

Minutes
Wylie Economic Development Corporation
Board of Directors Meeting
March 3, 2021 – 8:30 A.M.
300 Country Club Road, Building #100
Wylie, TX 75098

CALL TO ORDER

Announce the presence of a Quorum

President Demond Dawkins called the regular meeting to order at 8:32 a.m. Board Members present were John Yeager, Melisa Whitehead, and Gino Mulliqi. Board Member Tim Gilchrist was absent.

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

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

INVOCATION & PLEDGE OF ALLEGIANCE

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

COMMENTS ON NON-AGENDA ITEMS

With no citizen participation, President Dawkins 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 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 January 20, 2021 Regular Meeting and the February 5, 2021 Special Called Meeting of the WEDC Board of Directors.**
- B. **Consider and act upon approval of the January 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 4-0.

ACTION ITEMS

- 1. **Consider and act upon a Performance Agreement between the WEDC and Ballers Elite - The Lab LLC.**

Staff Comments

Staff noted that this item was originally presented to the Board in January 2021 and received City Council approval in February 2021. Ballers Elite requested assistance with the reimbursement of development fees related to the construction of a new 6,776 square foot building at 1400 Martinez Lane. Ballers Elite plans to invest over \$700,000 on the project over the next 6 months and the Agreement outlines a maximum fee reimbursement of \$20,000. The Economic Impact Analysis (EIA) indicates that the project will generate approximately \$109,429 in overall tax revenue for the City of Wylie over the next 10 years. For every \$1 that the WEDC invests, this business is investing \$33.50 in our community. Additional estimates of tax revenue generated over the next 10 years includes \$13,025 for Collin County, \$28,500 for WISD, and \$6,304 for Collin College.

Board Action

A motion was made by John Yeager, seconded by Melisa Whitehead, to approve a Performance Agreement between the WEDC and Ballers Elite - The Lab LLC, providing for a maximum infrastructure reimbursement incentive of \$20,000 and further authorizing the WEDC Executive Director to execute said Agreement. A vote was taken, and the motion passed 4-0.

2. **Consider and act upon the award of bid for the F.M. 544 waterline extension to CalHar Construction, Inc. in the amount of \$207,584 and further authorizing the Executive Director to execute any and all necessary documents.**

Staff Comments

Staff noted that this item had been previously presented in March 2020, with the Board opting to table due to uncertainties related to COVID-19. Staff recently contacted CalHar Construction to review options for proceeding with the waterline extension and received an updated bid for the project in the amount of \$207,584. As a result, consideration of the waterline extension has been brought back as a new agenda item to reflect the updated amount. Staff noted that approval of this project would be required to move forward with a pending real estate transaction and overall realization of the 544 Gateway Property.

Board Action

A motion was made by Gino Mulliqi, seconded by John Yeager, to award bid to CalHar Construction, Inc. in the amount of \$207,584, and further authorizing the Executive Director to execute any and all necessary documents. A vote was taken, and the motion passed 4-0.

DISCUSSION ITEMS

3. **Staff report: WEDC Property Update, License Agreement, WEDC Office/Insurance Claim, Engineering Report, Mid-Year Budget Amendments, Upcoming Events, and WEDC Activities/Programs.**

Staff noted that sales tax revenue allocations for the months of January and February continue to trend upward year-over-year.

Staff discussed the recent structure demolition at 201 Industrial Court. Staff discussed the review of a temporary access agreement drafted by the attorneys for use of WEDC-owned properties. The Board expressed interest in reviewing any agreements on a case-by-case basis due to the variety of requests that could be submitted.

Staff discussed the recent freeze, noting that the WEDC offices flooded because of waterline breaks in the building. TML is in the process of evaluating damages and staff will keep the Board informed as the process of furniture/equipment replacement takes place. Staff noted that any necessary mid-year budget amendments would be presented to the Board at the next meeting, with the Board opting to reschedule the March meeting to 3-31-21 to allow time for additional information from insurance, if necessary.

Staff discussed recent changes to the marketing calendar due to the ice storm, noting that the WEDC and Retail Coach presentation to City Council was rescheduled to 3/23 and the HR Alliance was moved to 4/1. Staff noted Bisnow webinars related to developments along State Highway 121 and industrial logistic updates for DFW and invited the Board to participate if interested. Small Business Week events are in the planning stage and staff will provide more details at the next meeting.

EXECUTIVE SESSION

Recessed into Closed Session at 8:53 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 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, 2020-10b, 2020-11b, 2021-1d, 2021-1f, 2021-2b and 2021-2c.

Sec. 551.074. PERSONNEL MATTERS; CLOSED MEETING.

- ES3. Executive Director's Annual Review.

RECONVENE INTO OPEN SESSION

Take any action as a result from Executive Session.

President Demond Dawkins reconvened into Open Session at 10:48 a.m. and took the following action:

Board Action

A motion was made by Gino Mulliqi, seconded by Melisa Whitehead, to provide a 3% merit increase to the Executive Director, retroactive to February 1, 2021. A vote was taken, and the motion passed 4-0.

FUTURE AGENDA ITEMS

Board Member Mulliqi requested that the staffing model for Wylie EDC be added to Executive Session at the next meeting.

ADJOURNMENT

With no further business, President Dawkins adjourned the WEDC Board meeting at 10:49 a.m.



Demond Dawkins, President

ATTEST:



Jason Greiner, Executive Director