

Wylie Economic Development Corporation

Board Regular Meeting

September 18, 2024 – 7:30 AM

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



CALL TO ORDER

INVOCATION & PLEDGE OF ALLEGIANCE

COMMENTS ON NON-AGENDA ITEMS

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

CONSENT AGENDA

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

- A. Consider and act upon approval of Minutes from the August 21, 2024 Regular Meeting of the WEDC Board of Directors.
- B. Consider and act upon approval of the August 2024 WEDC Treasurer's Report.

REGULAR AGENDA

DISCUSSION ITEMS

- DS1. Discussion regarding future WEDC Board Retreats/Work Sessions.
- DS2. Discussion surrounding WEDC Credit Cards.
- DS3. Staff report: WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs.

EXECUTIVE SESSION

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

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

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

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

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

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

ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2021-4b, 2022-1b, 2022-1c, 2022-10c, 2023-1c, 2023-2d, 2023-11a, 2023-11b, 2024-2d, 2024-4e, 2024-5a, 2024-7a, 2024-7b, 2024-7e, 2024-8a, 2024-8b, 2024-8c, 2024-8d, 2024-9b, 2024-9c, 2024-9d, and 2024-9e.

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 September 13, 2024 at 5:00 p.m. on the outside bulletin board at Wylie City Hall, 300 Country Club Road, Building 100, Wylie, Texas, a place convenient and readily accessible to the public at all times.

Stephanie Storm, City Secretary

Date Notice Removed

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

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

Texas Government Code Section:

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

Minutes
Wylie Economic Development Corporation
Board of Directors Regular Meeting

August 21, 2024 – 7:30 A.M.
WEDC Offices – Conference Room
250 S Hwy 78 – Wylie, TX 75098

CALL TO ORDER

Announce the presence of a Quorum

President Melisa Whitehead called the meeting to order at 7:32 a.m. Board Members present were Whitney McDougall and Harold Smith. Vice President Demond Dawkins arrived during the Invocation & Pledge of Allegiance at 7:33 a.m.

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

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

INVOCATION & PLEDGE OF ALLEGIANCE

Brent Parker gave the invocation and led the Pledge of Allegiance.

COMMENTS ON NON-AGENDA ITEMS

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

CONSENT AGENDA

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

- A. **Consider and act upon approval of Minutes from July 17, 2024 Regular Meeting of the WEDC Board of Directors.**
- B. **Consider and act upon approval of the July 2024 WEDC Treasurer's Report.**

Board Action

A motion was made by Whitney McDougall, seconded by Harold Smith, to approve the Consent Agenda as presented. A vote was taken, and the motion passed 4-0.

REGULAR AGENDA

- 1. **Consider and act upon a Fifth Amendment to the Purchase and Sale Agreement between the WEDC and McClure Partners Construction Company.**

Staff Comments

Staff presented a Fifth Amendment to the Purchase and Sale Agreement with McClure Partners Construction Company extending the Inspection Period deadline by 90 days. This extension is being requested to accommodate a closing date in December. Staff anticipates this will be the final amendment.

Board Action

A motion was made by Demond Dawkins, seconded by Whitney McDougall, to approve a Fifth Amendment to the Purchase and Sale Agreement between the WEDC and McClure Partners Construction Company and further authorize the Board President or his/her designee to execute said agreement. A vote was taken, and the motion passed 4-0.

DISCUSSION ITEMS

DS1. Discussion regarding future WEDC Board Retreats/Work Sessions.

Staff Comments

A future WEDC Board Retreat/Work Session was discussed by the Board and multiple dates were considered. The Board expressed interest in a future Work Session which may include a community tour, downtown tour, and/or redevelopment/development tours. A tentative date was set for 9-23-24 or 9-30-24.

DS2. Discussion surrounding WEDC Credit Cards.

Staff Comments

Staff led a discussion regarding alternative options for corporate credit cards which would allow the opportunity to accrue points for future travel discounts. The Board noted the cost saving opportunities when accruing points and had no preferences regarding alternative options.

DS3. Staff report: WEDC Property Update, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs.

Staff Comments

Staff referred the Board to the Agenda Report provided in the packet for all updates related to WEDC Property Updates, Temporary Access Agreements, Downtown Parking, Engineering Report, Upcoming Events, and WEDC Activities/Programs. Staff provided updates on the status of ongoing construction sites. Staff then confirmed Board availability to attend upcoming community events. Staff noted a 3.3% increase in sales tax revenues for the month of August. Mayor Porter and Staff provided an overview of future downtown parking, traffic flow, and associated redevelopment opportunities. The Board discussed the upcoming November/December Board Meeting dates and decided that no changes were needed to the schedule.

EXECUTIVE SESSION

Recessed into Closed Session at 8:27 a.m. in compliance with Section 551.001, et. seq. Texas Government Code, to wit:

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

ES1. Consider the sale or acquisition of properties located at Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, Jackson/Oak, Regency/Steel, and State Hwy 78/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: 2022-1c, 2022-10c, 2023-1c, 2023-2d, 2023-5c, 2023-9b, 2023-11b, 2024-1c, 2024-2d, 2024-4c, 2024-4e, 2024-5a, 2024-5c, 2024-6c, 2024-7a, 2024-7b, 2024-7d, 2024-7e, and 2024-7f.

RECONVENE INTO OPEN SESSION

Take any action as a result of the Executive Session.

President Whitehead reconvened into Open Session at 9:55 a.m. and the Board took the following action:

Board Action

A motion was made by Demond Dawkins, seconded by Harold Smith, to authorize the sale of a two-acre tract of land, more or less, being all of Lot 1 and the southernmost portion of Lot 3, Block A, 544 Gateway Addition, in the amount of \$ 1,500,000 further authorizing the WEDC Board President or his/her designee to execute all documentation necessary to effectuate the transaction. A vote was taken, and the motion passed 4-0.

FUTURE AGENDA ITEMS

There were no future agenda items noted.

ADJOURNMENT

With no further business, President Whitehead adjourned the WEDC Board meeting at 9:56 a.m.

Melisa Whitehead, President

ATTEST:

Jason Greiner, Executive Director



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: September 18, 2024

Item Number: B

Prepared By: Jason Greiner

Subject

Consider and act upon approval of the August 2024 WEDC Treasurer’s Report.

Recommendation

Motion to approve the August 2024 WEDC Treasurer’s Report.

Presented for the Board’s review and approval is the August 2024 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 Performance Agreement Summary.

REVENUES:

Sales Tax Revenue earned in June allocated in August, was \$463,185.29, an increase of 3.33% over the same period in 2023.

EXPENSES:

Special Services – Infrastructure

- \$273,693.07 Tiseo Paving Company – FM 544 Gateway Proj. (Proj. 11F) – Est #2
\$ 91,769.35 Reeder Concrete, Inc. – Hwy 78 & Brown (Proj. 11G) – Pay #2

Engineering/Architectural

- \$ 11,599.13 Kimley-Horn & Associates, Inc. (General Engineering)

Additional Note:

Deferred Outflows on the Balance Sheet do not currently reflect the Deferred Outflows on the Performance Agreement Report due to the timing of the journal entry for the Cates Control Systems PA in the amount of \$45,000. Reporting next month will reflect the update within both documents.

August Rev/Exp Report

Account Summary

For Fiscal: 2023-2024 Period Ending: 08/31/2024

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 111 - WYLIE ECONOMIC DEVEL CORP							
Revenue							
Category: 400 - Taxes							
111-4000-40210	SALES TAX	4,536,561.00	4,536,561.00	463,185.29	3,617,296.75	-919,264.25	20.26 %
Category: 400 - Taxes Total:		4,536,561.00	4,536,561.00	463,185.29	3,617,296.75	-919,264.25	20.26%
Category: 460 - Interest Income							
111-4000-46110	ALLOCATED INTEREST EARNINGS	112,000.00	112,000.00	45,327.89	485,021.39	373,021.39	433.05 %
Category: 460 - Interest Income Total:		112,000.00	112,000.00	45,327.89	485,021.39	373,021.39	333.05%
Category: 480 - Miscellaneous Income							
111-4000-48110	RENTAL INCOME	48,600.00	48,600.00	400.00	30,780.65	-17,819.35	36.67 %
111-4000-48410	MISCELLANEOUS INCOME	0.00	1,250.00	0.00	1,947.08	697.08	155.77 %
111-4000-48430	GAIN/(LOSS) SALE OF CAP ASSETS	2,655,970.00	2,655,970.00	0.00	-223,384.36	-2,879,354.36	108.41 %
Category: 480 - Miscellaneous Income Total:		2,704,570.00	2,705,820.00	400.00	-190,656.63	-2,896,476.63	107.05%
Revenue Total:		7,353,131.00	7,354,381.00	508,913.18	3,911,661.51	-3,442,719.49	46.81%
Expense							
Category: 510 - Personnel Services							
111-5611-51110	SALARIES	440,500.00	460,570.00	37,003.78	365,365.55	95,204.45	20.67 %
111-5611-51130	OVERTIME	0.00	0.00	0.00	871.40	-871.40	0.00 %
111-5611-51140	LONGEVITY PAY	1,200.00	1,200.00	0.00	1,092.00	108.00	9.00 %
111-5611-51145	SICK LEAVE BUYBACK	0.00	3,943.98	0.00	0.00	3,943.98	100.00 %
111-5611-51310	TMRS	68,500.00	72,222.32	5,375.22	53,275.12	18,947.20	26.23 %
111-5611-51410	HOSPITAL & LIFE INSURANCE	81,000.00	81,169.00	5,786.26	55,903.55	25,265.45	31.13 %
111-5611-51420	LONG-TERM DISABILITY	1,600.00	1,714.00	0.00	538.41	1,175.59	68.59 %
111-5611-51440	FICA	27,000.00	28,489.53	2,126.03	21,117.96	7,371.57	25.87 %
111-5611-51450	MEDICARE	6,400.00	6,748.19	497.21	4,938.89	1,809.30	26.81 %
111-5611-51470	WORKERS COMP PREMIUM	2,100.00	2,100.00	0.00	1,137.35	962.65	45.84 %
111-5611-51480	UNEMPLOYMENT COMP (TWC)	1,600.00	1,600.00	55.00	672.47	927.53	57.97 %
Category: 510 - Personnel Services Total:		629,900.00	659,757.02	50,843.50	504,912.70	154,844.32	23.47%
Category: 520 - Supplies							
111-5611-52010	OFFICE SUPPLIES	5,000.00	5,000.00	131.71	3,669.88	1,330.12	26.60 %
111-5611-52040	POSTAGE & FREIGHT	300.00	300.00	0.00	194.70	105.30	35.10 %
111-5611-52810	FOOD SUPPLIES	3,000.00	3,000.00	261.98	2,886.37	113.63	3.79 %
Category: 520 - Supplies Total:		8,300.00	8,300.00	393.69	6,750.95	1,549.05	18.66%
Category: 540 - Materials for Maintenance							
111-5611-54610	FURNITURE & FIXTURES	2,500.00	2,500.00	0.00	325.80	2,174.20	86.97 %
111-5611-54810	COMPUTER HARD/SOFTWARE	7,650.00	7,650.00	1,299.99	3,599.97	4,050.03	52.94 %
Category: 540 - Materials for Maintenance Total:		10,150.00	10,150.00	1,299.99	3,925.77	6,224.23	61.32%
Category: 560 - Contractual Services							
111-5611-56030	INCENTIVES	1,929,250.00	1,929,250.00	0.00	1,111,000.00	818,250.00	42.41 %
111-5611-56040	SPECIAL SERVICES	37,270.00	37,270.00	157.50	25,770.00	11,500.00	30.86 %
111-5611-56041	SPECIAL SERVICES-REAL ESTATE	234,500.00	292,956.40	3,543.93	226,842.87	66,113.53	22.57 %
111-5611-56042	SPECIAL SERVICES-INFRASTRUCTUR	10,324,000.00	10,265,543.60	365,462.42	610,621.17	9,654,922.43	94.05 %
111-5611-56080	ADVERTISING	226,125.00	186,125.00	13,989.87	112,621.78	73,503.22	39.49 %
111-5611-56090	COMMUNITY DEVELOPMENT	64,950.00	66,200.00	5,317.84	46,325.31	19,874.69	30.02 %
111-5611-56110	COMMUNICATIONS	7,900.00	7,900.00	497.18	4,867.52	3,032.48	38.39 %
111-5611-56180	RENTAL	27,000.00	27,000.00	2,250.00	22,500.00	4,500.00	16.67 %
111-5611-56210	TRAVEL & TRAINING	73,000.00	73,000.00	4,222.21	57,734.50	15,265.50	20.91 %
111-5611-56250	DUES & SUBSCRIPTIONS	60,733.00	70,733.00	1,531.09	60,775.28	9,957.72	14.08 %
111-5611-56310	INSURANCE	6,800.00	6,800.00	0.00	5,653.11	1,146.89	16.87 %
111-5611-56510	AUDIT & LEGAL SERVICES	23,000.00	53,000.00	4,111.40	35,295.33	17,704.67	33.41 %

09/18/2024 Item B.

Budget Report

For Fiscal: 2023-2024 Period Ending: 08/31/2024

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
111-5611-56570	ENGINEERING/ARCHITECTURAL	530,175.00	530,175.00	13,462.38	426,242.20	103,932.80	19.60 %
111-5611-56610	UTILITIES-ELECTRIC	2,400.00	2,400.00	0.00	1,752.15	647.85	26.99 %
Category: 560 - Contractual Services Total:		13,547,103.00	13,548,353.00	414,545.82	2,748,001.22	10,800,351.78	79.72%
Category: 570 - Debt Service & Capital Replacement							
111-5611-57410	PRINCIPAL PAYMENT	600,096.00	600,096.00	50,780.20	549,141.41	50,954.59	8.49 %
111-5611-57415	INTEREST EXPENSE	631,902.00	631,902.00	51,886.27	580,189.76	51,712.24	8.18 %
Category: 570 - Debt Service & Capital Replacement Total:		1,231,998.00	1,231,998.00	102,666.47	1,129,331.17	102,666.83	8.33%
Category: 580 - Capital Outlay							
111-5611-58110	LAND-PURCHASE PRICE	1,000,000.00	1,000,000.00	0.00	7,079.00	992,921.00	99.29 %
111-5611-58995	CONTRA CAPITAL OUTLAY	0.00	0.00	0.00	-7,079.00	7,079.00	0.00 %
Category: 580 - Capital Outlay Total:		1,000,000.00	1,000,000.00	0.00	0.00	1,000,000.00	100.00%
Expense Total:		16,427,451.00	16,458,558.02	569,749.47	4,392,921.81	12,065,636.21	73.31%
Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):		-9,074,320.00	-9,104,177.02	-60,836.29	-481,260.30	8,622,916.72	94.71%
Report Surplus (Deficit):		-9,074,320.00	-9,104,177.02	-60,836.29	-481,260.30	8,622,916.72	94.71%

9/13/2024 8:25:07 AM

Page 2 of 4

8

09/18/2024 Item B.

Budget Report

For Fiscal: 2023-2024 Period Ending: 08/31/2024

Group Summary

Category	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 111 - WYLIE ECONOMIC DEVEL CORP						
Revenue						
400 - Taxes	4,536,561.00	4,536,561.00	463,185.29	3,617,296.75	-919,264.25	20.26%
460 - Interest Income	112,000.00	112,000.00	45,327.89	485,021.39	373,021.39	333.05%
480 - Miscellaneous Income	2,704,570.00	2,705,820.00	400.00	-190,656.63	-2,896,476.63	107.05%
Revenue Total:	7,353,131.00	7,354,381.00	508,913.18	3,911,661.51	-3,442,719.49	46.81%
Expense						
510 - Personnel Services	629,900.00	659,757.02	50,843.50	504,912.70	154,844.32	23.47%
520 - Supplies	8,300.00	8,300.00	393.69	6,750.95	1,549.05	18.66%
540 - Materials for Maintenance	10,150.00	10,150.00	1,299.99	3,925.77	6,224.23	61.32%
560 - Contractual Services	13,547,103.00	13,548,353.00	414,545.82	2,748,001.22	10,800,351.78	79.72%
570 - Debt Service & Capital Replacement	1,231,998.00	1,231,998.00	102,666.47	1,129,331.17	102,666.83	8.33%
580 - Capital Outlay	1,000,000.00	1,000,000.00	0.00	0.00	1,000,000.00	100.00%
Expense Total:	16,427,451.00	16,458,558.02	569,749.47	4,392,921.81	12,065,636.21	73.31%
Fund: 111 - WYLIE ECONOMIC DEVEL CORP Surplus (Deficit):	-9,074,320.00	-9,104,177.02	-60,836.29	-481,260.30	8,622,916.72	94.71%
Report Surplus (Deficit):	-9,074,320.00	-9,104,177.02	-60,836.29	-481,260.30	8,622,916.72	94.71%

9/13/2024 8:25:07 AM

Page 3 of 4

9

09/18/2024 Item B.

Budget Report

For Fiscal: 2023-2024 Period Ending: 08/31/2024

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
111 - WYLIE ECONOMIC DEVEL CC	-9,074,320.00	-9,104,177.02	-60,836.29	-481,260.30	8,622,916.72
Report Surplus (Deficit):	-9,074,320.00	-9,104,177.02	-60,836.29	-481,260.30	8,622,916.72

9/13/2024 8:25:07 AM

Page 4 of 4

10

Wylie Economic Development Corporation
Statement of Net Position
As of August 31, 2024

Assets

Cash and cash equivalents	\$ 13,611,097.97	
Receivables	\$ 717,000.00	Note 1
Inventories	\$ 14,645,353.88	
Prepaid Items	<u>\$ -</u>	
Total Assets	<u>\$ 28,973,451.85</u>	

Deferred Outflows of Resources

Pensions	<u>\$ 114,336.55</u>
Total deferred outflows of resources	<u>\$ 114,336.55</u>

Liabilities

Accounts Payable and other current liabilities	\$ 50,431.11	
Unearned Revenue	\$ 1,200.00	Note 2
Non current liabilities:		
Due within one year	\$ 112,069.59	Note 3
Due in more than one year	<u>\$ 15,136,816.48</u>	
Total Liabilities	<u>\$ 15,300,517.18</u>	

Deferred Inflows of Resources

Pensions	<u>\$ (8,336.41)</u>
Total deferred inflows of resources	<u>\$ (8,336.41)</u>

Net Position

Net investment in capital assets	\$ -
Unrestricted	<u>\$ 13,778,934.81</u>
Total Net Position	<u><u>\$ 13,778,934.81</u></u>

Note 1: Includes incentives in the form of forgivable loans for \$67,000 (Glen Echo), \$450,000 (Phoenix Ascending), and \$200,000 (MLKJ)

Note 2: Deposits from rental property

Note 3: Liabilities due within one year includes compensated absences of \$32,301

	Name	Balance
Fund: 111 - WYLIE ECONOMIC DEVEL CORP		
Assets		
111-1000-10110	CLAIM ON CASH AND CASH EQUIV.	13,609,097.97
111-1000-10115	CASH - WEDC - INWOOD	0.00
111-1000-10135	ESCROW	0.00
111-1000-10180	DEPOSITS	2,000.00
111-1000-10198	OTHER - MISC CLEARING	0.00
111-1000-10341	TEXPOOL	0.00
111-1000-10343	LOGIC	0.00
111-1000-10481	INTEREST RECEIVABLE	0.00
111-1000-11511	ACCTS REC - MISC	0.00
111-1000-11517	ACCTS REC - SALES TAX	0.00
111-1000-12810	LEASE PAYMENTS RECEIVABLE	0.00
111-1000-12950	LOAN PROCEEDS RECEIVABLE	0.00
111-1000-12996	LOAN RECEIVABLE	0.00
111-1000-12997	ACCTS REC - JTM TECH	0.00
111-1000-12998	ACCTS REC - FORGIVEABLE LOANS	717,000.00
111-1000-14112	INVENTORY - MATERIAL/ SUPPLY	0.00
111-1000-14116	INVENTORY - LAND & BUILDINGS	14,645,353.88
111-1000-14118	INVENTORY - BAYCO/ SANDEN BLVD	0.00
111-1000-14310	PREPAID EXPENSES - MISC	0.00
111-1000-14410	DEFERRED OUTFLOWS	1,110,500.00
	Total Assets:	30,083,951.85
		<u>30,083,951.85</u>
Liability		
111-2000-20110	FEDERAL INCOME TAX PAYABLE	0.00
111-2000-20111	MEDICARE PAYABLE	0.00
111-2000-20112	CHILD SUPPORT PAYABLE	0.00
111-2000-20113	CREDIT UNION PAYABLE	0.00
111-2000-20114	IRS LEVY PAYABLE	0.00
111-2000-20115	NATIONWIDE DEFERRED COMP	0.00
111-2000-20116	HEALTH INSUR PAY-EMPLOYEE	11,644.69
111-2000-20117	TMRS PAYABLE	0.00
111-2000-20118	ROTH IRA PAYABLE	0.00
111-2000-20119	WORKERS COMP PAYABLE	0.00
111-2000-20120	FICA PAYABLE	0.00
111-2000-20121	TEC PAYABLE	0.00
111-2000-20122	STUDENT LOAN LEVY PAYABLE	0.00
111-2000-20123	ALIMONY PAYABLE	0.00
111-2000-20124	BANKRUPTCY PAYABLE	0.00
111-2000-20125	VALIC DEFERRED COMP	0.00
111-2000-20126	ICMA PAYABLE	0.00
111-2000-20127	EMP. LEGAL SERVICES PAYABLE	0.00
111-2000-20130	FLEXIBLE SPENDING ACCOUNT	9,312.28
111-2000-20131	EDWARD JONES DEFERRED COMP	0.00
111-2000-20132	EMP CARE FLITE	12.00
111-2000-20133	Unemployment Comp Payable	82.45
111-2000-20151	ACCRUED WAGES PAYABLE	0.00
111-2000-20180	ADDIT EMPLOYEE INSUR PAY	135.18
111-2000-20199	MISC PAYROLL PAYABLE	0.00
111-2000-20201	AP PENDING	0.00
111-2000-20210	ACCOUNTS PAYABLE	0.00
111-2000-20530	PROPERTY TAXES PAYABLE	0.00
111-2000-20540	NOTES PAYABLE	1,110,500.00
111-2000-20610	RETAINAGE PAYABLE	29,244.51

As Of 08/31/2024

Balance Sheet

Account	Name	Balance
111-2000-20810	DUE TO GENERAL FUND	0.00
111-2000-22270	DEFERRED INFLOW	0.00
111-2000-22275	DEF INFLOW - LEASE PRINCIPAL	0.00
111-2000-22280	DEFERRED INFLOW - LEASE INT	0.00
111-2000-22915	RENTAL DEPOSITS	1,200.00
	Total Liability:	1,162,131.11

Equity

111-3000-34110	FUND BALANCE - RESERVED	0.00
111-3000-34590	FUND BALANCE-UNRESERV/UNDESIG	29,403,081.04
	Total Beginning Equity:	29,403,081.04
Total Revenue		3,911,661.51
Total Expense		4,392,921.81
Revenues Over/Under Expenses		-481,260.30
	Total Equity and Current Surplus (Deficit):	28,921,820.74
	Total Liabilities, Equity and Current Surplus (Deficit):	<u>30,083,951.85</u>

09/18/2024 Item B.

As Of 08/31/2024

Balance Sheet

Account	Name	Balance
Fund: 922 - GEN LONG TERM DEBT (WEDC)		
Assets		
	Total Assets:	0.00
		<u>0.00</u>
Liability		
922-2000-28248	GOVCAP LOAN/SERIES 2022	7,556,077.29
	Total Liability:	7,556,077.29
	Total Equity and Current Surplus (Deficit):	0.00
	Total Liabilities, Equity and Current Surplus (Deficit):	<u>7,556,077.29</u>
	*** FUND 922 OUT OF BALANCE ***	-7,556,077.29

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

9/13/2024 8:24:14 AM

Page 3 of 3

14

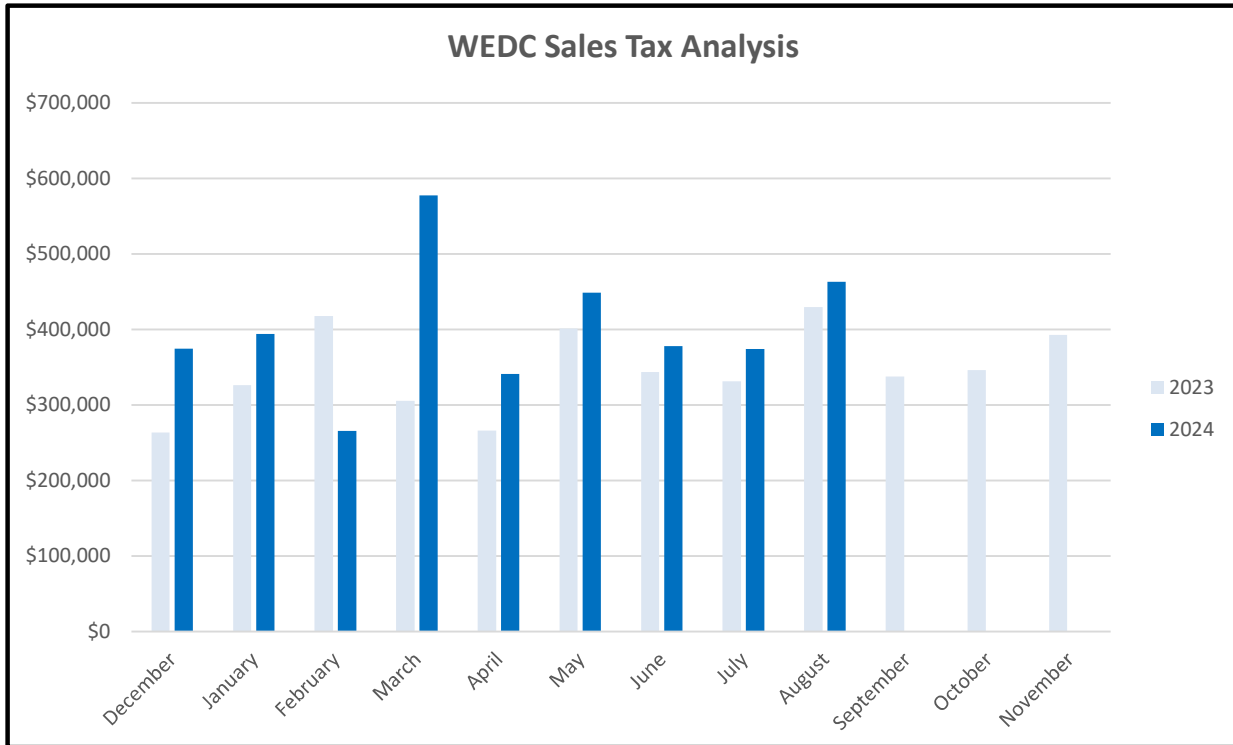
Wylie Economic Development Corporation

SALES TAX REPORT

August 31, 2024

BUDGETED YEAR

MONTH	FY 2021	FY 2022	FY 2023	FY 2024	DIFF 23 vs. 24	% DIFF 23 vs. 24
DECEMBER	\$ 235,381.33	\$ 263,577.66	\$ 338,726.54	\$ 374,686.38	\$ 35,959.83	10.62%
JANUARY	\$ 262,263.52	\$ 326,207.92	\$ 368,377.73	\$ 393,994.39	\$ 25,616.67	6.95%
FEBRUARY	\$ 456,571.35	\$ 417,896.79	\$ 480,381.11	\$ 265,491.94	\$ (214,889.17)	-44.73%
MARCH	\$ 257,187.91	\$ 305,605.50	\$ 313,686.17	\$ 577,757.71	\$ 264,071.54	84.18%
APRIL	\$ 221,881.55	\$ 265,773.80	\$ 310,050.94	\$ 341,335.06	\$ 31,284.12	10.09%
MAY	\$ 400,371.70	\$ 401,180.20	\$ 434,878.33	\$ 448,671.55	\$ 13,793.21	3.17%
JUNE	\$ 290,586.92	\$ 343,371.26	\$ 330,236.89	\$ 377,949.25	\$ 47,712.37	14.45%
JULY	\$ 314,559.10	\$ 331,432.86	\$ 379,162.00	\$ 374,225.20	\$ (4,936.80)	-1.30%
AUGUST	\$ 390,790.76	\$ 429,696.16	\$ 448,253.70	\$ 463,185.29	\$ 14,931.59	3.33%
SEPTEMBER	\$ 307,681.15	\$ 337,512.61	\$ 371,880.65	\$ -	\$ -	-
OCTOBER	\$ 326,382.38	\$ 346,236.36	\$ 377,466.67	\$ -	\$ -	-
NOVEMBER	\$ 411,813.32	\$ 392,790.84	\$ 458,694.91	\$ -	\$ -	-
Sub-Total	\$ 3,875,470.98	\$ 4,161,281.96	\$ 4,611,795.64	\$ 3,617,296.76	\$ 213,543.35	9.64%
Total	\$ 3,875,470.98	\$ 4,161,281.96	\$ 4,611,795.64	\$ 3,617,296.76	\$ 213,543.35	9.64%



*** Sales Tax collections typically take 2 months to be reflected as Revenue. SlsTx receipts are then accrued back 2 months.
 Example: August SlsTx Revenue is actually June SlsTx and is therefore the 9th allocation in FY24.

Wylie Economic Development Corporation

PERFORMANCE AGREEMENT REPORT

August 31, 2024

PERFORMANCE AGREEMENTS	TOTAL INCENTIVE	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	REMAINING AFTER CURRENT FY	PREVIOUS FY PAYMENTS	TOTAL INCENTIVE	
LUV-ROS	\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000.00	\$ 10,000.00	A
AMERICAN ENTITLEMENTS II	\$ 35,000.00	\$ 23,000.00	\$ 12,000.00	\$ -	\$ -	\$ -	\$ 12,000.00	\$ -	\$ 35,000.00	
NORTH DALLAS WYLIE LAND	\$ 120,000.00	\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000.00	\$ 120,000.00	
AXL	\$ 65,000.00	\$ 9,250.00	\$ 9,250.00	\$ -	\$ -	\$ -	\$ 9,250.00	\$ 46,500.00	\$ 65,000.00	
GLEN ECHO BREWING	\$ 100,000.00	\$ 50,000.00	\$ 30,000.00	\$ 20,000.00	\$ -	\$ -	\$ 50,000.00	\$ -	\$ 100,000.00	B
MLKJ	\$ 80,000.00	\$ -	\$ 40,000.00	\$ 40,000.00	\$ -	\$ -	\$ 80,000.00	\$ -	\$ 80,000.00	C
CLF II LI WYLIE (LOVETT)	\$ 1,300,000.00	\$ 650,000.00	\$ 650,000.00	\$ -	\$ -	\$ -	\$ 650,000.00	\$ -	\$ 1,300,000.00	
DEANAN/DANK	\$ 30,000.00	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	\$ 30,000.00	
FIREWATER	\$ 300,000.00	\$ 100,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000.00	\$ 300,000.00	
PHOENIX ASCENDING	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	D
SANDEN INTERNATIONAL	\$ 500,000.00	\$ 300,000.00	\$ 200,000.00	\$ -	\$ -	\$ -	\$ 200,000.00	\$ -	\$ 500,000.00	
CATES CONTROL SYSTEMS INC.	\$ 45,000.00	\$ 45,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,000.00	
	<u>\$ 2,585,000.00</u>	<u>\$ 1,212,250.00</u>	<u>\$ 941,250.00</u>	<u>\$ 60,000.00</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,001,250.00</u>	<u>\$ 371,500.00</u>	<u>\$ 2,585,000.00</u>	

Deferred Outflow \$ 1,155,500.00

(Note: Deferred Outflow on the Balance Sheet does not yet reflect the Cates PA in the amount of \$45,000.)

- A. Performance Agreement (\$10,000) and Forgiveable Land Grant (\$60,000 forgiven over 3 years). \$20,000/year in 2022, 2023, & 2024.
- B. Performance Agreement (\$100,000) and Forgiveable Land Grant (\$100,000 forgiven over 3 years). \$33,000 CO, \$33,000 in 2025, and \$34,000 in 2026.
- C. Performance Agreement (\$80,000) and Forgiveable Land Grant (\$200,000 forgiven over 3 years). \$50,000 CO & \$50,000/year in 2025, 2026, & 2027.
- D. Forgiveable Land Grant (\$450,000 forgiven over 4 years). \$112,500 CO & \$112,500/year in 2026, 2027, & 2028.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: September 18, 2024

Item Number: DS1

Prepared By: Jason Greiner

Subject
Discussion regarding future WEDC Board Retreats/Work Sessions.

Recommendation
No action is requested by staff for this item.

Discussion
At the 8-21-24 WEDC Board Meeting, the Board discussed scheduling a Work Session on either September 23, 2024 or September 30, 2024. The Board discussed their interest in future Work Sessions that may include community tours, downtown tours, and/or redevelopment/development tours.
Staff will lead the discussion regarding future WEDC Board Retreats/Work Sessions.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: September 18, 2024

Item Number: DS2

Prepared By: Jason Greiner

Subject
Discussion regarding future WEDC Credit Cards.

Recommendation
No action is requested by staff for this item.

Discussion
Staff will lead the discussion regarding WEDC Credit Cards.



Wylie Economic Development Board

AGENDA REPORT

Meeting Date: September 18, 2024

Item Number: DS3

Prepared By: Jason Greiner

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

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

Discussion: WEDC Property Update: Property Management (Grading and installation of hydromulch, communication with former tenant, mowing services), Listing Agreement – Segovia Partners (SP), Downtown Parking & Drainage (survey documentation, fence locations), Engineering Report: Design & Engineering - 544 Gateway Addition – Kimley Horn (KH)

- Ongoing issue with Frontier regarding a duct bank that conflicts with the construction plans. We are currently waiting for TxDOT permitting and materials from Frontier. Tiseo has made every effort to complete the work but will now have to demobilize until the conflict has been resolved.
- Due to the conflict, Tiseo has submitted a request to freeze time on this project until the duct bank can be relocated. Staff/KH will review the request and will get confirmation from Tiseo regarding the timing of the remobilization, etc.

Design & Engineering - FM 544 Commercial – Special Planning Area

- KH to prepare an updated IPO for the Flood Study on the City’s 19 AC site and FY25 project coordination.
- Staff will provide any additional updates in Executive Session.

Environmental- State Hwy 78 & Brown – Elm Creek (EC) & Whitehead Environmental Services (WES)

- We have received the final letter from TCEQ verifying that they have received the required proof of filing of the VCP Certificate of Completion. With this letter, we have fully satisfied the TCEQ requirements for this property.

State Hwy 78 TxDOT Improvements

- Project is currently under construction with KH providing construction management as needed.
- The contractor poured two decel lanes on August 27th. Marble Street decel lanes and approach was poured on September 10th. The two medians should be completed by September 25th. (Message boards and text message updates via Nixle were implemented for the closing of Marble.)

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

- The City is reviewing first round of submittals.
- Project is under construction with KH providing construction management as-needed. Ongoing bi-weekly coordination meetings are being held with the City, contractor, KH and WEDC. Next project coordination meeting will take place 9-19-24.
- McMahon to submit RFIs for changes to storm manhole sizing and bollard clarification.

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

- Drainage study with final recommendations for Option 6 improvements was received from KH.
- KH is working on the existing storm sewer analysis.
- KH preparing an IPO for the final design of the Option 6 improvements for FY 25.
- KH to submit concept plan for max buildable acreage on SWC of Hooper and Steel Road this week.

Hooper/Steel ROW Dedication

- KH provided an exhibit showing the ROW that would need to be obtained/dedicated.

Security Court Fire Lane Exhibit

- KH prepared an exhibit showing the fire lane.
- Staff will coordinate with adjacent property owners.

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

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

Eubanks Easement/ROW Coordination

- KH prepared an exhibit that shows ROW dedications/letter agreements to be obtained on the west side of the road as an alternative route should negotiations stall with property owners on the east side of Eubanks.
- WEDC is coordinating with property owners.
- KH to prepare easement (and potentially ROW) documents for the properties once the gas line route has been confirmed.

Jackson Avenue Development

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

Westgate Gas Line & Easement Coordination

- Ongoing work on the abandonment of the former easements is still taking place. Staff met with the property owner, engineering team, and Atmos to discuss next steps for abandonment.
- Survey documents were sent to Atmos and we have received a preliminary document. Will need to schedule a follow-up meeting for additional clarity.

BRE & Workforce Updates:

- Conducted 1 BRE visit in July.
- Worked with TMAC and regional partners to develop an educational webinar program for the Utility Tax Rebate and OSHA audit support program.
- Coordinated with the Chamber and WSNCT on a regional workforce conference on October 3rd.
- Met with Regional BRE representatives to adopt best practices and develop regional collaboration.
- Confirmed MFG Day participation from 14 local employers for student engagement tours.
- Confirmed 4 Community Tours for MFG Day.

Additional WEDC Activities/Programs in Review:

- BRE Director Angel Wygant celebrated 10 years with Wylie EDC. Congratulations to Angel!
- Ongoing efforts toward social media, Discover Wylie, and Social Media Rescue for local businesses.
- Ongoing meetings and discussions with real estate developers, contractors, property owners, and legal continue.
- Performed additional reconfiguration of the website, data management and organization, media archives, and development of marketing materials.
- Worked with legal regarding ongoing real estate projects and performance agreements.
- Scheduled and attended ICAN EDC Day programming. This included a presentation, bus tour, and facility tours at Deanan Gourmet Popcorn and Glen Echo Brewing.
- Attended Team Texas Economic Summit – Rockwall, TX.
- Attended Retail Live – Austin, TX.
- Attended Retail and Industrial Interface DFW North Texas Conferences – Dallas, TX.
- Attended CEDA – Austin, TX.
- Sales tax revenues for September are up 9.87%. YTD sales tax revenues are up 9.66%.

Upcoming Events:

- 2024 Annual State of Education Chamber Luncheon – September 24
- Wylie City Council/MFG Day Reception & Proclamation – September 24
- Legislative Dinner – September 26
- TEDC – ED Sales Tax Workshop – DFW – September 27 (Ft Worth)
- MFG Day Kickoff Event – October 3
- TEDC Annual Conference – October 23-24

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

2024 August Board Meeting – 21st

Day	Time	Meeting/Event
6	8:30-9:30 am	WDMA Meeting
21	7:30 am	WEDC- Board Meeting
27		Annual InterFace – DFW and NTX Retail & Industrial Conference – mb, cs
27	11:30 am	Wylie Chamber of Commerce- Monthly Luncheon: Non-Profit Spotlight
27-28		Team Texas Annual Economic Consultant Summit – Rockwall, TX – jg, rh
29	5:01-7:00 pm	5:01 PM Professional Mixer – Ferah Smokehouse & Cantina
29-30		Retail Live! South Central 2024 – Austin, TX – jg, rh

2024 September Board Meeting – 18th

Day	Time	Meeting/Event
2	CLOSED	Labor Day
4		ICAN Presentation- WEDC
6-7		Wylie Championship Rodeo
9		CEDA Committee Meeting – Austin, TX - jg
10	8:30-9:30 am	WDMA Meeting
10	6:00 pm	City Council
15-18		IEDC 2024 Annual Conference – Denver, CO
18	7:30 am	WEDC- Board Meeting
19		Leadership Wylie Opening Retreat- mb
19		TDA Regional Roundtable – Burseson, TX
19	5:01-7:00 pm	5:01 PM Professional Mixer – Football Field Sports Bar & Grill
24	11:30-1:00 pm	2024 Annual State of Education Chamber Luncheon
24	5:30 pm	MFG Day Reception/Proclamation at City Council Meeting
26	5:30 – 8:00 pm	Legislative Dinner
27	8:00 am	TEDC - Sales Tax Workshop, Ft Worth, TX - hs

*RSVP Required

2024 October Board Meeting – 16th

Day	Time	Meeting/Event
1	8:30 am	WDMA Meeting
1	5:30-8:00 pm	National Night Out
2-4		TEDC CTED Training at TEEX – College Station - jg
3-4		CCIM Bus Tour Across Texas/Wylie
3	9:45 am	Manufacturing Day Kick Off
5	5:45 pm	Hope Under the Stars
8	6:00 pm	City Council
10		Leadership Wylie Class - mb
14-18		WISD Fall Break
16	7:30 am	WEDC- Board Meeting
17	5:01-7:00 pm	5:01 PM Professional Mixer – Location TBD
22	11:30 am	Wylie Chamber of Commerce Luncheon TBD
22	6:00 pm	City Council
23-25		TEDC Annual Conference – Addison, TX – jg, rh, mb, cs
28-30		2024 Texas Downtown Conference – Abilene, TX

Around the Corner...

- TML Economic Development Conference – Bastrop, TX – November 14-15
- Wylie ISD Business Symposium – November 20

*RSVP Required