

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

March 11, 2026 – 7:30 A.M.  
WEDC Offices – Conference Room  
250 S Hwy 78 – Wylie, TX 75098

**CALL TO ORDER**

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*Announce the presence of a Quorum*

President Blake Brininstool called the meeting to order at 7:35 a.m. Board Members present were Harold Smith, Melisa Whitehead, Alan Dayton, and Demond Dawkins.

Ex-Officio Member, City Manager Brent Parker was present.

WEDC staff present included Executive Director Jason Greiner, Assistant Director Rachael Hermes, BRE Director Angel Wygant, and Economic Development Coordinator Christy Stewart.

**INVOCATION & PLEDGE OF ALLEGIANCE**

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

**COMMENTS ON NON-AGENDA ITEMS**

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With no citizen participation, President Brininstool moved to the Consent Agenda.

**CONSENT AGENDA**

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

- A. Consider and act upon approval of the Minutes from the February 18, 2026, Regular Meeting of the WEDC Board of Directors.**
- B. Consider and act upon approval of February 2026 WEDC Treasurer’s Report.**

**Board Action**

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

Board Member Demond Dawkins arrived after the Consent Agenda at 7:37 a.m.

**REGULAR AGENDA**

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- 1. Consider and act upon a contract between WEDC and The Retail Coach.

**Discussion**

Staff introduced Aaron Farmer with The Retail Coach, who gave a brief presentation regarding changes, outreach efforts, new conferences they are attending, site marketing, and communication with property owners. Additionally, he explained what was included in the 24-month renewal. Staff shared some of the success stories that the WEDC has had with The Retail Coach and discussed the work they’ve done

behind the scenes, communicating with retailers, traveling to trade shows, marketing our sites, and providing all our flyers with graphics.

Board Action

A motion was made by Alan Dayton, seconded by Melisa Whitehead, to award a contract to The Retail Coach in the amount of \$30,000 and further authorize the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 5-0.

Ex-Officio Member, Mayor Porter, arrived during Regular Agenda Item 1 at 7:46 a.m.

2. Consider and act upon Resolution No. 2026-01(R) between the WEDC and Government Capital Corporation.

Discussion

Staff reminded the Board that the WEDC began evaluating options to borrow additional funds to finance the acquisition of additional land to promote economic development in the City of Wylie. Following input from the Board, Staff requested term sheets reflecting a \$9.6MM loan with a 240-month term and a 3-year call restriction. Staff noted that if authorized today, it would then go to Council on March 24th, and funding would be available at the end of the month. Staff shared that the loan issuance cost of \$144,000 would be transferred from Land to Special Services and is not included in the loan amount.

Board Action

A motion was made by Harold Smith, seconded by Demond Dawkins, to approve Resolution 2026-01(R) between the WEDC and Government Capital Corporation. A vote was taken, and the motion passed 5-0.

3. Consider and act upon FY 2025-2026 Budget Amendments.

Discussion

Staff shared with the Board that this Budget Amendment will be presented to Council at the same time as the 2026 Government Capital Loan Authorization. The proposed amendments account for the receipt of \$9.6 million in the Bank Note Proceeds revenue account and the transfer of the funds to the Land Acquisition expense account. Once approved by the Board, it will be presented to Council on March 24<sup>th</sup>.

Board Action

A motion was made by Demond Dawkins, seconded by Melisa Whitehead, to approve the FY 2025-2026 Budget Amendments. A vote was taken, and the motion passed 5-0.

4. Consider and act upon issues surrounding the 2025 WEDC Annual Report.

Discussion

Staff presented the proposed 2025 WEDC Annual Report to the Board. As per the WEDC Bylaws, the WEDC must present an annual report to the Wylie City Council no later than April 1<sup>st</sup> of each year. The report must include, but is not limited to, a review of all expenditures made by the Board, a review of accomplishments, and a review of activities other than direct economic development. Once approved, the final report will be presented to the Wylie City Council on March 24, 2026. Staff discussed the full proposed Annual Report for the Board's review and approval. Staff then discussed the 2026 WEDC Goals and Objectives included within the Annual Report.

Board Action

A motion was made by Alan Dayton, seconded by Harold Smith, to approve the 2025 Annual Report with modifications and present the same to the Wylie City Council for their review. A vote was taken, and the motion passed 5-0.

**DISCUSSION ITEMS**

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**DS1. Discussion and updates from WEDC Committees.**

**Discussion**

Staff opened the discussion by sharing that the Strategic Planning Committee had met several times, most recently on February 20<sup>th</sup>, to review the WEDC Goals and Objectives. Staff noted that emails will be going out soon to schedule meetings for the Budget, Finance, and Audit Committee and the Committee for Business Retention and Expansion.

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

**Discussion**

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 noted that Lot 2 of 544 Gateway/SCSD is planning to close next month; Cooper Plaza is wrapping up design and engineering, with a walk-through scheduled for 3/26/26; and the Atmos Gas Main Extension is anticipated to be completed on 4/17/26. Regarding BRE, staff shared that the Wylie ISD Business Symposium, taking place today, will feature local business representatives, including Demond Dawkins, as speakers, and will have over 200 students in attendance. Staff noted that the Office Manager Position has been posted, and the first round of interviews will take place next week. Staff shared updates on the ICSC Red River and TEDC Winter Conference. Additionally, staff reviewed Board availability to attend upcoming events.

**EXECUTIVE SESSION**

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Recessed into Closed Session at 8:38 a.m. in compliance with Section 551.001, et. seq. Texas Government Code, to wit:

**Sec. 551.071. CONSULTATION WITH ATTORNEY; CLOSED MEETING.**

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

**ES1. Consider the sale or acquisition of properties located at Ballard/Brown, Brown/Eubanks, FM 544/Cooper, FM 544/Sanden, FM 1378/Brown, FM 1378/Park, Jackson/Oak, Regency/Steel, State Hwy 78/Alanis, State Hwy 78/Ballard, State Hwy 78/Brown, State Hwy 78/Kreymer, and State Hwy 78/Skyview.**

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

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

**ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for 2021-11b, 2022-10c, 2022-10d, 2023-1c, 2023-2d, 2024-5a, 2024-12c, 2025-1a, 2025-1i, 2025-4a, 2025-4d, 2025-5h, 2025-6a, 2025-6e, 2025-7b, 2025-7d, 2025-8a, 2025-8i, 2025-9a, 2025-10c, 2025-10e, 2025-10f, 2025-11g, 2026-1c, 2026-2a, 2026-2b, 2026-2c, and 2026-2h.**

Board Member Demond Dawkins left the meeting before reconvening into Open Session.

### **RECONVENE INTO OPEN SESSION**

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

President Brininstool reconvened into Open Session at 9:15 a.m., and the Board took the following action as a result of Executive Session:

#### **Board Action**

A motion was made by Melisa Whitehead, seconded by Alan Dayton, to authorize the WEDC to enter into a Performance Agreement with Project 2024-12c in an amount not to exceed \$350,000. A vote was taken, and the motion passed 4-0.

#### **Board Action**

A motion was made by Melisa Whitehead, seconded by Harold Smith, to authorize the purchase of WESTGATE DEVELOPMENT (CWY), BLK A, LOT 2, a 1.03-acre lot, in the amount of \$951,176.16 (plus all required closing costs), 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.

#### **Board Action**

A motion was made by Alan Dayton, seconded by Melisa Whitehead, to authorize the WEDC to enter into a Performance Agreement with Project 2026-1c in an amount not to exceed \$20,000. A vote was taken, and the motion passed 4-0.

#### **Board Action**

A motion was made by Alan Dayton, seconded by Melisa Whitehead, to authorize the purchase of WESTGATE DEVELOPMENT (CWY), BLK A, LOT 2-1, a 3.95-acre lot, in the amount of \$3,613,302 (plus all required closing costs), 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.

#### **Board Action**

A motion was made by Harold Smith, seconded by Alan Dayton, to authorize the purchase of Tract 29, an 8.262-acre lot, located in Davidson Survey in the amount of \$5,002,508.81 (plus all required closing costs), 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**

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There were no Items requested for inclusion on future agendas.

### **ADJOURNMENT**

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With no further business, President Brininstool adjourned the WEDC Board meeting at 9:17 a.m.

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**Blake Brininstool, President**

**ATTEST:**

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**Jason Greiner, Executive Director**