Southwest corner hereof;

THENCE, N00°30'15"E, along the East line of Eubanks Lane, being the common West Line of said Lot 1, Block A, Woodlake Village, a distance of 294.82 feet to a 1/2-inch iron rod with green plastic cap stamped "EAGLE SURVEYING" set at the intersection of the East right-of-way line of Eubanks Lane and the South right-of-way line of Centennial Drive (a 60-foot right-of-way), being the Northwest corner of said Lot 1, Block A, Woodlake Village and hereof;

THENCE, departing the East right-of-way line of Eubanks Lane, along the South right-of-way line of Centennial Drive, being the common North line of said Lot 1, Block A, Woodlake Village, the following two (2) courses and distances:

1. N67°08'13"E, a distance of 774.73 feet to a 1/2-inch iron rod with green plastic cap stamped "EAGLE SURVEYING" set at the point of curvature of a tangent curve to the right;
2. Along said tangent curve to the right, having a radius of 1970.00 feet, a chord bearing of N67°23'09"E, a chord length of 17.13 feet, a delta angle of 00°29'54", an arc length of 17.13 feet to a 1/2-inch iron rod with green plastic cap stamped "EAGLE SURVEYING" set at the end of said curve, for the Northeast corner hereof;

THENCE, S00°53'13"W, departing the South right-of-way line of Centennial Drive, over and across said Lot 1, Block A, Woodlake Village, a distance of 628.18 feet to a 1/2-inch iron rod with green plastic cap stamped "EAGLE SURVEYING" set in the North right-of-way line of State Highway No. 78, being the North line of said 5,724 square foot tract, for the Southeast corner hereof;

THENCE, along the North right-of-way line of State Highway No. 78, being the North line of said 5,724 square foot tract, the following four (4) courses and distances:

1. N89°03'48"W, a distance of 587.92 feet to an aluminum Texas Department of Transportation monument found;

2. N89°43'22"W, a distance of 67.45 feet to an aluminum Texas Department of Transportation monument found;
3. S89°07'47"W, a distance of 49.89 feet to an aluminum Texas Department of Transportation monument found;
4. N46°25'26"W, a distance of 23.98 feet to the **POINT OF BEGINNING**, and containing an area of 7.79 Acres, (339,256 Square Feet) of land, more or less.

EXHIBIT "B"

The Site Plan

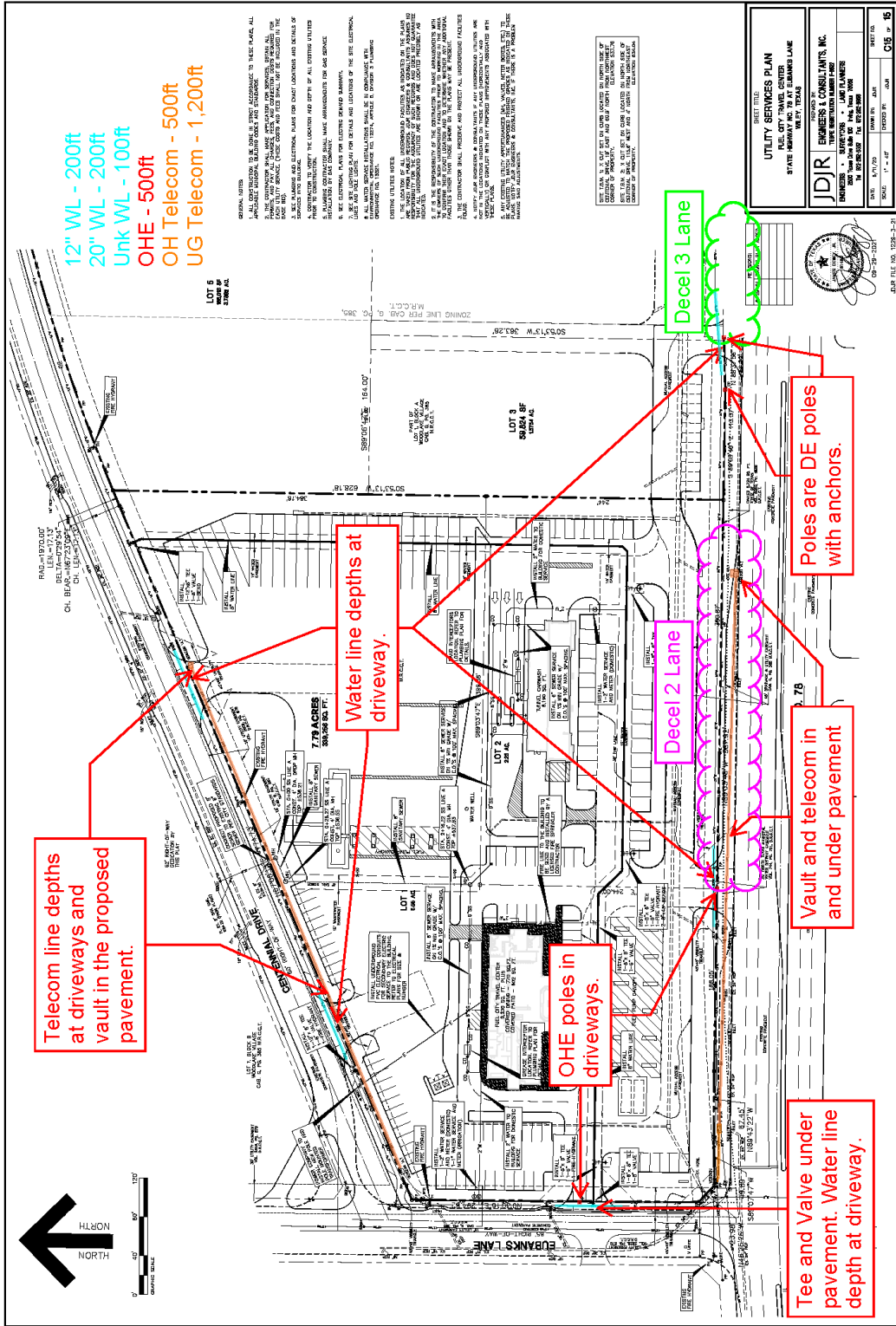


EXHIBIT “C”

The Qualified Infrastructure

[SEE ATTACHED]



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: January 6, 2022 Item Number: 2
Prepared By: Jason Greiner Account Code:
Date Prepared: 1/17/22 Exhibits:

Subject
Consider and act upon issues surrounding tree removal at Hwy 78/Brown.

Recommendation
Motion to award a contract to Eubanks Sand & Gravel in the amount of \$49,800 and further authorize the Executive Director to execute any and all necessary documents.

Discussion
Following Board direction and discussion, WEDC Staff is bringing this Item back for consideration. Staff received multiple quotes for tree removal, but there are only two viable options at this point:
- Tree removal between Brown & Marble on Hwy 78 - \$49,800
o Erosion Control
o Grub Trees & Root Balls
o Grind all material
o Haul off and Disposal
o Smooth and Level Disturbed Landscape
- Table this Item and wait for bid pricing and scope from NTMWD
Since the tree removal was originally included in the scope of work for NTMWD, this item was not budgeted in FY 22. If approved, a Mid-Year Budget Amendment will be necessary to fund this project in the current fiscal year.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: January 19, 2022
Prepared By: Jason Greiner
Date Prepared: 1/17/22

Item Number: 3
Account Code:
Exhibits:

Subject

Consider and act upon the award of bid for the flood study at Hooper/Steel to Cardinal Strategies Engineering Services, LLC.

Recommendation

Motion to award a contract to Cardinal Strategies in the amount of \$38,300 and further authorizing the Executive Director to execute any and all necessary documents.

Discussion

As discussed at the 1-6-22 WEDC Meeting, the Wylie Economic Development Corporation is investigating potential infrastructure improvements to help attract light industrial development to the area. The intersection of Steel and Hooper shows several undeveloped lots along the western side and there is a stream that runs from north to south through the middle of this undeveloped area. The stream is unmapped by FEMA within this specific area but shows to be Zone A downstream of Hooper Road. There should be no FEMA coordination needed.

In order to meet the City of Wylie Engineering Standards, this stream needs to be studied to identify the existing and fully developed flow rates and to establish the local floodplain limits. It is anticipated that reclamation is desired to understand what these properties may be able to achieve in order to develop. In addition, the culvert crossings under both Steel and Hooper are thought to be undersized and may need to be improved to help with potential floodplain reclamation. This scope will investigate potential upsizing of these crossings.

There have been a couple of prior hydrologic and hydraulic studies performed in this area associated with individual developments. Both were prepared by the same engineer but show very different results in flow rates due to differences in time of concentration. This flow rate change drastically changes the limits of the floodplain.

Phase I – Flood Study

- 1. Collect previous studies and review in detail for comprehension
2. Collect Topographic Field Survey data for Steel and Hooper Road crossings.
3. Collect engineering plans for Steel Road and Hooper Road from the City of Wylie
4. Using the latest TNRS LiDAR data, delineate the overall watershed to Woodbridge Parkway.
5. Determine the existing and fully developed hydrological parameters for the watershed using the SCS Unit Hydrograph method. This will be completed for pre-project and post-project conditions.

6. Construct an HMS model to determine the flow rates.
7. Determine if detention is warranted based on the differences in flow rates (if any).
8. Using the latest TNRIS LiDAR data, construct a hydraulic model (HEC-RAS) for the stream from Woodbridge Parkway to FM 544. Include Steel and Hooper crossings based on previous modeling, development plans, and site visits with field measurements.
9. Plot the existing and fully-developed floodplain based on the existing contours.
10. Investigate reclamation utilizing the existing stream crossings. Reclamation should be based on equal conveyance.
11. Plot the reclaimed floodplain potential.
12. Investigate improvements to Steel Road culverts and adjust reclamation potential.
13. Plot the reclaimed floodplain potential with the improved Steel Road crossing.
14. Investigate improvement to Hooper Road culverts and adjust reclamation potential.
15. Plot the reclaimed floodplain potential with the improved Steel Road and Hooper Road crossings.
16. Prepare a technical report to summarize the findings.

Phase	Cost
Phase 1 – Flood Study	\$38,300

Cost Estimate does not include the following:

1. Environmental permitting
2. Coordination with any entities other than City of Wylie
3. Updates to the flood study or any additional coordination with Wylie due to changes to the site or grading plan
4. Development of a FEMA LOMR submittal
5. Engineering Design Plans

Upon approval, WEDC Staff will sign and return the documentation and expedite this process.



Wylie Economic Development
Board

AGENDA REPORT

Meeting Date:	<u>January 19, 2022</u>	Item Number:	<u>4</u>
Prepared By:	<u>Jason Greiner</u>	Account Code:	<u></u>
Date Prepared:	<u>1/17/22</u>	Exhibits:	<u>1</u>

Subject

Consider and act upon issues surrounding the 2021 WEDC Annual Report.

Recommendation

Staff recommends that the WEDC Board of Directors approve the 2021 WEDC Annual Report and present the same to the Wylie City Council for their review.

Discussion

As per the WEDC Bylaws, the WEDC must present an annual report to the Wylie City Council no later than January 31st of each year. The report must include but is not limited to, a review of all expenditures made by the Board, a review of accomplishments, and a review of other than direct economic development.

WEDC Staff will lead the discussion and make any necessary amendments to ensure that the attached report is presented to the Wylie City Council on January 25, 2022.

Wylie Economic Development Corporation

FY 2021 Annual Report

January 25, 2022

Financial Condition

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

At the end of each fiscal year, the WEDC undergoes an annual audit of its financial practices and transactions by a third-party firm chosen by the Wylie City Council and facilitated by the City of Wylie Finance Department. While the FY 2020-2021 audit has not been made public, the WEDC has not been notified of any discrepancies or irregularities. To ensure a greater opportunity for a ‘clean’ audit, WEDC staff works closely with the City of Wylie Finance Department throughout the year so that there is a complete understanding of all WEDC activities by Finance staff and the same can be more accurately documented and communicated to the auditors.

The WEDC began the fiscal year with an anticipated fund balance of \$1,407,509, and the audited fund balance was later adjusted up to \$1,735,327. In FY 2021, sales tax receipts were up 17.84% over FY 2020 receipts with sales tax revenue totaling \$3,875,471 of available WEDC revenue. Other revenues included rental income of \$135,505, a reduction of \$31,208 from the gain/loss sale of asset, and allocated interest of \$1,136. Total FY 2021 available operating funds totaled \$3,980,904.

Expenditures for WEDC operations were as follows: Personnel - \$338,873, Administrative costs - \$126,904, Marketing & Promotion activities - \$98,549, Debt Service - \$571,601, Land Acquisition - \$407,332, Direct Business Incentives - \$808,259, Payment to Taxing Units - \$5,245, and \$116,744 in Other expenses which included: engineering, surveys, environmental remediation on WEDC-owned properties and demolition of a commercial structure located at 201 Industrial Court.

Included in the above Debt Service, the Woodbridge Parkway Loan was fully repaid in March 2021. Additionally, the WEDC began the process of evaluating various options to refinance current debt and borrow additional funds for the acquisition of key properties. After reviewing proposals, the WEDC Board chose to engage the services of Government Capital Corporation for credit review, securing the compliance package, and beginning the generation of loan documents. WEDC Resolution 2021-02(R) was approved by the WEDC Board on September 15, 2021. This resolution was ratified by City Council on September 28, 2021. The Loan Terms are: 240 months at 3.48% interest rate with a 5-year call restriction and a funding date just after the end of FY 21 on October 5, 2021. With no additional principal reductions, the total expenditures for FY 2021 were \$2,672,859.

As shown above, in FY 2021 the WEDC had \$808,259 in direct incentive payments. Within that figure, \$125,066 was paid as part of ongoing sales tax reimbursement programs, \$163,244 for industrial projects, and \$519,949 for office/medical/general commercial. The WEDC also forgave a loan payment of \$70,000 pertaining to the Exco land purchase. Of the incentive payments made, \$475,760 represented either a one-time commitment or the final payment on a multi-year agreement.

The WEDC owns and manages 44.0466 acres of land with 66,330 square feet of improvements at a cost basis of \$15,673,220. In evaluating land which may be acquired, the WEDC Board of Directors assesses the sites' potential for business park development, the need for a site to be redeveloped based upon the current state of aging improvements, and/or a strategic intervention to protect the property from development which may not reflect the highest and best uses for an identified area.

Since the WEDC did not sell any land in FY 2021, there were no principal reduction payments this previous year. By year end 2021, the outstanding debt associated with land acquisition was \$4,882,835 and the FY 2022 Budget identified \$1,009,263 in debt service. However, that number was updated with a Budget Amendment. The amendment was needed to realize the loan proceeds from WEDC Resolution 2021-02(R) and the Series 2021 Note that was funded on October 5, 2021. Revenues and expenses were adjusted via the Budget Amendment to reflect the receipt of additional revenue within Bank Note Proceeds and subsequent expenses within Principal/Interest, Land, and Special Services. This Budget Amendment was approved by the WEDC Board on 11-17-21 and ratified by City Council on 12-14-21.

The updated debt service in the amount of \$5,729,701 reflects the refinanced Series 2021 Note with no additional principal reduction scheduled this year. The WEDC Board may at its option prepay the principal amount of the Series 2021 Note in whole, or in part, on any payment date on or after November 5, 2026.

The FY 2022 WEDC Budget projects \$14,637,322 in total revenues, reflecting the \$8,108,000 in bank note proceeds from the Series 2021 Note and an unreserved beginning fund balance of \$1,050,844. Sales tax receipts, being the primary revenue source, are budgeted at \$3,789,966, sale of WEDC property at \$2,601,116, and rental income of \$132,240. Total Expenses are budgeted at \$14,099,050, with Land Purchases at \$3,718,393, Infrastructure Projects at \$2,425,000, Debt Service at \$5,729,701, Personnel \$407,264, and Incentives \$1,043,973. Within the Incentives budget, there are 11 ongoing projects and \$300,000 set aside for Future Projects. Any additional incentive or infrastructure project not contemplated within the Budget and later approved by Council and the WEDC Board in FY 2022 will be funded from unallocated revenues equaling \$3,636,938.53. *A large portion of this remaining unallocated revenue will be allocated to the NTMWD Water Line Relocation.*

As an ongoing performance indicator, staff tracks all commercial values as a percentage of the total assessed valuation (less value attributed to tax-exempt properties). In 2021, commercial and

industrial properties were valued at \$865MM, or 16.35% of the total \$5.289B assessed valuation. Over the past five years, commercial and industrial values have increased by \$201MM (30.45%). Over the same period, total valuation has increased by \$2.2B, or a 53.6% increase. With an active housing market combined with higher valued new homes, it will continue to be a challenge for commercial value to reach more than 20% of the total, with the highest ratio over the past 5 years being 16.6% in 2017.

High-Impact Initiatives

Woodbridge Parkway Corridor

In 2014, the WEDC partnered with the City of Wylie, the City of Sachse, and Collin County to extend Woodbridge Parkway from Hensley Lane and provide direct access to State Highway 78. The WEDC borrowed \$976,000 to fund Woodbridge Parkway and the final principal payment was made in FY 2021.

The WEDC continues to fund a Sales Tax Reimbursement Agreement with Clark Street Development (owner/developer of Woodbridge Centre). In FY 2021, \$125,066 was reimbursed to Clark Street with a total of \$816,074 paid since July 2013. Including the infrastructure reimbursement of \$100,000, the total incentive paid as of the end of FY 2021 is \$916,074. The remaining performance obligation is \$183,926 and it will be paid in full during FY 2023. To date, the center is generating \$25MM in taxable sales on an annual basis.

544 Gateway Project

In 2016, the WEDC and City began the process of assembling approximately 12 acres for redevelopment. Fronting FM 544 just west of Highway 78, the City acquired a 5-acre tract through a tax foreclosure that previously had EPA Superfund status. The remaining 8 acres were acquired by the WEDC from 2 property owners with frontage on FM 544 and Commerce Street.

To date, the following tasks have been completed: receipt of a Ready for Reuse Certificate from EPA, removal of ±2 acres from the flood plain, creation of a Municipal Setting Designation, receipt of two Certificates of Completion via the Voluntary Cleanup Program from the TCEQ, demolition of dilapidated structures, relocation/expansion of previously existing tenant to Regency Business Park, and completion of significant fill and site work.

In early FY 2022, WEDC paid off the remaining \$624,807 balance associated with the acquisition of the WEDC-owned properties with the loan proceeds from the Series 2021 Note and purchased the 4.79-acre tract, formerly owned by the City Wylie for \$3,000,000. Since the project's inception, the WEDC has acquired 12.25 acres of land at \$5.7MM and paid for the remediation, demolition, dirt work, and maintenance of the property. Additionally, the WEDC has budgeted \$250,000 to extend water from the east along FM 544 which not only enhances service to the 12-

acre tract but loops the water system to the east along Cooper Drive to Highway 78. The water extension should be complete in mid-2022.

Jackson Street

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

Back in 2017, the WEDC closed on a 0.26-acre tract near the northwest corner of Jackson & Oak after negotiating with the property owner for over 2 years. In February 2019, the WEDC sold the lot to Rocking M, LLC to develop a 3,200 square foot office building on the lot with the project receiving a Certificate of Occupancy in January 2020. The WEDC Board believes the office project will promote further investment in the downtown area and greatly complement the redevelopment of multiple residential structures into commercial uses.

To enhance future development in the downtown area, the WEDC invested in additional parking and alleyway improvements along North Ballard and Jackson Streets. These investments totaled \$280,000 for alleyways extending along Jackson between Oak & Marble and North Ballard between Jefferson & Brown. The FY 2022 Budget earmarks an additional \$125,000 for this use with the WEDC currently negotiating with a local property owner to convert six separate lots to commercial uses.

To complement the ever-growing need for parking, the WEDC has made it a priority to identify and facilitate the construction of additional parking in the downtown area within walking distance of the proposed mixed-use project and Ballard Street shopping district. The FY 2022 Budget earmarks \$250,000 for this use with the WEDC currently negotiating with Union Pacific for additional parking along the railroad tracks.

State Highway 78 & Brown

In December 2018, City Council authorized the WEDC to start acquiring property in the area for this major Redevelopment Project. In early 2021, the WEDC acquired the last remaining commercial tract from TxDOT, a small strip of right-of-way, close to the intersection of Hwy 78 & Brown St. In the fall of 2021, the WEDC used the loan proceeds from the Series 2021 Note to pay off the \$4,067,890 remaining balance associated with the acquisition of these WEDC properties.

In May 2020, the WEDC entered into a Development Agreement with the NTMWD for the relocation of the 42" water line. The project is in the final design phase and will go out to bid in early-2022. Once the bid has been accepted, the construction will start in mid-2022. The WEDC anticipates the funding of this project in early-2022 with the completion scheduled for this fall.

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

State Highway 78 – Wylie Logistics Park

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

Kansas City Southern's \$64MM David L. Starling Wylie Intermodal Terminal opened in 2015 and expanded in 2018. In early 2021, Kansas City Southern announced a joint-venture with NorthPoint Development to plan and develop the 220-acre Wylie Logistics Park. The KCS-owned Intermodal Terminal services 12 gulf ports and one Pacific Ocean port, as well as more than 140 transload centers and 11 intermodal ramps. This terminal serves as the hub of connectivity for rail as far north as Canada and as far south as Central America. With more than 6,000 track miles, KCS is one interchange away from all major markets in North America.

In late 2021, Canadian Pacific Railway announced the completion of its acquisition of Kansas City Southern. The transaction was valued at approximately \$31 billion. Upon obtaining control approval from the U.S. Surface Transportation Board (STB), the two companies expect to achieve full integration over the ensuing three years, unlocking the benefits of the combination. If approved, the merger will create the first truly North American Railroad. The US-Mexico-Canada rail network will connect Wylie to 128 million consumers in Mexico as well as 38 million consumers in Canada.

Performance Agreements & Infrastructure Reimbursement

Wylie Insurance completed a speculative office development in late-2020. Wylie Insurance requested assistance from the WEDC specifically related to infrastructure reimbursement and the construction of a new 4,029 SF office building just off Hwy 78 on South Jackson Avenue, adjacent to the South Ballard Overlay. The development added three new office suites for new or expanding businesses. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$130,000 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$4.72 in our community.

Texas Health Family Care and Envision both opened in early-2021. Savannah Woodbridge Development requested assistance from the WEDC specifically related to fee waivers, infrastructure assistance, and the construction of a new 9,000 SF medical office building at Woodbridge Centre. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$648,000 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$7.20 in our community.

ATI Physical Therapy, Crumbl Cookies, Jamba Juice/Auntie Anne’s, Roosters Men’s Grooming, and The UPS Store all opened in early 2021. CBC Property Holdings originally requested assistance from the WEDC specifically related to fee waivers and the construction of a new 7,920 SF commercial building located at Woodbridge Centre. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$1,009,298 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$20.18 in our community.

Orthopaedic Specialists of Dallas opened in mid-2021. North Dallas Wylie Land Investors originally requested assistance from the WEDC specifically related to fee waivers, infrastructure assistance, and the construction of a new 8,000 SF medical office building located at Woodbridge Centre. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$320,202 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$2.67 in our community.

LUV-ROS Holdings completed the \$1.4MM expansion and addition of 10,000 SF to the existing manufacturing facility. The project included a new fire suppression system, four new full-time employees, and a \$400,000 investment in a new manufacturing line. LUV-ROS Holdings requested assistance from the WEDC specifically related to infrastructure reimbursement and the expansion of their existing facility. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$218,301 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$3.12 in our community.

New Projects for FY 2021

GDA Investments, LLC. – Series 53. The Agreement outlines a \$30,500 infrastructure reimbursement, payable over a two-year period related to the construction of a new single-story office building containing approximately 10,800 square feet of space. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$195,000 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$6.40 in our community.

American Entitlements, LLC. This project will add nearly 40 full-time employees and invest over \$100,000 in the downtown district. The Agreement is tied to job creation over the base employment of seven employees and will outline an incentive of \$1,000 per new FTE position, with a maximum incentive of \$33,000, payable over a three-year period. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$258,274 in overall tax revenue over a ten-year period. For every \$1 that the WEDC invests, this business is investing \$7.82 in our community.

Ballers Elite- The Lab, LLC. Ballers Elite requested assistance with the reimbursement of development fees related to the construction of a new 6,776 square foot building at 1400 Martinez Lane. Ballers Elite plans to invest over \$700,000 on the project over a 6-month period and the Agreement outlines a maximum qualified infrastructure reimbursement of \$20,000. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$109,429 in overall

tax revenue for the City of Wylie over a ten-year period. For every \$1 that the WEDC invests, this business is investing \$5.47 in our community.

DW Wylie, LLC. DW Wylie, LLC requested assistance with the reimbursement of development fees and the remodel of an existing 5,218 SF commercial building containing approximately 3,900 square feet of medical office space and 2,456 SF of restaurant space. The Agreement outlines maximum qualified infrastructure reimbursement of \$15,000, specifically for the construction of a \$13,000 gas line needed for the facility. The Economic Impact Analysis (EIA) indicates that the project will generate an estimated \$853,429 in overall tax revenue for the City of Wylie over a ten-year period. For every \$1 that the WEDC invests, this business is investing \$56.89 in our community.

Business Retention and Expansion

The WEDC continued to focus its efforts on enhancing business growth and providing wide-ranging support for existing businesses in 2021. Special programs centered around nationally recognized initiatives such as Small Business Week and Manufacturing Day. Educational and professional networking programs launched this year included the HR Alliance program, educational conferences, networking events, and the creation of a holiday gift guide to encourage and support ‘shop local’ objectives.

As our nation began to emerge from the pandemic in the first few months of 2021, businesses struggled to navigate and understand regulations surrounding COVID-specific state and federal relief programs. In cooperation with the Wylie Chamber of Commerce, SBA, and Workforce Solutions for North Central Texas, the WEDC developed multiple educational seminars to provide needed resources, information, and professional advice. These seminars explained the variety of programs available as well as issues surrounding compliance requirements and reporting obligations.

In the spring of 2021, the WEDC launched a new initiative for Wylie, [Small Business Week](#). The #IshopWylie initiative included a full week of targeted activities designed to highlight and support small and entrepreneurial businesses in the Wylie area. Taste of Wylie, canceled in 2020 due to COVID concerns, was relocated to Olde City Park and incorporated into the #SmallBusinessWeek schedule. Throughout the week, a plethora of networking, educational and targeted shopping experiences were implemented to highlight and support Wylie’s small and non-profit businesses.

In its 4th year of rollout, the [Manufacturing Day](#) program launched with state and local Proclamations providing recognition by the City Council, emphasizing the important role that manufacturing plays in our local economy. 2021 saw the return of in-person student tours of local manufacturers, albeit with smaller groups observing COVID protocols. Students saw first-hand the real-world implementation of in-demand skills, and employers were reminded of the recruitment opportunities available to them through the Wylie ISD’s Career and Technical Education (CTE) program. High-demand jobs in welding, robotics, architecture, HVAC,

construction sciences, engineering, graphic design, animation, pharmaceutical, marketing, and general business administration provide lucrative career paths for students, support the hiring needs of our local businesses and have, therefore, become a primary focus of the CTE program. The 2021 Manufacturing Day program featured the addition of 3 new manufacturing sectors - pharmaceutical, graphic design, and audio-visual animation. In total, this year's program included in-person tours for nearly 200 Wylie ISD students spanning 15 manufacturers representing nearly a dozen manufacturing disciplines. In addition, virtual facility tours were produced to augment classroom lessons and to generate additional interest among future Manufacturing Day tour participants.

Concluding the month-long series of activities, the Wylie Chamber of Commerce held the 3rd Annual Workforce Luncheon featuring Collin College skills training programs. Greg Lutz, President of Lutz Woodworks, was honored at the luncheon as the [2021 Legacy Manufacturer](#) for his active involvement with educating students, developing and participating in internship programs, and supporting the Chamber of Commerce as a pioneer in Wylie's manufacturing sector.

During the holiday season, the Wylie EDC launched the first [Discover Wylie Gift Guide](#). This guide featured online listings for any local business interested in participating. The guide was designed to encourage a 'shop local' approach to holiday shopping and provide a quick and easy tool for citizens to support local businesses. In its debut year, the guide achieved 900 downloads and 479 page views.

2022 Goals & Objectives

Downtown Revitalization and Expansion

- Brown & 78 Redevelopment - Infrastructure / Engineering
- NTMWD - Water Line Relocation
- TxDOT - Median Improvements / Decel Lanes
- UP - Plan/Install Additional Parking

544 Gateway Property

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

Industrial Development on Alanis

- Flood Study
- Complete Field Work / Engineering

Partner with KCS for Wylie Logistics Park

- Infrastructure / Engineering
- Marketing Plan / Promotion

Expand/Promote BRE and Workforce Programs

- Expand relationships with Community Resource Partners
 - Career Fair / Hiring Events / Seminars
 - HR Roundtable / CEO Roundtable / Community Roundtable
- Grow MFG Day/Month
 - Increased Participation
 - Expanded Hours for General Public
 - Workforce Luncheon
 - VIP Dinner/Networking Event
- Expand/Promote Entrepreneurship and Small Business Assistance Programs
 - Expand Training Opportunities / Lunch N' Learns
 - Grow Small Business Week
 - Establish an Entrepreneur Event
 - Build awareness about EconDev Week



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: January 19, 2022
Prepared By: Jason Greiner
Date Prepared: 1/17/22

Item Number: DS1
Account Code:
Exhibits:

Subject
Discussion regarding WEDC Bylaws and Board Member Handbook.

Recommendation
No action is requested by staff for this item.

Discussion
As the Board will recall, the Board discussed issues related to the WEDC Bylaws and considered the addition of a Board Member Handbook at the 11-29-21 WEDC Work Session.
At that time, the Board directed Staff to provide examples of bylaws and handbook material from other Type A Corporations for their individual review and requested that this Item be brought back to the Board for Discussion from January-March, with any potential amendments to City Council in April.
WEDC Staff will lead the discussion, take notes, make amendments, and bring back the changes at the next meeting.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: January 19, 2022
Prepared By: Jason Greiner
Date Prepared: 1/17/22

Item Number: DS2
Account Code:
Exhibits:

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

Recommendation
No action is requested by staff for this item.

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

2021 December

Day	Time	Meeting/Event
4	9am-4pm	Wylie Arts Festival- Olde City Park (9am-4pm)
5-7		<i>ICSC RECon – Vegas – mp, dd, mw, bp, jq</i>
5	6:00 pm	Christmas Parade and Tree Lighting
7	8:30 am	WDMA Meeting – aw
14	6:00 pm	City Council
23-24	CLOSED	<i>Christmas Holiday</i>
31	CLOSED	<i>New Year’s Eve</i>

2022 January **Board Meeting – 6th & 19th**

Day	Time	Meeting/Event
4	8:30 am	WDMA Meeting - aw
7	8:30 am	WEDC- Board Meeting (<i>December</i>)
11	6:00 pm	City Council
13	6:00 pm	CPAC Meeting: Future Land Use, Transportation
19	8:30 am	WEDC – Board Meeting
19	11:30 am	Chamber Lunch ‘n Learn – Social Media 101
20		<i>Workforce Solutions Career Fair – Virtual</i>
25	6:00 pm	City Council – Annual Report, Work Session & Executive Session
26	10:30 am	TEDC Webinar: Attracting Big Talent to Small Cities by Promoting Quality of Life- jg
27	6:00 pm	Historic Review Commission Meeting
28	11:00 am	TDA Webinar: Supporting Local Small Businesses- jg
30-Feb 1		<i>IEDC Leadership Summit</i>

2022 February **Board Meeting – 16th**

Day	Time	Meeting/Event
1	8:30 am	WDMA Meeting - aw
1-3		ICSC Red River - Dallas
8	6:00 pm	City Council
10	6:00 pm	CPAC Meeting: Community Open House #2
15	10:00 am	TDA Webinar- DT Coworking, Entrepreneurship, Local Partnerships, and WD- jg
16	8:30 am	WEDC – Board Meeting
16-18		TEDC Winter Conference – Sugar Land
16	11:30 am	Chamber Lunch ‘n Learn – Battleground IRS: Surviving Tax Season
20-23		RILA Conference - <i>Retail Supply Chain & Logistics</i> – Dallas
22-25		TEDC Winter Basic Economic Development Course – Round Rock- tg
22	6:00 pm	City Council
26		<i>WISD Education Foundation- Boots & BBQ</i>
26		Collin College – Stetson and Stiletto – McKinney

Around the Corner...

- TEDC- Sales Tax Workshop, Tyler- April 8
- TEDC- Sales Tax Workshop, Waco- May 13
- TEDC - Texas Women in Economic Development Conference - May 17-18
- ICSC 2022 Las Vegas- May 22-24
- TEDC- Sales Tax Workshop, Abilene- June 10
- IEDC Economic Future Forum - June 12-14
- TEDC 2022 Summer Basic Economic Development Course- June 21-24 (Corpus Christi)
- TEDC Mid-Year Conference- June 22-24

Wylie Economic Development Corporation

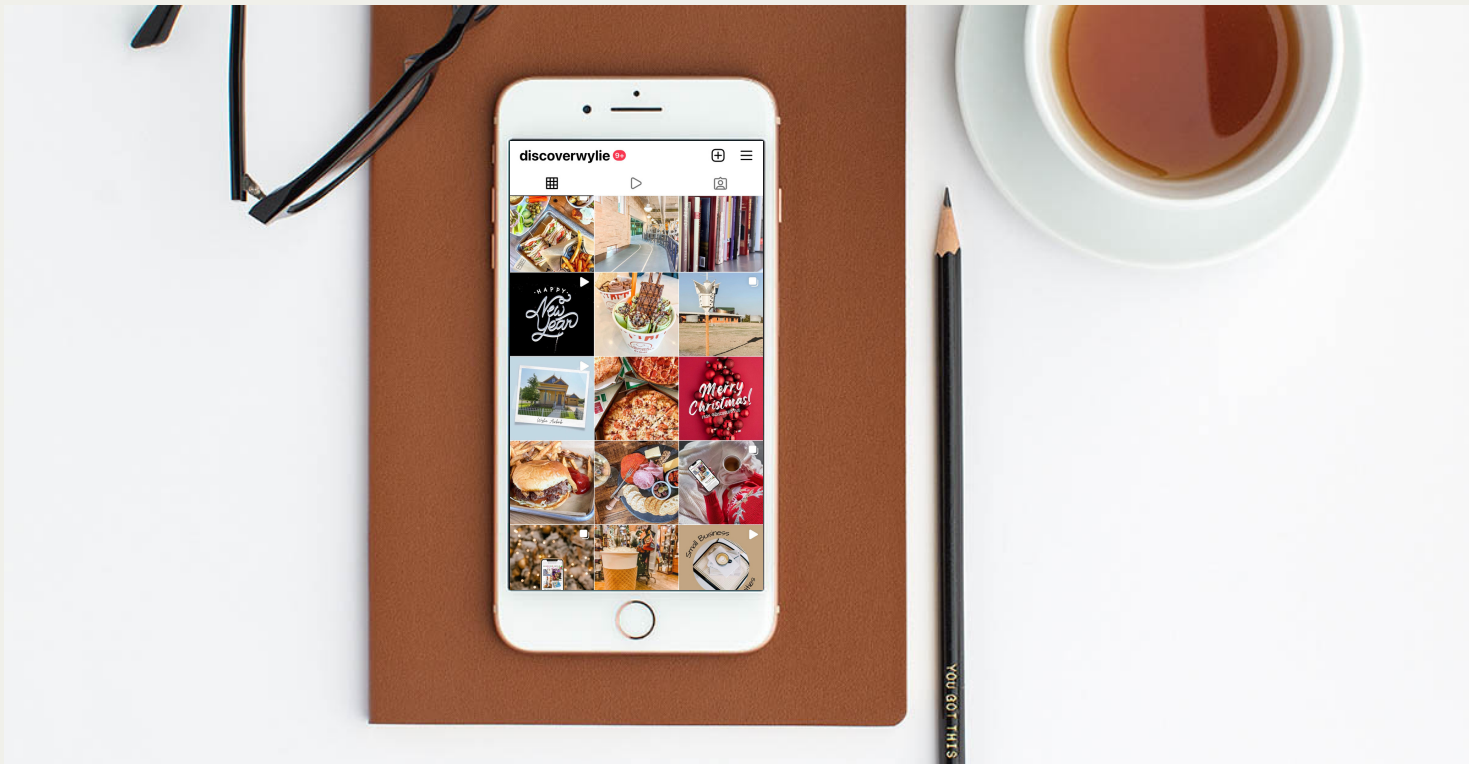
01/19/2022 Item DS2.

Inventory Subledger (Land) December 31, 2021

	Property	Purchase Date	Address	Acreage	Improvements	Cost Basis	Sub-totals
Cooper St.	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	
Industrial Ct.	Jarrard	12/22/16	201 Industrial Ct	0.2900	\$ 32,893.00	n/a	\$ 300,493.00
						\$ 300,493.00	
Regency Dr.	Regency Pk.	6/4/10	25 Steel Road	0.6502	\$ -	n/a	\$ 25,170.77
						\$ 25,170.77	
Commerce Dr.	Hobart Investments	11/12/13	Commerce	1.6000	\$ -	n/a	\$ 156,819.50
	Hobart	1/6/14	605 Commerce	1.0650	\$ 396,263.00	20,000	\$ 386,380.00
	Dallas Whirlpools	11/22/16	900-908 Kirby	4.7900	\$ 128,925.00	9,000	\$ 2,182,080.30
	City of Wylie	10/22/21	900-908 Kirby	4.7900	\$ -	n/a	\$ 3,000,000.00
						\$ 5,725,279.80	
Downtown	Heath	3/17/14	104 N. Jackson	0.1720	\$ -	n/a	\$ 220,034.00
	Udoh	2/12/14	109 Marble	0.1700	\$ -	n/a	\$ 70,330.00
	Peddicord	12/12/14	100 W. Oak St	0.3481	\$ 155,984.00	4,444	\$ 486,032.00
	City Lot	12/12/14	108/110 Jackson	0.3479	\$ -	n/a	
	Jones (K&M)	9/3/15	106 N. Birmingham	0.2100	\$ 42,314.00	4,125	\$ 190,596.10
	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	Demo	\$ 328,792.20
	Keefer	10/27/21	401 N Keefer Dr	0.4890	\$ 83,084.00	Demo	\$ 237,951.39
							\$ 1,784,503.69
Alanis Dr.	White Property	12/12/14	Alanis	6.6328	\$ -	n/a	\$ 420,336.00
						\$ 420,336.00	
South Ballard	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
	Braley	7/22/19	503 S. Ballard	0.2558	\$ -	n/a	\$ 177,397.96
						\$ 759,275.00	
Squire Dr.	Gallagher	3/14/18	Squire-lot 2-4	2.6720	\$ 100,404.00	6,000	\$ 573,844.35
						\$ 573,844.35	
Brown & 78	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	Demo	\$ 204,775.00
	Karan	12/28/18	300 E. Brown	2.3866	\$ -	n/a	\$ 1,250,391.20
	O'Donald	1/7/19	410 E. Brown	0.1870	\$ 64,421.00	Demo	\$ 177,043.75
	Weatherford	2/12/19	303 Marble	2.1740	\$ -	n/a	\$ 757,488.00
	Brothers JV	2/26/19	306 & 308 N. 2nd Street	0.3770	\$ -	n/a	\$ 145,923.04
	Pulliam	2/27/19	300 N. 2nd Street	0.2570	\$ 122,764.00	1,364	\$ 218,472.20
	Swayze	4/18/19	208 N. 2nd Street	0.2580	\$ -	n/a	\$ 187,501.40
	Swayze	5/9/19	204 N. 2nd Street	0.2580	\$ -	n/a	\$ 187,658.20
	Kreymer	10/9/19	302 N. 2nd Street	0.1290	\$ 72,609.00	1,386	\$ 187,941.76
	KCS	11/22/19	Hwy 78 Frontage	2.5363	\$ -	n/a	\$ 674,110.20
	City of Wylie	5/14/20	ROW Purchase/Alleys	1.8800	\$ -	n/a	\$ 81,713.00
	Collin County	5/7/20	SWC Hwy 78 & Marble	0.3590	\$ -	n/a	\$ 75,964.20
	Collin County	5/7/20	414 S. 2nd Street (NWC Hwy 78 &	1.2260	\$ -	n/a	\$ 296,152.20
	TxDOT	2/21/21	SWC Hwy 78 & Brown	0.2209	\$ -	n/a	\$ 78,540.00
						\$ 4,831,853.96	
Total				44.0466	\$ 1,638,758.00	60,136	\$ 15,673,220.32
							\$ 15,673,220.32

DISCOVER WYLIE

Q4 *reporting*



 @DISCOVERWYLIE
10/16/2021 - 12/31/2021

OVERVIEW & STRATEGIES

@DiscoverWylie

Report Time Period: 10/19/2021 - 12/31/2022

Goals for this Quarter

- > Develop a social media presence on Instagram.
- > Grow account.
- > Increase engagement.
- > Start using stories.
- > Test different content to see what resonates with followers.

STRATEGIES APPLIED THIS QUARTER

- Followed local small businesses.
- Posted original content in feed.
- Started posting stories.
- Shared local business and event content in stories.
- Engaged with followers through polls, questions, and quizzes in stories.

STRATEGIES TO APPLY NEXT QUARTER

- Continue posting stories with opportunities for followers to engage.
- Add local history and interesting Wylie facts to the feed and stories.
- Add local nonprofits and small business features to feed and stories.
- Encourage followers to tag @DiscoverWylie and use #DiscoverWylie hashstag so we can share their content.
- Start sharing a post with local events every week (need access to a calendar of events for this)

INSTAGRAM REPORT

@DiscoverWylie

Report Time Period: 10/19/2021 - 12/31/2022

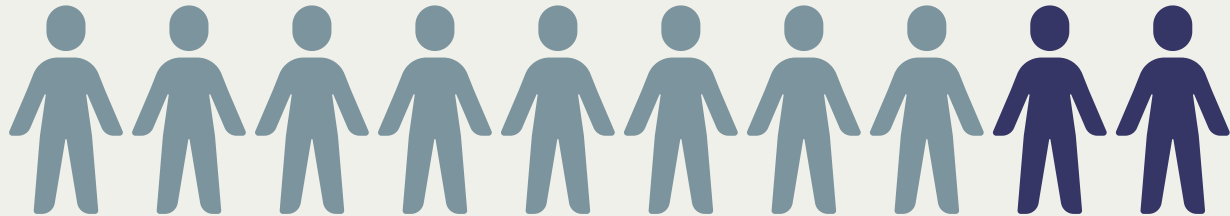
338
TOTAL FOLLOWERS

114
NEW FOLLOWERS

+50.8%
PREVIOUS PERIOD

ENGAGEMENT	263	+3657%
REACH	1746	+1095%
CONTENT INTERACTIONS	1075	+5019%
NON-FOLLOWER REACH	1483	+2548%

AUDIENCE FEMALE / MALE



AUDIENCE LOCATION

- WYLIE 52%
- SACHSE 8%
- DALLAS 5%
- GARLAND 4%

TOP POSTS BY LIKES

