

# Wylie Economic Development Corporation

## FY 2024 Annual Report

March 25, 2025

## **Financial Condition**

The Wylie Economic Development Corporation (WEDC) places a priority on financial reporting each year. According to the WEDC Bylaws, a review of all expenditures, accomplishments, and non-direct economic development activities must be presented to the City Council no later than April 1st each year.

At the end of each fiscal year, the WEDC undergoes an annual audit of its financial practices and transactions by a third-party firm chosen by the Wylie City Council and facilitated by the City of Wylie's Finance Department. The FY 2024 audit revealed no discrepancies or irregularities, as confirmed by the absence of notifications to the WEDC. To ensure a greater opportunity for a 'clean' audit, WEDC staff works closely with the Finance Department throughout the year so that there is a complete understanding of all WEDC activities by Finance staff and the same can be more accurately documented and communicated to the auditors.

The WEDC began the fiscal year with an anticipated fund balance of \$11,159,767, and the audited fund balance was later adjusted up to \$12,625,716. In FY 2024, sales tax receipts were up 8.37% over FY 2023 receipts with sales tax revenue totaling \$4,874,240 of available WEDC revenue. Other revenues included rental income of \$31,581, \$1,954 from Miscellaneous Income, -\$223,384 from the gain/loss sale of assets, and allocated interest of \$526,633. Total FY 2024 available operating funds totaled \$5,211,023.

Expenditures for WEDC operations were as follows: Personnel: \$585,447, Administrative costs: \$179,065, Marketing & Promotion activities: \$239,953, Debt Service: \$1,231,998, Land Acquisition: \$7,079 (which is offset by a Contra Capital adjustment: -\$7,079), Infrastructure Improvements/Utility Relocation: \$1,748,993, Direct Business Incentives: \$1,256,000, Payment to Taxing Units: \$4,073, and \$801,904 in Other expenses which included: engineering, surveys, flood/drainage studies, tree removal, environmental remediation on WEDC-owned properties, maintenance of WEDC-owned properties, and demolition of commercial/residential structures located at 104 S Ballard, 100 W Oak, 305 S Ballard, and 711 Cooper.

The Debt Service account includes three loans: the Jarrard Loan, due for full repayment in December 2026; the Series 2021 Note, for land acquisition; and the Series 2022 Note, for infrastructure improvements. On October 5, 2021, at the beginning of FY 22, the Series 2021 Note was funded, with loan terms of 240 months at a 3.48% interest rate with a 5-year call restriction. On July 20, 2022, the Series 2022 Note was funded, with loan terms of 240 months at a 4.8% interest rate with a 5-year call restriction. It is important to note that the WEDC Board may at its option prepay the principal amount of the Series 2021 Note in whole, or in part, on any payment date on or after November 5, 2026. Additionally, the WEDC Board may at its option prepay the principal amount of the Series 2022 Note in whole, or in part, on any payment date on or after August 20, 2027. The principal balance at year-end FY 2024 was \$14,882,097. With no additional principal reduction payments, total expenditures for FY 2024 were \$6,047,392.

As shown above, in FY 2024 the WEDC had \$1,256,000 in direct incentive payments. Within that figure, \$1,115,000 was paid to industrial projects and \$88,000 for office/medical/general commercial. The WEDC also forgave a final loan payment of \$20,000 pertaining to the LUV-ROS land purchase and a \$33,000 loan payment pertaining to the 106 N Birmingham land purchase. Of the incentive payments made, \$180,000 represented either a one-time commitment or the final payment on a multi-year agreement.

After considering the current FY land transactions including the sale of 607 Commerce to Phoenix Ascending/Day Lumber, 1001/1011 Squire to MLKJ, and the acquisition of right-of-way at Hwy 78 & Brown, the WEDC owns and manages 34.0438 acres of land with 5,011 square feet of improvements at a cost basis of \$14,063,964. In evaluating land that may be acquired, the WEDC Board of Directors assess the sites' potential for business park development, the need for a site to be redeveloped based upon the current state of aging improvements, and/or a strategic intervention to protect the property from development which may not reflect the highest and best uses for an identified area. The remaining debt associated with real estate at year-end FY 2023 was \$7,326,020.

The FY 2025 WEDC Budget projects \$9,228,547 in total revenues. Sales tax receipts, being the primary revenue source, are budgeted at \$4,990,217, sale of WEDC property at \$4,121,530, and rental income of \$4,800. Total Expenses are budgeted at \$15,276,661, with Land Purchases at \$1,000,000, Infrastructure Projects at \$9,020,667, Debt Service at \$1,231,998, Personnel \$666,499, and Incentives \$1,741,250. Within the Incentives budget, there are 7 ongoing projects and \$300,000 set aside for Future Projects that may come up this FY. Any additional incentive or infrastructure project not contemplated within the Budget and later approved by Council and the WEDC Board in FY 2025 will be funded from the end of year FY 2024 unallocated revenues equaling \$13,379,271.

As an ongoing performance indicator, staff tracks all commercial values as a percentage of the total assessed valuation. In 2024, commercial and industrial properties were valued at \$1.179B, or 13.6% of the total \$9.6B market value (less tax-exempt properties). Over the past five years, commercial and industrial values have increased by \$361MM (44.14%). Over the same period, total valuation has increased by \$3.9B or a 70.09% increase.

### **High-Impact Initiatives**

#### **544 Gateway Addition**

In 2016, the WEDC and the City began the process of assembling approximately 12 acres for redevelopment. Fronting FM 544 just west of Highway 78, the City acquired a 4.79-acre tract through a tax foreclosure that previously had EPA Superfund status. The remaining 7.42 acres were acquired by the WEDC from 2 property owners with frontage on FM 544 and Commerce Street.

As part of this redevelopment project, the following tasks were completed to remediate the property: receipt of a Ready for Reuse Certificate from EPA, removal of ±2 acres from the flood plain, creation of a Municipal Setting Designation, receipt of two Certificates of Completion via the Voluntary Cleanup Program from the TCEQ, demolition of dilapidated structures, relocation/expansion of previously existing tenant to Regency Business Park, and completion of significant fill and site work.

In early FY 2022, WEDC paid off the remaining balance associated with the acquisition of the WEDC-owned properties with the loan proceeds from the Series 2021 Note and purchased the 4.79-acre tract, formerly owned by the City Wylie for \$3,000,000. Since the project's inception, the WEDC has acquired 12.2 acres of land at \$5.7MM and paid for the remediation, demolition, dirt work, and maintenance of the property. Additionally, in June 2022, the WEDC completed the extension of the water line from the east along FM 544. This project not only enhances service to the 12-acre tract but also loops the water system to the east along Cooper Drive to Highway 78.

In early FY 2023, the WEDC entered into a contract for sale of the 1.56 AC Lot 2 with SCSD in the amount of \$1,295,256.60. In FY 2024, the WEDC sold the 3 AC Lot 6 to Phoenix Ascending in the amount of \$650,000 (\$250,000 cash to close/\$450,000 promissory note). In late 2024 (early FY 2025), the WEDC entered into a contract for sale of the 2 AC Lot 1 with Deft Ventures in an amount of \$1,500,000.

In January 2024, the WEDC approved a contract for the construction of John Yeager Way in the amount of \$1,766,920. The new street will connect traffic from FM 544, through the property, and connect with Business Way and Commerce Drive. The construction project is expected to wrap up in mid-2025.

### Jackson Avenue

In 2017, the WEDC closed on a 0.26-acre tract near the northwest corner of Jackson Avenue & Oak Street after negotiating with the property owner for over 2 years. In February 2019, the WEDC sold the lot to Rocking M, LLC to develop a 3,200-square-foot office building on the lot with the project receiving a Certificate of Occupancy in January 2020. The WEDC Board believed the office project will promote further investment in the downtown area and greatly complement the redevelopment of multiple residential structures into commercial uses.

To enhance future development in the downtown area, the WEDC invested in additional parking and alleyway improvements along N. Ballard Avenue and Jackson Avenue. These investments totaled \$280,000 for alleyways extending along Jackson Avenue between Oak Street & Marble Street and N. Ballard Avenue between Jefferson Avenue & Brown Street.

To assist with offsite parking for the Jackson Avenue Redevelopment Project and to complement the ever-growing need for parking, the WEDC has made it a priority to identify and facilitate the construction of additional parking in the downtown area within walking distance of the proposed

mixed-use project and Ballard Street shopping district. In FY 2024, the WEDC coordinated with Union Pacific to assist the City of Wylie in the process of acquiring the railroad right-of-way to secure additional future parking in the area. The WEDC is currently working with the City to facilitate additional parking along the existing roadways and to develop additional surface parking along the railroad tracks.

#### State Highway 78 & Brown Street- Cooper Plaza

In December 2018, City Council authorized the WEDC to start acquiring property in the area for this major Redevelopment Project. In early 2021, the WEDC acquired the last remaining commercial tract from TxDOT, a small strip of right-of-way, close to the intersection of Hwy 78 & Brown Street. In the fall of 2021, the WEDC used the loan proceeds from the Series 2021 Note to pay off the \$4,067,890 remaining balance associated with the acquisition of these WEDC properties.

In May 2020, the WEDC entered into a Development Agreement with the NTMWD for the relocation of the 42” water line. The \$1.7MM project was completed in mid-2023.

In March 2024, the WEDC approved a contract for TxDOT Improvements along Hwy 78 between Oak Street and Brown Street in the amount of \$1,038,488. The project includes the realignment of Marble Street, three deceleration lanes, and two hooded left-hand turns to accommodate the development of Cooper Plaza, a proposed mixed-use development (Retail, Restaurant, and Office) at the intersection of SH 78 and Brown Street. The construction project provides direct access to all seven lots and is currently pending final inspection approvals.

In June 2024, the WEDC approved a contract for the installation of infrastructure to serve Cooper Plaza, in the amount of \$7,734,798. The infrastructure installation will also include the construction of a detention pond to serve as a regional drainage solution in Downtown Wylie. This project is currently at 47% completion, with a projected release date of July 2025.

In late 2020, the WEDC entered into a contract for sale of the 1.739 AC Lot 1 with McClure Partners Construction. The real estate agreement was tied to the completion of the 42” water line relocation and the installation of TxDOT improvements and was sold in December 2024 in the amount of \$1,515,340. This project serves as a catalyst for the overall 12-acre redevelopment adjacent to Historic Downtown Wylie, with 7-Eleven set to open in Sept/Oct 2025. The WEDC will work on updated concept plans for the office space and the remaining Retail, QSR, and Restaurant Pads will continue to be marketed for sale.

#### State Highway 78 – Wylie Logistics Park

Over the years, the WEDC has experienced great success in attracting investment and primary jobs via the development of business parks. Between the development of Premier Business Park, 544 Industrial Park, and Premier Business Park South, the WEDC facilitated the development of

862,000 square feet of new construction, over 800 new/retained jobs, and nearly \$100MM in taxable value - on only 70 acres.

The \$64MM Wylie Intermodal Terminal opened in 2015 and expanded in 2018. In early 2023, the \$31 billion merger between Canadian Pacific Railway (CP) and Kansas City Southern (KCS) received a green light from the Surface Transportation Board, which created CPKC. The merger created the first truly North American Railroad, with the US-Mexico-Canada rail network connecting Wylie to 128 million consumers in Mexico as well as 38 million consumers in Canada. In late 2023, construction started on a 30-acre automotive facility at the 500-acre Wylie Intermodal Terminal, which opened in June 2024. With roughly 200 acres of prime real estate along Hwy 78, Wylie is an ideal location for high-efficiency, multi-commodity, transload, and logistics investments.

### **Performance Agreements & Infrastructure Reimbursement**

**American Entitlements, LLC.** American Entitlements had already completed the 1,300 SF expansion of its downtown office and invested over \$200,000, but their performance obligations are ongoing through 2025. They are still eligible to receive \$1,000 for each new job created, with a maximum incentive of \$35,000, payable over a three-year period. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$272,490 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$7.78 in our community.

**AXL, LLC.** In November 2021, the WEDC entered into a Performance Agreement with AXL, LLC. to assist with their corporate relocation, equipment investment, and the hiring of additional employees. The Agreement provides a \$35,000 relocation assistance package with a \$500 incentive payment for every incumbent worker and a \$1,000 incentive for every new FTE added over a three-year period. The total maximum incentive cannot exceed \$65,000. To date, AXL has received \$46,500 and will be eligible for the remaining balance through FY 2025. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$355,104 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$5.46 in our community.

**CLF II LI Wylie Owner, LLC.** Lovett Development completed the construction of the 272,160 SF [Wylie Business Center](#) in February 2024 and announced their first lease to Chint Power Systems for 76,433 SF of the building. Lovett invested over \$20MM on the project and the Agreement outlined a reimbursement incentive of \$1.3MM for the installation of qualified infrastructure associated with the project and improvements at Hwy 78 and Anson Pkwy. WEDC processed the first reimbursement for this project in FY 2024. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$4.4MM in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this developer invests \$3.38 in our community.

**Dank Real Estate.** Deanan Popcorn completed its performance obligations for its equipment expansion in 2024. Deanan invested more than \$650,000 on the project and the Agreement outlined a reimbursement of \$30,000 for their new equipment and the creation of four additional FTEs. This PA was fully satisfied in FY 2024. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$59,504 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$1.98 in our community.

**Firewater Investments, LLC.** Firewater Investments completed its performance obligations for its equipment expansion in 2024. Firewater invested more than \$1.5MM on the project and the Agreement outlined a reimbursement of \$300,000 for relocation of the business operations, renovation of their new facility, new equipment investment, the installation of qualified infrastructure, and the creation of 10 additional jobs. This PA was fully satisfied in FY 2024. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$1MM in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$3.36 in our community.

**Glen Echo Brewing LLC.** Glen Echo Brewing completed the remodel of its 4,125 SF downtown Brewery and Taproom in early 2024. Glen Echo invested over \$1MM on the project and the Agreement outlined a reimbursement incentive of \$100,000 & \$100,000 promissory note for the renovation of the former automotive repair building by retrofitting it for a brewery, installing a new foundation, and adding a fire suppression system. Year One of this PA and the first year of loan forgiveness was satisfied in FY 2024. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$342,202 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$1.71 in our community.

**North Dallas Wylie Land Investors, LLC.** North Dallas Wylie Land Investors completed its performance obligations for its expansion in 2024. North Dallas Wylie Land Investors invested over \$3MM on the project and the Agreement outlined a reimbursement incentive of \$120,000 for the construction of a new 8,000 SF medical office building and infrastructure assistance. This PA was fully satisfied in FY 2024. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$320,202 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$2.67 in our community.

**Sanden International (U.S.A.), Inc.** [Sanden International](#) completed its equipment expansion in late 2023 and opened the very first EV AC Compressor production line in North America. Sanden invested over \$31MM on the project and the Agreement outlined a \$500,000 performance agreement for their facility renovation, new equipment investment, and the retention of 240 FTEs. Year one of this PA was satisfied in FY 2024. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$812,616 in overall tax revenue for the City of Wylie over

the next 10 years. For every \$1 that the WEDC invests, this business invests \$1.63 in our community.

**LUV-ROS Holdings, LLC.** LUV-ROS completed its performance obligations for its expansion in 2024. LUV-ROS invested over \$1.97MM on the project and the Agreement outlined a reimbursement incentive of \$10,000 & \$60,000 promissory note for the 10,000 SF expansion to the existing manufacturing facility which included a new fire suppression system, a \$400,000 equipment investment, and four new full-time employees. With the final loan forgiveness requirements satisfied, this note was fully forgiven in FY 2024. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$218,301 in tax revenue over a ten-year period. For every \$1 that the WEDC invests, this developer is investing \$3.12 in our community.

### **New Projects for FY 2024**

**Cates Control Systems, Inc.** In March 2024, the WEDC entered into a Performance Agreement with (Project 2013-9a) Cates Control Systems for the relocation of their corporation headquarters and at least 30 full-time employees. The \$45,000 reimbursement is associated with the relocation expenses and was fully satisfied in FY 2024. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$358,501 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$7.97 in our community.

**Phoenix Ascending Investments, LLC:** In June 2023, WEDC authorized the sale of Lot 6, Block A, 544 Gateway Addition, a 3.000-acre lot located on West Kirby Street in the amount of \$650,000 (with \$200,000 cash to close and a \$450,000 promissory note). The WEDC closed on the property in FY 2024, on November 2, 2023, and the Performance Agreement outlines a \$450,000 loan forgiveness for the new construction of a 5,914 SF office and qualified infrastructure investment. Phoenix Ascending anticipates the first office building will be complete in April 2025. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$1.5MM in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business invests \$3.33 in our community.

**MLKJ Investments LLC - Purchase & Sale Agreement & Performance Agreement:** In late 2022, WEDC approved a PSA with MLKJ Investments in the amount of \$500,000 (\$300,000 cash to close/\$200,000 promissory note) for the sale of Lots 2, 3, and 4 of Wyndham Estates, Phase III at Squire Drive/Eubanks Lane. This Purchase and Sale Agreement was later amended to allow adequate time for the buyer to obtain construction costs and to allow the WEDC tenant to relocate. MLKJ Investments closed on this property in FY 2024, on December 1, 2023. In November 2023, the WEDC approved a PA with MLKJ the amount of \$80,000 to construct a minimum of 45,000 SF of office/warehouse flex space with an anticipated capital investment in excess of \$5MM.



MLKJ anticipates the first building will be complete in late 2025. The Economic Impact Analysis (EIA) indicates that this project will generate an estimated \$411,393 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this developer invests \$1.47 in our community.

### **BRE, Entrepreneurship, and Community Development**

As Wylie approaches buildout and Collin County continues to experience rapid growth, the WEDC remains committed to supporting local businesses alongside our community partners—the City of Wylie, Wylie ISD, Wylie Chamber of Commerce and Collin College. Through personal visits, facility tours, and one-on-one discussions, WEDC gains valuable insights into business operations, challenges, and growth opportunities. These engagements form the foundation of the Business Retention and Expansion (BRE) program, connecting businesses with resources, strategies, and solutions tailored to their needs.

Whether businesses seek to strengthen workforce development, expand operations, navigate regulatory challenges, or enhance their market reach, the WEDC proactively provides support. Strong partnerships with an engaged City Council and local leadership further foster a business-friendly environment that encourages collaboration, networking, and growth.

### **Workforce Development and Training**

Attracting and retaining skilled employees remains one of the most pressing challenges for businesses. Workforce training programs help address this issue by upskilling existing employees and preparing new talent for industry demands. In 2024, WEDC partnered with the Texas Workforce Commission (TWC), Workforce Solutions for North Central Texas (WSNCT), and Collin College to secure \$235,892 in Skills Development Fund (SDF) grants for three local businesses. These grants will support job-related training for 104 employees throughout 2025.

Beyond training, WEDC connects businesses with workforce pipelines, from entry-level employees to experienced veterans transitioning to civilian careers. Through initiatives like Wylie ISD's Build Your Future Career Day, Collin College's Career Fair, and Workforce Solutions' Red, White, and You Career Fair, employers gain direct access to a skilled talent pool. Additionally, employer connections are facilitated to veteran transition programs such as Skillbridge and NextOp.

### **Expanding Market Opportunities**

In 2024, WEDC hosted a workshop to help local businesses access government contracting opportunities, particularly with the U.S. Department of Defense (DoD). Led by APEX Crosstimbers, a DoD-funded business accelerator, the hands-on session guided businesses through

the complexities of SAM.gov registration, government procurement strategies, and solicitation valuation.

National recognition events—Small Business Week, Economic Development Week, Manufacturing Day, and Entrepreneurs Day— are leveraged to spotlight and support the local business community. Each year, the Wylie City Council issues proclamations to honor these initiatives and recognize the contributions of local businesses.

### **Manufacturing Day (MFG Day) Impact**

MFG Day, an initiative launched by The Manufacturing Institute, aims to dispel misconceptions about manufacturing careers and showcase opportunities within the industry. Since 2018, Wylie’s MFG Day has evolved from a single-day event into a monthlong series of educational activities, industry tours, and community engagement efforts.

Each year, the event kicks off with proclamations from the Wylie City Council and the State of Texas, with local manufacturers in attendance. In 2024, WEDC expanded its Industry Appreciation event to include local caterers and food establishments, further promoting small businesses in the community.

MFG Day programming provides firsthand exposure to high-tech manufacturing environments. Community tours allow residents to see advanced technologies in action, while industry visits help Career and Technical Education (CTE) teachers align lesson plans with real-world applications. Since its inception, MFG Day in Wylie has facilitated 277 student and community tours at 21 manufacturers, introducing 1,070 students to potential careers in their fields of study.

### **Shop Local & Discover Wylie**

To further strengthen local businesses, WEDC continued its Shop Local campaign and expanded the Discover Wylie Gift Guide in 2024, reaching a broader audience. The 'Wylie Grinch' social media campaign complemented these efforts, driving engagement and encouraging holiday shopping within the community. Along with Social Media Rescue and the Wylie Entrepreneurs Expo, these initiatives reflect WEDC’s ongoing commitment to fostering a thriving local economy and supporting the businesses that make our community unique.

## 2025 Goals & Objectives

### Downtown Revitalization and Expansion

- TxDOT - Median Improvements / Decel Lane Installation – *Early 2025*
- Cooper Plaza - Infrastructure Installation – *Mid 2025*
- Cooper Plaza – Updated Concept Plans & Market/Sell Lots – *Ongoing*
- Jackson Avenue Parking, Engineering & Design – *Late 2025*
- RR ROW - Plan/Install Additional Parking - *TBD*
- Birmingham Street & Jefferson Avenue – Road Extensions – *TBD*
- South Ballard Overlay & Concept Plans – *TBD*

### 544 Gateway Corridor

- 544 Gateway Addition - John Yeager Way - Infrastructure Installation – *Mid 2025*
- 544 Gateway Addition - Market/Sell WEDC Properties – *Ongoing*
- 544 Corridor Flood Study & IPO for City's 19 AC – *Mid 2025-2026*

### Hwy 78 Developments (Eubanks to Wylie East)

- Atmos Gas - Main Line Extension and Installation - *Mid 2025*
- TxDOT Median Improvements / Decel Lanes Installation – *Early 2025 to Early 2026*

### Expand/Promote BRE and Workforce Programs

- Expand relationships with Community Resource Partners
  - Career Fair / Hiring Events / Seminars
  - HR Roundtable / CEO Roundtable / Community Roundtable
- Grow MFG Day/Month & Training Opportunities Locally
  - Expand Tour Options, Locations, and Hours for the General Public
  - Expand the Workforce Luncheon, MFG Dinner, and Networking Event
- Expand/Promote Entrepreneurship and Small Business Assistance Programs
  - Expand Training & Enrichment Programs with the Chamber of Commerce
  - Grow Small Business Week Awareness and Promote EconDev Week
  - Grow the Entrepreneur Expo & Small Business Support Programs