

# Wylie Economic Development Corporation

## Board Regular Meeting

July 16, 2025 – 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 June 18, 2025 Regular Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the June 2025 WEDC Treasurer's Report.

### REGULAR AGENDA

- 1. Consider and act upon a Second Amendment to the Purchase and Sale Agreement between the WEDC and Aktrian Holdings LLC.
- 2. Consider and act upon a Second Amendment to the Performance Agreement between the WEDC and Phoenix Ascending Investments, LLC.
- 3. Consider and act upon a License Agreement between the WEDC and Wylie Downtown Merchants Association.
- 4. Consider and act upon the approval of the FY 2025-2026 WEDC Budget.

### DISCUSSION ITEMS

- DS1. Discussion regarding the Performance Agreement between WEDC and MLKJ Investments, LLC.
- DS2. Discuss issues surrounding WEDC loans.
- 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 Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, Jackson/Oak, Regency/Steel, 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: 2022-1b, 2022-1c, 2023-1c, 2023-2d, 2023-8a, 2023-11b, 2024-2d, 2024-5a, 2024-5f, 2024-8d, 2024-9d, 2024-10c, 2024-12c, 2025-2a, 2025-3b, 2025-4a, 2025-4d, 2025-4e, 2025-4g, 2025-5b, 2025-5c, 2025-5f, 2025-5g, 2025-6a, 2025-6b, 2025-6c, 2025-6d, 2025-6e, 2025-6f, 2025-6g, 2025-7a, 2025-7b, 2025-7c, 2025-7d and 2025-7e.

## **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 July 11, 2025 at 5:00 p.m. on the outside bulletin board at Wylie City Hall, 300 Country Club Road, Building 100, Wylie, Texas, a place convenient and readily accessible to the public at all times.

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*Stephanie Storm, City Secretary*

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*Date Notice Removed*

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

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

Texas Government Code Section:

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

# Minutes

## Wylie Economic Development Corporation Board of Directors Special Called Meeting

June 18, 2025 – 7:30 A.M.  
WEDC Offices – Conference Room  
250 S Hwy 78 – Wylie, TX 75098

### **CALL TO ORDER**

*Announce the presence of a Quorum*

President Demond Dawkins called the meeting to order at 7:32 a.m. Board Members present were Harold Smith and Melisa Whitehead.

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

WEDC staff present included Executive Director Jason Greiner, Assistant Director Rachael Hermes, BRE Director Angel Wygant, Research Analyst Marissa Butts, and Office Manager Christy Stewart.

### **INVOCATION & PLEDGE OF ALLEGIANCE**

Rachael Hermes gave the invocation, and Harold Smith led the Pledge of Allegiance.

### **COMMENTS ON NON-AGENDA ITEMS**

With no citizen participation, President Dawkins moved to the 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 May 28, 2025 Regular Meeting of the WEDC Board of Directors.**
- B. Consider and act upon approval of the May 2025 WEDC Treasurer's Report.**

#### **Board Action**

A motion was made by Melisa Whitehead, seconded by Harold Smith, to approve the Consent Agenda. A vote was taken, and the motion passed 3-0.

President Dawkins moved to Discussion Item 2.

### **DISCUSSION ITEMS**

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



### **Staff Comments**

Staff referred the Board to the Agenda Report provided in the packet for all updates related to WEDC Property Updates, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs. Regarding real estate, staff noted that MLKJ is continuing to work on the foundation but has been delayed more than expected due to the amount of rain. Additionally, Shadyside Land and Cattle, formerly known as Deft Ventures, is currently seeking permits through TDLR and is prepared for their Pre-Construction Meeting, with an anticipated closing date within the next 30-45 days. Staff also noted that SCSD is continuing to wait for Capco to complete the line relocation before they can proceed, and Aktrian Holding's feasibility expiration is approaching and may require a second extension. Regarding BRE and workforce updates, Staff shared information on a possible expansion for two businesses. Staff reminded the Board of upcoming events, including the TEDC Mid-Year Conference, the Board and Commission Outgoing Reception and Swear-in, a Council Meeting with Joint Executive Session, Whisker Wishes, Budget Work Sessions, and the Wylie Championship Rodeo. Staff noted a 2.89% increase in sales tax revenues for the month of June and a 7.31% increase for the year.

### **EXECUTIVE SESSION**

Recessed into Closed Session at 7:44 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 Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, Jackson/Oak, Regency/Steel, 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.**

**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: 2022-1b, 2022-1c, 2023-1c, 2023-2d, 2023-8a, 2023-11b, 2024-2d, 2024-5a, 2024-5f, 2024-8d, 2024-9d, 2024-10c, 2024-12c, 2025-2a, 2025-3b, 2025-4a, 2025-4d, 2025-4e, 2025-4g, 2025-5c, 2025-5f, 2025-5g, 2025-6a, 2025-6b, 2025-6c, and 2025-6d.**

### **RECONVENE INTO OPEN SESSION**

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

President Dawkins reconvened into Open Session at 9:46 a.m. and the Board took the following actions:

### **Board Action**

A motion was made by Melisa Whitehead, seconded by Harold Smith, to authorize the WEDC to enter into a Performance Agreement with Project 2024-2d in an amount not to exceed \$600,000, subject to council approval. A vote was taken and the motion passed 3-0.

### **Board Action**

A motion was made by Melisa Whitehead, seconded by Harold Smith, to authorize the sale of Lot 5R, Block A, 544 Gateway Addition, a 2.87-acre lot located in the City of Wylie in the amount of \$625,000.00 (with \$200,000 cash to close and a \$425,000 promissory note) further authorizing the WEDC Board President or his designee to execute all documentation necessary to effectuate the transaction. A vote was taken and the motion passed 3-0.

President Dawkins then moved to Regular Agenda Item 1.

## **REGULAR AGENDA**

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### **1. Consider and act upon a License Agreement between the WEDC and Wylie Downtown Merchants Association.**

#### **Staff Comments**

Staff reminded the Board that the WEDC approved a rebrand for the Discover Wylie and Downtown Wylie websites on January 24, 2025. Staff noted that the License agreement will include: a Mutual Trademark License for the “Historic Downtown Wylie” and “Discover Wylie” brands; Website Management (Includes the design, hosting, and maintenance of new websites); Marketing Partnership (Both parties agree to jointly promote key initiatives such as tourism campaigns, influencer marketing, podcasts, and business spotlights); Term and Ownership Transfer (Initial five (5) year term (with 5-year auto-renewal if needed); and Financial Consideration (WEDC will fund ongoing website management and development costs, estimated at approximately \$35,000 annually, for both brands.) Ongoing marketing and outreach efforts are considered in-kind and jointly supported by both organizations.

The Board requested additional clarity to be incorporated within the agreement regarding the expectations pertaining to the KPI’s and additional language to avoid ambiguity and ensure the agreement has defined terms and a clear endpoint.

#### **Board Action**

A motion was made by Harold Smith, seconded by Melisa Whitehead, authorizing the WEDC Executive Director to execute a contract between Wylie EDC and Wylie Downtown Merchants Association. A vote was taken, and the motion passed 3-0.

## **DISCUSSION ITEMS**

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### **DS1. Discuss issues surrounding the FY 2025-2026 WEDC Budget.**

**Staff Comments**

Staff discussed the FY 25-26 WEDC Budget process and provided a high-level overview of FY 24-25 revenues and expenses in order to project the fund balance for the year. Staff noted the retirement of one staff member in May 2026, with staff requesting an increase in personnel to allow for adequate cross-training within the organization prior to the scheduled retirement. Staff scheduled a Budget Committee Meeting for July 2nd for further review of the proposed FY 25-26 Budget and noted that City Council will review the budget during the Budget Work Session on July 8<sup>th</sup>.

**FUTURE AGENDA ITEMS**

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There were no Items requested for inclusion on future agendas.

**ADJOURNMENT**

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With no further business, President Dawkins adjourned the WEDC Board meeting at 10:00 a.m.

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**Demond Dawkins, President**

**ATTEST:**

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**Jason Greiner, Executive Director**



# Wylie Economic Development Board

## AGENDA REPORT

Meeting Date: July 16, 2025

Item Number: B

Prepared By: Jason Greiner

### Subject

Consider and act upon approval of the June 2025 WEDC Treasurer's Report.

### Recommendation

Motion to approve the June 2025 WEDC Treasurer's Report.

Presented for the Board's review and approval is the June 2025 Treasurer's Report detailing the month and year-to-date financial transactions and performance against budget. This report contains 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 February and allocated in June was \$388,872.57, an increase of 2.89% over the same period in 2024. YTD sales tax revenues as of June are up 7.31%.

### **EXPENSES:**

#### Incentives

\$2,000 American Entitlements – Incentive 3 of 4

#### Special Services

\$19,500.00 Sports Facilities Companies – Payment 2 of 3 – SFA Agreement

\$13,000.00 Sports Facilities Companies – Payment 3 of 3 – SFA Agreement

#### Special Services – Real Estate

\$11,700.00 Heath & Heath - Keefer Lot Clean Up

#### Special Services - Infrastructure

\$38,222.70 Tiseo – FM 544 Gateway Proj (Proj 11F) – Est #10

\$16,964.64 Oncor – Utility Relocation

\$994,991.91 McMahon Contracting – Pay App 8

\$349,822.43 McMahon Contracting – Pay App 9

#### Audit & Legal Services

\$16,944.20 Abernathy – Legal Fees

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP</b>							
<b>Revenue</b>							
<b>Category: 400 - Taxes</b>							
<a href="#">111-4000-40210</a>	SALES TAX	4,990,217.00	4,990,217.00	388,872.57	2,887,895.11	-2,102,321.89	42.13 %
<b>Category: 400 - Taxes Total:</b>		<b>4,990,217.00</b>	<b>4,990,217.00</b>	<b>388,872.57</b>	<b>2,887,895.11</b>	<b>-2,102,321.89</b>	<b>42.13%</b>
<b>Category: 460 - Interest Income</b>							
<a href="#">111-4000-46110</a>	ALLOCATED INTEREST EARNINGS	112,000.00	112,000.00	23,486.46	287,944.54	175,944.54	257.09 %
<b>Category: 460 - Interest Income Total:</b>		<b>112,000.00</b>	<b>112,000.00</b>	<b>23,486.46</b>	<b>287,944.54</b>	<b>175,944.54</b>	<b>157.09%</b>
<b>Category: 480 - Miscellaneous Income</b>							
<a href="#">111-4000-48110</a>	RENTAL INCOME	4,800.00	4,800.00	400.00	5,300.00	500.00	110.42 %
<a href="#">111-4000-48410</a>	MISCELLANEOUS INCOME	0.00	0.00	0.00	400.00	400.00	0.00 %
<a href="#">111-4000-48430</a>	GAIN/(LOSS) SALE OF CAP ASSETS	4,121,530.00	4,121,530.00	0.00	925,593.76	-3,195,936.24	77.54 %
<b>Category: 480 - Miscellaneous Income Total:</b>		<b>4,126,330.00</b>	<b>4,126,330.00</b>	<b>400.00</b>	<b>931,293.76</b>	<b>-3,195,036.24</b>	<b>77.43%</b>
<b>Revenue Total:</b>		<b>9,228,547.00</b>	<b>9,228,547.00</b>	<b>412,759.03</b>	<b>4,107,133.41</b>	<b>-5,121,413.59</b>	<b>55.50%</b>
<b>Expense</b>							
<b>Category: 510 - Personnel Services</b>							
<a href="#">111-5611-51110</a>	SALARIES	470,558.40	470,558.40	38,986.64	352,660.06	117,898.34	25.05 %
<a href="#">111-5611-51140</a>	LONGEVITY PAY	2,807.68	2,807.68	0.00	2,664.00	143.68	5.12 %
<a href="#">111-5611-51310</a>	TMRS	74,649.83	74,649.83	6,269.09	56,107.52	18,542.31	24.84 %
<a href="#">111-5611-51410</a>	HOSPITAL & LIFE INSURANCE	79,943.76	79,943.76	6,399.72	58,431.96	21,511.80	26.91 %
<a href="#">111-5611-51420</a>	LONG-TERM DISABILITY	1,741.07	1,741.07	0.00	649.62	1,091.45	62.69 %
<a href="#">111-5611-51440</a>	FICA	29,348.70	29,348.70	2,281.49	20,602.61	8,746.09	29.80 %
<a href="#">111-5611-51450</a>	MEDICARE	6,863.81	6,863.81	533.57	4,818.28	2,045.53	29.80 %
<a href="#">111-5611-51470</a>	WORKERS COMP PREMIUM	994.07	1,175.06	0.00	1,175.06	0.00	0.00 %
<a href="#">111-5611-51480</a>	UNEMPLOYMENT COMP (TWC)	585.00	585.00	0.00	315.00	270.00	46.15 %
<b>Category: 510 - Personnel Services Total:</b>		<b>667,492.32</b>	<b>667,673.31</b>	<b>54,470.51</b>	<b>497,424.11</b>	<b>170,249.20</b>	<b>25.50%</b>
<b>Category: 520 - Supplies</b>							
<a href="#">111-5611-52010</a>	OFFICE SUPPLIES	5,000.00	5,000.00	149.29	1,419.41	3,580.59	71.61 %
<a href="#">111-5611-52040</a>	POSTAGE & FREIGHT	300.00	300.00	0.00	223.85	76.15	25.38 %
<a href="#">111-5611-52810</a>	FOOD SUPPLIES	3,000.00	3,000.00	79.28	1,968.86	1,031.14	34.37 %
<b>Category: 520 - Supplies Total:</b>		<b>8,300.00</b>	<b>8,300.00</b>	<b>228.57</b>	<b>3,612.12</b>	<b>4,687.88</b>	<b>56.48%</b>
<b>Category: 540 - Materials for Maintenance</b>							
<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	0.00	1,975.00	5,675.00	74.18 %
<b>Category: 540 - Materials for Maintenance Total:</b>		<b>10,150.00</b>	<b>10,150.00</b>	<b>0.00</b>	<b>1,975.00</b>	<b>8,175.00</b>	<b>80.54%</b>
<b>Category: 560 - Contractual Services</b>							
<a href="#">111-5611-56030</a>	INCENTIVES	1,741,250.00	1,741,250.00	2,000.00	920,000.00	821,250.00	47.16 %
<a href="#">111-5611-56040</a>	SPECIAL SERVICES	87,270.00	87,270.00	42,237.50	85,121.69	2,148.31	2.46 %
<a href="#">111-5611-56041</a>	SPECIAL SERVICES-REAL ESTATE	71,000.00	71,000.00	18,915.29	29,131.30	41,868.70	58.97 %
<a href="#">111-5611-56042</a>	SPECIAL SERVICES-INFRASTRUCTUR	9,020,667.00	9,020,667.00	1,400,001.68	7,259,069.95	1,761,597.05	19.53 %
<a href="#">111-5611-56080</a>	ADVERTISING	226,125.00	226,125.00	9,795.00	103,865.78	122,259.22	54.07 %
<a href="#">111-5611-56090</a>	COMMUNITY DEVELOPMENT	74,450.00	74,450.00	5,048.14	32,772.87	41,677.13	55.98 %
<a href="#">111-5611-56110</a>	COMMUNICATIONS	7,900.00	7,900.00	521.18	4,158.95	3,741.05	47.36 %
<a href="#">111-5611-56180</a>	RENTAL	27,000.00	27,000.00	2,250.00	22,500.00	4,500.00	16.67 %
<a href="#">111-5611-56210</a>	TRAVEL & TRAINING	95,500.00	95,500.00	540.52	64,819.43	30,680.57	32.13 %
<a href="#">111-5611-56250</a>	DUES & SUBSCRIPTIONS	91,053.00	91,053.00	8,263.98	76,043.18	15,009.82	16.48 %
<a href="#">111-5611-56310</a>	INSURANCE	6,800.00	6,800.00	0.00	6,119.85	680.15	10.00 %
<a href="#">111-5611-56510</a>	AUDIT & LEGAL SERVICES	53,000.00	53,000.00	18,446.20	35,390.40	17,609.60	33.23 %
<a href="#">111-5611-56570</a>	ENGINEERING/ARCHITECTURAL	855,300.00	855,300.00	378.00	117,515.48	737,784.52	86.26 %
<a href="#">111-5611-56610</a>	UTILITIES-ELECTRIC	2,400.00	2,400.00	177.88	1,311.09	1,088.91	45.37 %

## Budget Report

For Fiscal: 2024-2025 Period Ending: 06/30/2025

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Category: 560 - Contractual Services Total:</b>	<b>12,359,715.00</b>	<b>12,359,715.00</b>	<b>1,508,575.37</b>	<b>8,757,819.97</b>	<b>3,601,895.03</b>	<b>29.14%</b>
<b>Category: 570 - Debt Service &amp; Capital Replacement</b>						
<a href="#">111-5611-57410</a> PRINCIPAL PAYMENT	606,744.04	606,744.04	52,548.69	466,523.30	140,220.74	23.11 %
<a href="#">111-5611-57415</a> INTEREST EXPENSE	625,253.60	625,253.60	50,117.78	457,474.93	167,778.67	26.83 %
<b>Category: 570 - Debt Service &amp; Capital Replacement Total:</b>	<b>1,231,997.64</b>	<b>1,231,997.64</b>	<b>102,666.47</b>	<b>923,998.23</b>	<b>307,999.41</b>	<b>25.00%</b>
<b>Category: 580 - Capital Outlay</b>						
<a href="#">111-5611-58110</a> LAND-PURCHASE PRICE	1,000,000.00	1,000,000.00	0.00	0.00	1,000,000.00	100.00 %
<b>Category: 580 - Capital Outlay Total:</b>	<b>1,000,000.00</b>	<b>1,000,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,000,000.00</b>	<b>100.00%</b>
<b>Expense Total:</b>	<b>15,277,654.96</b>	<b>15,277,835.95</b>	<b>1,665,940.92</b>	<b>10,184,829.43</b>	<b>5,093,006.52</b>	<b>33.34%</b>
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>	<b>-6,049,107.96</b>	<b>-6,049,288.95</b>	<b>-1,253,181.89</b>	<b>-6,077,696.02</b>	<b>-28,407.07</b>	<b>-0.47%</b>
<b>Report Surplus (Deficit):</b>	<b>-6,049,107.96</b>	<b>-6,049,288.95</b>	<b>-1,253,181.89</b>	<b>-6,077,696.02</b>	<b>-28,407.07</b>	<b>-0.47%</b>

## Budget Report

For Fiscal: 2024-2025 Period Ending: 06/30/2025

## Group Summary

Category	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP</b>						
<b>Revenue</b>						
400 - Taxes	4,990,217.00	4,990,217.00	388,872.57	2,887,895.11	-2,102,321.89	42.13%
460 - Interest Income	112,000.00	112,000.00	23,486.46	287,944.54	175,944.54	157.09%
480 - Miscellaneous Income	4,126,330.00	4,126,330.00	400.00	931,293.76	-3,195,036.24	77.43%
<b>Revenue Total:</b>	<b>9,228,547.00</b>	<b>9,228,547.00</b>	<b>412,759.03</b>	<b>4,107,133.41</b>	<b>-5,121,413.59</b>	<b>55.50%</b>
<b>Expense</b>						
510 - Personnel Services	667,492.32	667,673.31	54,470.51	497,424.11	170,249.20	25.50%
520 - Supplies	8,300.00	8,300.00	228.57	3,612.12	4,687.88	56.48%
540 - Materials for Maintenance	10,150.00	10,150.00	0.00	1,975.00	8,175.00	80.54%
560 - Contractual Services	12,359,715.00	12,359,715.00	1,508,575.37	8,757,819.97	3,601,895.03	29.14%
570 - Debt Service & Capital Replacement	1,231,997.64	1,231,997.64	102,666.47	923,998.23	307,999.41	25.00%
580 - Capital Outlay	1,000,000.00	1,000,000.00	0.00	0.00	1,000,000.00	100.00%
<b>Expense Total:</b>	<b>15,277,654.96</b>	<b>15,277,835.95</b>	<b>1,665,940.92</b>	<b>10,184,829.43</b>	<b>5,093,006.52</b>	<b>33.34%</b>
<b>Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):</b>	<b>-6,049,107.96</b>	<b>-6,049,288.95</b>	<b>-1,253,181.89</b>	<b>-6,077,696.02</b>	<b>-28,407.07</b>	<b>-0.47%</b>
<b>Report Surplus (Deficit):</b>	<b>-6,049,107.96</b>	<b>-6,049,288.95</b>	<b>-1,253,181.89</b>	<b>-6,077,696.02</b>	<b>-28,407.07</b>	<b>-0.47%</b>

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
111 - WYLIE ECONOMIC DEVEL CC	-6,049,107.96	-6,049,288.95	-1,253,181.89	-6,077,696.02	-28,407.07
Report Surplus (Deficit):	-6,049,107.96	-6,049,288.95	-1,253,181.89	-6,077,696.02	-28,407.07



Wylie Economic Development Corporation  
Statement of Net Position  
As of June 30, 2025

**Assets**

Cash and cash equivalents	\$ 8,548,335.50	
Receivables	\$ 684,000.00	Note 1
Inventories	\$ 14,063,964.34	
Prepaid Items	\$ -	
<b>Total Assets</b>	<b>\$ 23,296,299.84</b>	

**Deferred Outflows of Resources**

Pensions	\$ 84,397.55	
<b>Total deferred outflows of resources</b>	<b>\$ 84,397.55</b>	

**Liabilities**

Accounts Payable and other current liabilities	\$ 806,083.86	
Unearned Revenue	\$ 1,200.00	Note 2
Non current liabilities:		
Due within one year	\$ 221,571.66	Note 3
Due in more than one year	\$ 14,482,701.43	
<b>Total Liabilities</b>	<b>\$ 15,511,556.95</b>	

**Deferred Inflows of Resources**

Pensions	\$ (8,542.41)	
<b>Total deferred inflows of resources</b>	<b>\$ (8,542.41)</b>	

**Net Position**

Net investment in capital assets	\$ -	
Unrestricted	\$ 7,860,598.03	
<b>Total Net Position</b>	<b>\$ 7,860,598.03</b>	

*Note 1: Includes incentives in the form of forgivable loans for \$34,000 (Glen Echo), \$450,000 (Phoenix Ascending), and \$200,000 (MLKJ)*

*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 06/30/2025

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.	8,546,335.50
<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	684,000.00
<a href="#">111-1000-14112</a>	INVENTORY - MATERIAL/ SUPPLY	0.00
<a href="#">111-1000-14116</a>	INVENTORY - LAND & BUILDINGS	14,063,964.34
<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	150,000.00
<b>Total Assets:</b>		<b>23,446,299.84</b>
		<b><u>23,446,299.84</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	-2,608.79
<a href="#">111-2000-20117</a>	TMRS PAYABLE	9,272.48
<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	7,033.26
<a href="#">111-2000-20131</a>	EDWARD JONES DEFERRED COMP	0.00
<a href="#">111-2000-20132</a>	EMP CARE FLITE	-3.00
<a href="#">111-2000-20133</a>	Unemployment Comp Payable	13.70
<a href="#">111-2000-20151</a>	ACCRUED WAGES PAYABLE	0.00
<a href="#">111-2000-20180</a>	ADDIT EMPLOYEE INSUR PAY	114.42
<a href="#">111-2000-20199</a>	MISC PAYROLL PAYABLE	0.00
<a href="#">111-2000-20201</a>	AP PENDING	388,045.13
<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	150,000.00
<a href="#">111-2000-20610</a>	RETAINAGE PAYABLE	404,216.66

As Of 06/30/2025

## Balance Sheet

Account	Name	Balance
<a href="#">111-2000-20810</a>	DUE TO GENERAL FUND	0.00
<a href="#">111-2000-22270</a>	DEFERRED INFLOW	0.00
<a href="#">111-2000-22275</a>	DEF INFLOW - LEASE PRINCIPAL	0.00
<a href="#">111-2000-22280</a>	DEFERRED INFLOW - LEASE INT	0.00
<a href="#">111-2000-22915</a>	RENTAL DEPOSITS	1,200.00
<b>Total Liability:</b>		<b>957,283.86</b>

## Equity

<a href="#">111-3000-34110</a>	FUND BALANCE - RESERVED	0.00
<a href="#">111-3000-34590</a>	FUND BALANCE-UNRESERV/UNDESIG	28,566,712.00
<b>Total Beginning Equity:</b>		<b>28,566,712.00</b>
Total Revenue		4,107,133.41
Total Expense		10,184,829.43
<b>Revenues Over/Under Expenses</b>		<b>-6,077,696.02</b>
<b>Total Equity and Current Surplus (Deficit):</b>		<b>22,489,015.98</b>
<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>		<b><u>23,446,299.84</u></b>

As Of 06/30/2025

## Balance Sheet

Account	Name	Balance
Fund: 922 - GEN LONG TERM DEBT (WEDC)		
Assets		
	Total Assets:	0.00
		<u>0.00</u>
Liability		
<a href="#">922-2000-28248</a>	GOVCAP LOAN/SERIES 2022	7,281,368.05
	Total Liability:	7,281,368.05
	Total Equity and Current Surplus (Deficit):	0.00
	Total Liabilities, Equity and Current Surplus (Deficit):	<u>7,281,368.05</u>
	*** FUND 922 OUT OF BALANCE ***	-7,281,368.05

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

## Wylie Economic Development Corporation

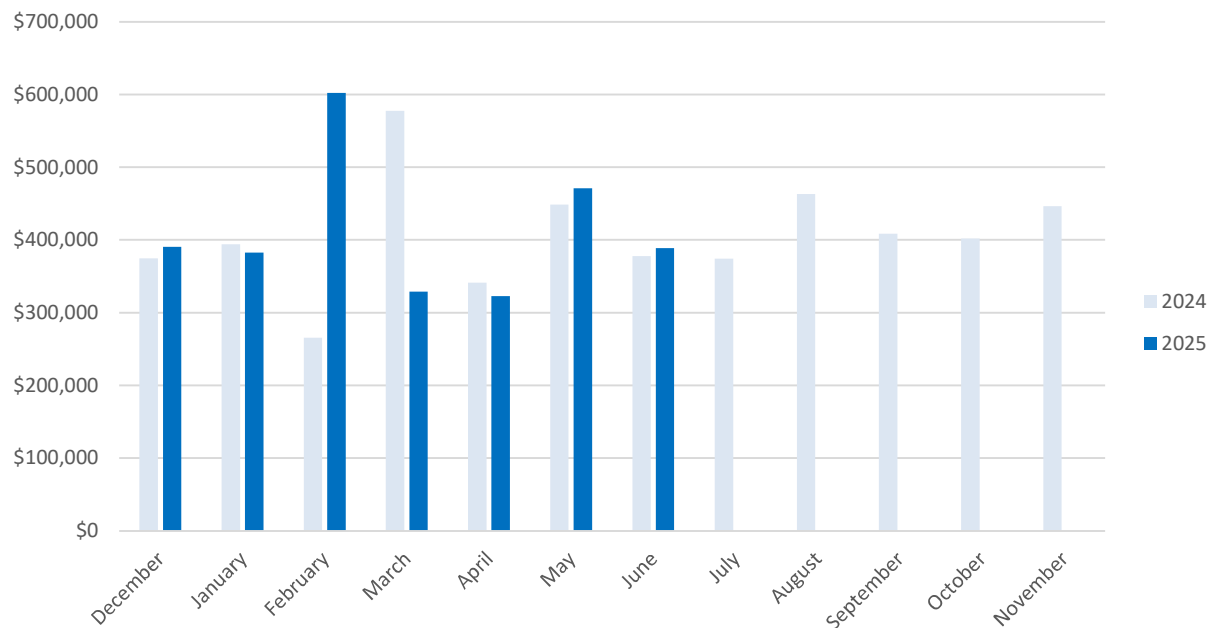
## SALES TAX REPORT

June 30, 2025

## BUDGETED YEAR

MONTH	FY 2022	FY 2023	FY 2024	FY 2025	DIFF 24 vs. 25	% DIFF 24 vs. 25
DECEMBER	\$ 263,577.66	\$ 338,726.54	\$ 374,686.38	\$ 390,604.04	\$ 15,917.66	4.25%
JANUARY	\$ 326,207.92	\$ 368,377.73	\$ 393,994.39	\$ 382,610.55	\$ (11,383.84)	-2.89%
FEBRUARY	\$ 417,896.79	\$ 480,381.11	\$ 265,491.94	\$ 602,324.24	\$ 336,832.30	126.87%
MARCH	\$ 305,605.50	\$ 313,686.17	\$ 577,757.71	\$ 329,048.32	\$ (248,709.40)	-43.05%
APRIL	\$ 265,773.80	\$ 310,050.94	\$ 341,335.06	\$ 322,976.93	\$ (18,358.13)	-5.38%
MAY	\$ 401,180.20	\$ 434,878.33	\$ 448,671.55	\$ 471,458.46	\$ 22,786.91	5.08%
JUNE	\$ 343,371.26	\$ 330,236.89	\$ 377,949.25	\$ 388,872.57	\$ 10,923.32	2.89%
JULY	\$ 331,432.86	\$ 379,162.00	\$ 374,225.20	\$ -		0.00%
AUGUST	\$ 429,696.16	\$ 448,253.70	\$ 463,185.29	\$ -		0.00%
SEPTEMBER	\$ 337,512.61	\$ 371,880.65	\$ 408,571.56	\$ -		0.00%
OCTOBER	\$ 346,236.36	\$ 377,466.67	\$ 402,154.81	\$ -		0.00%
NOVEMBER	\$ 392,790.84	\$ 458,694.91	\$ 446,217.04	\$ -		0.00%
<b>Sub-Total</b>	<b>\$ 4,161,281.96</b>	<b>\$ 4,611,795.64</b>	<b>\$ 4,874,240.18</b>	<b>\$ 2,887,895.10</b>	<b>\$ 108,008.82</b>	7.31%
<b>Total</b>	<b>\$ 4,161,281.96</b>	<b>\$ 4,611,795.64</b>	<b>\$ 4,874,240.18</b>	<b>\$ 2,887,895.10</b>	<b>\$ 108,008.82</b>	7.31%

## WEDC Sales Tax Analysis



\*\*\* Sales Tax collections typically take 2 months to be reflected as Revenue. SlsTx receipts are then accrued back 2 months.  
 Example: June SlsTx Revenue is actually April SlsTx and is therefore the 7th allocation in FY25.

# Wylie Economic Development Corporation

## PERFORMANCE AGREEMENT REPORT

June 30, 2025

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029	REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
AMERICAN ENTITLEMENTS II	\$ 35,000.00	\$ 2,000.00	\$ 10,000.00	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 23,000.00	\$ 35,000.00	
AXL	\$ 65,000.00	\$ 5,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 46,500.00	\$ 51,500.00	
GLEN ECHO BREWING	\$ 100,000.00	\$ 30,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ 20,000.00	\$ 50,000.00	\$ 100,000.00	A
MLKJ	\$ 80,000.00	\$ -	\$ 40,000.00	\$ 40,000.00	\$ -	\$ -	\$ 80,000.00	\$ -	\$ 80,000.00	B
CLF II LI WYLIE (LOVETT)	\$ 1,300,000.00	\$ 650,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 650,000.00	\$ 1,300,000.00	
PHOENIX ASCENDING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	C
SANDEN INTERNATIONAL	\$ 500,000.00	\$ 200,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300,000.00	\$ 500,000.00	
SANDS PHARMACY	\$ 40,000.00	\$ 40,000.00								
	<b>\$ 2,120,000.00</b>	<b>\$ 927,000.00</b>	<b>\$ 70,000.00</b>	<b>\$ 40,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 110,000.00</b>	<b>\$ 1,069,500.00</b>	<b>\$ 2,066,500.00</b>	
							<i>Deferred Outflow</i>	\$ 150,000.00		

A. Performance Agreement (\$100,000) and Forgivable Land Grant (\$100,000 forgiven over 3 years). \$33,000 CO, \$33,000 in 2025, and \$34,000 in 2026.

B. Performance Agreement (\$80,000) and Forgivable Land Grant (\$200,000 forgiven over 3 years). \$50,000 CO & \$50,000/year in 2027, 2028, & 2029.

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

# Wylie Economic Development Corporation

## Inventory Subledger (Land)

June 30, 2025

	Property	Purchase Date	Address	Acreage	SF	Improvements	Cost Basis	Sub-totals
<b>Cooper St.</b>	McMasters	7/12/05	709 Cooper	0.4750	20691	n/a	\$ 202,045.00	
	Heath	12/28/05	706 Cooper	0.4640	20212	\$ 180,414.00 3,625	\$ 186,934.22	
	Perry	9/13/06	707 Cooper	0.4910	21388	n/a	\$ 200,224.00	
	Bowland/Anderson	10/9/07	Cooper Dr.	0.3720	16204	n/a	\$ 106,418.50	
	Duel Products	9/7/12	704 Cooper Dr.	0.5000	21780	n/a	\$ 127,452.03	
	Randack	10/23/12	711-713 Cooper Dr.	1.0890	47437	n/a	\$ 400,334.00	
	Lot 2R3	7/24/14	Cooper Dr.	0.9500	41382	n/a	\$ 29,056.00	\$ 1,252,463.75
<b>Regency Dr.</b>	Regency Pk. (contract)	6/4/10	25 Steel Road	0.6502	28323	n/a	\$ 25,170.77	
	Steel/Hooper	12/29/22	Lot 2R Helmberger Industrial Park	3.6885	160671	n/a	\$ 345,441.57	\$ 370,612.34
<b>544 Gateway</b> (Lot 6 Sold)	Lot 1R (under contract)	Replat 1/23	544 Gateway Addition	1.899	82722	n/a	\$ 1,015,233.35	
	Lot 2R (under contract)	Replat 1/23	544 Gateway Addition	1.483	64617	n/a	\$ 793,033.69	
	Lot 3R	Replat 1/23	544 Gateway Addition	0.846	36847	n/a	\$ 452,217.10	
	Lot 4R	Replat 1/23	544 Gateway Addition	1.183	51518	n/a	\$ 632,271.85	
	Lot 5R	Replat 1/23	544 Gateway Addition	2.874	125185	n/a	\$ 1,536,374.69	
	Lot 7R	Replat 1/23	544 Gateway Addition	0.931	40576	n/a	\$ 497,982.50	\$ 4,927,113.18
<b>Downtown</b>	Heath	3/17/14	104 N. Jackson	0.1720	7492	n/a	\$ 220,034.00	
	Udoh	2/12/14	109 Marble	0.1700	7405	n/a	\$ 70,330.00	
	Peddicord	12/12/14	100 W. Oak St	0.3481	15163	n/a	\$ 486,032.00	
	City Lot	12/12/14	108/110 Jackson	0.3479	15155	n/a	\$ -	
	Pawn Shop/All The Rave	1/7/22	104 S. Ballard	0.0860	3746	n/a	\$ 475,441.20	
	FBC Lot	6/15/16	111 N. Ballard St	0.2000	8712	n/a	\$ 150,964.00	
	FFA Village	1/7/18	102. N. Birmingham	0.1700	7405	n/a	\$ 99,804.00	
	Boyd	7/28/21	103 S. Ballard	0.0760	3311	n/a	\$ 328,792.20	
	Keefer	10/27/21	401 N Keefer Dr	0.4890	21301	n/a	\$ 237,951.39	
	Parupia	8/19/22	200 W Brown	0.0770	3354	n/a	\$ 159,325.57	
	UP Lot	9/30/22	UP Lot	0.4760	20735	n/a	\$ 82,126.92	
	Brothers JV	2/26/19	306 & 308 N. 2nd Street	0.3770	16422	n/a	\$ 145,923.04	
	Pulliam	2/27/19	300 N. 2nd Street	0.2570	11195	n/a	\$ 218,472.20	
	Swayze	4/18/19	208 N. 2nd Street	0.2580	11238	n/a	\$ 187,501.40	
	Swayze	5/9/19	204 N. 2nd Street	0.2580	11238	n/a	\$ 187,658.20	
	Kreymer	10/9/19	302 N. 2nd Street	0.1290	5619	\$ 207,286.00 1,386	\$ 187,941.76	
	City of Wylie	5/14/20	ROW Purchase/Alleys	0.6126	26685	n/a	\$ 26,684.86	\$ 3,264,982.74
<b>South Ballard</b>	Birmingham Trust	6/3/15	505 - 607 S. Ballard	1.1190	48744	n/a	\$ 409,390.00	
	Murphy	3/7/19	701 S. Ballard	0.2000	8712	n/a	\$ 172,487.04	
	Marlow	3/31/22	305 S. Ballard	0.1865	8125	n/a	\$ 186,154.60	
	Braley	7/22/19	503 S. Ballard	0.2558	11142	n/a	\$ 177,397.96	\$ 945,429.60
<b>Brown &amp; 78</b> (Lot 1 Sold)	Lot 2	Final Plat 10/24	Cooper Plaza	1.0144	44188	n/a	\$ 339,071.64	
	Lot 3	Final Plat 10/25	Cooper Plaza	0.9072	39518	n/a	\$ 303,236.92	
	Lot 4	Final Plat 10/26	Cooper Plaza	1.6154	70365	n/a	\$ 539,937.90	
	Lot 5	Final Plat 10/27	Cooper Plaza	1.8135	78996	n/a	\$ 606,166.90	
	Lot 6	Final Plat 10/28	Cooper Plaza	2.9784	129737	n/a	\$ 995,522.25	
	Lot 7	Final Plat 10/29	Cooper Plaza	1.5540	67692	n/a	\$ 519,426.93	\$ 3,303,362.54
<b>Total</b>				<b>34.0439</b>		<b>\$ 387,700.00 5,011</b>	<b>\$ 14,063,964.15</b>	<b>\$ 14,063,964.15</b>

**AGENDA REPORT**

**Meeting Date:** July 16, 2025  
**Prepared By:** Jason Greiner

**Item Number:** 1  
*(Staff Use Only)*

**Subject**

Consider and act upon a Second Amendment to the Purchase and Sale Agreement between the WEDC and Aktrian Holdings, LLC.

**Recommendation**

Motion to approve a Second Amendment to the Purchase and Sale Agreement between the WEDC and Aktrian Holdings, LLC and further authorize the Board President or his/her designee to execute said agreement.

**Discussion**

As the Board will recall, on October 16, 2024, the WEDC approved a Purchase and Sale Agreement with Aktrian Holdings, LLC for the sale of all of Lot 3, Block B, Regency Business Park Addition, Phase One, a 0.650-acre lot for \$130,000.00. The contract was later executed on October 17, 2024.

On March 19, 2025, the WEDC approved a First Amendment to the Purchase and Sale Agreement, extending the Feasibility Period deadline by 90 days, from April 15, 2025, to July 14, 2025.

This item is being brought back to the Board due to delays related to drainage and detention on site. The extension to the Feasibility Period allows adequate time to comply with the City Planning & Zoning approval process.

The proposed Second Amendment extends the Feasibility Period deadline by 90 days, from July 14, 2025, to October 8, 2025.

**Original Analysis:**

- All of Lot 1 and the southernmost portion of Lot 3, Block B, Regency Business Park Addition
- Effective Date of Contract: October 17, 2024
- Feasibility Period Expiration (180 days after Effective Date): April 15, 2025
- Closing Date: May 15, 2025

**First Amendment:**

- Amended Inspection Period Expiration with a 90-day extension: July 14, 2025
- Amended Closing Date on or before: August 13, 2025

**Proposed Second Amendment:**

- Amended Feasibility Period Expiration with a 90-day extension: October 8, 2025
- Amended Closing Date on or before: November 7, 2025





# Wylie Economic Development Board

## AGENDA REPORT

**Meeting Date:** July 16, 2025

**Item Number:** 2

**Prepared By:** Jason Greiner

### Subject

Consider and act upon a Second Amendment to the Performance Agreement between the WEDC and Phoenix Ascending Investments, LLC.

### Recommendation

Motion to approve a Second Amendment to the Performance Agreement between the WEDC and Phoenix Ascending Investments, LLC.

### Discussion

As the Board will recall, the WEDC approved a Performance Agreement with Phoenix Ascending Investments, LLC on June 21, 2023, and the Performance Agreement was executed on November 2, 2023. The Board later approved a First Amendment to the Performance Agreement on January 15, 2025, due to construction delays related to WEDC's installation of John Yeager Way. The first amendment extended the CO Deadline from February 2, 2025, to May 2, 2025. However, Phoenix Ascending still had an option to execute a 90-Day Extension per the contract, which gives them until July 31, to obtain a Certificate of Occupancy.

While Staff believes that Phoenix Ascending could obtain a Temporary Certificate of Occupancy, the intent is to make sure that all of the necessary Building, Engineering, and Fire Inspection approvals have been obtained. It's for that reason that Staff is requesting a Second Amendment and extension of the CO Deadline, which would also eliminate additional options to extend any further.

#### Original Agreement:

- Effective Date of Agreement: November 2, 2023
- CO Deadline: February 2, 2025

#### First Amendment:

- CO Deadline: May 2, 2025
- 90-Day Extension of CO Deadline: July 31, 2025

#### Possible Second Amendment & Corresponding CO Deadlines:

- 30-day: August 30, 2025
- 60-day: September 29, 2025
- 90-day: October 29, 2025



# Wylie Economic Development Board

## AGENDA REPORT

**Meeting Date:** July 16, 2025

**Item Number:** 3

**Prepared By:** Jason Greiner

### Subject

Consider and act upon a License Agreement between the WEDC and Wylie Downtown Merchants Association.

### Recommendation

Motion to approve a License Agreement between the WEDC and Wylie Downtown Merchants and further authorize the WEDC Executive Director to execute said Agreement.

### Discussion

As the Board will recall, on January 24, 2025, the Wylie Economic Development Corporation (WEDC) approved a comprehensive website overhaul and rebranding initiative in the amount of \$108,925. This investment supports the redevelopment of the City's primary destination marketing assets: Discover Wylie and Historic Downtown Wylie.

On June 18, 2025, the Board provided feedback regarding the proposed License Agreement and authorized the Executive Director to execute a contract between WEDC and Wylie Downtown Merchants Association. However, staff would like to provide updates to the Board and gain additional feedback and clarity before executing this Agreement.

#### License Agreement Overview:

In collaboration with the City of Wylie, the Wylie Downtown Merchants Association (WDMA), and community stakeholders, WEDC recognizes the importance of taking a proactive and strategic approach to updating these critical marketing platforms. The initiative aims to strengthen Wylie's position as a premier destination for residents, visitors, and businesses by delivering a modern, cohesive, and user-friendly digital presence.

To formalize this ongoing collaboration, WEDC and WDMA have developed a Mutual Trademark and Website License Agreement. The agreement outlines the joint use, co-management, and eventual transfer of ownership of each entity's respective brand, "Discover Wylie" and "Historic Downtown Wylie", while supporting shared goals related to tourism, business promotion, and downtown revitalization. This effort enhances Wylie's ability to promote economic development and tourism by aligning digital strategies and brand identities, increasing visibility, and reinforcing the community's unique character.

- Mutual Trademark License: for "Historic Downtown Wylie" brand & "Discover Wylie" brand.
- Term and Ownership Transfer: Initial five (5) year term + five (5) year marketing agreement
- Marketing Partnership: Both parties agree to jointly promote key initiatives such as tourism campaigns, influencer marketing, podcasts, and business spotlights.
- Financial Consideration: hosting, website maintenance, and development costs are estimated at approximately \$35,000 annually for both brands. Ongoing marketing and outreach efforts are considered in-kind and jointly supported by both organizations.

# Wylie Economic Development Board

## AGENDA REPORT

**Meeting Date:** July 16, 2025

**Item Number:** 4

**Prepared By:** Jason Greiner

### Subject

Consider and act upon the approval of the FY 2025-2026 WEDC Budget.

### Recommendation

Staff recommends that the Board approve the FY 2025-2026 WEDC Budget as presented.

### Discussion

The FY 25-26 Draft Budget documents have been attached for your review.

For FY26, the WEDC estimates \$13,998,431 in available resources, which includes a beginning fund balance of \$5,677,884. Staff estimates the following WEDC Revenues: \$5,389,434 in Sales Tax Receipts, \$2,898,313 in proceeds from the Sale of WEDC-owned properties, \$22,800 in Rental Income, and \$10,000 in allocated interest earnings.

Expenses for FY26 are estimated at \$10,314,213. Personnel Services increased from \$666,499 to \$776,716, and Incentives decreased from \$1,741,250 to \$1,510,000. Debt Service is projected to increase from \$1,231,998 to \$1,883,248 (with a proposed \$7MM increase to debt service at the end of FY25), and the WEDC has an additional \$1,000,000 in reserve for future land acquisition. As the City Council will recall in recent years, staff has reclassified the WEDC Expenses in Infrastructure Projects (Streets & Alleys) to Special Services. These expenses were once accounted for in Capital Outlay; however, since the WEDC does not maintain ownership of the street, alley, water, sewer, or natural gas lines, they have been moved to Special Services. The Special Services Account has been split into three sub-categories to more accurately track the taxable versus non-taxable nature of these expenses for reporting purposes, due to the Series 2022 Note in the amount of \$8.1 million.

#### Notable Changes:

- Personnel Services: up from \$666,499 to \$776,716
  - Requesting one position in early FY26 for cross-training due to retirement.
- Special Services Real Estate: up from \$71,000 to \$221,000 due to site development (RBP)
- Special Services Infrastructure: down from \$9,020,667 to \$3,200,000
  - Includes Ballard/Oak/Jackson/Marble Downtown Striping/Parking, Alanis Water/Sewer improvements, RBP- Hooper/Steel Infrastructure, and Hwy 78 sidewalk from Marble to Oak.
- Engineering Services: Up from \$885,300 to \$960,300
  - Includes General Engineering, RBP Construction Plans, Downtown Parking Design, Downtown Building Civils, Downtown Building Architectural, 544 Corridor Civils, Environmental, and Misc Surveys/Concepts.
- Debt Service: Up from \$1,231,998 to \$1,883,249

- Projected increase related to Executive Session discussions and Confidential Project.

Staff estimates the FY26 ending fund balance of \$3,684,218.

Once approved by the WEDC Board of Directors, this budget will come back to City Council for final approval at the July 22<sup>nd</sup> City Council Meeting.

As a reference, below is section 7.02 of the Wylie EDC Bylaws regarding the Budget:

## ARTICLE VII FINANCIAL ADMINISTRATION

The Corporation may contract with the City for financial and accounting services. The Corporation's financing and accounting records shall be maintained according to the following guidelines:

### 7.01 Fiscal Year

The fiscal year of Corporation shall begin on October 1 and end on September 30 of the following year.

### 7.02 Budget

A budget for the forthcoming fiscal year shall be submitted to, and approved by, the Board of Directors and the City Council of the City of Wylie. In submitting the budget to the City Council, the Board of Directors shall submit the budget on forms prescribed by the City Manager and in accordance with the annual budget preparation schedule as set forth by the City Manager. The budget shall be submitted to the City Manager for inclusion in the annual budget presentation to the City Council.

### 7.03 Contracts

As provided in Article V above, the President and Secretary shall execute any contracts or other

#### Attachments:

- WEDC Narrative
- WEDC Department Overview
- WEDC Fund Balance Summary
- WEDC Debt Service Detail
- WEDC Revenue Projections
- WEDC Expense Projections

## WYLIE ECONOMIC DEVELOPMENT CORPORATION

The Wylie citizens, as authorized by the Texas State Legislature, created the Wylie Economic Development Corporation (WEDC) via the passage of a half-cent sales tax increase in 1990. Funds received by the WEDC are used solely to enhance and promote economic development within the Wylie community.

	BUDGET 2022-2023	BUDGET 2023-2024	BUDGET 2024-2025	BUDGET 2025-2026
<b>STAFFING</b>				
Executive Director	1	1	1	1
Assistant Director		1	1	1
BRE Director	1	1	1	1
Office Manager		1	1	1
Research Analyst			1	1
Econ Dev Coordinator				1
<i>Administrative Assistant</i>	<i>1</i>	<i>1</i>		
<i>Senior Assistant</i>	<i>1</i>			
<i>Mkt &amp; Comms Coordinator</i>		<i>0.5</i>		
<b>TOTAL</b>	<b>4</b>	<b>5.5</b>	<b>5</b>	<b>6</b>

The primary objectives of the WEDC are to increase local employment opportunities while enhancing and diversifying the City of Wylie's tax base. The WEDC currently employs five full-time professional staff members who report directly to the Executive Director, and the Director reports to a 5-member Board of Directors appointed by the Wylie City Council. Ex-Officio Members of the Board include the sitting Mayor and current City Manager. Meetings typically occur on the third Wednesday of each month at 7:30 a.m. and on an as-needed basis at the WEDC's office located at 250 S. Highway 78.

The Wylie City Council provides oversight of the WEDC via approval of Bylaws, appointment of Board Members, approval of annual budgets, review of monthly expenditures, and project approval. The City of Wylie Finance Department processes all financial functions of the WEDC and coordinates an annual Financial Audit by an independent, third-party firm.

WEDC Board of Directors	Current Appointment	Term Expires
Demond Dawkins, President	06/2024	06/2027
Blake Brininstool, Vice President	06/2024	06/2027
Harold Smith, Secretary	06/2024	06/2026
Alan Dayton	06/2025	06/2028
Melisa Whitehead, Immediate Past President	06/2025	06/2028

Budget Overview FY 2025-2026

## Department Executive Summary

### Wylie EDC

#### FY 2026 Budget Notes

##### Notable increases/decreases from FY 2026 base budget:

For FY26, the WEDC estimates \$13,998,431 in available resources, which includes a beginning fund balance of \$5,677,884. Staff estimates the following WEDC Revenues: \$5,389,434 in Sales Tax Receipts, \$2,898,313 in proceeds from the Sale of WEDC-owned properties, \$22,800 in Rental Income, and \$10,000 in allocated interest earnings.

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- Debt Service: up from \$1,231,998 to \$1,883,249
  - Projected increase related to Executive Session discussions and Confidential Project.

Staff estimates the FY26 ending fund balance of \$3,684,218.

Once approved by the WEDC Board of Directors on July 16<sup>th</sup>, the budget will come back to City Council for final approval at the July 22<sup>nd</sup> City Council Meeting.

Prepared by: Wylie EDC

**City of Wylie**  
Fund Summary

**Wylie Economic Development Corporation**

<b>Audited Wylie Economic Development Corp Ending Balance - 9/30/24</b>	\$ 13,379,271
Projected '25 Revenues	<u>15,007,597</u>
Available Funds	28,386,868
Projected '25 Expenditures	<u>(22,708,984)</u>
Estimated Ending Fund Balance 09/30/25	\$ 5,677,884
 <b>Estimated Beginning Fund Balance - 10/01/25</b>	 \$ 5,677,884
Proposed Revenues '26	8,320,547 a)
Proposed Expenditures '26	<u>(10,314,213)</u>
Estimated Ending Fund Balance 9/20/26	\$ 3,684,218

a) Proposed Sales Tax is 8% higher than FY25 and includes \$2.89MM in Gain/Loss Sale of Property.

FY2025-2026 WEDC Debt Service Detail  
Proposed

Jarrard Loan #6088461					\$45,267.71
Payment No	Due Date	Interest	Principal	Total Payment	Principal Balance
106	10/22/2025	\$169.75	\$2,939.40	\$3,109.15	\$42,328.31
107	10/23/2025	\$158.73	\$2,950.42	\$3,109.15	\$39,377.89
108	10/24/2025	\$147.67	\$2,961.48	\$3,109.15	\$36,416.41
109	10/25/2025	\$136.56	\$2,972.59	\$3,109.15	\$33,443.82
110	10/26/2025	\$125.41	\$2,983.74	\$3,109.15	\$30,460.08
111	10/27/2025	\$114.23	\$2,994.92	\$3,109.15	\$27,465.16
112	10/28/2025	\$102.99	\$3,006.16	\$3,109.15	\$24,459.00
113	10/29/2025	\$91.72	\$3,017.43	\$3,109.15	\$21,441.57
114	10/30/2025	\$80.41	\$3,028.74	\$3,109.15	\$18,412.83
115	10/31/2025	\$69.05	\$3,040.10	\$3,109.15	\$15,372.73
116	11/1/2025	\$57.65	\$3,051.50	\$3,109.15	\$12,321.23
117	11/2/2025	\$46.20	\$3,062.95	\$3,109.15	\$9,258.28
		\$1,300.37	\$36,009.43	\$37,309.80	

(Payout Complete Dec FY 26-27; 120 Payments Total)

Government Capital Loan (Series 2021: No. 9624 Effective 10/5/21)					\$6,930,208.06
Payment No	Due Date	Interest	Principal	Total Payment	Principal Balance
48	10/5/2025	\$20,097.60	\$26,842.25	\$46,939.85	\$6,903,365.81
49	11/5/2025	\$20,019.76	\$26,920.09	\$46,939.85	\$6,876,445.72
50	12/5/2025	\$19,941.69	\$26,998.16	\$46,939.85	\$6,849,447.56
51	1/5/2026	\$19,863.40	\$27,076.45	\$46,939.85	\$6,822,371.11
52	2/5/2026	\$19,784.88	\$27,154.97	\$46,939.85	\$6,795,216.14
53	3/5/2026	\$19,706.13	\$27,233.72	\$46,939.85	\$6,767,982.42
54	4/5/2026	\$19,627.15	\$27,312.70	\$46,939.85	\$6,740,669.72
55	5/5/2026	\$19,547.94	\$27,391.91	\$46,939.85	\$6,713,277.81
56	6/5/2026	\$19,468.51	\$27,471.34	\$46,939.85	\$6,685,806.47
57	7/5/2026	\$19,388.84	\$27,551.01	\$46,939.85	\$6,658,255.46
58	8/5/2026	\$19,308.94	\$27,630.91	\$46,939.85	\$6,630,624.55
59	9/5/2026	\$19,228.81	\$27,711.04	\$46,939.85	\$6,602,913.51
		\$235,983.65	\$327,294.55	\$563,278.20	

3.48%; 240 Payments; Maturity 10-5-41  
(Loan is Eligible for Principal Reduction 11/2026)

Government Capital Loan (Series 2022: Effective 7/20/22)					\$7,281,368.05
Payment No	Due Date	Interest	Principal	Total Payment	Principal Balance
39	10/20/2025	\$29,125.47	\$23,492.00	\$52,617.47	\$7,257,876.05
40	11/20/2025	\$29,031.50	\$23,585.97	\$52,617.47	\$7,234,290.08
41	12/20/2025	\$28,937.16	\$23,680.31	\$52,617.47	\$7,210,609.77
42	1/20/2026	\$28,842.44	\$23,775.03	\$52,617.47	\$7,186,834.74
43	2/20/2026	\$28,747.34	\$23,870.13	\$52,617.47	\$7,162,964.61
44	3/20/2026	\$28,651.86	\$23,965.61	\$52,617.47	\$7,138,999.00
45	4/20/2026	\$28,556.00	\$24,061.47	\$52,617.47	\$7,114,937.53
46	5/20/2026	\$28,459.75	\$24,157.72	\$52,617.47	\$7,090,779.81
47	6/20/2026	\$28,363.12	\$24,254.35	\$52,617.47	\$7,066,525.46
48	7/20/2026	\$28,266.10	\$24,351.37	\$52,617.47	\$7,042,174.09
49	8/20/2026	\$28,168.70	\$24,448.77	\$52,617.47	\$7,017,725.32
50	9/20/2026	\$28,070.90	\$24,546.57	\$52,617.47	\$6,993,178.75
		\$343,220.34	\$288,189.30	\$631,409.64	

4.8%; 240 Payments; Maturity 7-20-42  
(Loan is Eligible for Principal Reduction 8/2027)

Proposed Debt Service (Series 2025)					\$7,000,000
Payment No	Due Date	Interest	Principal	Total Payment	Principal Balance
1	10/1/2025	\$40,833.33	\$13,437.60	\$54,270.93	\$6,986,562.40
2	11/1/2025	\$40,754.95	\$13,515.98	\$54,270.93	\$6,973,046.42
3	12/1/2025	\$40,676.10	\$13,594.83	\$54,270.93	\$6,959,451.59
4	1/1/2026	\$40,596.80	\$13,674.13	\$54,270.93	\$6,945,777.46
5	2/1/2026	\$40,517.04	\$13,753.89	\$54,270.93	\$6,932,023.57
6	3/1/2026	\$40,436.80	\$13,834.13	\$54,270.93	\$6,918,189.44
7	4/1/2026	\$40,356.11	\$13,914.82	\$54,270.93	\$6,904,274.62
8	5/1/2026	\$40,274.94	\$13,995.99	\$54,270.93	\$6,890,278.63
9	6/1/2026	\$40,193.29	\$14,077.64	\$54,270.93	\$6,876,200.99
10	7/1/2026	\$40,111.17	\$14,159.76	\$54,270.93	\$6,862,041.23
11	8/1/2026	\$40,028.57	\$14,242.36	\$54,270.93	\$6,847,798.87
12	9/1/2026	\$39,945.49	\$14,325.44	\$54,270.93	\$6,833,473.43
		\$484,724.59	\$166,526.57	\$651,251.16	

Calculated at 7%; 240 Payments

Interest Total FY 25-26	\$1,065,228.95
Principal Total FY 25-26	\$818,019.85
Debt Service Total FY 25-26	\$1,883,248.80
Total Principal Balance EOY 25-26	\$20,438,823.97



<u>Account</u>	<u>2024 Actual</u>	<u>2025 Budget</u>	<u>2025 YTD Actual</u>	<u>2026 Base Budget</u>	<u>2026 Base vs 2025 Base \$</u>	<u>2026 Base vs 2025 Base %</u>	<u>2026 Proposed</u>
<b>Fund: 111 - WYLIE ECONOMIC DEVELOPMENT CORP</b>	\$ (5,211,024)	\$ (9,228,547)	\$ (2,480,637)	\$ (8,320,547)	\$ 908,000	-9.84%	\$ (8,320,547)
<b>Department: 4000 - REVENUES</b>	\$ (5,211,024)	\$ (9,228,547)	\$ (2,480,637)	\$ (8,320,547)	\$ 908,000	-9.84%	\$ (8,320,547)
<b>Category: 400 - Taxes</b>	\$ (4,874,240)	\$ (4,990,217)	\$ (1,375,539)	\$ (5,389,434)	\$ (399,217)	8.00%	\$ (5,389,434)
<b>Type: Revenue</b>	\$ (4,874,240)	\$ (4,990,217)	\$ (1,375,539)	\$ (5,389,434)	\$ (399,217)	8.00%	\$ (5,389,434)
111-4000-40210 - SALES TAX	\$ (4,874,240)	\$ (4,990,217)	\$ (1,375,539)	\$ (5,389,434)	\$ (399,217)	8.00%	\$ (5,389,434)
<b>Category: 430 - Intergovernmental</b>	-	-	-	-	-	-	-
<b>Type: Revenue</b>	-	-	-	-	-	-	-
111-4000-43518 - 380 ECONOMIC AGREEMENTS	-	-	-	-	-	-	-
<b>Category: 460 - Interest Income</b>	\$ (526,633)	\$ (112,000)	\$ (175,004)	\$ (10,000)	\$ 102,000	-91.07%	\$ (10,000)
<b>Type: Revenue</b>	\$ (526,633)	\$ (112,000)	\$ (175,004)	\$ (10,000)	\$ 102,000	-91.07%	\$ (10,000)
111-4000-46110 - ALLOCATED INTEREST EARNINGS	\$ (526,633)	\$ (112,000)	\$ (175,004)	\$ (10,000)	\$ 102,000	-91.07%	\$ (10,000)
<b>Category: 480 - Miscellaneous Income</b>	\$ 189,849	\$ (4,126,330)	\$ (930,094)	\$ (2,921,113)	\$ 1,205,217	-29.21%	\$ (2,921,113)
<b>Type: Revenue</b>	\$ 189,849	\$ (4,126,330)	\$ (930,094)	\$ (2,921,113)	\$ 1,205,217	-29.21%	\$ (2,921,113)
111-4000-48110 - RENTAL INCOME	\$ (31,581)	\$ (4,800)	\$ (4,100)	\$ (22,800)	\$ (18,000)	375.00%	\$ (22,800)
111-4000-48410 - MISCELLANEOUS INCOME	\$ (1,954)	-	\$ (400)	-	-	-	-
111-4000-48430 - GAIN/(LOSS) SALE OF CAP ASSETS	\$ 223,384	\$ (4,121,530)	\$ (925,594)	\$ (2,898,313)	\$ 1,223,217	-29.68%	\$ (2,898,313)
	<b>\$ (5,211,024)</b>	<b>\$ (9,228,547)</b>	<b>\$ (2,480,637)</b>	<b>\$ (8,320,547)</b>	<b>\$ 908,000</b>	<b>-9.84%</b>	<b>\$ (8,320,547)</b>

<u>Account</u>	<u>2024 Actual</u>	<u>2025 Budget</u>	<u>2025 Base Budget</u>	<u>2025 YTD Actual</u>	<u>2025 Projected</u>	<u>2026 Base Budget</u>	<u>2026 Base vs 2025 Base \$</u>	<u>2026 Base vs 2025 Base %</u>	<u>2026 Proposed</u>
Fund: 111 - WYLIE EDC	\$ 6,047,392	\$15,277,656	\$ 15,277,656	\$ 4,353,683	\$ 21,740,065	\$ 10,314,213	\$ (4,963,443)	-32.49%	\$ 10,314,213
Department: 5611 - DEVELOPMENT CORP	\$ 6,047,392	\$15,277,656	\$ 15,277,656	\$ 4,353,683	\$ 21,740,065	\$ 10,314,213	\$ (4,963,443)	-32.49%	\$ 10,314,213
Category: 510 - Personnel Services	\$ 585,446	\$ 666,499	\$ 666,499	\$ 277,169	\$ 698,920	\$ 776,716	\$ 110,217	16.54%	\$ 776,716
Category: 520 - Supplies	\$ 8,469	\$ 8,300	\$ 8,300	\$ 2,242	\$ 8,300	\$ 8,300	-	-	\$ 8,300
Category: 540 - Materials for Maintenance	\$ 5,628	\$ 10,150	\$ 10,150	-	\$ 10,150	\$ 10,150	-	-	\$ 10,150
Category: 560 - Contractual Services	\$ 4,215,851	\$12,389,715	\$ 12,389,715	\$ 3,513,999	\$ 13,489,617	\$ 6,635,798	\$ (5,753,917)	-46.44%	\$ 6,635,798
Type: Expense	\$ 4,215,851	\$12,389,715	\$ 12,389,715	\$ 3,513,999	\$ 13,489,617	\$ 6,635,798	\$ (5,753,917)	-46.44%	\$ 6,635,798
111-5611-56030 - INCENTIVES	\$ 1,256,000	\$ 1,741,250	\$ 1,741,250	\$ 200,000	\$ 941,250	\$ 1,510,000	\$ (231,250)	-13.28%	\$ 1,510,000
111-5611-56040 - SPECIAL SERVICES	\$ 26,180	\$ 87,270	\$ 87,270	\$ 883	\$ 92,270	\$ 87,270	-	-	\$ 87,270
111-5611-56041 - SPECIAL SERVICES-REAL ESTATE	\$ 287,146	\$ 71,000	\$ 71,000	\$ 6,411	\$ 71,000	\$ 221,000	\$ 150,000	211.27%	\$ 221,000
111-5611-56042 - SPECIAL SERVICES-INFRASTRUCTURE	\$ 1,748,655	\$ 9,020,667	\$ 9,020,667	\$ 2,992,343	\$ 11,615,144	\$ 3,200,000	\$ (5,820,667)	-64.53%	\$ 3,200,000
111-5611-56080 - ADVERTISING	\$ 121,585	\$ 226,125	\$ 226,125	\$ 93,125	\$ 30,050	\$ 276,125	\$ 50,000	22.11%	\$ 276,125
111-5611-56090 - COMMUNITY DEVELOPMENT	\$ 57,193	\$ 74,450	\$ 74,450	\$ 20,488	\$ 74,450	\$ 74,450	-	-	\$ 74,450
111-5611-56110 - COMMUNICATIONS	\$ 5,923	\$ 7,900	\$ 7,900	\$ 2,074	\$ 7,900	\$ 7,900	-	-	\$ 7,900
111-5611-56180 - RENTAL	\$ 24,750	\$ 27,000	\$ 27,000	\$ 15,750	\$ 27,000	\$ 50,000	\$ 23,000	85.19%	\$ 50,000
111-5611-56210 - TRAVEL & TRAINING	\$ 65,406	\$ 95,500	\$ 95,500	\$ 29,391	\$ 95,500	\$ 95,500	-	-	\$ 95,500
111-5611-56250 - DUES & SUBSCRIPTIONS	\$ 68,591	\$ 91,053	\$ 91,053	\$ 59,667	\$ 91,053	\$ 91,053	-	-	\$ 91,053
111-5611-56310 - INSURANCE	\$ 5,653	\$ 6,800	\$ 6,800	\$ 5,817	\$ 6,800	\$ 6,800	-	-	\$ 6,800
111-5611-56510 - AUDIT & LEGAL SERVICES	\$ 35,820	\$ 53,000	\$ 53,000	\$ 12,057	\$ 53,000	\$ 53,000	-	-	\$ 53,000
111-5611-56570 - ENGINEERING/ARCHITECTURAL	\$ 510,449	\$ 885,300	\$ 885,300	\$ 75,207	\$ 381,800	\$ 960,300	\$ 75,000	8.47%	\$ 960,300
111-5611-56610 - UTILITIES-ELECTRIC	\$ 2,500	\$ 2,400	\$ 2,400	\$ 786	\$ 2,400	\$ 2,400	\$ -	0.00%	\$ 2,400
Category: 570 - Debt Service & Capital Replacement	\$ 1,231,998	\$ 1,231,998	\$ 1,231,998	\$ 560,273	\$ 1,231,998	\$ 1,883,249	\$ 651,251	52.86%	\$ 1,883,249
Category: 580 - Capital Outlay	-	\$ 1,000,000	\$ 1,000,000	-	\$ 7,000,000	\$ 1,000,000	-	-	\$ 1,000,000
Type: Expense	-	\$ 1,000,000	\$ 1,000,000	-	\$ 7,000,000	\$ 1,000,000	-	-	\$ 1,000,000
111-5611-58110 - LAND-PURCHASE PRICE	\$ 7,079	\$ 1,000,000	\$ 1,000,000	-	\$ 7,000,000	\$ 1,000,000	-	-	\$ 1,000,000
111-5611-58210 - STREETS & ALLEYS	-	-	-	-	-	-	-	-	-
111-5611-58830 - FURNITURE & FIXTURES	-	-	-	-	-	-	-	-	-
111-5611-58995 - CONTRA CAPITAL OUTLAY	\$ (7,079)	-	-	-	-	-	-	-	-
	\$ 6,047,392	\$15,306,662	\$ 15,306,662	\$ 4,353,683	\$ 21,740,065	\$ 10,314,213	\$ (4,992,449)	-32.62%	\$ 10,314,213



Wylie Economic Development  
Board

AGENDA REPORT

Meeting Date: July 16, 2025Item Number: DS1

Prepared By: Jason Greiner

Subject

Discussion regarding the Performance Agreement between WEDC and MLKJ Investments, LLC.

Recommendation

No action is requested by staff for this item.

Discussion

Staff will lead the discussion regarding the Performance Agreement between WEDC and MLKJ Investments, LLC.

WYLIEEDC

Wylie Economic Development Board

AGENDA REPORT

Meeting Date: July 16, 2025Item Number: DS2

Prepared By: Jason Greiner

Subject

Discuss issues surrounding Wylie EDC loans.

Recommendation

No action is requested by staff for this item.

Discussion

As the Board will recall, Staff has discussed options for securing additional funds related to Executive Session discussions and Confidential Projects. For budgeting purposes, Staff has projected a loan scenario of \$7MM at a fixed 7% rate for 20 years. The closing of this loan is anticipated to close within FY 24-25. However, should the funding take longer than expected, the FY 25-26 budget would be amended accordingly.

Budget Dates/Deadlines

- Final WEDC Budget to Council: 07-22-25
- City of Wylie Files Proposed Budget: 08-05-25

Additional Dates/Deadlines

- August Board Meeting: 08-20-25
- September Board Meeting: 09-17-25
- New FY Begins: 10-01-25

Staff will provide additional information during the meeting.

AGENDA REPORT

Meeting Date: July 16, 2025Item Number: DS3Prepared 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 have continued working with contractors to ensure that mowing and maintenance of trees on WEDC properties are taking place.
- WEDC is in the resolution process regarding a complaint concerning property maintenance at 401 Keefer.
- Staff have been in communication with the former tenant of 106 N Birmingham, 605 Commerce/Suite 200, and 908 Kirby regarding payment of past due rent.

Pending Real Estate Agreements

- Lot 1 of 544 Gateway: Shadyside Land and Cattle/Deft Ventures - Inspection Period Expiration: 9-11-25; Closing Date: 10-11-25
- Lot 2 of 544 Gateway: SCSD –Closing Date: TBD
- 25 Steel Road: Aktrian Holdings – Feasibility Exp: 7-14-25; Closing Date: 8-13-25; Board to review Second Amendment on 7-16-25.

Listing Agreement – Segovia Partners (SP)

- Pad Sites are both under contract. Upon closing, Staff will cancel the listing agreement.
- SP has continued to market developable properties and has engaged with potential users/developers.
- Staff will provide project updates as needed in Executive Session.

Engineering Report:

Design & Engineering - 544 Gateway Addition – Kimley Horn (KH).

- Project is under construction with KH providing construction management as needed. Ongoing bi-weekly coordination meetings are being held with the City, contractor, KH, and WEDC.
- The Capco line has been moved. Optimum/Spectrum has moved their line, and AT&T is working on their design so they can move forward with line removal.
- Next project coordination meeting: 7/24/25

Downtown Parking and Drainage/Union Pacific Coordination

- The survey documentation that Union Pacific has requested has been provided.

- KH waiting on the City of Wylie downtown project for the regional drainage solution.
- KH preparing OPCC for parking options.

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

- The project is under construction, with KH providing construction management as needed. Ongoing bi-weekly coordination meetings are being held with the City, contractor, KH, and WEDC.
- Ongoing coordination over the drainage concern at the drive connection to Marble.
- RFI #14 power pole coordination is ongoing by WEDC.
- KH created multiple Lot 6 concept plans.
- The projected completion date is 7/28/25 (7-Eleven is anticipated to open in Sept/Oct).
- Next project coordination meeting: 7/17/25

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

- KH to send summary of meeting notes and updated concept plan for improvements at SH-78 and Hooper.
- WEDC coordinating meeting with City of Wylie to discuss drainage solutions.

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

- Design is complete. Waiting on the signed and filed drainage and sanitary sewer easements.
- KH has posted the project on CivCast.
- A pre-con meeting can be scheduled once all easements are signed and filed.
- Contractor will need to coordinate with NTMWD on shutdown for tie-in.

#### Jackson Avenue Development

- Jackson/Oak/Marble parking exhibit and downtown sidewalk exhibits have been completed.
- KH is coordinating with the City and design team for the Downtown infrastructure/wayfinding project to coordinate parking, drainage, and the development's "theme."
- Once the drainage solution is known, KH will prepare an IPO for a master plan, preliminary and final engineering, and an OPCC for the development of the block at Jackson/Oak/Marble. Architect/planner will be engaged to help plan the buildings (anticipated to be shell buildings/condominiums for sale/lease). The development will meet the requirements of the Downtown overlay district.

#### Westgate Gas Line & Easement Coordination

- Ongoing work on the abandonment of the former easements is still taking place.
- Atmos has provided the final document for execution. Staff sent a copy of Lot 3 and Lot 4 easements for filing with the county and provided the originals to Atmos. Lot 1 paperwork has been provided to Atmos and has been recorded.

#### FM 544 Corridor Master Plans

- KH starting to work on concept plans.

#### Atmos Gas Main Extension- N Hwy 78

- MasTec is awaiting the final construction package from Atmos, which Atmos confirmed would be ready this week. Once begun, the project is expected to be completed within 3 weeks.

#### WEDC General Engineering

- KH preparing SH-78 Sidewalks IPO per direction from WEDC.

#### **BRE & Workforce Updates:**

- One BRE visit was conducted in June.
- Attended and spoke to the first graduating class for the Leadership Development program.
- Facilitated employer meeting with Wylie ISD CTE to facilitate launch of SETH certification program for Water Operators and Wastewater Operators at NTMWD.

- Assisted two local businesses with property search criteria for relocation.
- Strategic planning activities for 2025 MFG Day programming.

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

- Ongoing efforts toward social media, Discover Wylie, and Social Media Rescue for local businesses.
- Preliminary designs have been approved, and the staging environment is currently being set up to start work for the refreshing of the existing Discover Wylie website. The improvements to the existing website will allow for an easier transition of the Historic Downtown Wylie layer into the new DW website.
- Ongoing meetings and discussions with real estate developers, contractors, and property owners continue.
- Worked with legal regarding ongoing real estate projects and performance agreements.
- Staff attended the 5<sup>th</sup> Annual East Collin County Women's Conference (RH, MB, CS)
- Staff attended TEDC Mid-Year Conference (JG, RH, MB, CS)
- Staff attended the Incoming/Outgoing Board Member Reception and City Council Meeting (JG, RH)
- Staff and Board attended the Whisker Wishes Gala (DD, BB, HS, JG, RH)
- Staff attended the College for Kids Graduation (JG, RH)
- Staff participated in an Admin Tour with the City of Wylie (RH)
- Sales tax revenues for July are up 4.90%. YTD sales tax revenues are up 7.72%.

#### **Committee Updates:**

- Budget Committee/Board Members met to discuss an overview of the proposed FY26 Budget. (DD, HS)

#### **Upcoming Events:**

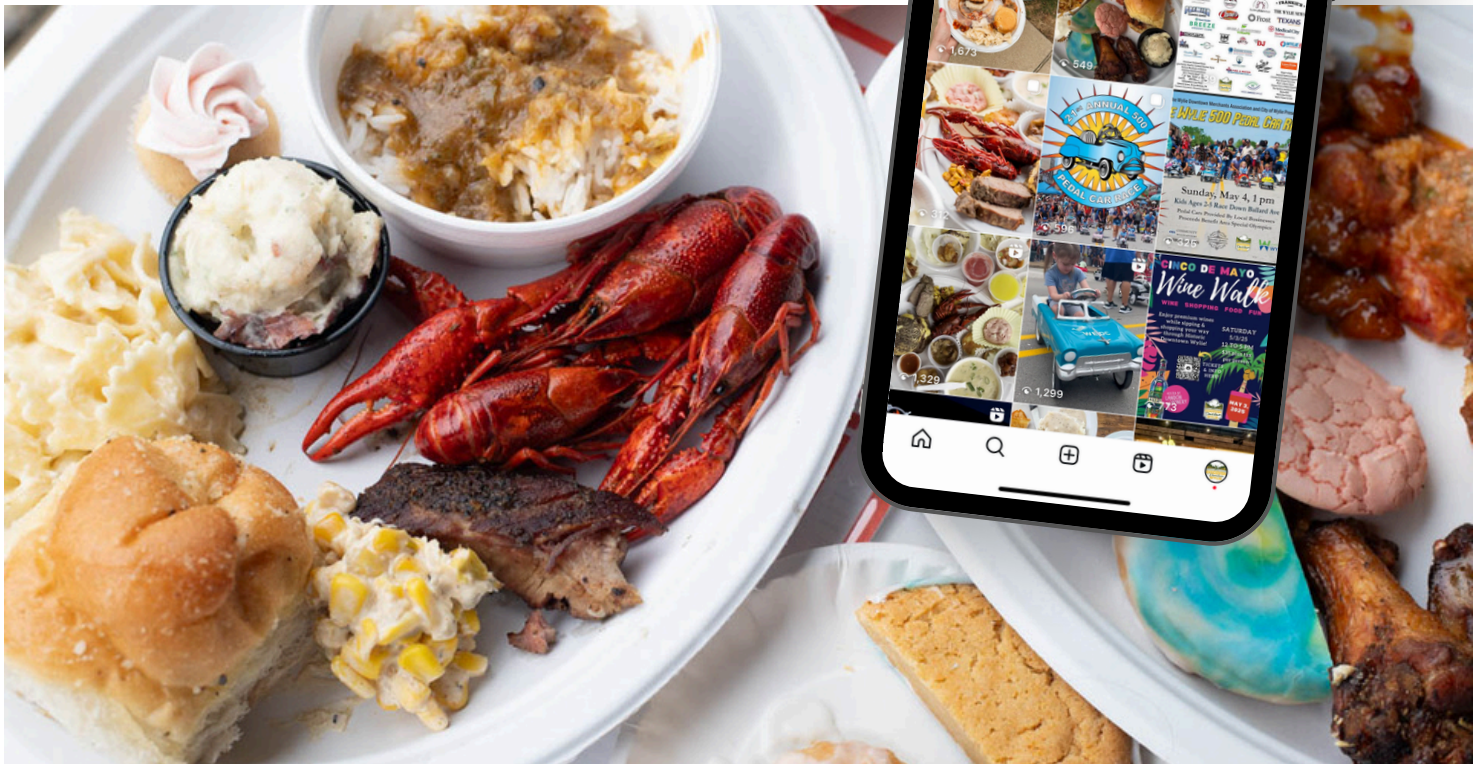
- WISD New Teacher Luncheon – July 22
- Final Budget Work Session with City Council – July 22
- A Night to Remember – Honoring Raymond Cooper – August 2
- Retail Live – September 4
- Wylie Championship Rodeo – September 12-13
- Manufacturing Day – October 2

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



# DISCOVER WYLIE

*Q3 reporting*



    @DISCOVERWYLIE

4/1/2025 - 6/30/2025/2025



# OVERVIEW & STRATEGIES

@DiscoverWylie

Report Time Period: 4/1/2025 - 6/30/2025

## *Goals for this Year*

- > Continue to grow and strengthen a social media presence on all platforms
- > Increase engagement and shares on all social media platforms
- > Develop strong community on Facebook
- > Launch new Discover Wylie website
- > Grow Discover Wylie Influencer program

### PRIORITIES FOR Q2 & Q3

- Create web content for new website (blog posts and photography)
- Photograph 2 new businesses each month
- Heavily promote downtown events
- Streamline Google form process for local businesses wanting to promote their events
- Increase the use of reels even more
- Double down on content - share a reel and then post a photo collage of same business or event next week

# INSTAGRAM REPORT

@DiscoverWylie

Report Time Period: 4/1/2025 - 6/30/2025

1792

FOLLOWERS 3/31/24

1942

FOLLOWERS 3/31/25

150

NEW FOLLOWERS

+8.4%

GROWTH

Q3 2024

Q3 2025

VIEW

27757

36632

REACH

5854

5600

INTERACTIONS

769

1276

AUDIENCE FEMALE / MALE

## AUDIENCE LOCATION

WYLIE	38%
SACHSE	8%
GARLAND	5%
DALLAS	4%
PLANO	4%

REMAINING AUDIENCE SPREAD ACROSS OTHER CITIES, STATES, AND COUNTRIES

## TOP POSTS

## TOP PERFORMING POSTS



Lahori Food |  
Kebabs | Parathas |...

Fri Apr 18, 12:44pm

30.3K

255

46

501



I always love to see  
how the community...


Mon May 5, 6:40pm

1.7K

53

2

9



Giddy up, Wylie! The  
Trifecta Poker Run hi...


Wed Jun 11, 3:07pm

1.5K

45

2

14



Start your engines!  
Just one week until...

Sun Apr 27, 7:01am

1.3K

49

0

8



The Wylie Rodeo is  
coming to town on...

Tue Jul 1, 7:00am

1.3K

21

0

26

# FACEBOOK REPORT

@DiscoverWylie

Report Time Period: 4/1/2025 - 6/30/2025

21,700

FOLLOWERS

6/30/2024

23,625

FOLLOWERS

6/30/25

1,925

NEW FOLLOWERS

+9%

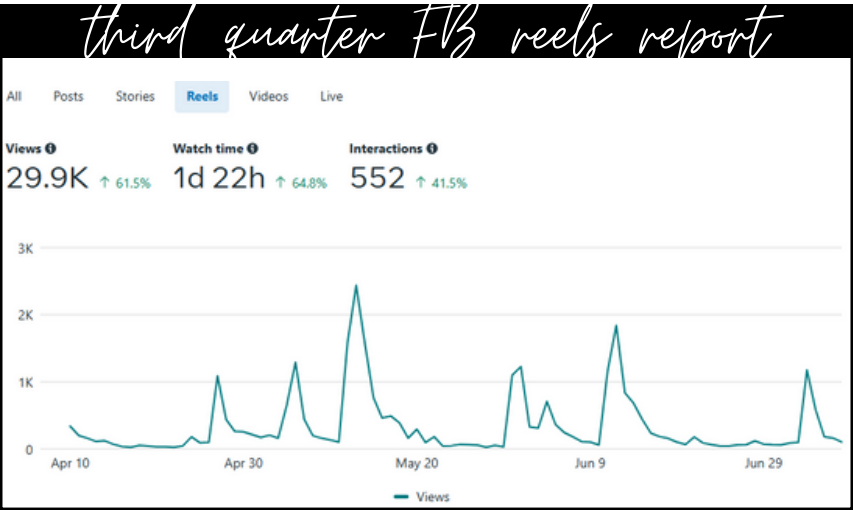
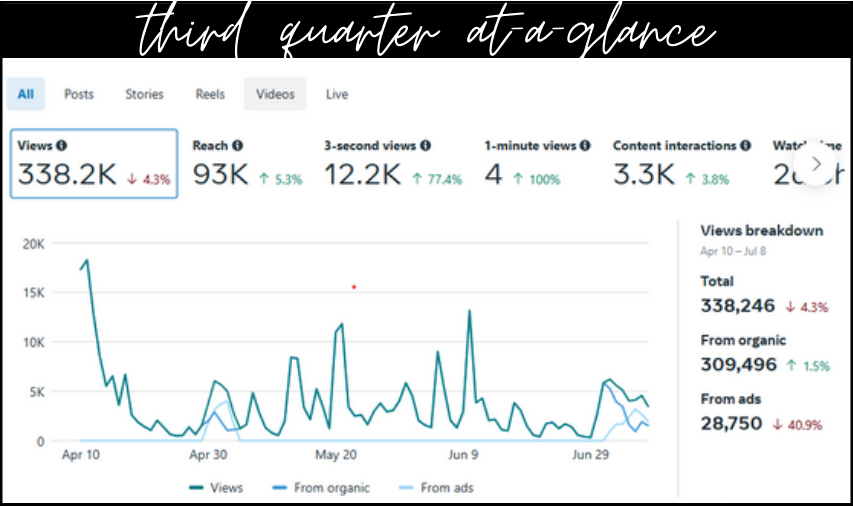
GROWTH

AUDIENCE FEMALE / MALE



AUDIENCE LOCATION

WYLIE	19%
DALLAS	3%
SACHSE	3%
GARLAND	3%
NEVADA	4%



## TOP PERFORMING POSTS

We asked, and you answered. Here are...

Thu Apr 10, 12:10pm

56.5K

121

53

24

We have sunny days ahead! Get outside...

Tue May 20, 7:00am

30K

164

15

35

The Wylie Rodeo is coming to town on...

Tue Jul 1, 7:00am

24.9K

454

26

43

"When a mutual friend introduced Teri Allen...

Tue Jun 10, 7:34am

14.7K

227

21

8

Here's a peek inside the beautiful space...

Tue May 13, 8:00am

13.5K

114

14

8

# TIKTOK REPORT

@DiscoverWylie

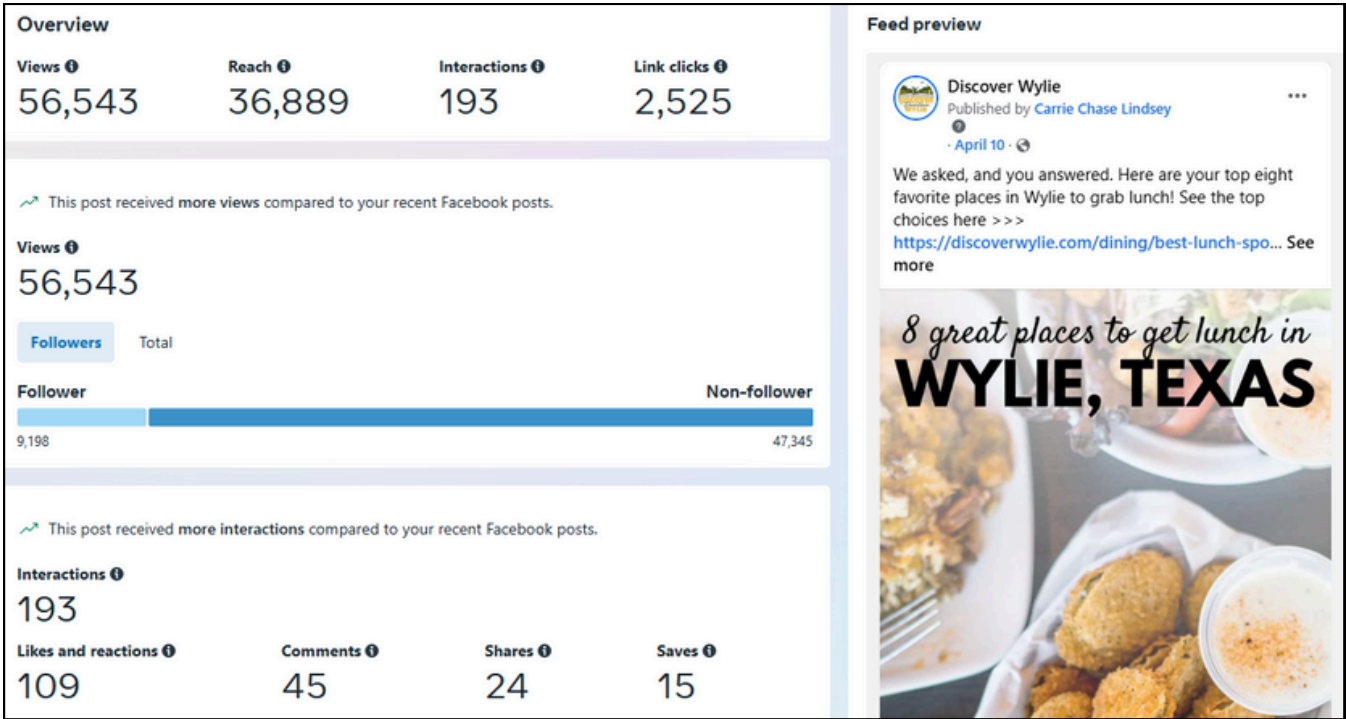
Report Time Period: 1/1/25 - 3/31/25

749	1011	TOTAL VIEWS	16,000	
FOLLOWERS 4/1/25	FOLLOWERS 6/30/25			
262				
NEW FOLLOWERS				

# DISCOVER WYLIE BLOG

DiscoverWylie.com

Report Time Period: 4/1/2025 - 6/30/2025



# QUARTERLY UPDATE







DINESHOPPLAY  
TEXAS

# DATA

Impressions



247.94K↑

178.02K↓

Facebook

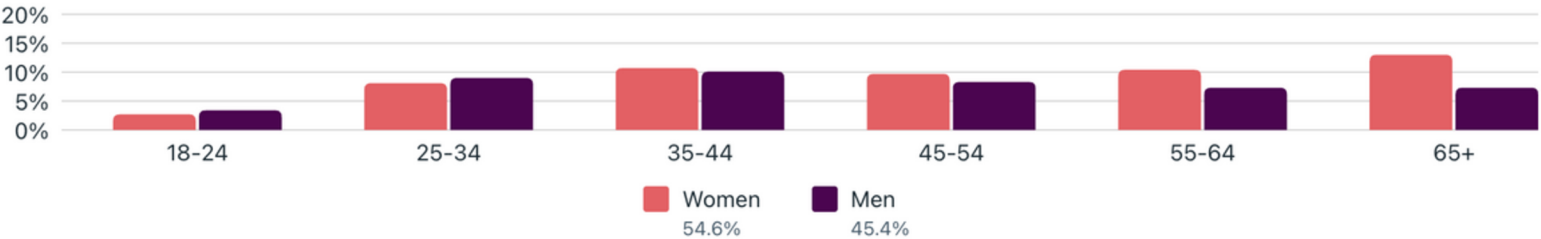
69.82K↑

Instagram

95↑

YouTube

Age & gender ⓘ



ACTIONS TAKEN TO BUSINESS PAGES

# 7,986

# PROJECT HIGHLIGHTS



Hey foodies! 🍌🔥 We just had the BEST time at Jhonny's Mexican Restaurant in Wylie, TX and you HAVE to check it out! 🔥 The fajitas were absolutely incredible!! 😊 Plus, they have a full bar with some signature drinks! 🍸 Whether you're craving a margarita or something else, they've got you covered. 😊 If you're looking for a great Mexican restaurant with tasty food and drinks, Jhonny's is the place to be! 100% [#MexicanFood](#) [#Fajitas](#) [#FullBar](#) [#DeliciousDrinks](#) [#TexasEats](#) [#Foodie](#) [#SupportLocal](#)



We had the chance to go visit and shop at the [Wylie Urban Farm & Market](#) off Stone Road in Wylie Texas. What an awesome place. From the front door to the back of the building it's locally sourced, healthy options! We LOVE this place! Salsas, pizzas, meats, skin care, crafts and SO much more!





# DATA

**TRIPLE THE ENGAGEMENT SINCE SWITCHING THE FORMAT & PRODUCTION**

Impressions

19.01K↑

9538↑

YouTube

5537↑

Facebook

3939↓

Instagram

Followers

1492↑

1130↑

Facebook

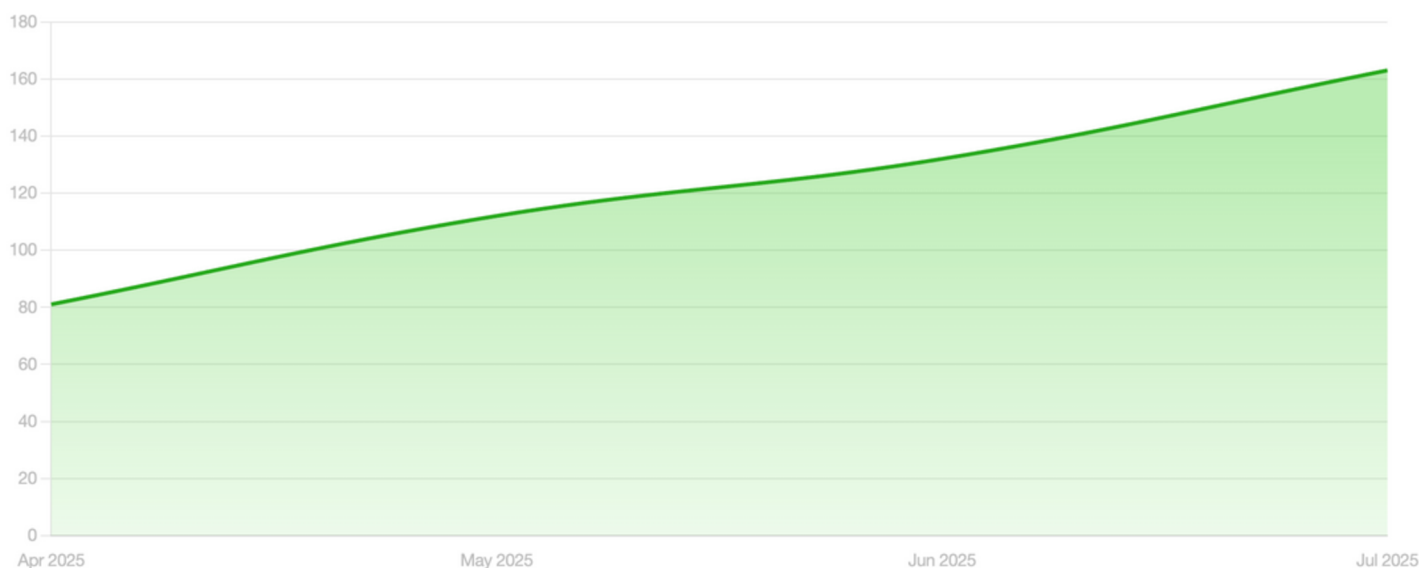
340↓

Instagram

22↑

YouTube

**AUDIO VERSION DOWNLOADS CLIMBING**





# PROJECT HIGHLIGHTS



07/16/2025 Item DS3.



WES DORSEY

MARISSA PAGE



WES DORSEY

CARLOS & KAYLA HERRERA  
Texas Longhouse Meadery



WES DORSEY

JEREMY MEIER  
MARI GUTIERREZ



WES DORSEY

Debbie Schoenekase



WES DORSEY

RICK VALLEY  
CREEKSIDE FINE GRILL



WES DORSEY

Tommy Weir  
City of Wylie



WES DORSEY

JASON HUDSON



WES DORSEY

BRENT PARKER

## **EXECUTED:**

**New Podcast Format Skyrocketing Views  
2 Episodes Per Month  
High Level Creative - Bluegrass, Pedal Car,  
Fireworks, Taste of Wylie  
EDC Social Media Content  
Dine Shop Play Content  
Spring SMR Class - 9 Businesses**

## **COMING SOON:**

**Fall SMR  
DW - HDW Content / Promotions**

# SOCIAL MEDIA

## EDC Social Media Compare

### EDC Social Media Numbers

Followers 2151↑

1246↑  
Facebook

340↑  
LinkedIn

331↑  
Instagram

234↑  
Twitter

Impressions 14.86K↑

8781↑  
Facebook

3327↑  
LinkedIn

2357↑  
Instagram

398↑  
Twitter

Interactions 1648↑

1158↑  
Facebook

380↑  
LinkedIn

106↑  
Instagram

4  
Twitter

Number of posts 76↑

21↑  
Facebook

20↑  
Instagram

19↑  
LinkedIn

16↑  
Twitter

### Discover Wylie Recent Campaigns

<input checked="" type="checkbox"/>	Rodeo Presale	set bu...	7-da...	1,185 Post engagements	10,002	15,866	\$0.03 Per Post Engagem...	\$37.81
<input checked="" type="checkbox"/>	Pedal Car Race Video - EB	set bu...	7-da...	277 Link clicks	8,685	15,384	\$0.29 Per Link Click	\$79.69



# SOCIAL MEDIA RESCUE

## TOPICS COVERED:

- Content creation strategy
- Photo and video best practices
- Photo and video editing best practices
- Content scheduling process and procedures using Meta Business Suite
- Social media best practices
- Tracking stats and analytics to create an evidence-based content plan
- Graphic design software training
- One-on-one consultations with each business
- How to interact with local businesses, events, and hashtags to increase brand visibility
- Creating and utilizing an editorial calendar
- Feedback on social media platforms throughout the duration of the classes
- AI

## RESULTS:

All class participants tracked their stats and analytics throughout the class. Here are the results.

### AGGREGATE FACEBOOK RESULTS

**25%** increase in views

**20%** increase in interactions

**88.5%** increase in reach

### AGGREGATE INSTAGRAM RESULTS

**90%** increase in views

**243%** increase in interactions

**44%** increase in reach

## BUSINESSES SERVED:

C & S Media  
Fire & Water Restoration  
Mallory Smith Consulting  
Taylor Made Bookkeeping  
Poole Feed  
Southern Maid  
Turner Design  
Wylie Flower

“It was incredible to be in a small group of like-minded business owners learning the ins and outs of social media”



## 2025 June Board Meeting – 18<sup>th</sup>

Day	Time	Meeting/Event
3	8:30-9:30 am	WDMA Meeting
6	9:00-5:00 pm	Chamber – 5th Annual East Collin County Women’s Conference
11	6:00 pm	City Council
14	10 – 3:00 pm	Wylie 5th Annual Juneteenth Celebration – Olde City Park
18	7:30 am	WEDC- Board Meeting
18-20		TEDC Mid-Year Conference – Rockwall, TX – jg, rh, mb, cs
19	<b>CLOSED</b>	<b>Juneteenth Holiday – Office Closed</b>
23-25		IEDC Rural Retreat – Great Falls, Montana
24	6:00 pm	City Council - Board and Commission Reception/New Member Swear-in/Joint ES
26	5:01 pm	5:01 PM Professional Networking – Napoli’s East Plano
28	6:00 pm	Whisker Wishes- In-Sync Exotics Gala- Boyd Farm

## 2025 July Board Meeting – 17<sup>th</sup>

Day	Time	Meeting/Event
1	8:30-9:30 am	WDMA Meeting
4	<b>CLOSED</b>	<b>4<sup>th</sup> of July Independence Day Holiday- Office Closed</b>
8	6:00 pm	City Council/WEDC Budget Work Session
16	7:30 am	WEDC- Board Meeting
22	6:00 pm	City Council/ Final Budget Work Session with Council
22	11:30 am	Chamber – WISD New Teacher Luncheon
24	5:01-7:00 pm	5:01 PM Professional Mixer – The Brass Tap – Sachse

## 2025 August Board Meeting – 20<sup>th</sup>

Day	Time	Meeting/Event	
2	5:00 pm	A Night to Remember – Honoring Raymond Cooper	*RSVP Required
5	8:30-9:30 am	WDMA Meeting	
10-12		SEDC Annual Conference – Oklahoma City, OK - jg	
12	6:00 pm	City Council	
20	7:30 am	WEDC- Board Meeting	
22		TMAC Metroplex Manufacturing Leadership Summit - aw	
26	11:30 am	Wylie Chamber of Commerce- Monthly Luncheon: Non-Profit Spotlight	
26	6:00 pm	City Council	
26-27		Team Texas Annual Economic Consultant Summit – Waco, TX	
28	5:01-7:00 pm	5:01 PM Professional Mixer – Creekside Fine Grill	

### Around the Corner...

- Retail Live – Austin – Sept 4
- Wylie Championship Rodeo – Sept 12-13
- MFG Day – Oct 2
- Basic Economic Development Course (BEDC) - Oct 7-10
- Hope Under the Stars – Oct 11
- TEDC Sales Tax Training – Oct 17
- TEDC Annual Conference – Oct 29-31
- Texas Downtown Conference – Nov 3-5

\*RSVP Required

\*RSVP Required

Registered TDLR Projects

Apr-June 2025

<u>Project #</u>	<u>Project Name</u>	<u>Registered</u>	<u>Status</u>	<u>Facility Name</u>	<u>City</u>	<u>County</u>	<u>Work Type</u>	<u>Cost</u>
<a href="#">TABS2025021623</a>	WALK-ONS WYLIE TX	6/19/2025	Project Registered	WALK-ONS SPORTS BISTREAUX	Wylie	Collin	New Construction	\$2,150,000
<a href="#">TABS2025021260</a>	BSW Wylie Lab	6/13/2025	Project Registered	Baylor Scott & White Emergency Center - Wylie	Wylie	Collin	Renovation/Al teration	\$250,000
<a href="#">TABS2025020121</a>	Home Theater Direct	5/30/2025	Review Complete	Home Theater Direct	Wylie	Collin	Renovation/Al teration	\$115,000
<a href="#">TABS2025019251</a>	Bldg 100 #120 Finish Out	5/19/2025	Review Complete	Wylie Development DFW LP	Wylie	Collin	New Construction	\$50,000
<a href="#">TABS2025018758</a>	Beyond Care	5/12/2025	Review Complete	Beyond Care Adult Day Services	Wylie	Collin	New Construction	\$85,000
<a href="#">TABS2025018621</a>	Roni's Mac Bar	5/9/2025	Review Complete	803 Woodbridge Parkway	Wylie	Collin	Renovation/Al teration	\$150,000
<a href="#">TABS2025018161</a>	Wylie Retail	5/5/2025	Review Complete	Wylie Retail	Wylie	Collin	New Construction	\$3,230,000
<a href="#">TABS2025016863</a>	THE GREENWAY ADDITION	4/16/2025	Review Complete	THE GREENWAY ADDITION	Wylie	Collin	Renovation/Al teration	\$1,000,000
<a href="#">TABS2025016777</a>	Devils & Angles	4/16/2025	Project Registered	Wylie Neighborhood Shops by state llc	Wylie	Collin	Renovation/Al teration	\$50,000