

# Wylie Economic Development Corporation

## Board Regular Meeting

July 21, 2021 – 8:30 AM

Council Conference Room - 300 Country Club Road, Building #100,  
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 16, 2021 Regular Meeting, June 21, 2021 Special Called Meeting, and July 8, 2021 Special Called Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the June 2021 WEDC Treasurer's Report.

### REGULAR AGENDA

- 1. Consider and act upon issues surrounding the Election of Officers for the WEDC Board of Directors for 2021-2022.
- 2. Consider and act upon the establishment of a Regular Meeting Date and Time for the WEDC Board of Directors for 2021-2022.
- 3. Consider and act upon a Purchase and Sale Agreement between the WEDC and Victory Group, LLC.
- 4. Consider and act upon the approval of the FY 2021-2022 WEDC Budget.

### DISCUSSION ITEMS

- DS1. Discuss issues surrounding WEDC loans.
- DS2. Discussion regarding a WEDC Board Tour, Retreat, or Work Session.
- DS3. Staff report: WEDC Property Update, Downtown Parking, WEDC Office/Insurance Claim, Engineering Report, Retail Coach Update, Upcoming Events, New Board Member Handbook, 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 FM 544 and Cooper, Jackson and Oak, Regency and Steel, State Hwy 78 and Alanis, State Hwy 78 and Birmingham, State Hwy 78 and Brown.

### **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 Staff.

### **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, 2018-9b, 2020-11b, 2021-2b, 2021-4a, 2021-4b, 2021-4c, 2021-4d, 2021-5a, 2021-6a, 2021-6b, and 2021-6c.

## **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 16, 2021 at 5:00 p.m. on the outside bulletin board at Wylie City Hall, 300 Country Club Road, Building 100, Wylie, Texas, a place convenient and readily accessible to the public at all times.

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*Stephanie Storm, City Secretary*

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*Date Notice Removed*

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

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

Texas Government Code Section:

§ 551.071 – Private consultation with an attorney for the City.

§ 551.072 – Discussing purchase, exchange, lease or value of real property.

§ 551.073 – Discussing prospective gift or donation to the City.

§ 551.074 – Discussing personnel or to hear complaints against personnel.

§ 551.076 – Discussing deployment of security personnel or devices or security audit.

§ 551.087 – Discussing certain economic development matters.

**Minutes**  
**Wylie Economic Development Corporation**  
**Board of Directors Meeting**  
June 16, 2021 – 8:30 A.M.  
300 Country Club Road, Building #100  
Wylie, TX 75098

**CALL TO ORDER**

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*Announce the presence of a Quorum*

President Demond Dawkins called the regular meeting to order at 8:36 a.m. Board Members present were John Yeager, Melisa Whitehead, Gino Mulliqi, and Tim Gilchrist.

Ex-Officio Members Mayor Matthew Porter and City Manager Chris Holsted were present.

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

**INVOCATION & PLEDGE OF ALLEGIANCE**

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

**COMMENTS ON NON-AGENDA ITEMS**

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Marvin Fuller was present to address the Board regarding the tenure of John Yeager and wished to thank him for his many years of service to the community and WEDC.

**CONSENT AGENDA**

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

- A. Consider and act upon approval of the May 19, 2021 Minutes of the WEDC Board of Directors Meeting.**
- B. Consider and act upon approval of the May 2021 WEDC Treasurer's Report.**

**Board Action**

A motion was made by John Yeager, seconded by Gino Mulliqi, to approve the Consent Agenda as presented. A vote was taken, and the motion passed 5-0.

**REGULAR AGENDA**

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- 1. Consider and act upon a recommendation for appointment to the Comprehensive Plan Advisory Committee.**

**Staff Comments**

Staff discussed the recent creation of the Comprehensive Plan Advisory Committee at the June 8<sup>th</sup> City Council Meeting. Mayor Porter discussed the intent of receiving input from representatives from six organizations as well as citizens directly appointed by Council to discuss overall land use for the City of Wylie. Mayor Porter discussed the time commitment necessary to fulfill the appointment. Staff expressed openness to serve on the CPAC if the Board was unable to make the time commitment.

**Board Action**

A motion was made by Gino Mulliqi, seconded by John Yeager, to recommend Jason Greiner to the Comprehensive Plan Advisory Committee. A vote was taken, and the motion passed 5-0.

## **DISCUSSION ITEMS**

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### **DS1. Discuss issues surrounding lease of Wylie EDC office space.**

Staff discussed the lease of WEDC office space at 250 S. Hwy 78. Since the original 5-year lease, the WEDC Board chose to renew the lease for an additional 5-year term in February of 2016 and then opted to extend the lease for an additional 12-month term on January 20, 2021. Staff has contacted Mr. Baron Cook, who was present at the meeting, to extend the lease option for the additional 12-month term through January 2022. Staff discussed the need to determine any future terms of the lease as WEDC considers the FY 2021-2022 Budget Process. The Board discussed long-term planning and the option to lease space within future developments, co-locate with the Chamber of Commerce, or office in City Hall. The Board discussed a need for signage at the current WEDC office location. Mr. Cook stated that there is currently an available site for a monument sign, but he understood that the previous Executive Director did not see a need for signage at the location. Staff noted that potential development immediately adjacent to the office might cause the existing access drive to move. The development would also need to be finalized before a determination of the exact sign location can be made. The Board inquired about the availability of office space at City Hall. City Manager Holsted stated that space could be available at the Board's direction. The Board referred to Staff for their opinion. Staff discussed the importance of being part of the central business district and recruiting Class A office space into the market. Staff discussed the Board's previous discussions regarding the importance of autonomy between the city and WEDC and noted the potential for co-location with the Chamber of Commerce. Board Member Yeager discussed the value of separation from the city and visibility in the community. Mayor Porter discussed the long-term goal of locating in Class A office space or centrally locating near downtown Wylie. Board Member Mulliqi recommended renewing for 12-24 months to allow for time to consider future developments. The Board discussed varying opinions regarding the issue of signage at the current location and Mr. Cook was agreeable to considering the option of splitting the cost of a monument sign with a longer-term lease. The Board agreed with the preference to extend the lease for an additional 24 months, through January 2024, and evaluate options for signage after securing the lease.

### **DS2. Discuss issues surrounding Wylie EDC loans.**

Staff presented current loans held by WEDC and noted the need to review the loans and debt as we enter the budgeting process for FY21-22. Various scenarios were presented to the Board to provide insight into the variety of annual payment options, interest rates, and terms and the impact of those figures on current and future budgeting. Staff discussed options for refinancing current debt and borrowing additional funds for future projects. Staff noted discussions with American National Bank and Government Capital. President Dawkins recommended revising loan requests to reflect monthly payment options at a fixed rate. The Board requested that staff provide additional information at the next meeting to have 'like for like' comparisons.

### **DS3. Discuss issues surrounding the FY 2021-2022 Wylie EDC Budget.**

President Dawkins noted that this Item would be tabled until after Executive Session.

### **DS4. Staff report: WEDC Property Update, Downtown Parking, WEDC Office/Insurance Claim, Engineering Report, Upcoming Events, New Board Member Handbook, and WEDC Activities/Programs.**

Staff noted that sales tax revenue allocations were up 38.43% for May and 21.4% for June.

Scheduling for demolition on E. Brown Street will take place soon after current tenant vacates, and additional demolition will be budgeted for the next budget year. Staff noted issues surrounding mowing on WEDC-owned properties and throughout the city due to the frequent rain.

Construction is complete from the recent flooding at the Wylie EDC offices. Quotes for furniture replacement have been received.

The KCS permit application for construction of the waterline extension on FM 544 is pending review and staff is hopeful that construction can begin within the next month. Cost estimates have been updated for pending FM 544 real estate transactions and details are being finalized on the Brown & 78 median improvements.

Manufacturing Day and Small Business Week activities in the month of May were successful and a Press Release will be added to the website to highlight Economic Development Week. Staff noted the current Marketing Calendar and highlighted upcoming events and activities. Staff noted the need for a Special Called WEDC Board Meeting in the first week of July to discuss the FY21-22 Budget.

President Dawkins expressed his gratitude and appreciation to John Yeager for his service to the WEDC Board. Board Member Yeager reflected on his time on the Board and noted some of the projects that he was grateful to have worked on during his tenure with WEDC as well as his optimism for the future of the WEDC. Fellow Board Members expressed their appreciation to Mr. Yeager for his commitment to the community.

#### **EXECUTIVE SESSION**

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Recessed into Closed Session at 9:41 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 FM 544 and Cooper, Jackson and Oak, Regency and Steel, State Hwy 78 and Alanis, State Hwy 78 & Ballard, State Hwy 78 and Birmingham, State Hwy 78 and Brown.**

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

**ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2017-10a, 2018-9b, 2020-11b, 2021-2a, 2021-2b, 2021-4a, 2021-4b, 2021-4c, 2021-4d, and 2021-5a.**

#### **RECONVENE INTO OPEN SESSION**

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*Take any action as a result from Executive Session.*

President Demond Dawkins reconvened into Open Session at 10:43 a.m. and moved back to DS3.

#### **DISCUSSION ITEMS**

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**DS3. Discuss issues surrounding the FY 2021-2022 WEDC Budget.**

Staff continued the discussion from the last WEDC Board Meeting related to the FY 21-22 Budget while noting the figures from the updated May 2021 Monthly Financial Report, as these figures can be used to provide the most up-to-date estimates of the beginning fund balance for FY 21-22. Staff highlighted the projected ending revenue balance of \$3.157 MM. The projected expenses for the remainder of the FY were reviewed, as well as sales tax projections, resulting in a projected beginning fund balance of \$1.255 MM for FY 21-22. Sale of property and real estate transactions that are pending will affect the final figures and staff projects anticipated revenues for next year at \$7.3MM. Personnel Services anticipates a 2% salary increase for existing employees and the addition of an Admin 1 position. Operating Expenses saw no noticeable increase apart from a slight increase in insurance costs and Incentives came in just under the current amount due to the completion of a couple of current agreements. Staff projected an increase to Special Services expenses due to clearing/mowing costs associated with the NTMWD water line relocation and staff hopes to have updated cost estimates soon. Demolition expenses for Kirby were noted. Advertising expenses were highlighted, with efforts being made to increase the social media presence in the next FY. Community Development saw a slight increase to fund a VIP Industry Dinner and Travel, Training & Recruitment expenses reflect one additional ICSC Conference taking place in December. Dues & Subscriptions saw a slight increase to fund additional tools that will be available to the public related to online training programs and GIS property search tools. Debt Service figures were reviewed, with debt refinancing and the increased loan amount of \$8MM at 4% being calculated for the next fiscal year. Principal reduction was also plugged into the equation, with staff being mindful that these figures will be dependent upon the Board's direction related to the loans. No funds were budgeted for Land Purchase into the next fiscal year. Infrastructure Projects were reviewed, with staff anticipating additional cost estimates at the next Board Meeting. With no major changes, staff anticipates an ending fund balance of \$1.8MM for FY 21-22. Board Member Yeager noted that he would like to see local banks included in the process of refinancing if they would like to offer their services and President Dawkins expressed his agreement.

#### **FUTURE AGENDA ITEMS**

There were no Items requested for inclusion on future agendas.

#### **ADJOURNMENT**

With no further business, President Dawkins adjourned the WEDC Board meeting at 10:59 a.m.

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**Demond Dawkins, President**

**ATTEST:**

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**Jason Greiner, Executive Director**

**Minutes**  
**Wylie Economic Development Corporation**  
**Special Called Board of Directors Meeting**  
June 21, 2021 – 8:30 A.M.  
300 Country Club Road, Building #100  
Wylie, TX 75098

**CALL TO ORDER**

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*Announce the presence of a Quorum*

President Demond Dawkins called the regular meeting to order at 8:30 a.m. Board Members present were John Yeager, Melisa Whitehead, Gino Mulliqi, and Tim Gilchrist.

Ex-Officio Members Mayor Matthew Porter and City Manager Chris Holsted were present.

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

**INVOCATION & PLEDGE OF ALLEGIANCE**

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

**COMMENTS ON NON-AGENDA ITEMS**

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With no citizen participation, President Dawkins moved to Executive Session.

**EXECUTIVE SESSION**

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Recessed into Closed Session at 8:31 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 FM 544 and Cooper, State Hwy 78 & Ballard, State Hwy 78 and Birmingham, State Hwy 78 and Brown.**

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

**ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2020-11b, 2021-4b, 2021-4c, and 2021-5a.**

**RECONVENE INTO OPEN SESSION**

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*Take any action as a result from Executive Session.*

President Demond Dawkins reconvened into Open Session at 9:22 a.m. and took no action.

**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 9:23 a.m.



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**Demond Dawkins, President**

**ATTEST:**

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**Jason Greiner, Executive Director**

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

July 8, 2021 – 8:30 A.M.  
300 Country Club Road, Building #100  
Wylie, TX 75098

**CALL TO ORDER**

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*Announce the presence of a Quorum*

President Demond Dawkins called the regular meeting to order at 8:43 a.m. Board Members present were Melisa Whitehead and Blake Brininstool. Board Member Tim Gilchrist was present for observation purposes only via teleconference.

Ex-Officio Member Mayor Matthew Porter and Assistant City Managers Renae' Ollie and Brent Parker were present.

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

Chief Executive Officer Stewart Shirey and Senior Vice President Kevin Lerner of Government Capital Corporation attended to provide information to the Board.

**INVOCATION & PLEDGE OF ALLEGIANCE**

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

**COMMENTS ON NON-AGENDA ITEMS**

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With no citizen participation, President Dawkins moved to Discussion Items.

**DISCUSSION ITEMS**

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**DS1. Discuss issues surrounding Wylie EDC loans.**

Staff provided an overview of the continuing loan discussion involving the option to refinance current debt and borrow additional funds, as well as the impact of debt service on budget projections moving forward. Following direction at the previous Board Meeting, staff is in the process of obtaining additional information from local banks and Government Capital. Stewart Shirey and Kevin Lerner of Government Capital were present to discuss their role in public sector financing as well as options specifically available to WEDC. Staff noted that a loan scenario of \$8MM at a fixed rate for 10 years would be taken to local banks for their review and consideration. Staff discussed the responsibility to provide additional options should the Board be in favor of extending the terms of a loan beyond a 10-year term. Mayor Porter inquired about anticipated debt service, capital projects, and rising construction costs. Staff noted that a longer-term would allow the opportunity to further invest in capital projects and provide flexibility should the Board opt to fund additional projects or apply principal reduction throughout the term of the loan. Further information was requested for the purposes of 'like for like' comparisons.

**DS2. Discuss issues surrounding the FY 2021-2022 Wylie EDC Budget.**

President Dawkins noted that this Item would be tabled and discussed after Executive Session. However, due to time constraints, this Item was not discussed and will be brought back at a future WEDC Meeting.

**EXECUTIVE SESSION**

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The Board agreed to allow Board Member Tim Gilchrist to remain connected via teleconference for observation purposes only during Executive Session.

Recessed into Closed Session at 9:33 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 FM 544 and Cooper, Jackson and Oak, Regency and Steel, State Hwy 78 and Ballard, State Hwy 78 and Birmingham, State Hwy 78 and Brown.**

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

**ES2. Evaluation of WEDC Staff.**

Section 551.074 was not discussed during this meeting and will be completed at a future meeting.

**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, 2018-9b, 2020-11b, 2021-2b, 2021-4a, 2021-4b, 2021-4c, 2021-4d, 2021-5a, and 2021-6a.**

**RECONVENE INTO OPEN SESSION**

*Take any action as a result from Executive Session.*

President Demond Dawkins reconvened into Open Session at 9:48 a.m. and the Board took the following action:

**Board Action**

A motion was made by Melisa Whitehead, seconded by Blake Brininstool, to authorize the purchase of a 0.076-acre lot located at 103 S Ballard Avenue in the amount of \$326,000 and pay all closing costs, further authorizing the WEDC Board President to execute all documentation necessary to effectuate the transaction. A vote was taken, and the motion passed 3-0.

**FUTURE AGENDA ITEMS**

There were no Items requested for inclusion on future agendas.

**ADJOURNMENT**

With no further business, President Dawkins adjourned the WEDC Board meeting at 9:49 a.m.

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**Demond Dawkins, President**

**ATTEST:**

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**Jason Greiner, Executive Director**

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# AGENDA REPORT

<b>Meeting Date:</b>	<u>July 21, 2021</u>	<b>Item Number:</b>	<u>B</u> <i>(Staff Use Only)</i>
<b>Department:</b>	<u>WEDC</u>	<b>Account Code:</b>	<u></u>
<b>Prepared By:</b>	<u>Jason Greiner</u>	<b>Exhibits:</b>	<u>5</u>
<b>Date Prepared:</b>	<u>7/19/21</u>		

### Subject

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

### Recommendation

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

### Discussion

Presented for the Board's review and approval is the June 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 April, allocated in June, was \$290,586.92, an increase of 21.41% over the same period in 2020.

# Wylie Economic Development Corporation

## MONTHLY FINANCIAL REPORT

June 30, 2021

ACCOUNT DESCRIPTION	ANNUAL BUDGET FY 2020-2021	CURRENT MONTH FY 2020-2021	PRIOR YEAR PO ADJUST.	YTD ACTUAL FY 2020-2021	YTD ENCUMBRANCE	BUDGET BALANCE	% OF BUDGET FY 2020-2021	
<b>REVENUE SUMMARY</b>								
CLAIM ON CASH / Bal Sheet	\$ 1,407,509.00			\$ 2,563,972.97				
SALES TAX	\$ 2,968,437.00	\$ 290,586.92	\$ -	\$ 2,124,244.27	\$ -	\$ 844,192.73	71.56%	<b>A</b>
ALLOCATED INTEREST EARNINGS	\$ 6,000.00	\$ 110.99	\$ -	\$ 780.49	\$ -	\$ 5,219.51	13.01%	
RENTAL INCOME	\$ 153,240.00	\$ 10,335.00	\$ -	\$ 96,545.00	\$ -	\$ 56,695.00	63.00%	
GAIN/LOSS - SALE OF PROPERTY	\$ 164,500.00	\$ -	\$ -	\$ (31,208.00)	\$ -	\$ 195,708.00	-18.97%	
INSURANCE RECOVERIES	\$ 54,545.27	\$ -	\$ -	\$ 40,614.11	\$ -	\$ 13,931.16	74.46%	
<b>REVENUES</b>	<b>\$ 3,346,722.27</b>	<b>\$ 301,032.91</b>	<b>\$ -</b>	<b>\$ 2,230,975.87</b>	<b>\$ -</b>	<b>\$ 1,115,746.40</b>	<b>66.66%</b>	
<b>EXPENDITURE SUMMARY</b>								
PERSONNEL	\$ 336,516.00	\$ 23,678.80	\$ -	\$ 230,790.75	\$ -	\$ 105,725.25	68.58%	
OPERATING EXPENSES	\$ 111,551.27	\$ 4,840.16	\$ -	\$ 39,276.51	\$ 418.57	\$ 71,856.19	35.58%	<b>B</b>
INCENTIVES	\$ 1,130,310.00	\$ -	\$ -	\$ 567,131.55	\$ 17,433.00	\$ 545,745.45	51.72%	
SPECIAL SERVICES	\$ 112,678.00	\$ 1,327.89	\$ -	\$ 71,156.37	\$ 2,062.87	\$ 39,458.76	64.98%	
ADVERTISING	\$ 114,100.00	\$ 5,647.87	\$ -	\$ 34,470.62	\$ -	\$ 79,629.38	30.21%	
COMMUNITY DEVELOPMENT	\$ 44,550.00	\$ 4,651.50	\$ -	\$ 14,568.09	\$ -	\$ 29,981.91	32.70%	
TRAVEL & TRAINING	\$ 62,600.00	\$ 2,256.80	\$ -	\$ 10,249.53	\$ -	\$ 52,350.47	16.37%	
DUES & SUBSCRIPTIONS	\$ 30,018.00	\$ 3,562.51	\$ -	\$ 25,028.32	\$ 748.00	\$ 4,241.68	85.87%	
AUDIT & LEGAL	\$ 33,000.00	\$ 1,677.00	\$ -	\$ 10,083.50	\$ -	\$ 22,916.50	30.56%	
ENGINEERING & ARCHITECTURAL	\$ 87,500.00	\$ 3,613.85	\$ -	\$ 43,311.63	\$ -	\$ 44,188.37	49.50%	
DEBT SERVICE	\$ 541,878.00	\$ 37,466.00	\$ -	\$ 432,184.51	\$ -	\$ 109,693.49	79.76%	
LAND	\$ 78,540.00	\$ -	\$ -	\$ 78,540.00	\$ -	\$ -	100.00%	
INFRASTRUCTURE PROJECTS	\$ 1,888,680.00	\$ -	\$ -	\$ 189,180.00	\$ -	\$ 1,699,500.00	10.02%	
FURNITURE & FIXTURES	\$ 2,500.00	\$ -	\$ -	\$ 797.00	\$ -	\$ 1,703.00	31.88%	
CONTRA CAPITAL	\$ -	\$ -	\$ -	\$ (78,540.00)	\$ -	\$ 78,540.00	0.00%	
<b>TOTAL EXPENDITURES</b>	<b>\$ 4,574,421.27</b>	<b>\$ 88,722.38</b>	<b>\$ -</b>	<b>\$ 1,668,228.38</b>	<b>\$ 20,662.44</b>	<b>\$ 2,885,530.45</b>	<b>36.92%</b>	
<b>REV OVER/(UNDER) EXPEN</b>	<b>\$(1,227,699.00)</b>	<b>\$ 212,310.53</b>	<b>\$ -</b>	<b>\$ 562,747.49</b>	<b>\$ (20,662.44)</b>	<b>\$ (1,769,784.05)</b>		

A. SLSTX Rev earned in April, allocated in June, was \$290,586.92, an increase of 21.41% over the same period in 2020.

*Sales Tax received for 7 months of FY due to 2 month accrual to prior FY.*

*Updated Sales Tax projections for this FY: \$3,715,653*

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





111-WYLIE ECONOMIC DEVEL CORP

ACCOUNT#	TITLE		
2000-20201	AP PENDING		0.00
2000-20210	ACCOUNTS PAYABLE	32,265.37	
2000-20530	PROPERTY TAXES PAYABLE		0.00
2000-20540	NOTES PAYABLE	536,449.00	
2000-20810	DUE TO GENERAL FUND		0.00
2000-22270	DEFERRED INFLOW		0.00
2000-22275	DEF INFLOW - LEASE PRINCIPAL		0.00
2000-22280	DEFERRED INFLOW - LEASE INT		0.00
2000-22915	RENTAL DEPOSITS	1,200.00	
	TOTAL LIABILITIES		<u>578,118.41</u>
EQUITY			
=====			
3000-34110	FUND BALANCE - RESERVED		0.00
3000-34590	FUND BALANCE-UNRESERV/UNDESIG	14,338,375.34	
	TOTAL BEGINNING EQUITY		<u>14,338,375.34</u>
	TOTAL REVENUE	2,230,975.87	
	TOTAL EXPENSES	1,668,228.38	
	REVENUE OVER/(UNDER) EXPENSES		<u>562,747.49</u>
	TOTAL EQUITY & OVER/(UNDER)		<u>14,901,122.83</u>
	TOTAL LIABILITIES, EQUITY & OVER/(UNDER)		<u>15,479,241.24</u> =====



922-GEN LONG TERM DEBT (WEDC)

ACCOUNT#	TITLE		
<b>ASSETS</b>			
=====			
1000-10312	GOVERNMENT NOTES	0.00	
1000-18110	LOAN - WEDC	0.00	
1000-18120	LOAN - BIRMINGHAM	0.00	
1000-18210	AMOUNT TO BE PROVIDED	0.00	
1000-18220	BIRMINGHAM LOAN	0.00	
1000-19050	DEF OUTFLOW TMRS CONTRIBUTIONS	37,997.29	
1000-19051	DEF OUTFLOW SDBF CONTRIBUTIONS	1,800.00	
1000-19075	DEF OUTFLOW - INVESTMENT EXP	0.48	
1000-19100	DEF OUTFLOW - ACT EXP/ASSUMP	55,810.78	
1000-19125	(GAIN)/LOSS ON ASSUMPTION CHG(	46,839.41)	
1000-19126	DEF INFLOW SDBF CONTRIBUTIONS(	872.00)	
			47,897.14
TOTAL ASSETS			47,897.14
			=====
<b>LIABILITIES</b>			
=====			
2000-20310	COMPENSATED ABSENCES PAYABLE	0.00	
2000-20311	COMP ABSENCES PAYABLE-CURRENT	20,727.84	
2000-21410	ACCRUED INTEREST PAYABLE	8,803.17	
2000-28205	WEDC LOANS/CURRENT	89,074.04	
2000-28220	BIRMINGHAM LOAN	0.00	
2000-28230	INWOOD LOAN	0.00	
2000-28232	ANB LOAN/EDGE	0.00	
2000-28233	ANB LOAN/PEDDICORD WHITE	0.00	
2000-28234	ANB LOAN/RANDACK HUGHES	0.00	
2000-28235	ANB LOAN	0.00	
2000-28236	ANB CONSTRUCTION LOAN	0.00	
2000-28237	ANB LOAN/ WOODBRIDGE PARKWAY	0.00	
2000-28238	ANB LOAN/BUCHANAN	0.00	
2000-28239	ANB LOAN/JONES:HOBART PAYOFF	0.00	
2000-28240	HUGHES LOAN	0.00	
2000-28242	ANB LOAN/HWY 78:5TH ST REDEV	4,067,890.31	
2000-28245	ANB LOAN/DALLAS WHIRLPOOL	640,776.23	
2000-28247	JARRARD LOAN	174,168.89	
2000-28250	CITY OF WYLIE LOAN	0.00	
2000-28260	PRIME KUTS LOAN	0.00	
2000-28270	BOWLAND/ANDERSON LOAN	0.00	
2000-28280	CAPITAL ONE CAZAD LOAN	0.00	
2000-28290	HOBART/COMMERCE LOAN	0.00	
2000-29150	NET PENSION LIABILITY	199,184.17	
2000-29151	SDBF LIABILITY	8,460.00	
TOTAL LIABILITIES			5,209,084.65

922-GEN LONG TERM DEBT (WEDC)

ACCOUNT# TITLE

EQUITY

=====

3000-34590	FUND BALANCE-UNRESERV/UNDESIG	( 5,317,765.74)
3000-35900	UNRESTRICTED NET POSITION	( 120,264.00)

TOTAL BEGINNING EQUITY	( 5,438,029.74)
------------------------	-----------------

TOTAL REVENUE	0.00
TOTAL EXPENSES	( 276,842.23)

REVENUE OVER/(UNDER) EXPENSES	276,842.23
-------------------------------	------------

TOTAL EQUITY & OVER/(UNDER)	( 5,161,187.51)
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TOTAL LIABILITIES, EQUITY & OVER/(UNDER)	47,897.14
	=====

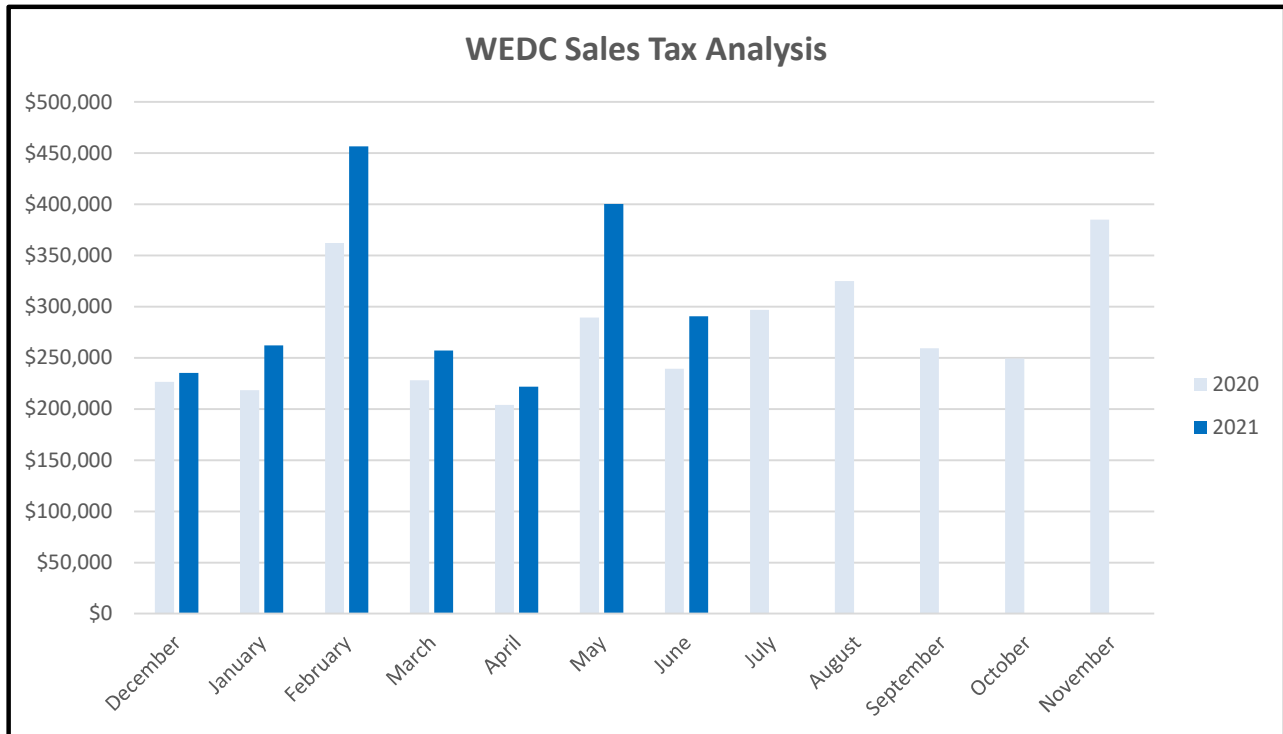
# Wylie Economic Development Corporation

## SALES TAX REPORT

June 30, 2021

### BUDGETED YEAR

MONTH	FY 2018	FY 2019	FY 2020	FY 2021	DIFF 20 vs. 21	% DIFF 20 vs. 21
DECEMBER	\$ 184,848.59	\$ 214,867.15	\$ 226,663.94	\$ 235,381.33	\$ 8,717.39	3.85%
JANUARY	\$ 191,895.71	\$ 223,749.61	\$ 218,520.22	\$ 262,263.52	\$ 43,743.30	20.02%
FEBRUARY	\$ 275,667.83	\$ 307,366.66	\$ 362,129.18	\$ 456,571.35	\$ 94,442.17	26.08%
MARCH	\$ 182,852.50	\$ 208,222.32	\$ 228,091.34	\$ 257,187.91	\$ 29,096.57	12.76%
APRIL	\$ 163,484.89	\$ 182,499.53	\$ 203,895.57	\$ 221,881.55	\$ 17,985.98	8.82%
MAY	\$ 203,707.17	\$ 274,299.18	\$ 289,224.35	\$ 400,371.70	\$ 111,147.35	38.43%
JUNE	\$ 199,412.29	\$ 234,173.88	\$ 239,340.35	\$ 290,586.92	\$ 51,246.57	21.41%
JULY	\$ 213,976.64	\$ 215,107.94	\$ 296,954.00			
AUGUST	\$ 249,589.63	\$ 283,602.93	\$ 325,104.34			
SEPTEMBER	\$ 213,425.79	\$ 243,048.40	\$ 259,257.89			
OCTOBER	\$ 210,701.71	\$ 224,875.38	\$ 249,357.02			
NOVEMBER	\$ 273,196.62	\$ 308,324.41	\$ 384,953.89			
<b>Sub-Total</b>	<b>\$ 2,562,759.35</b>	<b>\$ 2,920,137.37</b>	<b>\$ 3,283,492.09</b>	<b>\$ 2,124,244.28</b>	<b>\$ 356,379.32</b>	18.77%
<b>Total</b>	<b>\$ 2,562,759.35</b>	<b>\$ 2,920,137.37</b>	<b>\$ 3,283,492.09</b>	<b>\$ 2,124,244.28</b>	<b>\$ 356,379.32</b>	18.77%



\*\*\* 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 FY21.

# Wylie Economic Development Corporation

## PERFORMANCE AGREEMENT REPORT

June 30, 2021

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	BUDGETED YEAR					REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
		FY 2021	FY 2022	FY 2023	FY 2024	FY 2025				
CSD WOODBRIDGE	\$ 1,100,000.00	\$ 150,000.00	\$ 150,000.00	\$ 41,257.82	\$ -	\$ -	\$ 191,257.82	\$ 758,742.18	\$ 1,100,000.00	A
EXCO	\$ 80,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,000.00	\$ 80,000.00	B
SAF-HOLLAND	\$ 239,792.48	\$ 85,810.58	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 153,981.90	\$ 239,792.48	C
SCSD-FINNELL	\$ 175,000.00	\$ 87,500.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 87,500.00	\$ 175,000.00	
CROSS DEVELOPMENT	\$ 250,000.00	\$ 250,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250,000.00	
WYLIE INSURANCE	\$ 27,500.00	\$ 27,500.00	***	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 27,500.00	D
WB REAL ESTATE	\$ 13,149.00	\$ 13,149.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,149.00	
FIRST MIRACLE	\$ 11,800.00	\$ 11,800.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,800.00	
CARDINAL STRATEGIES	\$ 106,800.00	\$ 24,933.00	\$ 24,933.00	\$ 24,934.00	\$ -	\$ -	\$ 49,867.00	\$ 32,000.00	\$ 106,800.00	
CBC PROPERTY HOLDINGS	\$ 50,000.00	\$ 25,000.00	\$ 25,000.00	\$ -	\$ -	\$ -	\$ 25,000.00	\$ -	\$ 50,000.00	
AVANTI, LLC	\$ 120,000.00	\$ 60,000.00	\$ 30,000.00	\$ 30,000.00	\$ -	\$ -	\$ 60,000.00	\$ -	\$ 120,000.00	
SAVANNAH WOODBRIDGE	\$ 90,000.00	\$ 45,000.00	\$ 45,000.00	\$ -	\$ -	\$ -	\$ 45,000.00	\$ -	\$ 90,000.00	
BALLERS ELITE- THE LAB, LLC	\$ 20,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000.00	
AMERICAN ENTITLEMENTS	\$ 33,000.00	\$ 11,000.00	\$ 11,000.00	\$ 11,000.00	\$ -	\$ -	\$ 22,000.00	\$ -	\$ 33,000.00	
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 60,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ -	\$ 60,000.00	\$ -	\$ 120,000.00	
GDA INVESTMENTS	\$ 30,500.00	\$ -	\$ 20,000.00	\$ 10,500.00	\$ -	\$ -	\$ 30,500.00	\$ -	\$ 30,500.00	
LUV-ROS	\$ 10,000.00	\$ -	\$ 5,000.00	\$ 5,000.00	\$ -	\$ -	\$ 10,000.00	\$ -	\$ 10,000.00	E
	<b>\$ 2,761,044.61</b>	<b>\$ 871,692.58</b>	<b>\$ 330,933.00</b>	<b>\$ 142,691.82</b>	<b>\$ 20,000.00</b>	<b>\$ -</b>	<b>\$ 493,624.82</b>	<b>\$ 1,395,727.21</b>	<b>\$ 2,761,044.61</b>	

*Deferred Out Flow* \$ 536,449.00

A. SLSTX Reimbursement Qrtly Pmnts

B. Performance Agreement and Forgivable Land Grant. Paid remaining \$70,000 in early 2021.

C. Performance Agreement and Partial Tax Reimbursement. \$45,000 for Job Creation & 50% Reimb. of App Val. above the Baseline of \$14,375,324

D. Performance Agreement Obligations were met in FY21, so the FY22 payment was pulled forward.

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



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

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

### SECTION V OFFICERS

#### 5.01 Officers of the Corporation

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

#### 5.02 Selection of Officers

The President and Vice President shall be elected by the Board and shall serve a term of one (1) year. On the expiration of the term of office of the President and Vice President, the Board shall select from among its Members individuals to hold such office. The term of office of the President and Vice President shall always be for a period of one year; provided, however, that the President and Vice President continue to serve until the election of their successors.

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

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

#### 5.03 Vacancies

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

#### 5.04 President

The President shall be the presiding officer of the Board with the following authority:

1. Shall preside over all meetings of the Board.
2. Shall have the right to vote on all matters coming before the Board.
3. Shall have the authority, upon notice to the members of the Board, to call a special meeting of the Board when in his judgment such meeting is required.
4. Shall have the authority to appoint standing committees to aid and assist the Board in its business undertakings of other matters incidental to the operation and functions of the Board.
5. Shall have the authority to appoint ad hoc committees which may address issues of a temporary nature or concern or which have a temporary affect on the business of the Board.

In addition to the above mentioned duties, the President shall sign with the Secretary of the Board any deed, mortgage, bonds, contracts, or other instruments which the Board of Directors has approved and unless the execution of said document has been expressly delegated to some other officer or agent of the Corporation by appropriate Board resolution, by a specific provision of these Bylaws, or by statute. In general, the President shall perform all duties incident to the office, and such other duties as shall be prescribed from time to time by the Board of Directors.

#### 5.05 Vice President

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

#### 5.06 Secretary

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

#### 5.07 Treasurer

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

#### 5.08 Assistant Secretaries and Assistant Treasurers

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

#### 5.09 Director of Economic Development

The Corporation may employ a Director of Economic Development. The Director of Economic Development shall serve as the Chief Executive Officer of the Corporation and shall oversee all administrative functions of the Corporation. The Director shall develop policies and procedures for the Corporation including financial, accounting, and purchasing policies and procedures to be approved by the Board and City Council.

#### 5.10 Other Employees

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

#### 5.11 Contracts for Services

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





3. Long term issues to be dealt with over the succeeding twelve-month period or longer period of time, together with recommendations to meet such issues with emphasis to be placed on direct economic development.
4. A recap of all budgeted expenditures to date, together with a recap of budgeted funds left unexpended and any commitment made on said unexpended funds.

#### 4.05 Implied Duties

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

#### 4.06 Tenure

The initial terms of office for the Directors shall be two (2) Directors with three (3) year terms, two (2) Directors with two (2) year terms, and one (1) Director with a one (1) year term, as designated by the Mayor and City Council. After the initial term of office, the Directors shall serve for three (3) years, and Directors may serve for an unlimited number of consecutive terms.

#### 4.07 Meetings; Notice; Conduct

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

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

The annual meeting of the Board of Directors shall be held in January of each year.

The Board may retain the services of a recording secretary if required.



## PURCHASE AND SALE AGREEMENT

This PURCHASE AND SALE AGREEMENT (this “Agreement”) is made as of the Effective Date (as defined in Section 5.01 below) by and between **VICTORY GROUP, LLC**, a Nevada limited liability company, or its assignee (“Purchaser”) and **WYLIE ECONOMIC DEVELOPMENT CORPORATION**, a Texas nonprofit corporation (“Seller”).

### WITNESSETH:

**WHEREAS**, Seller desires to sell and convey the Property (as defined in Section 1.01 below) to Purchaser, and Purchaser desires to acquire and pay for the Property, pursuant to the terms, provisions, and conditions set forth in this Agreement.

**NOW, THEREFORE**, for and in consideration of the premises and mutual covenants and agreements contained herein, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Seller and Purchaser hereby covenant and agree as follows:

### ARTICLE I ACQUISITION OF THE PROPERTY

Section 1.01 The Property. Subject to the terms and provisions of this Agreement, Seller agrees to sell to Purchaser, and Purchaser agrees to purchase from Seller, all of the following described property (sometimes referred to collectively as the “Property”):

That certain tract of land legally described as RAILROAD INDUSTRIAL PARK, Lot 1, more commonly described as 201 Industrial Ct., Wylie, Texas 75098 and containing approximately 12,637 sq. ft. of real property as more fully described in Exhibit “A” attached hereto and incorporated herein by reference (the “Land”) together with all rights, privileges, easements and appurtenances pertaining to the Land.

Section 1.02 Purchase Price.

(a) The purchase price (the “Purchase Price”) for the Property shall be the sum of \$20.58 multiplied by the number of gross square feet contained in the Land as determined by the Survey to be completed pursuant to Section 2.02, estimated to be TWO HUNDRED SIXTY THOUSAND THIRTY-SIX and NO/100 DOLLARS (\$260,036.00).

(b) The Purchase Price shall be payable by Purchaser in immediately available funds at Closing (as hereinafter defined), subject to credits and prorations (if any) provided herein.

(c) The Purchase Price shall be adjusted up or down upon the land area of the Property as determined by the Survey to be consistent with the current price per gross square foot amount of \$20.58.

Section 1.03 Earnest Money. Within five (5) business days after the Effective Date of this Agreement, Purchaser shall deposit as earnest money in a non-interest bearing account with Lawyer's Title, 250 Highway 78 S., Wylie, Texas 75098, Attn: Christi Foster, telephone (972-442-3541) (the "Title Company"), in immediately available funds the sum of TWENTY THOUSAND AND NO/100 DOLLARS (\$20,000.00) (the "Earnest Money"). The Earnest Money shall be held and disbursed by the Title Company in strict compliance with the terms and provisions of this Agreement. In the event this Agreement is closed, the Earnest Money and any Approval Extension Fees (defined below), if applicable, shall be applied to the Purchase Price at Closing.

Section 1.04 Contract Consideration. One Hundred and No/100 Dollars (\$100.00) of the Earnest Money shall be non-refundable for any reason and shall constitute independent consideration for Seller's execution and delivery of this Agreement, and shall be payable to Seller in the event this Agreement is terminated or fails to Close for any reason, notwithstanding any other provisions of this Agreement.

## **ARTICLE II** **DUE DILIGENCE, TITLE AND SURVEY REVIEW AND FEASIBILITY PERIOD**

Section 2.01 Due Diligence Items. Within five (5) days after the Effective Date, Seller shall deliver to Purchaser copies of all documents in Seller's possession related to the Property, including without limitation, any and all development plans, surveys, declarations, and reciprocal easement agreements in Seller's possession affecting the Property or adjacent property; environmental reports; engineering reports; and soils reports. Notwithstanding the delivery of the above described due diligence items, if any, Purchaser acknowledges that any information of any type which Purchaser has received or may receive from Seller, or its agents, is furnished to Purchaser as a courtesy only and on the express condition that Purchaser shall make an independent verification of the accuracy of such information, all such information is being furnished without any representation or warranty by Seller as to the truth, accuracy, or completeness of such information, other than the representations and warranties contained herein.

Section 2.02 Survey. Purchaser, at Purchaser's expense, may elect to obtain an ALTA survey (the "Survey") describing the Property, but must complete such Survey prior to the expiration of the Feasibility Period if Purchaser intends to object to any items contained in the Survey as set forth in Section 2.4(a). The Survey will be certified to be accurate, complete and correct to Title Company, Purchaser, Purchaser's lender (if any) and Seller, and shall otherwise be in a form acceptable to the Title Company in order to allow the Title Company to delete, at Purchaser's election and expense, the survey exception (except as to "shortages in area") from the Owner's Title Policy to be issued by the Title Company. Such Survey shall be made in

accordance with the 2016 Minimum Standard Detail Requirements for ALTA/NSPS Land Title Surveys, jointly established and adopted by ALTA and NSPS.

Section 2.03 Title Insurance.

(a) Within ten (10) days after the Effective Date, Seller shall deliver or cause to be delivered to Purchaser a commitment for title insurance, **together with complete, legible copies of all Exception Documents as defined herein below** (collectively, the “**Title Commitment**”) issued by the Title Company covering the Property and addressed to Purchaser, binding the Title Company to issue to Purchaser at Closing an Owner’s Policy of Title Insurance paid for by the Seller (the “**Title Policy**”) on the standard form of policy in the full amount of the Purchase Price insuring good and indefeasible title to the Property in Purchaser subject only to the Permitted Exceptions.

(c) **Seller shall deliver or cause to be delivered, with the delivery of the Title Commitment, a legible copy of any instrument referred to in the Title Commitment that affects the title of Seller to the Property or that constitutes an exception or restriction upon the title of Seller to the Property (the “Exception Documents”).**

(d) Tax Statements. Within thirty (30) days after the Effective Date, Seller shall provide Purchaser with a copy of the most recent property tax statement affecting the Property.

Section 2.04 Purchaser’s Review.

(a) Purchaser shall have thirty (30) calendar days from the date the last of the following items is received by Purchaser (but no later than the expiration of the Feasibility Period): (i) Title Commitment, (ii) Exception Documents, and (iii) the existing survey as may be in Seller’s possession, to examine the same and to deliver to Seller in writing the Purchaser’s objections to any items contained or set forth in the Title Commitment, Exception Documents, or survey as may be provided by Seller or the Survey (the “**Unacceptable Exceptions**”). If Purchaser does not receive the Title Commitment and all Exception Documents within the prescribed ten (10) day period, the Feasibility Period shall be extended one (1) day for each day said documents are late.

(b) Seller may, but shall not be required to, expend any cost to eliminate or remove the Unacceptable Exceptions, if any. If Seller is unable, or unwilling to eliminate and remove the Unacceptable Exceptions, Seller shall, within fifteen (15) days after receipt of Purchaser’s written notice of Unacceptable Exceptions, notify Purchaser in writing of its inability or unwillingness to remove the Unacceptable Exceptions and such notice shall set forth which Unacceptable Exceptions it is unable or unwilling to remove. If Seller is unable or unwilling to remove the Unacceptable Exceptions, Purchaser may terminate this Agreement by giving written notice of such election delivered to Seller. If Purchaser so terminates this Agreement, the Earnest Money shall be returned to

Purchaser and neither party shall have any further rights, duties or obligations hereunder, except as expressly provided in this Agreement to the contrary. If Purchaser does not terminate this Agreement after receiving Seller's written notice, then the Unacceptable Exceptions together with other exceptions not objected to by Purchaser shall become Permitted Exceptions ("Permitted Exceptions"). Notwithstanding the foregoing, the parties agree that all matters appearing on Schedule C to the Title Commitment and all monetary liens (specifically including without limitation any and all liens that appear against the Property) shall be satisfied (as a condition to Purchaser's obligation to purchase the Property) by Seller prior to Closing and shall not be deemed Permitted Exceptions.

Section 2.05 Feasibility Period.

(a) Seller shall allow Purchaser, its agents, or engineers access to the Property to conduct soil and engineering tests, core drilling, non-invasive environmental tests, engineering surveys, and any other tests Purchaser deems necessary to determine the feasibility of the Property for Purchaser's intended use (the "Feasibility Study"), for a period of forty-five (45) days after the Effective Date (the "Feasibility Period"). Purchaser shall bear all costs and expenses of its investigation and repair any damage caused by Purchaser or its agents in conducting the Feasibility Study. Purchaser shall indemnify, defend and hold harmless Seller against any claims, costs, losses, expenses or damage to the Property suffered or incurred by Seller or that may be threatened against Seller or the Property as a result of Purchaser's (or its agent's, contractor's or consultant's) inspections and review of the Property, including without limitation (i) any and all attorneys' fees or court costs incurred by Seller in connection with any such claims or activities, and (ii) any mechanic's liens or claims which may be filed on or asserted against the Property by contractors, subcontractors or materialmen performing work for Purchaser and which are not fully released within five (5) days after Seller provides Purchaser written notice of their existence, but excluding any such claims, costs, losses, expenses or damage resulting merely from the disclosure of the results of any such investigations or studies by Purchaser.

(b) Purchaser agrees to act with reasonable diligence during the Feasibility Period to determine suitability of the Property for Purchaser and Purchaser's intended user. Purchaser further agrees to terminate this Agreement at the earliest such date that Purchaser finds the Property unsuitable in its sole discretion. Notwithstanding the foregoing, if Purchaser finds the Property unacceptable for any reason or no reason, then Purchaser, in its sole discretion, may terminate this Agreement by written notice, which must be received by Seller on or before the expiration of the Feasibility Period. If Purchaser so terminates this Agreement the Title Company shall, upon demand by Purchaser, return the Earnest Money to Purchaser without the necessity of any further written documentation by either party, and thereafter neither party shall have any further rights, duties or obligations to the other hereunder.

Section 2.06 Approvals.

(a) Seller shall allow Purchaser a period of time expiring ninety (90) days following the Effective Date (the “**Approval Period**”) during which Purchaser shall seek to obtain all “Approvals” (as defined below).

(b) Seller shall cooperate and participate with Purchaser in connection with Purchaser’s efforts to obtain the Approvals (as defined below), including without limitation, participation in any required hearings or meetings with governmental officials and in the submittal and execution of any documentation required by governmental authorities.

(c) If Purchaser has not fully obtained the Approvals within the initial Approval Period, then Purchaser may extend the Approval Period for up to two (2) additional periods of thirty (30) days each by, prior to the expiration of the Approval Period (as extended), (i) delivering a written notice of the extension of the Approval Period (“**Approval Period Extension Notice**”) to Seller, and (ii) depositing Three Thousand Five Hundred and 00/100 Dollars (\$3,500.00) (the “**Approval Extension Fee**”) for each extension, which will be non-refundable (except in the event this Agreement is terminated due to a Seller default, casualty or condemnation), but applicable to the Purchase Price at Closing.

(d) If the Approvals cannot be fully obtained by Purchaser prior to the expiration of the Approval Period (as extended), then Purchaser may terminate the Agreement at any time before the expiration of the Approval Period (as extended) by delivering written notice to Seller of Purchaser’s termination of the Agreement, in which event, Purchaser shall receive the Earnest Money and Seller shall receive all of the Approval Extension Fees that Purchaser has paid prior to terminating the Agreement.

**ARTICLE III**  
**REPRESENTATIONS, WARRANTIES AND COVENANTS**

Section 3.01 Representations and Covenants of Seller. Seller hereby represents to Purchaser that the facts recited below are true and accurate and will be true and accurate at Closing.

(a) Seller has, or will have at Closing, good and indefeasible fee simple title to the Property, free and clear of all liens, and no party has or shall have any rights in or to acquire the Property except as reflected in the Title Commitment;

(b) Seller has no knowledge of any pending condemnation, liens, assessments, or similar proceedings or charges affecting the Property by any governmental authority;



(c) Seller is not a foreign corporation, foreign partnership, foreign trust, or foreign estate, or non-resident alien for purposes of US income taxation, pursuant to Section 1445 of the Internal Revenue Code;

(d) There are no leases affecting all or any portion of the Property and there are no options or contracts granting any rights to acquire any right, title or interest in all or any portion of the Property, save and except those listed in the Title Commitment.

(e) Seller has not received any written notice of any violation of any ordinance, regulation, law or statute of any government agency or instrumentality pertaining to the Property of any portion thereof which has not been complied with;

(f) All facilities for furnishing Utilities to the Property have been completed and installed by the Closing Date, and that all Utilities are available to Purchaser, at a perimeter or boundary of the Property and subject to tap in by Purchaser. (The term "Utilities" as used herein shall include telephone, gas, electric and water. Excluding: storm sewer, sanitary sewer, and natural gas)

(g) There is no action, suit, proceeding or claim affecting Seller or the Property, or any portion thereof, relating to or arising out of any Lease or the ownership, operation, use or occupancy of the Property, pending or being prosecuted in any court or by or before any agency or other governmental instrumentality nor, to the knowledge of Seller, has any such action, suit, proceeding or claim been threatened or asserted. There is no proceeding pending or presently being prosecuted in connection with the assessed valuation or taxes of other impositions payable in respect of any portion of the Property.

(h) No work has been performed or is in progress by Seller at, and no materials have been furnished to, the Property or any portion thereof which might give rise to mechanic's, materialman's or other liens against the Property.

(i) All Utilities required for the operation of the Property pass through adjoining public streets or if they pass through an adjoining private land, do so in accordance with valid public easements or private easements which will inure to the benefit of the Purchaser, its successors and assigns. All of such public utilities have been validly and properly installed and are fully operational Excluding: storm sewer, sanitary sewer, and natural gas.

(j) The Property has not been used by Seller during its ownership for the handling, storage, transportation, or disposal of any hazardous materials. As used herein, "hazardous materials" means any explosives, radioactive materials, gasoline, diesel fuel, asbestos, or other hazardous waste including, without limitation, substances defined as "hazardous substances," "hazardous materials," or "toxic substances," in the Comprehensive Environmental Response, Compensation and Liability Act of 1980 or any regulations promulgated thereunder; The Hazardous Materials Transportation Act or any regulations promulgated thereunder; or "hazardous waste" as defined in the Resource

Conservation and Recovery Act, or any regulations promulgated thereunder; or any substance regulated by the Toxic Substances Control Act, or any regulations promulgated thereunder, all as amended.

(k) There are no contracts, leases, options to purchase or rights of first refusal that will impede Seller from delivering exclusive possession of the Property to Purchaser at Closing.

#### **ARTICLE IV** **CLOSING**

##### **Section 4.01** Closing.

(a) The Closing of the purchase and sale of the Property pursuant to this Agreement (the “**Closing**”) shall take place at the Title Company on the date (the “**Closing Date**”) that is thirty (30) days after the expiration of the Approval Period (as extended) or such earlier date as is elected by Purchaser by giving not less than three (3) days prior notice to Seller, subject to and contingent on the Conditions to Close.

(b) At the Closing, Seller shall deliver to Purchaser the following:

(i) A duly executed and acknowledged special warranty deed (the “**Deed**”), conveying good and indefeasible title in fee simple to all of the Property, free and clear of any and all liens, encumbrances, conditions, easements, assessments, and restrictions, except for the Permitted Exceptions;

(ii) The Title Policy, which shall be delivered within a reasonable time after Closing;

(iii) The most recent tax statements in Seller’s possession;

(iv) Certification of Non-Foreign Status pursuant to Section 1445 of the Internal Revenue Code of 1986, as amended;

(v) Such other instruments as are customarily executed in the county in which the Property is located to effect the conveyance of property similar to the Property, with the effect that, after the Closing, Purchaser will have succeeded to all of the rights, titles and interests of Seller related to the Property and Seller will no longer have any rights, titles, or interests in and to the Property;

(vi) Exclusive possession of the Property; and

(vii) Seller’s closing certificate verifying that each of the Seller’s covenants have been fully satisfied and that the representations and warranties of

Seller set forth in this Agreement are true, correct and complete on and as of the Closing Date.

(viii) Notwithstanding paragraph 4.01(b)(i) above, the special warranty deed shall include restrictions that prohibit the Property from all future uses as described in attached Exhibit "C".

(c) Conditions to Close. Purchaser's obligation to close on the purchase of the Property is subject to and contingent upon the satisfaction of all closing conditions in this Agreement, including without limitation:

(i) No material or adverse changes to the Property shall have occurred subsequent to the Effective Date of the Contract and prior to the Closing Date.

(ii) Seller has delivered to Purchaser the required items set forth in Section 4.01(b).

(iii) Purchaser shall have obtained all (x) final approvals for any zoning changes (including the special use permit), plats, or site plans; and (y) non-governmental approvals from third parties (having such approval rights) (collectively, the "Approvals") as are reasonably necessary and incident to developing the Property and construction thereon, pursuant to a site plan which is acceptable to Purchaser, a commercial retail building or buildings, together with parking, signage, and related site improvements appropriate for a commercial retail building with or without drive-thru restaurant any other incidental uses (the "Intended Use") (collectively, the "Intended Improvements").

(iv) There are no building or utility moratoriums in effect that impact the Property or that would otherwise prevent construction of the Intended Improvements.

(v) There are no contracts, leases, options to purchase or rights of first refusal that will impede Seller from delivering exclusive possession of the Property to Purchaser at Closing.

(vi) Purchaser has entered into and will simultaneously close on a Purchase and Sale Agreement to purchase the approximate 32,803 sq. ft. of real property from Wylie Industrial Court Development Ltd. located at the northwest corner of TX-78 and Birmingham Street and more commonly known as 206 S. Birmingham Street, Wylie, Texas 75098. This condition may not be waived by Purchaser and Seller shall be entitled to terminate the Agreement in the event Purchaser is unwilling or unable to simultaneously close such contract with Wylie Industrial Court Development Ltd.

Should the condition set forth in Section 4.01(c)(iii) not be able to be satisfied prior to the expiration of the Approval Period (as may be extended) or should any of the other conditions set forth in Section 4.01(c) not be able to be satisfied prior to the Closing Date, Purchaser shall have the right to terminate this Agreement by providing notice to the Seller and the Title Company, and the Earnest Money returned to Purchaser and any paid Approval Extension Fees). The foregoing shall not preclude Purchaser from exercising any remedy provided in Section 4.03 of this Agreement, if any of the foregoing conditions was an obligation of Seller to perform prior to the Closing Date under the terms of this Agreement.

(c) At the Closing, Purchaser shall deliver to Seller the following:

(i) The Purchase Price, as provided, herein; and

(ii) Such evidence as Seller's counsel and/or the Title Company may reasonably require as to the authority of the person or persons executing documents on behalf of Purchaser.

Section 4.02 Closing Costs and Prorations. Purchaser and Seller hereby covenant and agree that:

(a) Seller shall pay its proportionate share of the prorations as set forth in Section 4.02 (c) hereof, if any, and shall bear the cost of the Title Commitment, Title Policy, all real estate transfer taxes, real estate commissions as defined in Section 4.05, one-half (1/2) of the recording fees and the escrow fee charges by the Title Company, and Seller's attorneys' fees.

(b) Purchaser shall pay its proportionate share of the prorations as set forth in Section 4.02 (c), if any, the cost of the recording fees for any loan documents, one-half (1/2) of the recording fees and escrow fee charged by the Title Company, and its own attorneys' fees. Purchaser will assume and be responsible for any roll back tax liability for the Property, if any, for any period of time prior to or subsequent to closing.

(c) All ad valorem real estate taxes and assessments levied or assessed against the Property will be assumed by the Purchaser since Seller is a tax exempt entity. This provision shall survive the Closing.

(d) All other closing costs not specifically identified in Sections 4.02(a) through (c) shall be allocated as is customary in the local area.

Section 4.03 Default by Seller; Remedies of Purchaser. In the event Seller fails to comply with any obligation, covenant or agreement to be performed, honored, or observed by Seller prior to or at Closing pursuant to the terms and provisions hereof, and such failure continues for five (5) days after written notice thereof from Purchaser, then Purchaser may as Purchaser's sole and exclusive remedy, either (a) terminate this Agreement by giving written

notice thereof to Seller, at which time the Earnest Money, Additional Earnest Money, if any, shall be returned to Purchaser or (b) enforce specific performance. Any lawsuit to enforce specific performance must be filed by Purchaser within sixty (60) days of Seller's default.

Section 4.04 Default by Purchaser; Remedies of Seller. In the event Purchaser fails to comply with any obligation, covenant or agreement to be performed, honored, or observed by Purchaser prior to or at Closing pursuant to the terms and provisions hereof, and such failure continues for five (5) days after written notice thereof from Seller, then Seller, as its sole and exclusive remedy, may terminate this Agreement by giving Purchaser written notice thereof, in which event Seller shall retain, as liquidated damages, the Earnest Money, and neither party shall thereafter have any rights, duties or obligations hereunder.

Section 4.05 Broker's Commission.

(a) Provided the transaction described in this Agreement is closed and funded, but not otherwise, Seller agrees to pay Victory Real Estate Group ("**Broker**") a commission per separate agreement in the amount of three percent (3%) of the Purchase Price. Said commissions shall be paid in cash by Seller at the Closing and, by its execution hereof, Seller hereby authorizes and directs the Title Company to remit such commission out of the Purchase Price to be paid or given by Purchaser at Closing.

(b) Except to the extent provided in Section 4.05 (a) above, each of the parties hereto hereby represents and warrants to the other parties that no other real estate commissions or finder's fees are due or payable as a result of or in connection with this Agreement or the transactions contemplated herein to any person or agency, and that each of the parties hereby agrees to indemnify the other party and hold the other party harmless from and against any and all claims for real estate commissions and/or finders fees occasioned by its acts.

**ARTICLE V**  
**MISCELLANEOUS PROVISIONS**

Section 5.01 Effective Date of Agreement. The term "***Effective Date***" as used herein shall mean the date this Agreement has been fully executed by Seller and Purchaser, as indicated by their signatures below, and delivered to and acknowledged by Title Company.

Section 5.02 Notices. All notices, demands, consents, statements, offers, and other communications required or permitted herein shall be delivered to the parties hereto by United States registered or certified mail, return receipt requested, postage fully prepaid, or by a nationally recognized overnight delivery service (e.g. Federal Express), or by email (pdf), or by an independent courier service; provided, however, that in the event such courier service is used, such service shall provide a receipt. Except as provided above, all such communications shall be deemed delivered when actually mailed, emailed, or deposited with such overnight delivery or

courier service and shall be addressed to the intended recipient at the following address as either party may specify in writing:

If to Purchaser: Victory Group, LLC.  
8201 Preston Road, Ste. 700  
Dallas, Texas 75225  
Attn: Tony Ramji  
tony@vg-re.com

With a copy to: Steven Dimitt, Esq.  
Platt Cheema Richmond PLLC  
1201 N. Riverfront Blvd., Suite 150  
Dallas, Texas 75207  
[sdimitt@pcrfirm.com](mailto:sdimitt@pcrfirm.com)  
(214) 559-2700

If to Seller: Wylie Economic Development Corporation  
250 Highway 78  
Wylie, Texas 75098  
Attn: Jason Greiner  
Email: Jason@WylieEDC.com  
Phone: 974-442-7901

With a copy to: Abernathy, Roeder, Boyd & Hullett  
1700 Redbud Blvd., Suite 300  
McKinney, Texas 75069  
Attn: Randy Hullett  
Email: [rhullett@abernathy-law.com](mailto:rhullett@abernathy-law.com)  
Phone: 214-544-4007

Section 5.03 Governing Law. THIS AGREEMENT SHALL BE GOVERNED BY AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF TEXAS AND ALL PROCEEDINGS OR OBLIGATIONS HEREUNDER SHALL BE MADE AND ARE PERFORMABLE IN COLLIN COUNTY, TEXAS.

Section 5.04 Successors and Assigns. This Agreement shall apply to, inure to the benefit of and be binding upon and enforceable against the parties hereto and their respective heirs, administrators, successors and assigns.

Section 5.05 Counterparts. This Agreement may be executed in multiple counterparts, each of which shall be deemed an original, and all of which shall constitute but one and the same instrument.

Section 5.06 Time. Time is of the essence in the performance of each term, condition, and covenant contained in this Agreement. No extension of time for performance of any obligation or act shall be deemed an extension of time for performance of any other obligation or act. If any date for performance of any term, condition or provision hereof shall fall on a Saturday, Sunday or legal holiday, then the time of such performance shall be extended to the next business day.

Section 5.07 Severability. This Agreement is intended to be performed in accordance with, and only to the extent permitted by, all applicable laws, ordinances, rules and regulations. If any provision of this Agreement or the application thereof to any person or circumstance shall, for any reason and to any extent, be invalid or unenforceable, the remainder of this Agreement and the application of such provision to other persons or circumstances shall not be affected thereby, but shall be enforced to the greatest extent permitted by law.

Section 5.08 Authority to Execute. Seller and Purchaser warrant that each of the persons executing this Agreement in its behalf has full power and authority to enter into and perform this Agreement and that, upon the execution of this Agreement by all parties, this Agreement shall be binding upon each and enforceable in accordance with its terms.

Section 5.09 Entire Agreement. Purchaser and Seller each acknowledges and agrees that at all times it has intended that none of the preliminary negotiations concerning this Agreement would be binding on any party. This Agreement contains all the covenants, conditions, agreements and understandings between the parties and shall supersede all prior covenants, conditions, agreements, and understandings between Seller and Purchaser with respect to the purchase and sale of the Property and all other matters contained in this Agreement. This Agreement may not be amended except in writing subscribed by each of the parties.

Section 5.10 Property Description. If different from the description contained in Exhibit "A" attached to this Agreement, the legal description of the Property contained on the Survey shall be substituted for the description of the Property in said Exhibit "A" and this Agreement shall be amended by the substitution of the legal description of the Property contained on the Survey as a new Exhibit "A", without the necessity of the parties executing any additional amendments to this Agreement. In addition, such description shall be used in the Title Policy and the Deed to be delivered by Seller to Purchaser at Closing.

Section 5.11 1031 Exchange. Seller and Purchaser agree to cooperate should the other elect to purchase the Property or other real property as part of a like-kind exchange under Section 1031 of the Internal Revenue Code (or any successor statute). Any contemplated exchange shall not impose upon the cooperating party any additional liability or financial obligation, and Purchaser or Seller, as appropriate agrees to hold the other harmless from any liability that might arise from such exchange. This Agreement is not subject to or contingent upon either party's ability to acquire a suitable exchange property or effectuate an exchange. In the event any exchange contemplated by Purchaser or Seller should fail to occur, for whatever reason, the sale of the Property shall nonetheless be consummated as provided herein.

Section 5.12 Expiration. The offer of Purchaser shall extend by the delivery of this Agreement to Seller shall be automatically revoked unless Seller shall execute this Agreement and deliver same to the Title Company as evidenced by the Title Company receipt of this Agreement on or before 5:00 p.m. on the date which is fifteen (15) business days from the date on which Purchaser has executed this Agreement.

Section 5.13 Rollback Taxes. All rollback taxes including additional taxes resulting from a change in use of the Property prior to or after Closing on the Property which results or which may result in the assessment after the Closing of additional taxes for periods prior to or after Closing plus any penalties and interest shall be paid by Purchaser. This obligation shall survive the Closing.

Section 5.14 Risk of Loss. Until Closing risk of loss shall be borne by Seller. In the event that any damage or destruction of the Property, or any part hereof, by fire or other casualty, or through condemnation or sale in lieu thereof, occurs prior to the actual Closing of the transactions contemplated hereby, the Purchaser shall, at its option, elect one of the following: (a) to terminate this Agreement and receive an immediate refund of all Earnest Money and Additional Earnest Money previously deposited; or (b) to close this transaction as provided herein and receive an assignment from Seller at Closing (or credit, as the case may be) of all of Seller's rights in the award or insurance proceeds to be granted for the portion of the Property so damaged, taken or condemned.

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



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

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

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

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

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

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

RECEIPT OF EARNEST MONEY

The undersigned Title Company hereby acknowledges its receipt of an executed copy of this Agreement and agrees to comply with and be bound by the terms and provisions of this Agreement, without demand, including, without limitation, those terms relating to the disposition of the Earnest Money and compliance with Section 6045 (e) of the Internal Revenue Code of 1986, as amended from time to time, and as further set forth in any regulation or forms promulgated thereunder.

\_\_\_\_\_ TITLE COMPANY

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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

**EXHIBIT "A"**

**LEGAL DESCRIPTION**

**[To be confirmed by Survey and inserted prior to Closing.]**

RAILROAD INDUSTRIAL PARK, LOT 1

## EXHIBIT "C"

### RESTRICTIVE COVENANTS IN SPECIAL WARRANTY DEED

The special warranty deed to be delivered by Seller, as Grantor, to Purchaser, as Grantee, at the Closing shall contain the following restrictive covenants:

1. The Property may not be used as a location for any business providing escrow, title services or issuance of land title policies in connection with contracts to convey or refinance mortgages on real property, including title offices, title plants, or administrative offices for a title company. No sign may be erected on the Property advertising or promoting any such services.
2. The Property may not be used for the underground storage of any hazardous material or petroleum products.
3. The Property may not be used as a gas station or convenience store which also sells gasoline, diesel or other petroleum fuels.
4. The Property may not be used as a repair shop for motor vehicles or for quick lubes or for brake repair.
5. The Property may not be used as a motor vehicle sales car lot.
6. The Property may not be used as a bar. The term "bar" means an establishment principally for the sale and consumption of alcoholic beverages on the premises that derives 75 percent or more of its gross revenue from the sale or service of alcoholic beverages, as defined in the Texas Alcoholic Beverage Code, for on-premise consumption.
7. The Property may not be used as a drycleaner.
8. The Property may not be used as a car wash.
9. The Property may not be used as a location for a cell tower.
10. If any restriction or prohibited use is unenforceable for any reason, to the extent the unenforceability does not affect any other restriction, then these remaining restrictions shall be fully enforceable.
11. Failure to enforce any restriction is not a waiver.
12. These restrictions run with the land and are binding for a term of 30 years from the date of this deed. These restrictions may be amended or terminated in whole or in part from time to time, and at any time, by written instrument signed by both Grantor and Grantee or the then owners of the Property and the owners of the adjacent property described as Lot 2R Wylie Industrial Park with an address of 250 Hwy 78 Wylie, TX 75098 **Lawyers Title Legal description**. Such amendment or termination shall be recorded in the real property records of Collin County, Texas.
13. These restrictions will be construed under the laws of the state of Texas and exclusive venue for enforcing the restrictions shall be a district court in Collin County, Texas. If any party retains an attorney to enforce these restrictions the party prevailing in litigation will be entitled to recover reasonable

attorney's fees and court and other costs. All rights and remedies afforded the parties by this agreement will be deemed cumulative and not exclusive and the exercise of any remedy will not be deemed to be a waiver of any other right or remedy available at law or in equity. It is expressly understood that a recovery in damages may not be an adequate remedy for a violation of the provisions of this agreement and that the granting of equitable remedies may, and probably will, be necessary.



# 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.

<b>STAFFING</b>	<b>BUDGET 2018-2019</b>	<b>BUDGET 2019-2020</b>	<b>BUDGET 2020-2021</b>	<b>BUDGET 2021-2022</b>
Executive Director	1.0	1.0	1.0	1.0
Director of Business Retention	1.0	1.0	1.0	1.0
Senior Assistant	1.0	1.0	1.0	1.0
Administrative Assistant	0.0	0.0	0.0	1.0
<b>TOTAL</b>	<b>3.0</b>	<b>3.0</b>	<b>3.0</b>	<b>4.0</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 three full-time staff members to manage daily operations and reports directly 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 WEDC offices 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. While WEDC staff are City employees for the purpose of participating in group insurance plans, WEDC staff reports directly to the WEDC Board of Directors.

<b>WEDC Board of Directors</b>	<b>Current Appointment</b>	<b>Term Expires</b>
Demond Dawkins, President	07/2021	06/2024
Melisa Whitehead, Secretary	10/2019	06/2022
Gino Mulliqi, Treasurer	07/2019	06/2022
Tim Gilchrist	07/2020	06/2023
Blake Brininstool	07/2021	06/2024

# City Of Wylie

## Fund Summary

### Wylie Economic Development Corporation

<b>Audited Wylie Economic Development Corp Ending Balance 09/30/20</b>	<b>\$</b>	<b>1,735,327</b>
Projected '21 Revenues		<u>3,904,938</u> a)
Available Funds		5,640,265
Projected '21 Expenses		<u>(4,589,421)</u>
Estimated Ending Fund Balance 09/30/21	<b>\$</b>	<b>1,050,844</b>
<b>Estimated Beginning Fund Balance - 10/01/21</b>	<b>\$</b>	<b>1,050,844</b>
Proposed Revenues '22		6,529,322
Proposed Expenses '22		<u>(5,231,219)</u>
Estimated Ending Fund Balance 09/30/22	<b>\$</b>	<u><u>2,348,947</u></u>

a) Sales Tax is Oct - Apr actual collected plus a 5% increase on 2019-20 May - Sept actuals.



# Department Executive Summary

## Wylie EDC

### FY 2022 Budget Notes

#### Notable increases/decreases from FY 2021 base budget:

For FY22, the WEDC estimates \$7,580,166 in available resources which includes a beginning fund balance of \$1,050,844. Staff estimates the following WEDC Revenues: \$3,789,966 in Sales Tax Receipts, \$2,601,116 in proceeds from the Sale of WEDC owned properties, \$132,240 in Rental Income and \$6,000 in allocated interest earnings. Overall, the largest increases in revenue from FY21 are due to three pending contracts on WEDC owned properties and the \$821,529 in additional sales tax revenue.

Expenses for FY22 are estimated at \$5,231,220. Personnel Services are up from \$336,516 to \$407,264, Debt Service is up from \$541,878 to \$1,009,263, and the WEDC's Capital Outlay is up from \$1,007,500 to \$2,175,000.

#### Notable Increases:

- Personnel: One additional employee (Admin Assist I) and 2% merit increases for existing staff.
- Debt Service: This number represents a worst-case scenario with a projected 10-year, \$8MM loan at 4% (fixed). This estimate increases the P/I payments due to debt refinancing (544 Gateway & Brown/78) and borrowing an additional \$3MM for additional land acquisition. Please note that the current estimate does not include any principal reduction for FY22.
- Capital Outlay: Various capital projects are planned for FY22 including the TxDOT improvements at Brown & 78 (median, decel lanes, etc.), the culvert at FM 544 & Cooper, and downtown improvements (parking and alley).

Contractual Services are down due to the reduction in our deferred outflows (Incentives), while Special Services, Advertising, Community Development, and Travel & Training are all up slightly.

Staff estimates a FY22 ending fund balance of \$2,348,945.62.

The WEDC Board of Directors will formally approve the attached FY22 Budget on 7/21/21 and bring this back for final consideration at the July 27<sup>th</sup> City Council Meeting.

**CITY OF WYLIE**

**FUND**  
111-4000

**DEPARTMENT**  
SPECIAL REVENUE FUND

**DIVISION**  
WEDC REVENUES

LINE ITEMS	FY 2021 BUDGET	FY 2022 BASE	FY 2022 PACKAGES	FY 2022 PROPOSED	% CHANGE
40150 REV IN LEIU OF TAXES	\$0	\$0	\$0	\$0	0.00%
40210 SALES TAX	(\$2,968,437)	(\$3,789,966)	\$0	(\$3,789,966)	27.68%
	\$0	(\$3,789,966)	\$0	(\$3,789,966)	
<b>TAXES</b>	<b>(\$2,968,437)</b>	<b>(\$3,789,966)</b>	<b>\$0</b>	<b>(\$3,789,966)</b>	<b>27.68%</b>
43518 380 ECONOMIC AGREEMENTS	\$0	\$0	\$0	\$0	0.00%
<b>INTERGOVERNMENTAL REVENUE</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.00%</b>
46050 CERTIFICATE OF DEPOSIT	\$0	\$0	\$0	\$0	0.00%
46110 ALLOCATED INTEREST EARNINGS	(\$6,000)	(\$6,000)	\$0	(\$6,000)	0.00%
	\$0	(\$6,000)	\$0	(\$6,000)	
<b>INTEREST INCOME</b>	<b>(\$6,000)</b>	<b>(\$6,000)</b>	<b>\$0</b>	<b>(\$6,000)</b>	<b>0.00%</b>
48110 RENTAL INCOME	(\$153,240)	(\$132,240)	\$0	(\$132,240)	-13.70%
	\$0	(\$132,240)	\$0	(\$132,240)	
48310 RECOVERY - PRIOR YEAR EXPEND	\$0	\$0	\$0	\$0	0.00%
48410 MISCELLANEOUS INCOME	\$0	\$0	\$0	\$0	0.00%
48430 GAIN/(LOSS) SALE OF CAP ASSETS	(\$164,500)	(\$2,601,116)	\$0	(\$2,601,116)	1,481.23%
	\$0	(\$2,601,116)	\$0	(\$2,601,116)	
<b>MISCELLANEOUS INCOME</b>	<b>(\$317,740)</b>	<b>(\$2,733,356)</b>	<b>\$0</b>	<b>(\$2,733,356)</b>	<b>760.25%</b>
49160 TRANSFER FROM GENERAL FUND	\$0	\$0	\$0	\$0	0.00%
49325 BANK NOTE PROCEEDS	\$0	\$0	\$0	\$0	0.00%
49550 LEASE PRINCIPAL PAYMENTS (OFS)	\$0	\$0	\$0	\$0	0.00%
49600 INSURANCE RECOVERIES	\$0	\$0	\$0	\$0	0.00%
<b>OTHER FINANCING SOURCES</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.00%</b>
<b>TOTAL WEDC REVENUES</b>	<b>(\$3,292,177)</b>	<b>(\$6,529,322)</b>	<b>\$0</b>	<b>(\$6,529,322)</b>	<b>98.33%</b>

**CITY OF WYLIE**

**FUND**  
111-5611

**DEPARTMENT**  
SPECIAL REVENUE FUND

**DIVISION**  
WEDC

LINE ITEMS	FY 2021 BUDGET	FY 2022 BASE	FY 2022 PACKAGES	FY 2022 PROPOSED	% CHANGE
51110 SALARIES	\$240,920	\$286,558	\$0	\$286,558	18.94%
	\$0	\$286,558	\$0	\$286,558	
51130 OVERTIME	\$0	\$0	\$0	\$0	0.00%
51140 LONGEVITY PAY	\$784	\$729	\$0	\$729	-7.02%
	\$0	\$729	\$0	\$729	
51145 SICK LEAVE BUYBACK	\$0	\$0	\$0	\$0	0.00%
51160 CERTIFICATION INCENTIVE	\$0	\$0	\$0	\$0	0.00%
51170 PARAMEDIC INCENTIVE	\$0	\$0	\$0	\$0	0.00%
51210 CAR ALLOWANCE	\$0	\$0	\$0	\$0	0.00%
51220 PHONE ALLOWANCE	\$0	\$0	\$0	\$0	0.00%
51230 CLOTHING ALLOWANCE	\$0	\$0	\$0	\$0	0.00%
51260 MOVING ALLOWANCE	\$0	\$0	\$0	\$0	0.00%
51310 TMRS	\$37,464	\$44,530	\$0	\$44,530	18.86%
	\$0	\$44,530	\$0	\$44,530	
51410 HOSPITAL AND LIFE INSURANCE	\$36,369	\$49,304	\$0	\$49,304	35.57%
	\$0	\$49,304	\$0	\$49,304	
51415 EXECUTIVE HEALTH PLAN	\$0	\$0	\$0	\$0	0.00%
51420 LONG-TERM DISABILITY	\$1,373	\$1,707	\$0	\$1,707	24.33%
	\$0	\$1,707	\$0	\$1,707	
51440 FICA	\$14,986	\$18,623	\$0	\$18,623	24.27%
	\$0	\$18,623	\$0	\$18,623	
51450 MEDICARE	\$3,505	\$4,355	\$0	\$4,355	24.25%
	\$0	\$4,355	\$0	\$4,355	
51470 WORKERS COMP PREMIUM	\$305	\$378	\$0	\$378	23.93%
	\$0	\$378	\$0	\$378	
51480 UNEMPLOYMENT COMP (TWC)	\$810	\$1,080	\$0	\$1,080	33.33%
	\$0	\$1,080	\$0	\$1,080	
<b>PERSONNEL SERVICES</b>	<b>\$336,516</b>	<b>\$407,264</b>	<b>\$0</b>	<b>\$407,264</b>	<b>21.02%</b>
52010 OFFICE SUPPLIES	\$5,000	\$5,000	\$0	\$5,000	0.00%
	\$0	\$5,000	\$0	\$5,000	

**CITY OF WYLIE**

**FUND**  
111-5611

**DEPARTMENT**  
SPECIAL REVENUE FUND

**DIVISION**  
WEDC

LINE ITEMS	FY 2021 BUDGET	FY 2022 BASE	FY 2022 PACKAGES	FY 2022 PROPOSED	% CHANGE
52040 POSTAGE AND FREIGHT	\$300	\$300	\$0	\$300	0.00%
	\$0	\$300	\$0	\$300	
52130 TOOLS/ EQUIP (NON-CAPITAL)	\$0	\$0	\$0	\$0	0.00%
52810 FOOD SUPPLIES	\$6,100	\$6,100	\$0	\$6,100	0.00%
	\$0	\$6,100	\$0	\$6,100	
52990 OTHER	\$0	\$0	\$0	\$0	0.00%
<b>SUPPLIES</b>	<b>\$11,400</b>	<b>\$11,400</b>	<b>\$0</b>	<b>\$11,400</b>	<b>0.00%</b>
54610 FURNITURE AND FIXTURES	\$0	\$2,500	\$0	\$2,500	0.00%
ITEM MOVED FROM 58830 (FY20-21)	\$0	\$2,500	\$0	\$2,500	
54630 TOOLS AND EQUIPMENT	\$0	\$0	\$0	\$0	0.00%
54810 COMPUTER HARD/SOFTWARE	\$5,500	\$5,500	\$0	\$5,500	0.00%
	\$0	\$5,500	\$0	\$5,500	
54910 BUILDINGS	\$0	\$0	\$0	\$0	0.00%
54990 OTHER	\$0	\$0	\$0	\$0	0.00%
<b>MATERIALS FOR MAINTENANCE</b>	<b>\$5,500</b>	<b>\$8,000</b>	<b>\$0</b>	<b>\$8,000</b>	<b>45.45%</b>
56030 INCENTIVES	\$1,130,310	\$1,043,973	\$0	\$1,043,973	-7.64%
	\$0	\$1,043,973	\$0	\$1,043,973	
56040 SPECIAL SERVICES	\$88,481	\$118,156	\$0	\$118,156	33.54%
	\$0	\$118,156	\$0	\$118,156	
56080 ADVERTISING	\$114,100	\$129,100	\$0	\$129,100	13.15%
	\$0	\$129,100	\$0	\$129,100	
56090 COMMUNITY DEVELOPMENT	\$44,550	\$52,050	\$0	\$52,050	16.84%
	\$0	\$52,050	\$0	\$52,050	
56110 COMMUNICATIONS	\$5,936	\$6,400	\$0	\$6,400	7.82%
	\$0	\$6,400	\$0	\$6,400	
56180 RENTAL	\$27,000	\$27,000	\$0	\$27,000	0.00%
	\$0	\$27,000	\$0	\$27,000	
56210 TRAVEL AND TRAINING	\$62,600	\$74,600	\$0	\$74,600	19.17%
	\$0	\$74,600	\$0	\$74,600	
56250 DUES AND SUBSCRIPTIONS	\$30,018	\$39,810	\$0	\$39,810	32.62%
	\$0	\$39,810	\$0	\$39,810	
56310 INSURANCE	\$4,467	\$6,303	\$0	\$6,303	41.10%
	\$0	\$6,303	\$0	\$6,303	

**CITY OF WYLIE**

**FUND**  
111-5611

**DEPARTMENT**  
SPECIAL REVENUE FUND

**DIVISION**  
WEDC

LINE ITEMS	FY 2021 BUDGET	FY 2022 BASE	FY 2022 PACKAGES	FY 2022 PROPOSED	% CHANGE
56510 AUDIT AND LEGAL SERVICES	\$33,000	\$33,000	\$0	\$33,000	0.00%
	\$0	\$33,000	\$0	\$33,000	
56570 ENGINEERING/ARCHITECTURAL	\$87,500	\$87,500	\$0	\$87,500	0.00%
	\$0	\$87,500	\$0	\$87,500	
56610 UTILITIES-ELECTRIC	\$2,400	\$2,400	\$0	\$2,400	0.00%
	\$0	\$2,400	\$0	\$2,400	
<b>CONTRACTURAL SERVICES</b>	<b>\$1,630,362</b>	<b>\$1,620,292</b>	<b>\$0</b>	<b>\$1,620,292</b>	<b>-0.62%</b>
57110 DEBT SERVICE	\$0	\$0	\$0	\$0	0.00%
57410 PRINCIPAL PAYMENT	\$342,015	\$694,127	\$0	\$694,127	102.95%
	\$0	\$694,127	\$0	\$694,127	
57415 INTEREST EXPENSE	\$199,863	\$315,136	\$0	\$315,136	57.68%
	\$0	\$315,136	\$0	\$315,136	
<b>DEBT SERVICE AND CAP. REPL</b>	<b>\$541,878</b>	<b>\$1,009,263</b>	<b>\$0</b>	<b>\$1,009,263</b>	<b>86.25%</b>
58110 LAND-PURCHASE PRICE	\$78,540	\$0	\$0	\$0	-100.00%
58120 DEVELOPMENT FEES	\$0	\$0	\$0	\$0	0.00%
58150 LAND-BETTERMENTS	\$0	\$0	\$0	\$0	0.00%
58210 STREETS AND ALLEYS	\$926,460	\$2,175,000	\$0	\$2,175,000	134.76%
	\$0	\$2,175,000	\$0	\$2,175,000	
58410 SANITARY SEWER	\$0	\$0	\$0	\$0	0.00%
58810 COMPUTER HARD/SOFTWARE	\$0	\$0	\$0	\$0	0.00%
58830 FURNITURE AND FIXTURES	\$2,500	\$0	\$0	\$0	-100.00%
58910 BUILDINGS	\$0	\$0	\$0	\$0	0.00%
58995 CONTRA CAPITAL OUTLAY	\$0	\$0	\$0	\$0	0.00%
<b>CAPITAL OUTLAY</b>	<b>\$1,007,500</b>	<b>\$2,175,000</b>	<b>\$0</b>	<b>\$2,175,000</b>	<b>115.88%</b>
<b>TOTAL PERSONNEL EXPENSES</b>	<b>\$336,516</b>	<b>\$407,264</b>	<b>\$0</b>	<b>\$407,264</b>	<b>21.02%</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$3,196,640</b>	<b>\$4,823,955</b>	<b>\$0</b>	<b>\$4,823,955</b>	<b>50.91%</b>
<b>TOTAL WEDC</b>	<b>\$3,533,156</b>	<b>\$5,231,219</b>	<b>\$0</b>	<b>\$5,231,219</b>	<b>48.06%</b>











The**Retail**Coach.®

# Downtown Wylie Mobile Data Survey

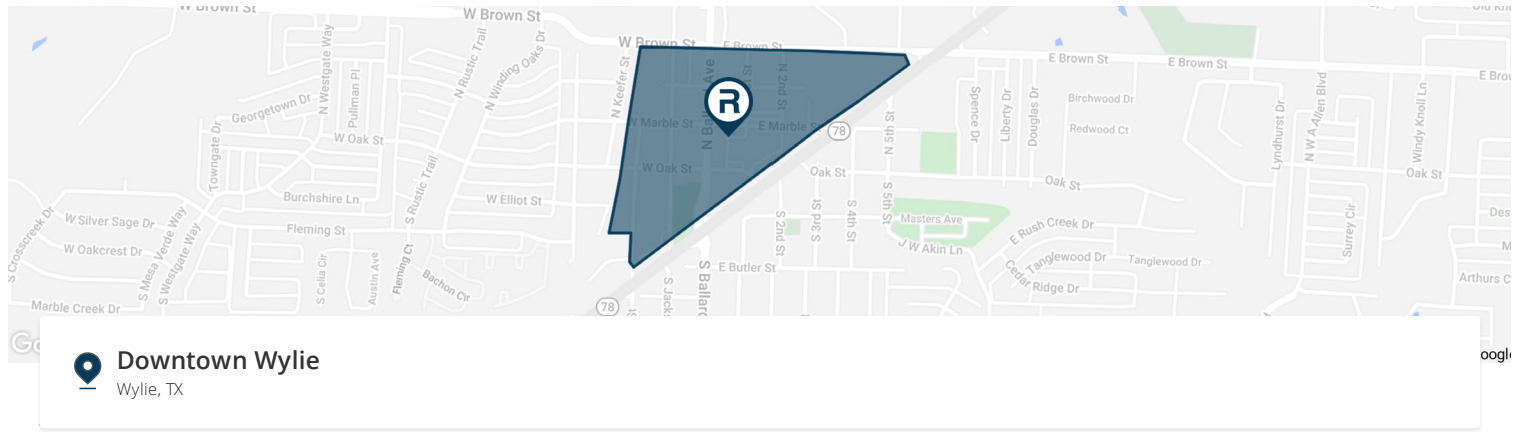
WYLIE, TEXAS

WYLIE, TX  
ECONOMIC DEVELOPMENT CORPORATION

Prepared for Wylie Economic Development Corporation  
06.25.2021 - 06.27.2021

# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 06.25.2021 - 06.27.2021



## Metrics

Est. # of Customers

Est. # of Visits

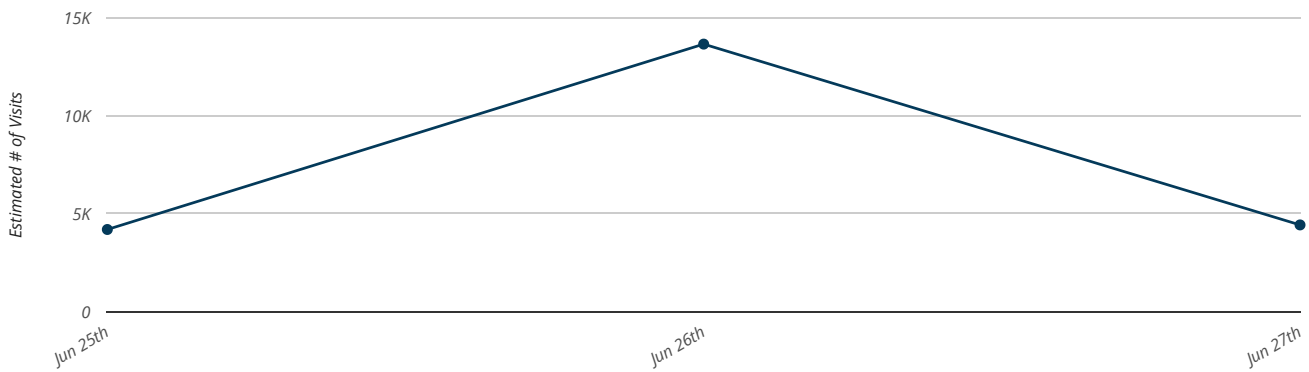
**Downtown Wylie**

**20.4K**

**22.3K**

## Visits Trend

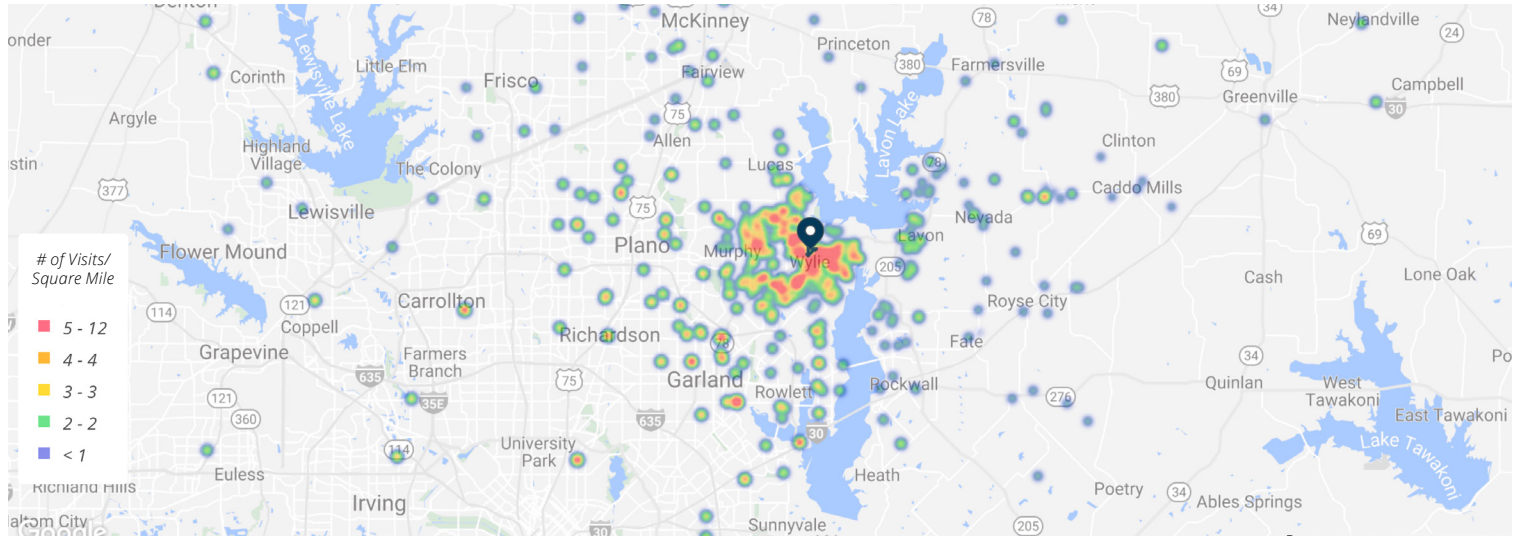
● Downtown Wylie / Wylie



# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 06.25.2021 - 06.27.2021

## Trade Area - Home Locations



## Typical Customer Persona

### Downtown Wylie



Ethnicity **White**

Income **\$75K - \$100K**

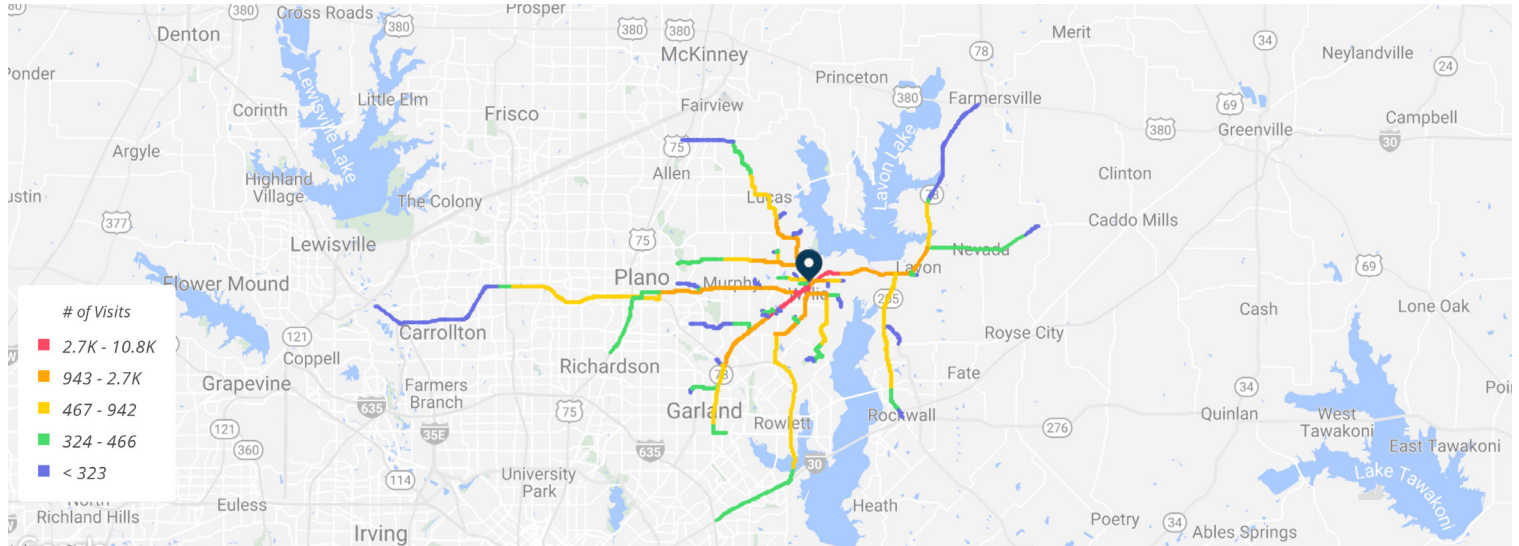
## Favorite Places

Place	Customers
1 <b>Olde City Park</b> / N Ballard Ave	7.9K (38.6%)
2 <b>Fb Wylie Event Center</b> / N Ballard Ave	2.8K (13.9%)
3 <b>Downtown Wylie</b> / N Ballard Ave	2.8K (13.6%)
4 <b>Woodbridge Crossing</b> / Fm 544	2.3K (11.1%)
5 <b>Landon Winery Wylie</b> / N. Ballard Ave	2K (9.9%)

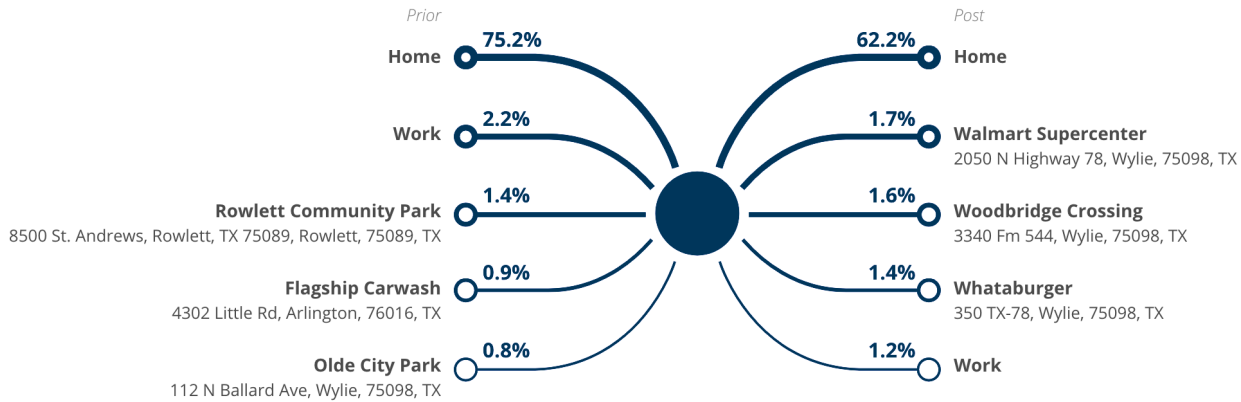
# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 06.25.2021 - 06.27.2021

## Customer Journey



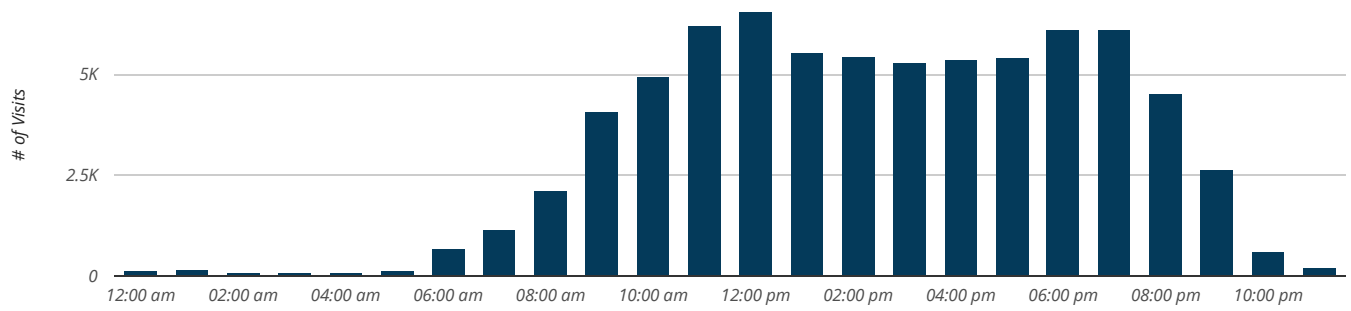
### Downtown Wylie / Wylie



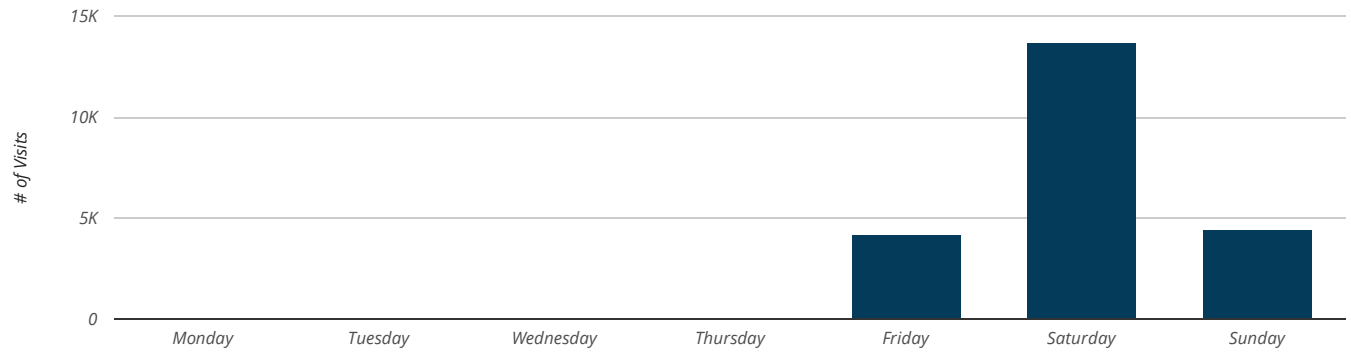
# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 06.25.2021 - 06.27.2021

## Hourly Visits



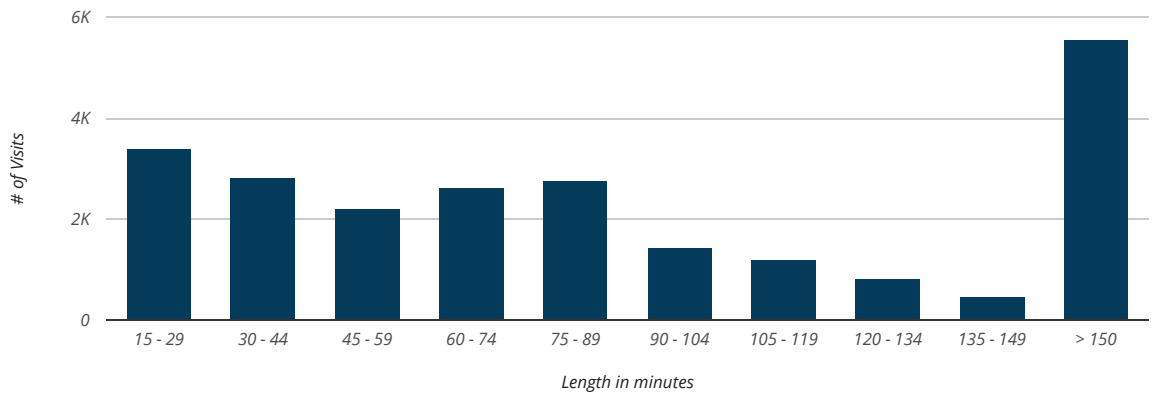
## Daily Visits



## Length of Stay

Average Stay

125 Min



# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 06.25.2021 - 06.27.2021

CITY	STATE	ZIP CODE	% OF CUSTOMERS
Wylie	TX	75098	35.79
Sachse	TX	75048	6.94
Garland	TX	75040	3.69
Plano	TX	75094	3.19
Rowlett	TX	75089	2.22
Nevada	TX	75173	2.10
Garland	TX	75044	2.06
Lavon	TX	75166	2.06
Rowlett	TX	75088	1.73
Plano	TX	75074	1.72
Allen	TX	75002	1.71
Richardson	TX	75082	1.53
Plano	TX	75023	1.39
Rockwall	TX	75087	1.35
Garland	TX	75042	1.18
Royse City	TX	75189	1.09
Hobbs	NM	88240	1.00
Plano	TX	75075	0.96
Farmersville	TX	75442	0.84
Fort Worth	TX	76119	0.82
Mesquite	TX	75150	0.80
Sherman	TX	75090	0.79
Garland	TX	75041	0.77
Dallas	TX	75214	0.77
Arlington	TX	76010	0.77
McKinney	TX	75070	0.72
Garland	TX	75043	0.72
McKinney	TX	75069	0.65
Greenville	TX	75401	0.62
Pensacola	FL	32503	0.61
Richardson	TX	75080	0.57
Rockwall	TX	75032	0.48
Waco	TX	76706	0.44
West Point	NY	10996	0.43
The Colony	TX	75056	0.41

CITY	STATE	ZIP CODE	% OF CUSTOMERS
Weston	CO	81091	0.40
Springfield	VA	22153	0.40
Frisco	TX	75035	0.40
Seagoville	TX	75159	0.39
McKinney	TX	75071	0.38
Plano	TX	75025	0.36
Princeton	TX	75407	0.36
Irving	TX	75062	0.35
Carrollton	TX	75006	0.35
Parsippany	NJ	7054	0.33
Allen	TX	75013	0.32
Forney	TX	75126	0.31
Dallas	TX	75234	0.30
Caddo Mills	TX	75135	0.30
Bloomington	IN	47403	0.30
Dallas	TX	75248	0.30
Victorville	CA	92392	0.29
Dallas	TX	75252	0.29
Mars	PA	16046	0.29
Midland	TX	79701	0.28
Rochester	NH	3867	0.28
Mesquite	TX	75149	0.28
Arlington	TX	76018	0.28
Chandler	AZ	85249	0.27
Manteca	CA	95336	0.27
Denton	TX	76210	0.27
Richardson	TX	75081	0.27
Frisco	TX	75034	0.26
Lockhart	TX	78644	0.25
Fort Worth	TX	76140	0.25
Waldron	AR	72958	0.24
Wolfe City	TX	75496	0.24
Bedford	TX	76021	0.23
Bryan	TX	77807	0.23
San Marcos	TX	78666	0.23

# About The Retail Coach®

The Retail Coach is a national retail recruitment and development firm that combines strategy, technology, and creative expertise to develop and deliver high-impact retail recruitment and development plans to local governments, chambers of commerce, economic development organizations and private developers.

Through its unique Retail360® Process, The Retail Coach offers a dynamic system of products and services that better enable communities to maximize their retail development potential.

## Retail:360® Process

Providing more than simple data reports of psychographic and demographic trends, The Retail Coach goes well beyond other retail consulting and market research firms' offerings by combining current national and statewide demographics and trend data with real-world, "on-the-ground" information gathered through extensive visits to our clients' communities. Every community is different, and there is no "one size fits all" retail recruitment solution. Compiling the gathered data into client-tailored information packets that are uniquely designed for, and targeted to, specific retailers and restaurants who meet the community's needs help assure our clients that they are receiving the latest and best information for targeted retail recruitment efforts – all with personal service and coaching guidance that continues beyond the initial project scope and timeline.

Our Retail:360® Process assures that communities get timely, accurate and relevant information. Translating that data into the information that retailers need and seek assures our clients even better possibilities for tremendous retail growth and success.



The**RetailCoach**.®

## ACKNOWLEDGMENTS

The observations, conclusions and recommendations contained in this study are solely those of The Retail Coach, LLC and should not be construed to represent the opinions of others, including its clients, or any other entity prior to such entity's express approval of this study.

All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions.

Sources used in completing this study include: infoUSA™, Applied Geographic Solutions, Environics Analytics, ESRI, U.S. Census Bureau, Economy.com, Placer.AI, Spatial Insights Inc., Urban Land Institute, CensusViewer.com, International Council of Shopping Centers, and/or U.S. Bureau of Labor and Statistics. To better represent current data, where applicable, portions of estimated actual sales may be calculated using an average sales per square foot model. Mapping data is provided by Google, Nielsen, ESRI and/or Microsoft Corporation.

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The**Retail**Coach.®

# Downtown Wylie Mobile Data Survey

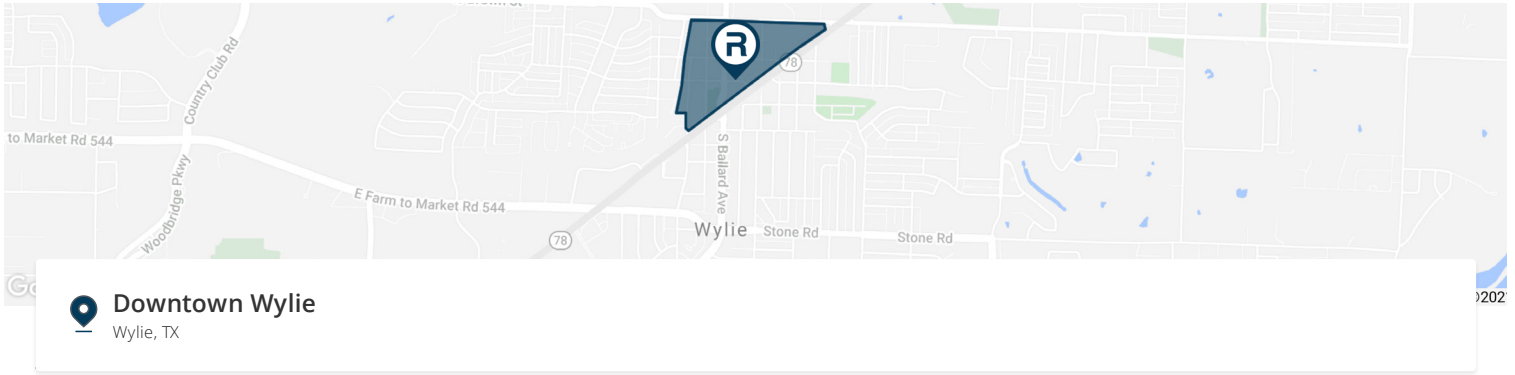
WYLIE, TEXAS

WYLIE, TX  
ECONOMIC DEVELOPMENT CORPORATION

Prepared for Wylie Economic Development Corporation  
07.01.2020 - 06.30.2021

# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021



## Metrics

Est. # of Customers

Est. # of Visits

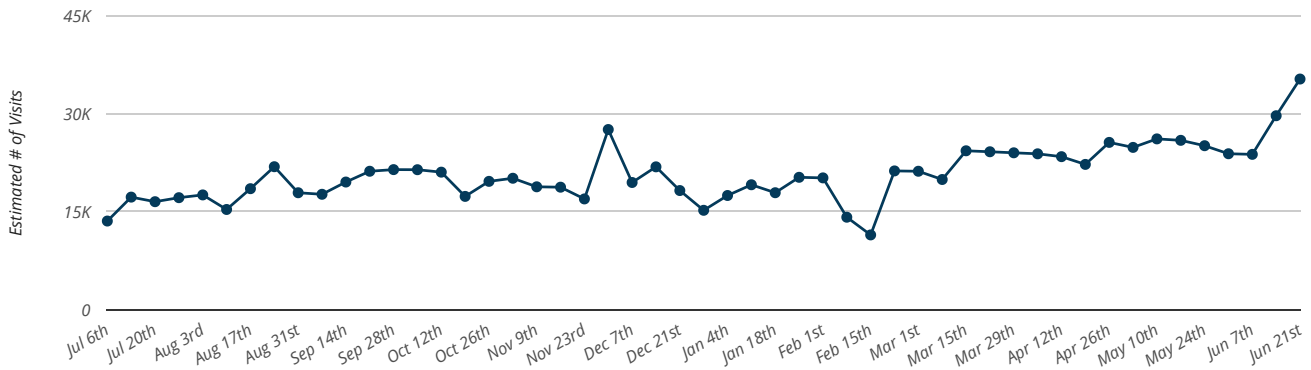
**Downtown Wylie**

**215.2K**

**1.08M**

## Visits Trend

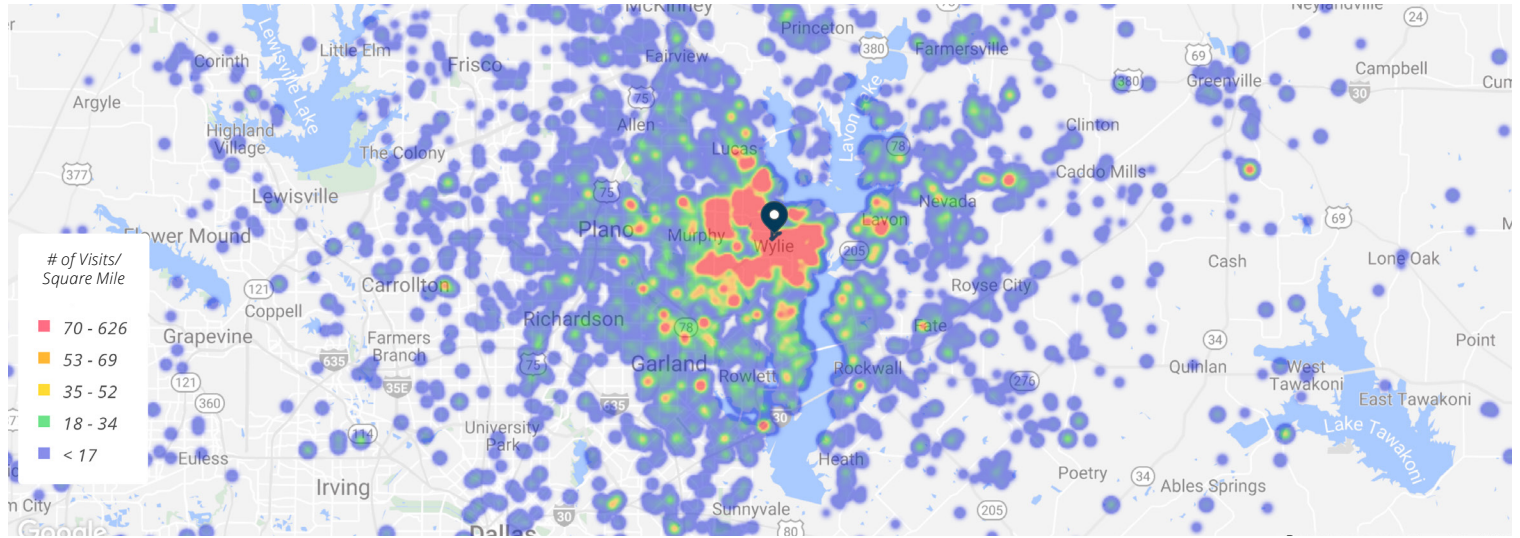
● Downtown Wylie / Wylie



# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

## Trade Area - Home Locations



## Typical Customer Persona

**Downtown Wylie**

Ethnicity	White
Income	\$75K - \$100K

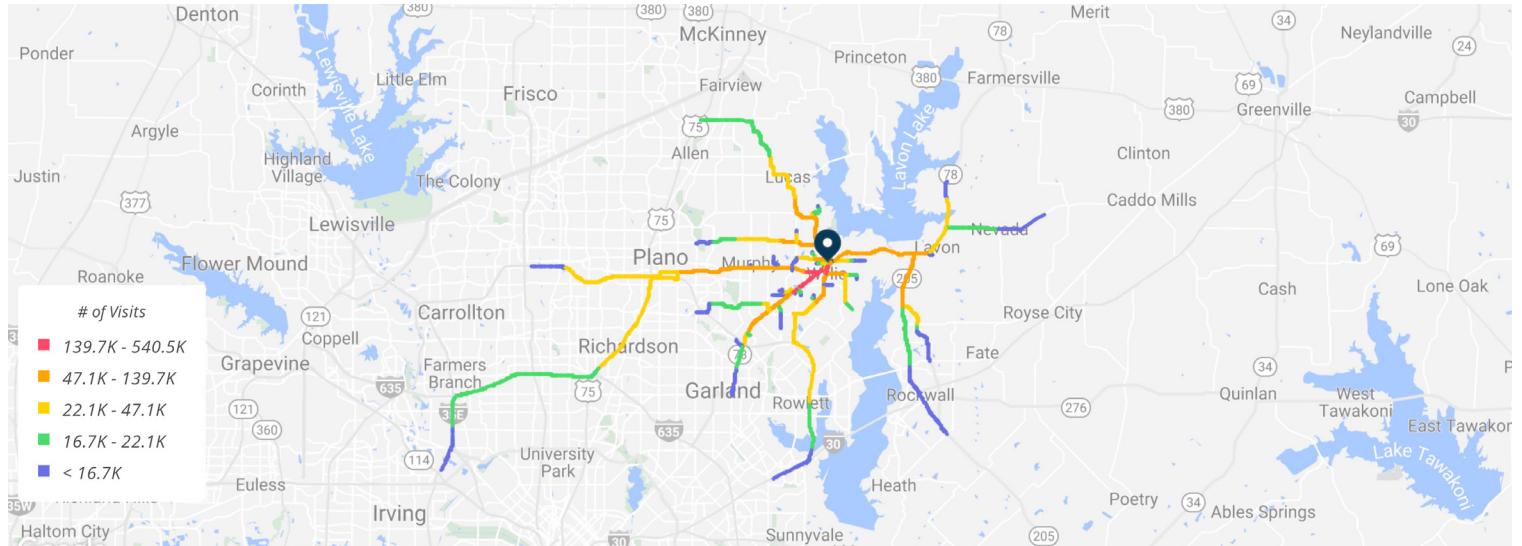
## Favorite Places

	Place	Customers
1	<b>Firewheel Town Center</b> / Cedar Sage Dr	120K (55.8%)
2	<b>Woodbridge Crossing</b> / Fm 544	113K (52.5%)
3	<b>Murphy Marketplace</b> / Fm 544	88.3K (41%)
4	<b>The Village at Allen</b> / E Stacy Rd	84.7K (39.4%)
5	<b>Target</b> / W Fm 544	76.3K (35.4%)

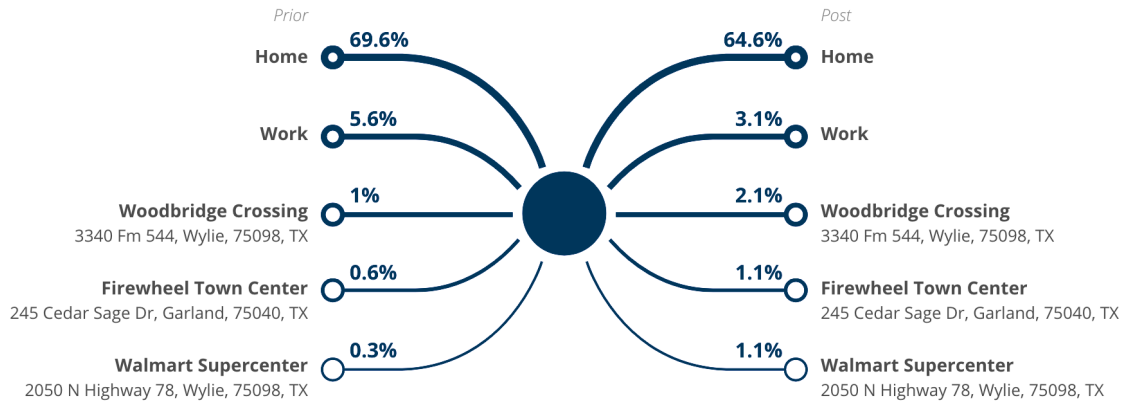
# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

## Customer Journey



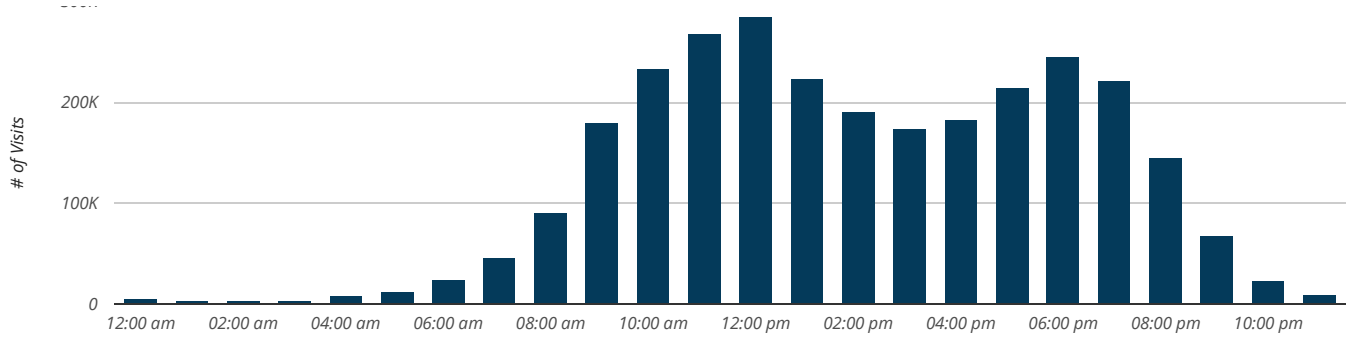
### Downtown Wylie / Wylie



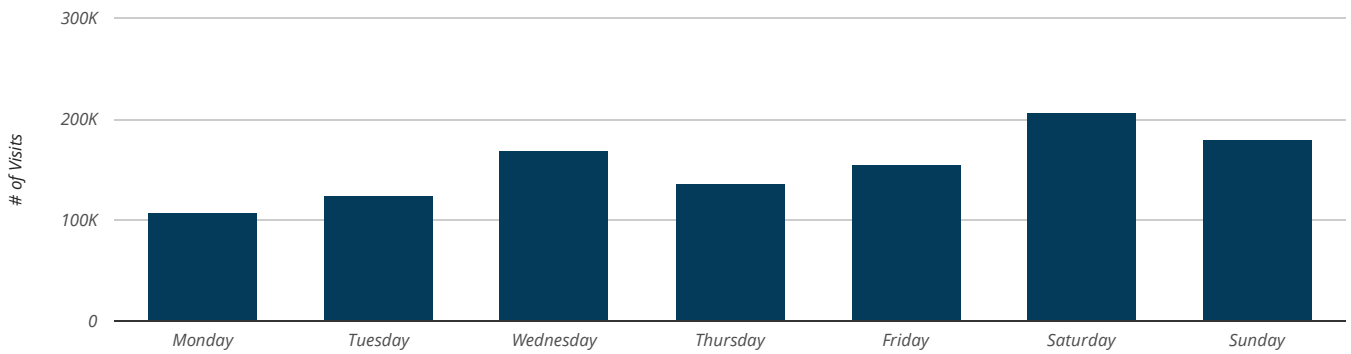
# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

## Hourly Visits



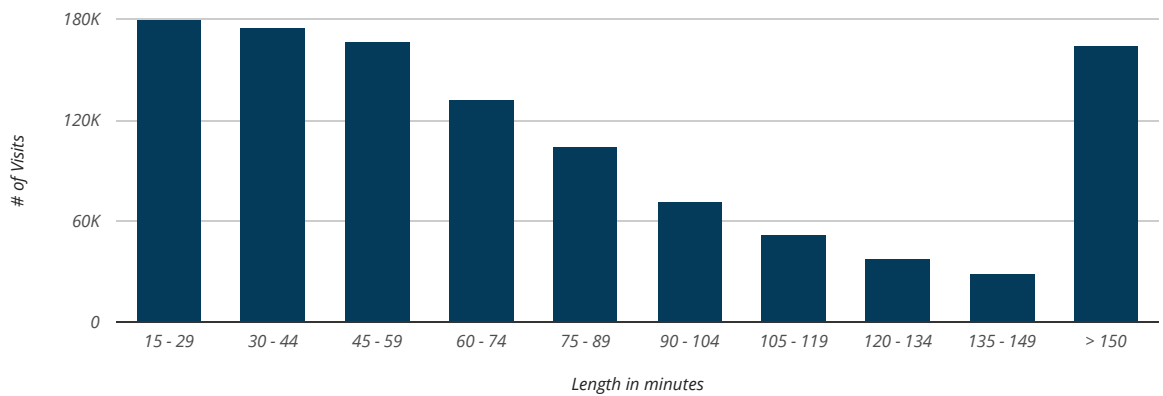
## Daily Visits



## Length of Stay

Average Stay

91 Min



# Downtown Wylie • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

CITY	STATE	ZIP CODE	% OF CUSTOMERS
Wylie	TX	75098	20.82
Sachse	TX	75048	5.90
Plano	TX	75094	3.39
Garland	TX	75040	3.13
Rowlett	TX	75089	2.83
Allen	TX	75002	2.58
Rockwall	TX	75087	2.45
Garland	TX	75044	2.03
Garland	TX	75043	1.94
Plano	TX	75074	1.91
Nevada	TX	75173	1.78
Lavon	TX	75166	1.63
Rowlett	TX	75088	1.50
Royse City	TX	75189	1.21
Farmersville	TX	75442	1.13
Richardson	TX	75082	1.10
Rockwall	TX	75032	1.04
Richardson	TX	75081	0.93
Garland	TX	75041	0.90
McKinney	TX	75069	0.83
Princeton	TX	75407	0.81
Garland	TX	75042	0.81
Plano	TX	75023	0.76
Richardson	TX	75080	0.73
Dallas	TX	75228	0.67
McKinney	TX	75070	0.58
Plano	TX	75075	0.57
Mesquite	TX	75181	0.53
Mesquite	TX	75149	0.53
Mesquite	TX	75150	0.51
Greenville	TX	75401	0.47
Plano	TX	75025	0.39
McKinney	TX	75071	0.39
Dallas	TX	75243	0.37
Dallas	TX	75240	0.35

CITY	STATE	ZIP CODE	% OF CUSTOMERS
Greenville	TX	75402	0.34
Terrell	TX	75160	0.34
Forney	TX	75126	0.32
Allen	TX	75013	0.31
Caddo Mills	TX	75135	0.28
Dallas	TX	75287	0.27
Seagoville	TX	75159	0.26
Balch Springs	TX	75180	0.26
Frisco	TX	75034	0.24
The Colony	TX	75056	0.23
Plano	TX	75093	0.23
Grand Prairie	TX	75052	0.23
Carrollton	TX	75007	0.23
Dallas	TX	75217	0.23
Dallas	TX	75248	0.21
Dallas	TX	75227	0.21
Bonham	TX	75418	0.21
Dallas	TX	75238	0.21
Plano	TX	75024	0.21
Carrollton	TX	75006	0.21
Ruston	LA	71270	0.19
Dallas	TX	75229	0.19
Frisco	TX	75035	0.19
Dallas	TX	75252	0.18
Quinlan	TX	75474	0.18
Fort Worth	TX	76119	0.17
Dallas	TX	75230	0.17
Wills Point	TX	75169	0.17
Dallas	TX	75207	0.17
Celeste	TX	75423	0.17
Dallas	TX	75218	0.16
Anna	TX	75409	0.16
Blue Ridge	TX	75424	0.16
El Paso	TX	79907	0.15
Cleveland	OH	44110	0.15

# About The Retail Coach®

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The**RetailCoach**.®

## ACKNOWLEDGMENTS

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Sources used in completing this study include: infoUSA™, Applied Geographic Solutions, Environics Analytics, ESRI, U.S. Census Bureau, Economy.com, Placer.AI, Spatial Insights Inc., Urban Land Institute, CensusViewer.com, International Council of Shopping Centers, and/or U.S. Bureau of Labor and Statistics. To better represent current data, where applicable, portions of estimated actual sales may be calculated using an average sales per square foot model. Mapping data is provided by Google, Nielsen, ESRI and/or Microsoft Corporation.

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The**Retail**Coach.®

# Downtown Expanded Mobile Data Survey

WYLIE, TEXAS

WYLIE, TX

ECONOMIC DEVELOPMENT CORPORATION

Prepared for Wylie Economic Development Corporation  
07.01.2020 - 06.30.2021

# Downtown Expanded • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021



## Metrics

Est. # of Customers

Est. # of Visits

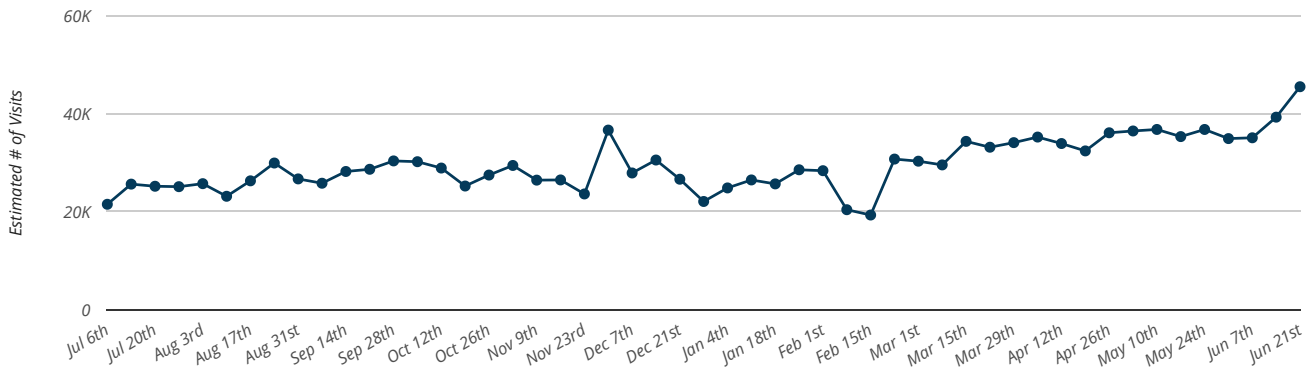
**Downtown Expanded**

**290.1K**

**1.54M**

## Visits Trend

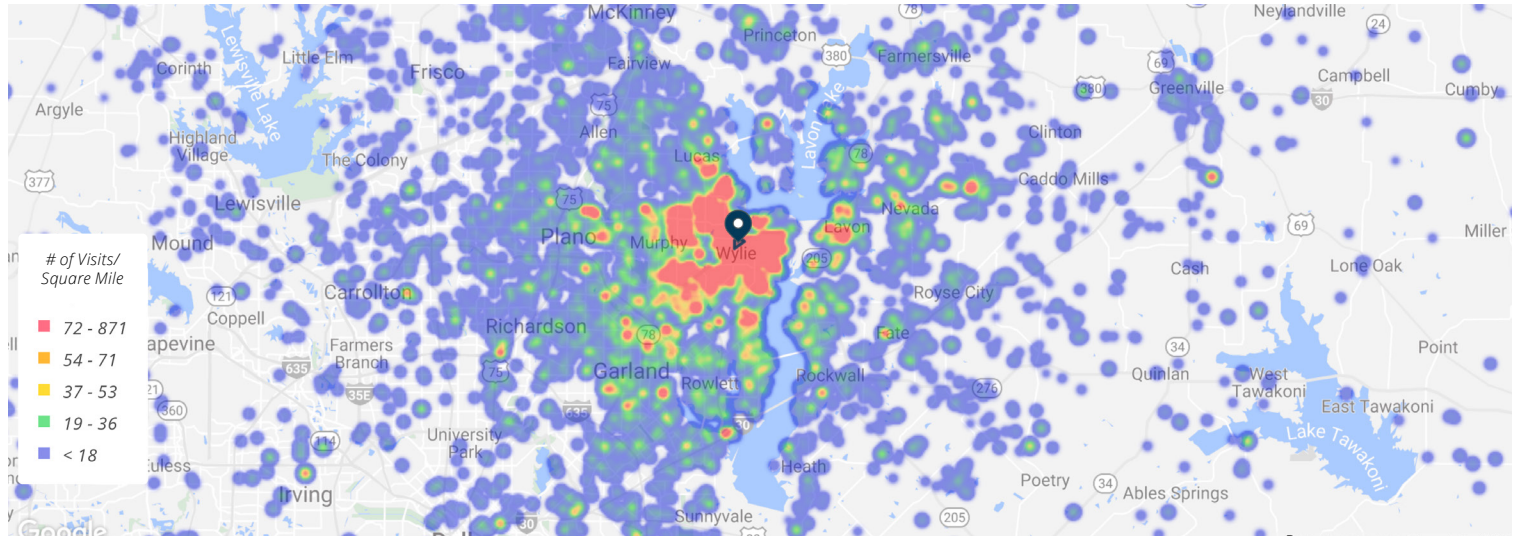
● Downtown Expanded / Wylie



# Downtown Expanded • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

## Trade Area - Home Locations



## Typical Customer Persona

### Downtown Expanded



Ethnicity **White**

Income **\$75K - \$100K**

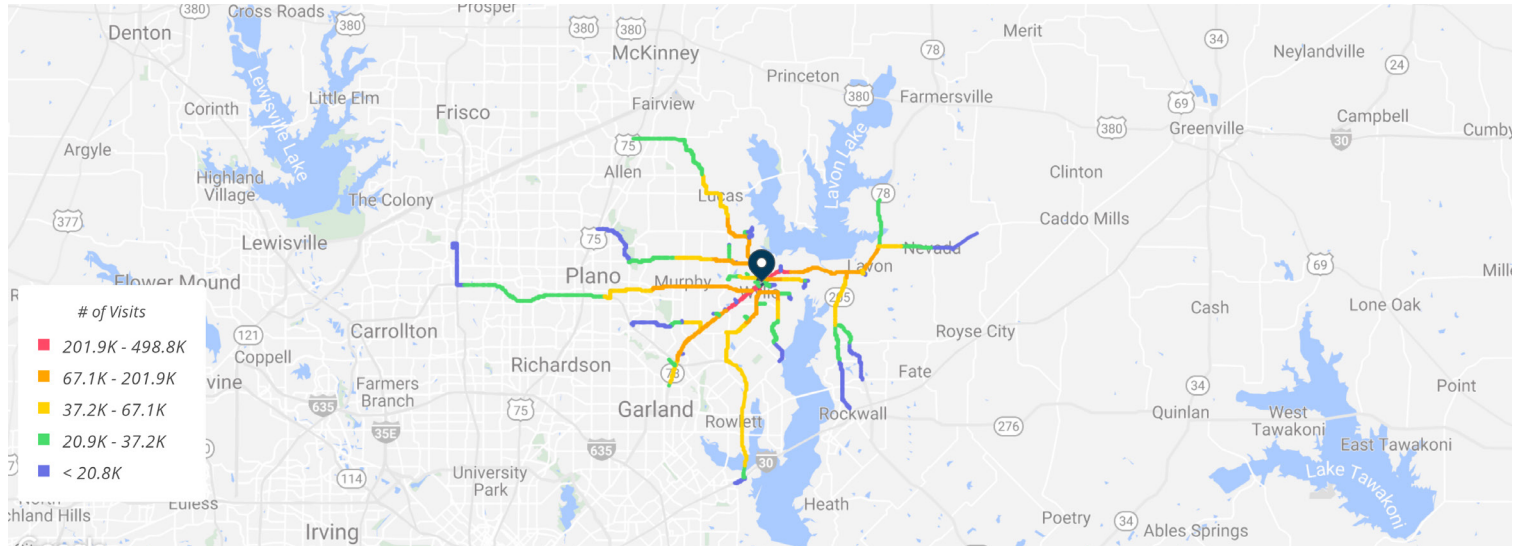
## Favorite Places

Place	Customers
1 <b>Firewheel Town Center</b> / Cedar Sage Dr	152.5K (52.6%)
2 <b>Woodbridge Crossing</b> / Fm 544	142.5K (49.1%)
3 <b>Murphy Marketplace</b> / Fm 544	118.5K (40.9%)
4 <b>The Village at Allen</b> / E Stacy Rd	102.2K (35.2%)
5 <b>Target</b> / W Fm 544	90.1K (31.1%)

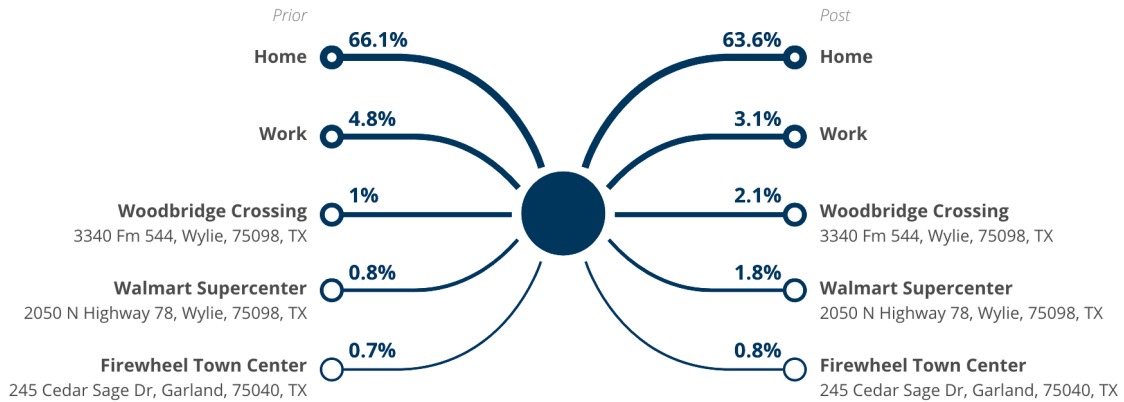
# Downtown Expanded • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

## Customer Journey



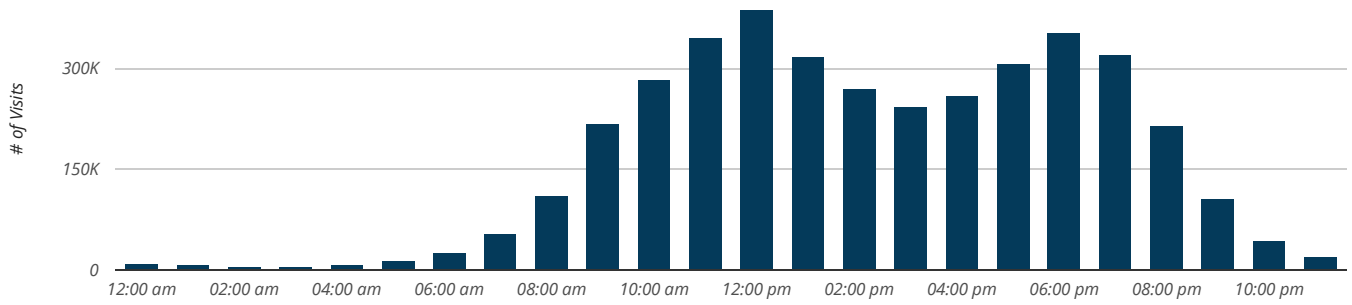
### Downtown Expanded / Wylie



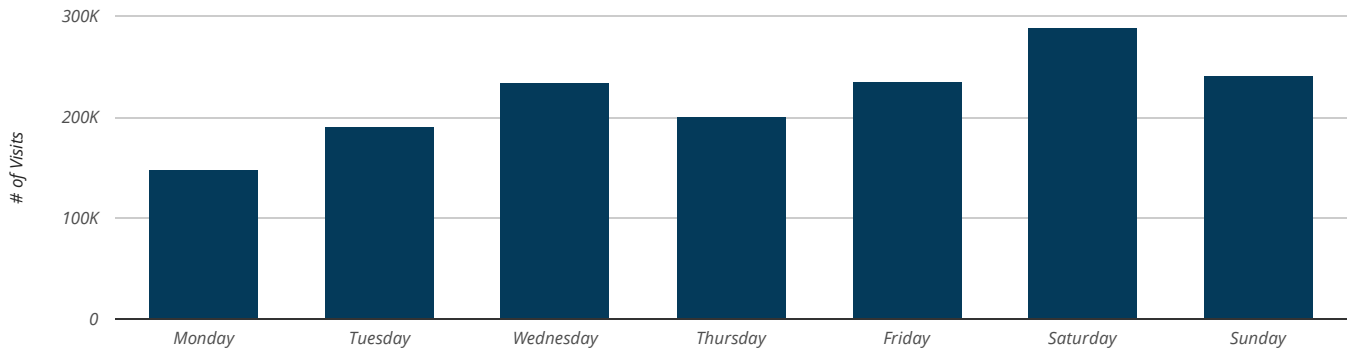
# Downtown Expanded • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

## Hourly Visits



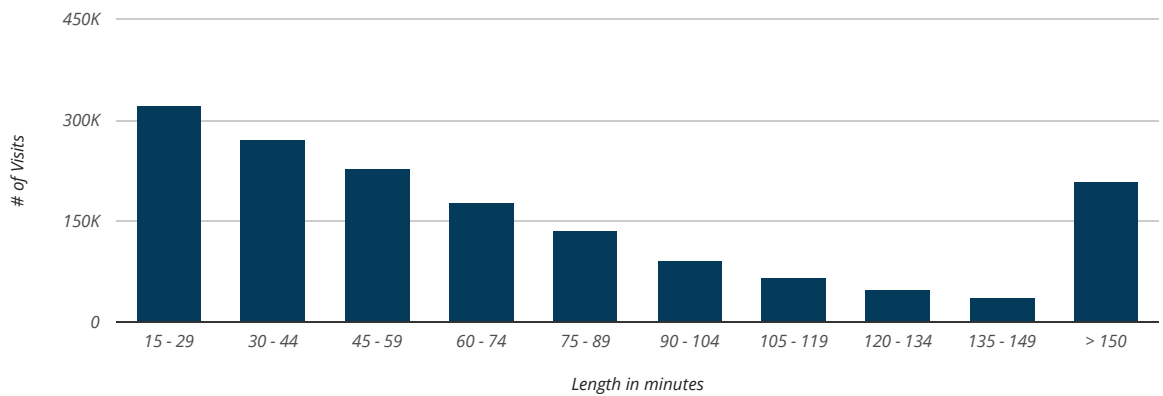
## Daily Visits



## Length of Stay

Average Stay

**87 Min**



# Downtown Expanded • Mobile Data Analysis

Wylie, Texas • 07.01.2020 - 06.30.2021

CITY	STATE	ZIP CODE	% OF CUSTOMERS
Wylie	TX	75098	18.20
Sachse	TX	75048	5.45
Garland	TX	75040	3.29
Plano	TX	75094	2.87
Rowlett	TX	75089	2.66
Rockwall	TX	75087	2.46
Allen	TX	75002	2.46
Plano	TX	75074	2.15
Garland	TX	75043	2.07
Garland	TX	75044	2.00
Nevada	TX	75173	1.77
Rowlett	TX	75088	1.46
Lavon	TX	75166	1.46
Royse City	TX	75189	1.32
Farmersville	TX	75442	1.25
Rockwall	TX	75032	1.02
Garland	TX	75041	1.00
Princeton	TX	75407	0.98
Richardson	TX	75082	0.94
Dallas	TX	75228	0.93
Garland	TX	75042	0.91
Richardson	TX	75081	0.91
McKinney	TX	75069	0.86
Plano	TX	75023	0.81
Mesquite	TX	75150	0.79
Richardson	TX	75080	0.68
Mesquite	TX	75149	0.63
McKinney	TX	75070	0.60
Desoto	TX	75115	0.60
Dallas	TX	75217	0.57
Greenville	TX	75401	0.53
Plano	TX	75075	0.51
Forney	TX	75126	0.50
Dallas	TX	75243	0.44
Greenville	TX	75402	0.39

CITY	STATE	ZIP CODE	% OF CUSTOMERS
McKinney	TX	75071	0.38
Dallas	TX	75287	0.37
Plano	TX	75025	0.35
Terrell	TX	75160	0.35
Dallas	TX	75227	0.34
Caddo Mills	TX	75135	0.33
Dallas	TX	75231	0.29
Dallas	TX	75240	0.29
Seagoville	TX	75159	0.29
Quintan	TX	75474	0.28
Allen	TX	75013	0.28
Bonham	TX	75418	0.26
Carrollton	TX	75006	0.26
Dallas	TX	75248	0.25
Frisco	TX	75035	0.24
Balch Springs	TX	75180	0.24
Frisco	TX	75034	0.24
Carrollton	TX	75007	0.23
Mesquite	TX	75181	0.23
Plano	TX	75093	0.21
Arlington	TX	76010	0.21
The Colony	TX	75056	0.21
Celeste	TX	75423	0.20
Dallas	TX	75211	0.19
Dallas	TX	75230	0.19
Lewisville	TX	75067	0.18
Wills Point	TX	75169	0.18
Blue Ridge	TX	75424	0.17
Grand Prairie	TX	75052	0.17
Dallas	TX	75238	0.17
Plano	TX	75024	0.17
Dallas	TX	75229	0.16
Dallas	TX	75220	0.16
Commerce	TX	75428	0.16
Dallas	TX	75218	0.16

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# Wylie Economic Development Corporation

Inventory Subledger (Land)  
June 30, 2021

	Property	Purchase Date	Address	Acreage	Improvements	Cost Basis	Sub-totals	
<b>Cooper St.</b>	McMasters	7/12/05	709 Cooper	0.4750	\$ -	n/a	\$ 202,045.00	
	Heath	12/28/05	706 Cooper	0.4640	\$ 32,005.00	3,625	\$ 186,934.22	
	Perry	9/13/06	707 Cooper	0.4910	\$ -	Demo	\$ 200,224.00	
	Bowland/Anderson	10/9/07	Cooper Dr.	0.3720	\$ -	n/a	\$ 106,418.50	
	Duel Products	9/7/12	704 Cooper Dr.	0.5000	\$ -	n/a	\$ 127,452.03	
	Randack	10/23/12	711-713 Cooper Dr.	1.0890	\$ 217,500.00	8,880	\$ 400,334.00	
	Lot 2R3	7/24/14	Cooper Dr.	0.9500	\$ -	n/a	\$ 29,056.00	\$ 1,252,463.75
<b>Industrial Ct.</b>	Jarrard	12/22/16	201 Industrial Ct	0.2900	\$ 32,893.00	Demo	\$ 300,493.00	\$ 300,493.00
<b>Regency Dr.</b>	Regency Pk.	6/4/10	25 Steel Road	0.6502	\$ -	n/a	\$ 25,170.77	\$ 25,170.77
<b>Commerce Dr.</b>	Hobart Investments	11/12/13	Commerce	1.6000	\$ -	n/a	\$ 156,819.50	
	Hobart	1/6/14	605 Commerce	1.0650	\$ 396,263.00	20,000	\$ 386,380.00	
	Dallas Whirlpools	11/22/16	900-908 Kirby	4.7900	\$ 128,925.00	9,000	\$ 2,182,080.30	\$ 2,725,279.80
<b>Downtown</b>	Heath	3/17/14	104 N. Jackson	0.1720	\$ -	Demo	\$ 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	\$ 35,390.00	Demo	\$ 99,804.00	\$ 1,217,760.10
<b>Alanis Dr.</b>	White Property	12/12/14	Alanis	6.6328	\$ -	n/a	\$ 420,336.00	\$ 420,336.00
<b>South Ballard</b>	Birmingham Trust	6/3/15	505 - 607 S. Ballard	1.1190	\$ -	n/a	\$ 409,390.00	
	Murphy	3/7/19	701 S. Ballard	0.2000	\$ 115,724.00	1,312	\$ 172,487.04	
	Braley	7/22/19	503 S. Ballard	0.2558	\$ 50,762.00	Demo	\$ 177,397.96	\$ 759,275.00
<b>Squire Dr.</b>	Gallagher	3/14/18	Squire-lot 2-4	2.6720	\$ 100,404.00	6,000	\$ 573,844.35	\$ 573,844.35
<b>Brown &amp; 78</b>	Turner	12/5/18	504 E. Brown	1.0220	\$ 84,077.00	Demo	\$ 308,179.81	
	Wallace	12/18/18	502 E. Brown	0.1870	\$ 24,637.00	680	\$ 204,775.00	
	Karan	12/28/18	300 E. Brown	2.3866	\$ -	0	\$ 1,250,391.20	
	O'Donald	1/7/19	410 E. Brown	0.1870	\$ 64,421.00	940	\$ 177,043.75	
	Weatherford	2/12/19	303 Marble	2.1740	\$ -	0	\$ 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	\$ 73,313.00	Demo	\$ 187,501.40	
	Swayze	5/9/19	204 N. 2nd Street	0.2580	\$ 121,781.00	Demo	\$ 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	\$ -	0	\$ 674,110.20	
	City of Wylie	5/14/20	ROW Purchase/Alleys	1.8800	\$ -	0	\$ 81,713.00	
	Collin County	5/7/20	SWC Hwy 78 & Marble	0.3590	\$ -	0	\$ 75,964.20	
	Collin County	5/7/20	414 S. 2nd Street (NWC Hwy 78 & 8	1.2260	\$ -	0	\$ 296,152.20	
	TxDOT	2/21/21	SWC Hwy 78 & Brown	0.2209	\$ -	0	\$ 78,540.00	\$ 4,831,853.96
<b>Total</b>				<b>38.6916</b>	<b>\$ 1,871,766.00</b>	<b>61,756</b>	<b>\$ 12,106,476.73</b>	<b>\$ 12,106,476.73</b>

# WYLIE, TX

ECONOMIC DEVELOPMENT CORPORATION

<b>2021 June</b>	<b>Board Meeting – 16<sup>th</sup></b>
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Day	Time	Meeting/Event
7-8		<u>IEDC Economic Future Forum – Spokane</u>
8	6:00 pm	<u>City Council</u>
9-10		<u>TEDC Mid-Year Conference- Frisco</u>
16	8:30 am	<u>WEDC- Board Meeting</u>
17	10 am-3 pm	<u>North Central Texas Career Fair (virtual)</u>
19-23		<u>IAMC Spring Professional Forum- Ft. Worth - jg</u>
22	5:30 pm	<u>Reception for Outgoing Board/Commission Members- City Hall</u>
22	6:00 pm	<u>City Council</u>
23	4:30 pm	<u>Orthopaedic Specialists of Wylie- Ribbon Cutting</u>
26		<u>Bluegrass on Ballard</u>
29	11:30 am	<u>Wylie Chamber of Commerce – Monthly Luncheon</u>

<b>2021 July</b>	<b>Board Meeting – 21<sup>st</sup></b>
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Day	Time	Meeting/Event
4	Sunday	<u>4<sup>th</sup> of July Independence Day</u>
5	CLOSED	<u>Observance of 4<sup>th</sup> of July Independence Day</u>
8	8:30 am	<u>Special-Called WEDC Meeting (Budget Wrap-Up)</u>
13		<u>Bisnow – The Evolution of DFW Office - jg</u>
13	6:00 pm	<u>City Council- WEDC Budget Work Session with Council</u>
21	8:30 am	<u>WEDC- Board Meeting</u>
26	11:30 am	<u>Wylie Chamber of Commerce- New Teacher Luncheon</u>
27	6:00 pm	<u>City Council- FINAL Budget Work Session</u>

<b>2021 August</b>	<b>Board Meeting – 18<sup>th</sup></b>
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Day	Time	Meeting/Event
10		<u>City Council</u>
12-13		<u>IEDC Economic Development Strategic Planning- jg</u>
13-27	Virtual	<u>TEDC Sales Tax Training- rh</u>
15-17		<u>SEDC Annual Conference – Tampa, FL</u>
18	8:30 am	<u>WEDC- Board Meeting</u>
24	11:30 am	<u>Wylie Chamber of Commerce- Monthly Luncheon</u>
24	6:00 pm	<u>City Council</u>

**Around the Corner...**

- KCS SPC Event - September 1-2, Kansas City
- Retail Live! South Central - September 2, Austin
- TEDC Sales Tax Training- September 17, Garland – mw, jg. Board?
- Wylie Championship Rodeo- September 17-18
- Manufacturing Day Proclamation – September 28
- Manufacturing Day – October 1
- IAMC Professional Forum – October 2-6, Kansas City, MO - jg
- IEDC Annual Conference – October 3-6, Nashville
- TEDC Annual Conference – October 13-15, Fort Worth - jg
- TEDC Basic Economic Development Course – October 26-29, Fort Worth – Board?
- CSEF Conference – October 28-29, San Diego
- TDA Conference – November 2-6, Denton
- CDFA Conference – November 3-5, Denver
- ICSC- Here, We Go. 2021- December 5-7, Las Vegas Convention Center



**Basic Economic Development Course  
Schedule  
October 26-29, 2021**

**Embassy Suites  
600 Commerce St.  
Ft. Worth, TX 76102  
817.332.6900**

<b>Tuesday, October 26</b>	<b>Wednesday, October 27</b>	<b>Thursday, October 28</b>	<b>Friday, October 29</b>
<p><b>8:00 – 8:30 a.m.</b> <b>Registration</b></p> <p><b>8:30 – 9:45 a.m.</b> <b>Welcome / Orientation</b> <i>Lisa Mutchler &amp; Pat Jamison</i></p> <p><b>9:45 – 10:00 a.m.</b> <b>Break</b></p> <p><b>10:00 – 11:30 a.m.</b> <b>Introduction to Economic Development</b> <i>Alysia Cook</i></p>	<p><b>7:30 – 8:00 a.m.</b> <b>Breakfast Provided – Classroom</b></p> <p><b>8:00 – 10:00 a.m.</b> <b>Business Attraction &amp; Marketing</b> <i>Mark Thomas</i></p> <p><b>10:00 – 10:15 a.m.</b> <b>Break</b></p> <p><b>10:15 – 12:15 p.m.</b> <b>Business Retention &amp; Expansion</b> <i>Stefanie Wagoner</i></p>	<p><b>7:30 – 8:00 a.m.</b> <b>Breakfast Provided – Classroom</b></p> <p><b>8:00 – 10:00 a.m.</b> <b>Business Finance &amp; Capital Market Programs</b> <i>Russell Gallahan</i></p> <p><b>10:00 – 10:15 a.m.</b> <b>Break</b></p> <p><b>10:15 – 12:15 p.m.</b> <b>Workforce Development</b> <i>Brandi Harrison-Trotter</i></p>	<p><b>7:30 – 8:00 a.m.</b> <b>Breakfast Provided – Classroom</b></p> <p><b>8:00 – 10:00 a.m.</b> <b>Managing EDO'S</b> <i>Danny Booth, Adrian Cannady, Scott Martinez</i></p> <p><b>10:00 – 10:15 a.m.</b> <b>Break</b></p> <p><b>10:15 – 11:00 a.m.</b> <b>Retail &amp; Economic Development</b> <i>Aaron Farmer</i></p> <p><b>11:15 – 12:00</b> <b>ED Trends - Discussion</b> <i>Tom Stellman</i></p> <p><b>12:00 – 12:45 p.m.</b> <b>Course Evaluation, Graduation and Closing</b></p>
<b>11:30 – 12:45 P.M.</b>	<b>12:15 – 1:30 P.M.</b>	<b>12:15 – 1:30 P.M.</b>	<b>Home Sweet Home!</b>
<p><b>12:45 – 2:45 p.m.</b> <b>Community Development</b> <i>Alysia Cook</i></p> <p><b>2:45 – 3:00 p.m.</b> <b>Break</b></p> <p><b>3:00 – 5:00 p.m.</b> <b>Analyze &amp; Profile a Community</b> <i>John Karras</i></p> <p><b>6:30 p.m.</b> <i>Dinner on your own or group for those interested in eating together ☺</i></p>	<p><b>1:30 – 3:30 p.m.</b> <b>Strategic Planning</b> <i>Karen Dickson</i></p> <p><b>3:30 – 3:45 p.m.</b> <b>Break</b></p> <p><b>3:45 – 5:45 p.m.</b> <b>Entrepreneur &amp; Small Business Development</b> <i>David Summers</i></p> <p><b>6:30 p.m.</b> <i>BEDC Networking Reception ~ TBD</i></p>	<p><b>1:30 – 3:30 p.m.</b> <b>Real Estate Dev &amp; Reuse</b> <i>Eric Davis</i></p> <p><b>3:30 – 3:45 p.m.</b> <b>Break</b></p> <p><b>3:45 – 5:45 p.m.</b> <b>Ethics &amp; Economic Development</b> <i>Fred Welch</i></p> <p><b>6:30 pm</b> <i>Dinner on your own or group for those interested in eating together ☺</i></p>	

06.16.2021



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