

Minutes
Wylie Economic Development Corporation
Board of Directors Regular Meeting

July 16, 2025 – 7:30 A.M.
WEDC Offices – Conference Room
250 S Hwy 78 – Wylie, TX 75098

CALL TO ORDER

Announce the presence of a Quorum

President Demond Dawkins called the meeting to order at 7:31 a.m. Board Members present were Blake Brininstool, Harold Smith, Melisa Whitehead, and Alan Dayton.

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

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

INVOCATION & PLEDGE OF ALLEGIANCE

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

COMMENTS ON NON-AGENDA ITEMS

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

CONSENT AGENDA

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

- A. Consider and act upon approval of Minutes from the June 18, 2025 Regular Meeting of the WEDC Board of Directors.**
- B. Consider and act upon approval of the June 2025 WEDC Treasurer's Report.**

Board Action

A motion was made by Blake Brininstool, seconded by Harold Smith, to approve the Consent Agenda. A vote was taken, and the motion passed 5-0.

President Dawkins moved to Discussion Item 3.

DISCUSSION ITEMS

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

Discussion

Staff introduced Brittany Rouse and Keaton Cox with Kimley-Horn, who provided engineering updates on multiple ongoing projects, including State Highway 78 TxDOT Improvements, Cooper

Plaza, 544 Gateway, State Highway 78 & Alanis Drive Utility Extension, Downtown Parking, Regency Business Park, and FM 544 Corridor Master Plans. The Board discussed ensuring that there is no duplication of engineering efforts between the City of Wylie and WEDC. Staff and Kimley Horn assured the Board that there is no duplication of efforts.

President Dawkins then moved to Executive Session.

EXECUTIVE SESSION

Recessed into Closed Session at 7:59 a.m. in compliance with Section 551.001, et. seq. Texas Government Code, to wit:

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

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

Sec. 551.074. PERSONNEL MATTERS; CLOSED MEETING.

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

(1) to deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee; or

(2) to hear a complaint or charge against an officer or employee.

(b) Subsection (a) does not apply if the officer or employee who is the subject of the deliberation or hearing requests a public hearing.

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

ES2. Deliberation regarding commercial or financial information that the WEDC has received from a business prospect and to discuss the offer of incentives for Projects: 2022-1b, 2022-1c, 2023-1c, 2023-2d, 2023-8a, 2023-11b, 2024-2d, 2024-5a, 2024-5f, 2024-8d, 2024-9d, 2024-10c, 2024-12c, 2025-2a, 2025-3b, 2025-4a, 2025-4d, 2025-4e, 2025-4g, 2025-5b, 2025-5c, 2025-5f, 2025-5g, 2025-6a, 2025-6b, 2025-6c, 2025-6d, 2025-6e, 2025-6f, 2025-6g, 2025-7a, 2025-7b, 2025-7c, 2025-7d and 2025-7e.

President Dawkins left the meeting during Executive Session at 9:31 a.m.

RECONVENE INTO OPEN SESSION

Take any action as a result of the Executive Session.

Vice President Brininstool reconvened into Open Session at 9:31 a.m. and the Board took the following action:

Board Action

A motion was made by Melisa Whitehead, seconded by Harold Smith, to authorize the WEDC to enter into a Performance Agreement with Lanspring Investments, LLC/Cates Control Systems (Project 2024-2d) in an amount not to exceed \$600,000. A vote was taken and the motion passed 4-0.

Board Action

A motion was made by Harold Smith, seconded by Melisa Whitehead, to authorize the WEDC to enter into a Performance Agreement with Project 2023-11b in an amount not to exceed \$100,000, subject to Council approval. A vote was taken and the motion passed 4-0.

Vice President Brininstool then moved to the Regular Agenda Items.

REGULAR AGENDA

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

Discussion

Staff reminded the Board of the Purchase and Sale agreement approved on October 16, 2024. Staff stated that there have been some delays due to the Regency Business Park drainage analysis, flood studies, and regional improvements; therefore, they are requesting a 90-day extension of the Feasibility Period deadline. Approval of the Second Amendment would extend the Feasibility Period deadline from April 15, 2025, to July 14, 2025. Staff noted that closing would occur quickly once they get through Planning and Zoning.

Board Action

A motion was made by Melisa Whitehead, seconded by Harold Smith, to approve a Second Amendment to the Purchase and Sale Agreement between the WEDC and Aktrian Holdings, LLC, and further authorize the Board President or his/her designee to execute said agreement. A vote was taken, and the motion passed 4-0.

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

Discussion

Staff reminded the Board of the Performance Agreement with Phoenix Ascending Investments, LLC, and the First Amendment, which provided for an extension to the Certificate of Occupancy (CO) Deadline due to construction delays tied to WEDC's infrastructure work. While the agreement allows a 90-day extension to July 31, 2025, Staff recommends a Second Amendment to formally extend the CO Deadline to ensure that all required inspections are fully completed and eliminate any further extension options.

Board Action

A motion was made by Harold Smith, seconded by Melisa Whitehead, to approve a Second Amendment to the Performance Agreement between the WEDC and Phoenix Ascending Investments, LLC. A vote was taken, and the motion passed 4-0.

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

Discussion

Staff reminded the Board of the updated License Agreement between the WEDC and the Wylie Downtown Merchants Association, which the Board previously authorized on June 24, 2025, contingent on refining the term and performance conditions. Staff noted that the original discussion proposed a variable term dependent on delivery of key performance indicators and brand asset readiness, such as brand transfer within 2–3 years, followed by a 5-year marketing period. Staff shared that the License Agreement would include a flat 10-year term with the brand asset exchange to occur after the first five years, in which “Discover Wylie” would become property of WEDC and “Historic Downtown Wylie” would become property of WDMA. The remaining five years will be a marketing partnership with WEDC, continuing to promote Historic Downtown Wylie. Additionally, ongoing cost commitments for WEDC include \$35,000 annually for website hosting, maintenance, and updates for both brands during the term.

Board Action

A motion was made by Harold Smith, seconded by Melisa Whitehead, to approve a License Agreement between the WEDC and Wylie Downtown Merchants and further authorize the WEDC Executive Director to execute said Agreement. A vote was taken, and the motion passed 4-0.

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

Discussion

Staff provided an overview of the FY 2025-2026 WEDC Budget to the Board and noted that the same will be presented to the City Council on 7/22/25. Staff highlighted estimates of \$13.9 MM in available resources, including a \$5.6 MM beginning fund balance. Sales tax revenue is estimated to be \$5.3 MM. Staff anticipates \$2.8 MM in revenue from the sale of EDC properties. Personnel Services increased from \$666k to \$776k in early FY26 for the addition of one position to allow for cross-training due to retirement. Special Services/Real Estate is up from \$71k to \$221k due to site development (RBP). Special Services/Infrastructure is down from \$9MM to \$3.2MM due to the completion of multiple infrastructure projects. Engineering Services is up from \$855k to \$960k, which includes General Engineering, RBP Construction Plans, Downtown Parking Design, Downtown Building Civils, Downtown Building Architectural, 544 Corridor Civils, Environmental, and Misc Surveys/Concepts. Debt Service is up from \$1.2MM to \$1.8MM due to a projected increase related to Executive Session discussions and Confidential Project. Staff estimates a FY26 ending fund balance of \$3.6 MM.

Board Action

A motion was made by Harold Smith, seconded by Alan Dayton, to approve the FY 2025-2026 WEDC Budget as presented. A vote was taken, and the motion passed 4-0.

DISCUSSION ITEMS

DS1. Discussion regarding the Performance Agreement between WEDC and MLKJ Investments, LLC.

Discussion

Staff noted that MLKJ representative Mansour Khayal will be present at the August meeting to provide project updates. Staff then discussed MLKJ’s progress, which is provided to the Board on a weekly basis. Staff noted that MLKJ still plans to meet their deliverables this Fall, and there are

pending leases on this space. Staff discussed on-site delays/issues with the contractors, which MLKJ will elaborate on in the August meeting. Staff will continue to provide weekly project updates as requested by the Board. The Board discussed concerns regarding the state of the project and the lack of construction progress on-site.

DS2. Discuss issues surrounding WEDC loans.

Discussion

Staff discussed options for securing additional funds related to Executive Session discussions and confidential projects. For budgeting purposes, Staff has projected a loan scenario of \$7MM at a fixed 7% rate for 20 years. The closing of this loan is anticipated to occur within FY 24-25. However, should funding take longer than expected, the FY 25-26 budget would be amended accordingly. Additional information will be brought back to the Board in August or at a Special Called Meeting as needed, based on the anticipated necessary timeline.

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

Discussion

Staff continued the discussion related to the Staff Report, referencing the Agenda Report provided in the packet for additional updates pertaining to WEDC Property Updates, Temporary Access Agreements, Upcoming Events, and WEDC Activities/Programs. Staff shared updates on BRE and workforce, including possible expansion for two businesses, the launch of a new program with Wylie ISD CTE and North Texas Municipal Water District, and preparations for the upcoming Manufacturing Day. Staff noted that the overall engagement continues to trend upwards across all social media platforms this quarter.

FUTURE AGENDA ITEMS

There were no Items requested for inclusion on future agendas.

ADJOURNMENT

With no further business, Vice President Brininstool adjourned the WEDC Board meeting at 9:57 a.m.

Demond Dawkins, President

ATTEST:

Jason Greiner, Executive Director