



**CITY OF WINDCREST ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS
JUNE 10, 2026**

CITY COUNCIL CHAMBERS - 8601 MIDCROWN

5:30 PM

NOTICE IS HEREBY GIVEN THAT A **REGULAR** MEETING OF THE BOARD OF DIRECTORS OF THE WINDCREST ECONOMIC DEVELOPMENT CORPORATION (WEDC) WILL BE HELD AT WINDCREST CITY HALL, 8601 MIDCROWN, WINDCREST, TEXAS ON WEDNESDAY, JUNE 10, 2026, STARTING AT 5:30 PM. DURING THE MEETING, THE BOARD WILL CONSIDER, DELIBERATE, AND MAY TAKE ACTION UPON ANY OF THE SUBJECTS LISTED BELOW.

"The Board Intends To Have A Quorum Physically Present At The Above Address. Board Members Not Physically Present May Participate By Live Two-Way Video And Audio Feed Following The Texas Open Meetings Act."

Vision Statement: Nourish And Develop A Vibrant Community That Consistently Pushes The Limits.

Mission Statement: Facilitate Interaction Between Business, City, And Other Community Organizations To Nourish The Economic Health And Well-Being Of Windcrest, Its Citizens, And The Region.

Request All Pagers And Cell Phones Be Turned Off, Except Emergency On-Call Personnel. Citizens Are Asked To Refrain From Talking During Proceedings Unless Recognized By The Presiding Officer.

CITIZEN COMMUNICATION: AS A COURTESY TO CITIZENS IN ATTENDANCE, AND AT THE DISCRETION OF THE PRESIDING OFFICER OF THE MEETING, CITIZENS WILL BE GIVEN A REASONABLE OPPORTUNITY TO STATE THEIR COMMENTS OR ASK QUESTIONS REGARDING ANY ITEM ON THE AGENDA, BEFORE THE BOARD TAKES ACTION ON ANY ACTION ITEMS LISTED. THE BOARD REQUESTS COMMENTS BE BRIEF, TO THE POINT, AND NO LONGER THAN 6 MINUTES. TIME CANNOT BE YIELDED TO ANOTHER SPEAKER. PLEASE NOTE THAT THE BOARD MAY NOT BE PERMITTED TO RESPOND TO QUESTIONS OR COMMENTS.

It's Important To Note That The Items Listed On The Agenda Below May Not Be Discussed Or Considered In The Order They Are Presented. If Any Item On The Agenda Requires Discussion In An Executive Or Closed Session, The Board Will Convene As Permitted By And Following Texas Government Code Chapters 551.071 And 551.090.

Consistent With Windcrest City Council Resolution No. 292, The WEDC Board Elects To Audio And Video Record Its Meetings. The Recordings Are Preserved Electronically As The Official Minutes Of Its Meetings.

NOTICE OF ASSISTANCE AT THE PUBLIC MEETING

The City Of Windcrest Council Chambers Are Wheelchair Accessible, And Accessible Parking Spaces Are Available. In Compliance With Americans With Disabilities Act, The City Of Windcrest Will Provide Reasonable Accommodations For Persons Attending The Meeting. To Better Serve You, Requests Should Be Received 48 Hours Prior To The Meeting. Please Contact The City Secretary'S Office, At 210-655-0022 Ext. 2150 Or Fax 210-655-8776, Or 711 Texas Relay.

I. CALL TO ORDER

1. Roll call and Establish Quorum
2. Vote to excuse absent board member(s), if applicable
3. Pledge of Allegiance
4. Prayer

II. CITIZENS TO BE HEARD

Members of the public may sign up to provide public comments to the Board of Directors, as per City and Board regulations and guidelines.

NOTE: Citizens may address the WEDC on topics not on the agenda for no more than three (3) minutes. An email statement may be sent to the WEDC Coordinator at knelson@windcrest-tx.gov to be read into the meeting to the WEDC Board.

III. VISITORS/PRESENTATIONS

- a) Executive Directors Report regarding Economic Development Activities.
- b) Current Financials (Balance, Revenue & Expense) ending April, 2026

IV. DISCUSSION AND ACTION

- a) FY2027 Proposed Budget
- b) Holiday Inn Express Possible Sale / New Owner
- c) Marketing Grant Program

V. EXECUTIVE SESSION

Per Texas Local Govt. Code Sections 551.072, 551.071, 551.087 Consultation with Legal Counsel regarding real estate transactions, discussion regarding the purchase, lease, or exchange of real property within the City of Windcrest, and economic development/redevelopment of property to include active and confidential economic development projects. The Windcrest Economic Development Corporation reserves the right to adjourn into executive session at any time during course of the meeting to discuss any matter listed below:

VI. RESUME OPEN SESSION

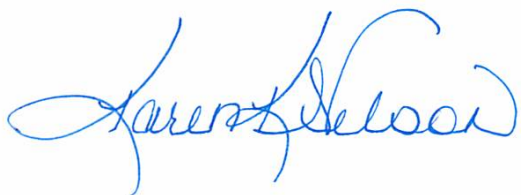
Consider and take possible action on matters discussed in the executive session, potential purchase of real property, and economic incentive requests.

VII. GENERAL ANNOUNCEMENTS AND FUTURE AGENDA ITEMS REQUESTED

VIII. ADJOURNMENT

I, the undersigned authority, do hereby certify that the above Notice of Meeting of the Windcrest Economic Development Corporation Board of Directors of the City of Windcrest is a true and correct copy of said Notice and was posted on the bulletin board at City Hall of said City in a convenient place to the public and said Notice was posted more than three (3) business days prior to the meeting on June 10, 2026.

BY:



Karen K. Nelson, WEDC Liason
Business Retention and Expansion Coordinator

CITY OF WINDCREST
SELECTED BUDGET BALANCE SHEET
AS OF: APRIL 30TH, 2026

13 -ECONOMIC DEVELOPMENT CORP

ACCOUNT #	ACCOUNT DESCRIPTION	BALANCE	
ASSETS			
=====			
13-1102	CLAIM ON CASH	(3,007.17)	
13-1105	CASH - CHECKING	835,930.01	
13-1115	INVESTMENTS-TEXPOOL#15900001	0.00	
13-1116	INVESTMENTS-TEXPOOL#15900003	0.00	
13-1117	COMMERCE BANK	0.00	
13-1118	EDC - Investment First Public	1,179,443.95	
13-1200	COMPUTERS AND MONITORS	0.00	
13-1201	FURNITURE AND FIXTURES	0.00	
13-1202	BUILDING AND IMPROVEMENTS	0.00	
13-1204	PREPAID SALES TAX	0.00	
13-1205	PREPAID OTHER	(1,410.92)	
13-1250	ACCUMULATED DEPRECIATION	0.00	
13-1315	DUE FROM GENERAL FUND	0.00	
13-1510	A/R SALES TAX	<u>0.00</u>	
		<u>2,010,955.87</u>	
TOTAL ASSETS			2,010,955.87
			=====
LIABILITIES			
=====			
13-2200	WAGES PAYABLE	0.00	
13-2217	COMMERCE BANK	(4,066.32)	
13-2315	DUE TO GENERAL FUND	0.00	
13-2320	DUE TO TAXING ENTITIES	0.00	
13-2400	A/P PENDING	0.00	
13-2401	ACCOUNTS PAYABLE	0.00	
13-2410	A/P - SALES TAX	0.00	
13-2451	A/P SALES TAX PAYBACK	<u>0.00</u>	
	TOTAL LIABILITIES	(<u>4,066.32</u>)	
EQUITY			
=====			
13-3201	FUND BALANCE	<u>1,856,012.27</u>	
	TOTAL BEGINNING EQUITY	1,856,012.27	
TOTAL REVENUE		393,020.05	
TOTAL EXPENSES		<u>234,010.13</u>	
TOTAL INCREASE/(DECREASE) IN FUND BAL.		159,009.92	
TOTAL EQUITY & FUND BALANCE		<u>2,015,022.19</u>	
TOTAL LIABILITIES, EQUITY & FUND BALANCE			2,010,955.87
			=====

CITY OF WINDCREST
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: APRIL 30TH, 2026

13 -ECONOMIC DEVELOPMENT CORP

% OF YEAR COMPLETED: 58.33

	SELECTED ORIGINAL	SELECTED AMENDED	CURRENT PERIOD	YEAR TO DATE BALANCE	PRIOR YEAR YTD BALANCE	TOTAL ENCUMBERED	% OF BUDGET	BUDGET BALANCE
<u>REVENUE SUMMARY</u>								
ALL REVENUES	<u>667,300</u>	<u>667,300</u>	<u>56,730.30</u>	<u>393,020.05</u>	<u>0.00</u>	<u>0.00</u>	<u>58.90</u>	<u>274,279.95</u>
TOTAL REVENUES	667,300	667,300	56,730.30	393,020.05	0.00	0.00	58.90	274,279.95
<u>EXPENDITURE SUMMARY</u>								
<u>00-GENERAL EXPENDITURES</u>								
SALARIES & BENEFITS	244,700	244,700	20,039.97	121,836.48	0.00	0.00	49.79	122,863.52
OTHER EXPENSES	421,600	421,600	23,236.10	112,173.65	0.00	0.00	26.61	309,426.35
CAPITAL EXPENSES	0	0	0.00	0.00	0.00	0.00	0.00	0.00
OTHER INCOME/EXPENSES	<u>0</u>	<u>0</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL 00-GENERAL EXPENDITURES	666,300	666,300	43,276.07	234,010.13	0.00	0.00	35.12	432,289.87
TOTAL EXPENDITURES	666,300	666,300	43,276.07	234,010.13	0.00	0.00	35.12	432,289.87
REVENUE OVER/ (UNDER) EXPENDITURES	1,000	1,000	13,454.23	159,009.92	0.00	0.00	5,900.99 (	158,009.92)

CITY OF WINDCREST
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: APRIL 30TH, 2026

13 -ECONOMIC DEVELOPMENT CORP

% OF YEAR COMPLETED: 58.33

REVENUES	SELECTED ORIGINAL	SELECTED AMENDED	CURRENT PERIOD	YEAR TO DATE BALANCE	PRIOR YEAR YTD BALANCE	TOTAL ENCUMBERED	% OF BUDGET	BUDGET BALANCE
13-4115 SALES TAX (.25)	650,000	650,000	51,623.05	357,932.78	0.00	0.00	55.07	292,067.22
13-4301 INTEREST	17,300	17,300	5,107.25	35,087.27	0.00	0.00	202.82 (	17,787.27)
TOTAL REVENUES	667,300	667,300	56,730.30	393,020.05	0.00	0.00	58.90	274,279.95

CITY OF WINDCREST
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: APRIL 30TH, 2026

13 -ECONOMIC DEVELOPMENT CORP

% OF YEAR COMPLETED: 58.33

DEPARTMENTAL EXPENDITURES	SELECTED ORIGINAL	SELECTED AMENDED	CURRENT PERIOD	YEAR TO DATE BALANCE	PRIOR YEAR YTD BALANCE	TOTAL ENCUMBERED	% OF BUDGET	BUDGET BALANCE
00-GENERAL EXPENDITURES								
=====								
<u>SALARIES & BENEFITS</u>								
13-500-009 SALARIES - EDC	87,500	87,500	9,021.51	44,741.11	0.00	0.00	51.13	42,758.89
13-500-010 ADMINISTRATIVE EXPENSES	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-020 EDC OVERTIME	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-030 SOCIAL SECURITY-EDC	5,500	5,500	230.04	3,001.95	0.00	0.00	54.58	2,498.05
13-500-040 HEALTH INSURANCE-EDC	10,500	10,500	45.25	4,737.14	0.00	0.00	45.12	5,762.86
13-500-050 RETIREMENT-EDC	10,500	10,500	449.57	5,987.64	0.00	0.00	57.03	4,512.36
13-500-053 CELL PHONE ALLOW.	600	600	0.00	0.00	0.00	0.00	0.00	600.00
13-500-060 WORKERS COMPENSATION-EDC	600	600	0.00	0.00	0.00	0.00	0.00	600.00
13-500-070 UNEMPLOYMENT COMPENSATION	500	500	0.00	63.00	0.00	0.00	12.60	437.00
13-500-080 CONTRACT LABOR	129,000	129,000	10,293.60	63,305.64	0.00	0.00	49.07	65,694.36
TOTAL SALARIES & BENEFITS	244,700	244,700	20,039.97	121,836.48	0.00	0.00	49.79	122,863.52
<u>OTHER EXPENSES</u>								
13-500-100 PUBLIC RELATION FEES-GENERAL	2,000	2,000	0.00	0.00	0.00	0.00	0.00	2,000.00
13-500-115 PHONE SERVICES	1,200	1,200	87.40	262.37	0.00	0.00	21.86	937.63
13-500-120 DUES & SUBSCRIPTIONS	1,000	1,000	0.00	0.00	0.00	0.00	0.00	1,000.00
13-500-130 TRAINING	4,000	4,000	0.00	1,840.00	0.00	0.00	46.00	2,160.00
13-500-132 TRAVEL	10,000	10,000	245.44	1,063.09	0.00	0.00	10.63	8,936.91
13-500-135 MEALS & ENTERTAINMENT	5,000	5,000	358.72	744.37	0.00	0.00	14.89	4,255.63
13-500-150 EMP MED COST ASSIST	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-200 COMPUTER MAINTENANCE	11,000	11,000	1,129.43	2,663.89	0.00	0.00	24.22	8,336.11
13-500-201 WEBSITE MAINTENANCE	0	0	0.00	2,783.37	0.00	0.00	0.00 (	2,783.37)
13-500-205 RENT	15,700	15,700	1,400.67	9,183.69	0.00	0.00	58.49	6,516.31
13-500-206 FURNITURE AND FIXTURES	1,000	1,000	0.00	0.00	0.00	0.00	0.00	1,000.00
13-500-207 EQUIPMENT, COMPUTER & OTHER	1,000	1,000	0.00	1,674.15	0.00	0.00	167.42 (	674.15)
13-500-208 INTERNET SERVICES	3,000	3,000	372.78	1,437.71	0.00	0.00	47.92	1,562.29
13-500-209 REPAIR AND MAINTENANCE	500	500	0.00	0.00	0.00	0.00	0.00	500.00
13-500-210 LIABILITY INSURANCE	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-250 LEGAL EXPENSES	40,000	40,000	6,500.00	28,669.45	0.00	0.00	71.67	11,330.55
13-500-290 AUDIT	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-291 ACCOUNTING SERVICES	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-292 IT SERVICES	5,500	5,500	0.00	2,501.63	0.00	0.00	45.48	2,998.37
13-500-325 SALES TAX COLLECTION SERVICE	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-430 SUPPLIES	3,000	3,000	0.00	266.45	0.00	0.00	8.88	2,733.55
13-500-510 VEHICLE EXPENSE-EDC	3,000	3,000	40.00	120.00	0.00	0.00	4.00	2,880.00
13-500-540 VEHICLE FUEL	1,000	1,000	150.01	304.01	0.00	0.00	30.40	695.99
13-500-590 POSTAGE	700	700	0.00	0.00	0.00	0.00	0.00	700.00
13-500-640 COPIER USAGE	1,000	1,000	0.00	0.00	0.00	0.00	0.00	1,000.00
13-500-700 CONTINGENCIES	3,000	3,000	159.65	3,167.47	0.00	0.00	105.58 (	167.47)
13-500-701 CONSULTING/PLANNING/INFRASTR	40,000	40,000	0.00	0.00	0.00	0.00	0.00	40,000.00
13-500-702 COLLATERAL MATERIAL	10,000	10,000	0.00	0.00	0.00	0.00	0.00	10,000.00
13-500-703 SPONSORSHIP, REGIONAL MARKET	2,000	2,000	0.00	1,125.00	0.00	0.00	56.25	875.00
13-500-704 COMM.REV/STORE FRONT GRANT	50,000	50,000	0.00	0.00	0.00	0.00	0.00	50,000.00
13-500-750 EDC PROJECTS	152,000	152,000	12,792.00	12,792.00	0.00	0.00	8.42	139,208.00
13-500-751 PROMOTING WINDCREST	15,000	15,000	0.00	1,575.00	0.00	0.00	10.50	13,425.00
13-500-752 SERVICES AGREEMENT GEN. FUND	40,000	40,000	0.00	40,000.00	0.00	0.00	100.00	0.00
TOTAL OTHER EXPENSES	421,600	421,600	23,236.10	112,173.65	0.00	0.00	26.61	309,426.35

CITY OF WINDCREST
REVENUE & EXPENSE REPORT (UNAUDITED)
AS OF: APRIL 30TH, 2026

13 -ECONOMIC DEVELOPMENT CORP

% OF YEAR COMPLETED: 58.33

DEPARTMENTAL EXPENDITURES	SELECTED ORIGINAL	SELECTED AMENDED	CURRENT PERIOD	YEAR TO DATE BALANCE	PRIOR YEAR YTD BALANCE	TOTAL ENCUMBERED	% OF BUDGET	BUDGET BALANCE
<u>CAPITAL EXPENSES</u>								
13-500-800 EDC PROJECTS	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-801 PROMOTING WINDCREST	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-810 CAPITAL EXPENSE	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-811 PRINCIPAL	0	0	0.00	0.00	0.00	0.00	0.00	0.00
13-500-812 INTEREST	<u>0</u>	<u>0</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL CAPITAL EXPENSES	0	0	0.00	0.00	0.00	0.00	0.00	0.00
<u>OTHER INCOME/EXPENSES</u>								
13-500-900 PRIOR PERIOD ADJUSTMENT	<u>0</u>	<u>0</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
TOTAL OTHER INCOME/EXPENSES	0	0	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL 00-GENERAL EXPENDITURES	666,300	666,300	43,276.07	234,010.13	0.00	0.00	35.12	432,289.87
TOTAL EXPENDITURES	666,300	666,300	43,276.07	234,010.13	0.00	0.00	35.12	432,289.87
REVENUE OVER/(UNDER) EXPENDITURES	1,000	1,000	13,454.23	159,009.92	0.00	0.00	5,900.99 (	158,009.92)

Windcrest Economic Development Corporation

Budget Comparisons

COW Account #		FY 2025 Actuals	FY 2026 Budget	FY2026 Actuals YTD (April)	FY2027 Budget
	REVENUE				
	4000 REVENUE				
13-4115	4001 Income - Sales Tax	699,099.12	650,000.00	357,933.00	750,000.00
	4002 Proceeds from Reserves				
	4004 Other Revenue				
	Total Revenue	699,099.12	650,000.00	357,933.00	750,000.00
	Gross Profit	699,099.12			
	EXPENDITURES				
	6000 SALARIES, BENEFITS & CONTRACT LABOR				
13-500-009	6001 Salaries	69,792.00	87,500.00	44,741.11	84,000.00
13-500-030	6004 Social Security / Medicare Match	5,371.06	5,500.00	3,001.95	5,500.00
13-500-040	6005 Health Insurance-EDC	8,701.20	10,500.00	4,737.14	10,500.00
13-500-050	6006 Retirement--EDC	10,791.85	10,500.00	5,987.64	11,000.00
13-500-053	6034 Cell Phone Allowance	498.48	600.00		600.00
13-500-060	6007 Workers Comp-EDC		600.00		600.00
13-500-070	6008 Unemployment Comp		500.00	63.00	500.00
13-500-080	6009 Contract Labor	120,283.20	129,000.00	63,305.64	133,000.00
Combined w/13-500-040 FY2026	(6021) PREVIOUSLY - HEALTH INSURANCE - LIFE & VISION	387.36			
	Total 6000 Salaries, Benefits & Contract Labor	215,825.15	244,700.00	121,836.48	245,700.00
	EXPENDITURES				
	6010 BRE & Prospect Development Expenses				
13-500-132	6013 Travel	4,746.54	10,000.00	1,063.09	10,000.00
13-500-135	6014 Meals & Entertainment	2,288.85	5,000.00	744.37	5,000.00
13-500-701	6011 Consulting/Planning/Infrastructure		40,000.00		120,000.00
13-500-702	6012 Collateral Material / Monthly Newsletter		10,000.00		5,000.00
13-500-703	6017 Sponsorships, Regional Marketing		2,000.00	1,125.00	2,000.00
13-500-704	6018 Commercial Revitalization/Store Front Grants		50,000.00		30,000.00
13-500-750	6015 ED Projects		152,000.00	12,792.00	300,000.00
13-500-751	6016 Promoting Windcrest(BRE Events)	28,991.29	15,000.00	1,575.00	31,000.00
	Total 6010 BRE & Prospect Development Expenses	36,026.68	269,000.00	17,299.46	503,000.00
	EXPENDITURES				
	6025 ADMINISTRATIVE & OTHER EXPENSES				
Combined w/13-500-752 FY 2026	(6031) PREVIOUSLY - ACCOUNTING SERVICES	18,877.76			
13-500-100	6035 Public Relations		2,000.00		1,000.00
13-500-115	6033 Phone Services	1,048.90	1,200.00	262.37	1,200.00
13-500-120	6037 Dues & Subscriptions	750.00	1,000.00		13,000.00
13-500-130	6036 Training Staff/Board	5,242.00	4,000.00		3,000.00
13-500-200	6030 Computer Maintenance, Software, Website	7,700.20	11,000.00	2,663.89	8,000.00
13-500-201	6030 Website Maintenance			2783.37	3000
13-500-205	6026 Rent	15,391.60	15,700.00	9,183.69	16,200.00
13-500-206	6027 Furniture & Fixtures	149.41	1,000.00		1,000.00
13-500-207	6028 Equipment, Computers & Other	294.18	1,000.00	1,674.15	2,000.00
13-500-208	6029 Internet Services	2,059.63	3,000.00	1,437.71	3,000.00
13-500-209	6041 Repairs & Maintenance		500.00		500.00

13-500-250	6042 Legal Expenses	73,196.47	40,000.00	28,669.45	40,000.00
13-500-292	6032 Barcom / IT	5,128.09	5,500.00	2,501.63	5,500.00
13-500-430	6038 Supplies	1,216.16	3,000.00	266.45	3,000.00
REMOVED FY2026	6043 Audit	2,500.00			-
REMOVED FY2026	6044 Sales Tax Services	0.26			-
13-500-510	6045 Vehicle Expenses-EDC	2,411.19	3,000.00		3,000.00
13-500-540	6046 Vehicle Fuel-EDC	590.33	1,000.00	120.00	1,000.00
13-500-590	6039 Postage	158.75	700.00	304.01	700.00
13-500-640	6040 Copier		1,000.00		1,000.00
13-500-700	6047 Contingencies	1,609.30	3,000.00	3,167.47	3,000.00
13-500-752	6031 Services Agreement - General Fund		40,000.00	40,000.00	40,000.00
	Total 6025 Administrative & Other Expenses	138,324.23	118,400.00	93,034.19	149,100.00
	UNCATEGORIZED EXPENSES				
	Total Expenditures		666,300.00		897,800.00
	Net Operating Revenue	308,923.06	(16,300.00)		(147,800.00)
	Other Revenue				
13-4301	4003 Revenue Income - Interest	59,208.60	17,300.00	35,087.00	34,000.00
	Total Other Revenue	59,208.60			34,000.00
	Other Expenditures				
	8000 Depreciation Expense		1,000.00		(1,000.00)
	9000 Labor Variance	24,127.38			
	Total Other Expenditures	24,127.38	(1,000.00)		(1,000.00)
	Net Other Revenue	35,081.22	16,300.00		33,000.00
	NET REVENUE	344,004.28	\$0.00		(\$114,800.00)

4003 Income Interest (REMOVED)
 6002 Admin Expenses (REMOVED)
 6003 EDC Overtime (REMOVED)
 6034 Mobile Telephone (REMOVED)
 6049 General Liability Insurance (REMOVED)
 6050 E&O Liability Insurance (REMOVED)
 6051 Auto Liability Insurance (REMOVED)
 6052 Auto Physical Damage Insurance (REMOVED)
 6054 Fees (on February statement, items put into correct line items) (REMOVED)
 COW #13-500-291
 6031 Shared Services with City of Windcrest



May 22nd, 2026

Baywood Hotels
7300 Blanco Road, Suite 701
San Antonio, Texas 78258

Windcrest Economic Development Corporation (EDC)
8601 Midcrown Drive
Windcrest, Texas 78239

RE: Master Economic Incentives Agreement (MEIA) – Holiday Inn Express & Suites San Antonio North Windcrest

Dear Members of the Windcrest Economic Development Corporation,

Baywood Hotels has proudly owned and operated the Holiday Inn Express & Suites San Antonio North Windcrest for approximately seven years. The hotel was developed pursuant to a 15-year Master Economic Incentives Agreement (MEIA), granted in recognition of the significant capital investment made and the long-term economic impact the project would bring to the City of Windcrest.

Because the incentive term commenced prior to construction, just under six (6) years remain on the original 15-year agreement.

During our ownership, the hotel has consistently performed at a high level. It is professionally operated, well maintained, and regularly ranks near the top of its competitive set in STR performance metrics. Beyond the direct Hotel Occupancy Tax revenues generated for the City, the hotel continues to produce substantial indirect economic benefits through guest spending at nearby restaurants, retail establishments, and service providers. We are proud of the economic impact the asset has delivered to Windcrest.

As we evaluate strategic options for the property, we respectfully request the EDC's consideration and approval of the following structure in the event Baywood Hotels sells the hotel. This request is expressly contingent upon a completed sale and would not apply if Baywood retains ownership.

PROPOSED HOLIDAY INN EXPRESS BUYER

Ideal Capital Partners Inc. is a real estate development company, I can give brief snapshot and in detail could be found on the website (www.idealcap.ca) : The journey began in April 2017, in Toronto, Ontario, Canada. Founded by myself (Daljeet Dhanesar) and my partner, retired citizenship Judge, Mr. Harry (Harjit) Dhaliwal. We began in the space of brokers for construction & equity financing for residential and multi family developments in Canada and US (Phoenix, AZ). Gradually became a development company focusing more on the US (particularly multi family developments in Phoenix & Scottsdale, AZ). Opened and office in Scottsdale, AZ, We did about 8 ground up townhouse developments in Phoenix, 2017-2025. Ideal Capital owns 2 hotels as of now, Holiday Inn Express in Shiloh/O Fallon, IL (St. Louis suburb) & Garner by IHG in Liberal, KS.

Diversified into hospitality in 2023, collaborating with GCG Hotels, www.gcghotels.com. GCG has been into hotels since 2006 and owns in house Hotel management company approved with all major brands like Marriott, Hilton, IHG. Also they are GC and has built 8+ ground up new hotels in OK, NV, KS, CA, CO.

GCG is owned by Mr. L S Multani, who is also going to be the co-owner of this new property under discussion. GCG owns and manages 8 hotels

Additionally, Ideal Capital + GCG Hotels want to acquire 5 hotels in next 2 years and are currently co - developing 3 ground up hotels in :

1. Home 2 (Hilton) : Surprise, AZ
2. Atwell Suites (IHG) : Casa Grande, AZ
3. Holiday Inn Express (IHG) : Lansing, KS

Thanks,

BJ Patel
Senior Vice President
Baywood Hotels
7300 Blanco Rd., Ste 701
San Antonio TX 78216
Cell 210-317-7472
www.Baywoodhotels.com



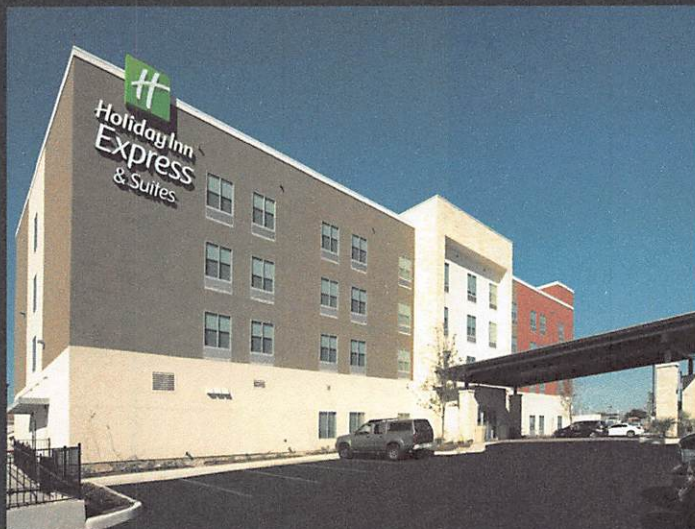
[Baywood Hotels Brochure Website Link](#)

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Holiday Inn Express & Suites San Antonio North Windcrest

Marketing Update

May 21, 2026



Pursuant to the sale of the above referenced property, the following is a summary of our marketing efforts.

Advertising and Marketing

We have uploaded the listing to CBRE Deal Flow (www.cbredealflow.com). CBRE Deal Flow is CBRE's listing platform for all property and portfolio sales. This all-in-one toolset streamlines the entire disposition process, with full coverage tracking, a secure virtual deal room and reporting that provides a clear view of how perspective buyers interact with each listing. By collecting investor's acquisition criteria and exposing listing to CBRE's internal broker network, CBRE Deal Flow provides us the opportunity to deploy a more targeted strategy and get our deals in front of the right people, at the right time.

Please see below statistics since the listing was launched on CBRE Deal Flow.

- Email blast was sent out to 9,782 investors.
- Secured 59 confidentiality agreements from investors.
- Had multiple conversations with investors and local hotel owners.
- Conducted 5 property tours.

Positive

- Newer Holiday Inn Express with little to No PIP.
- Strong In-place cash flow with tax abatement.
- Good location off I-35.

Negative

- Top performing hotel in the sub-market with little room to improve further.
- While the hotel maintains its REVPAR, the submarket and overall San Antonio market is soft and is experiencing year over year REVPAR decline.
- The tax incentive is going away in about six years. The cash flow will reduce by then. It will impact on the resale value.



Windcrest Economic Development Corporation

MARKETING GRANT PROGRAM GUIDELINES AND REQUIREMENTS

Tagline: Choose Wisely. Choose Well. Choose Windcrest.

To encourage Windcrest businesses to diversify their reach, provide targeted marketing directly to residents of Windcrest, foster community-business engagement, and promote sales, the Marketing Grant Program (the "Program") supports Windcrest businesses by providing matching grant funds to advertise in the City of Windcrest's monthly newsletter. By investing in coordinated, community-wide marketing, the Program aims to drive consumer traffic to Windcrest businesses, retain local sales tax revenue, and strengthen the City's economic vitality. The Windcrest Economic Development Corporation (the "WEDC") administers and funds this Program.

PROGRAM GOALS

- Increase consumers and resident awareness of Windcrest businesses through strategic, targeted and coordinated advertising.
- Encourage residents and regional consumers to Shop Local and keep tax dollars in Windcrest.
- Reduce individual advertising costs for Windcrest businesses through a co-op matching model.
- Strengthen the identity and visibility of Windcrest as a thriving commercial destination.
- Expand Windcrest's advertising reach to regional audiences over time.
- Strengthen and enhance the City's monthly newsletter as a source for business engagement with residents and consumers.

PROGRAM FUNDING AND FUNDS AVAILABILITY

The Marketing Grant Program offers eligible Windcrest businesses a 50% matching grant to help cover the cost of advertising in the City of Windcrest Newsletter. Businesses may select their desired advertisement size, from 1/16 of a page to a Full page. Grant funds are available only on a reimbursement basis, subject to WEDC Board approval and budget availability.

The cumulative annual amount awarded by the WEDC under this Program shall not exceed the budget established by the WEDC Board for the applicable fiscal year.

Ad Size	Monthly Cost to Business	Max WEDC Match (50%)
1/16 Page	\$185.00	\$92.50
1/8 Page	\$260.00	\$130.00
1/4 Page	\$350.00	\$175.00
1/2 Page	\$490.00	\$245.00
1/2 Page (Preferred Placement)	\$540.00	\$270.00
Full Page	\$980.00	\$490.00

Grant funds are subject to WEDC Board approval and discretion, and to budget availability; as a result, funding may not be available for all eligible applicants. Applicants must apply in advance to determine if an award may be available or not, and to determine eligibility. If awarded, the amount awarded will be reimbursed after the advertising expenditure has been made and confirmed by the Newsletter. Please see Eligibility Criteria as follows:

ELIGIBILITY CRITERIA

- ☐ Applicant must schedule a pre-application meeting with the WEDC Executive Director or his designee to review the proposed advertising plan and confirm eligibility.
- ☐ Applicant must be a business owner or authorized representative of a business physically located and operating within the City of Windcrest.
- ☐ All local, state, and federal taxes must be current.
- ☐ Applicant must represent that, to the best of his or her knowledge, there are no outstanding debts to the City of Windcrest.
- ☐ Applicant must certify that no current code enforcement actions are pending against the business or its premises.
- ☐ The business must be registered with the State of Texas to conduct business and must be in good standing with the Secretary of State and Comptroller of Texas and must be registered with the City of Windcrest to conduct business and must be in good standing with the City of Windcrest.
- ☐ Applicant must be actively operating the business in Windcrest at the time of application and throughout the grant period.

ELIGIBLE PUBLICATIONS AND ADVERTISING

- Neighborhood News (primary publication) — 1/16, 1/8, ¼, ½ with or without preferred placements and Full page advertisements.

All advertising copy and design must be reviewed and approved by the WEDC Executive Director or his designee prior to submission to the publication. The WEDC reserves the right to request revisions to ensure advertisements are consistent with community standards and Program objectives. Advertisements must also meet any standards established by the Newsletter and City. Costs for advertising copy and design are not eligible for reimbursement.

ELIGIBLE COSTS

The following costs are eligible for matching grant reimbursement under the Program:

- ☐ Paid advertisement placement fees in the approved publication.
- ☐ Preferred placement surcharges (e.g., \$50.00 preferred placement fee for ½-page advertisements in the Windcrest Newsletter).

Costs incurred prior to the WEDC's formal written approval are not eligible for reimbursement. All advertising must be placed in the approved City of Windcrest publication during the approved grant period.

NON-ELIGIBLE COSTS

- Digital advertising, social media, television, radio, or other non-print advertising.
- Printing costs for materials not associated with an approved publication placement.
- Advertising placed outside the City of Windcrest market area without WEDC pre-approval.
- Personal promotional items, sweepstakes, raffles, merchandise, or giveaways.
- Advertising for businesses not physically located within the City of Windcrest.

SELECTION CRITERIA

Applications will be reviewed on a case-by-case basis by the WEDC Board of Directors or designee. Projects will be approved subject to the availability of grant funding and the WEDC Board's approval and discretion. Criteria by which eligible applications will be evaluated include:

- Clarity and quality of the proposed advertising message and design.
- Business type and the degree to which the advertising will attract consumers to Windcrest.
- Potential economic impact and benefit to the Windcrest community.

APPLICATION PROCESS

The Applicant will consult with the WEDC Executive Director or his designee before submitting an application to determine the Applicant's and the project's eligibility. WEDC staff will work with the Applicant to meet program conditions required for a commitment of funds. If the Applicant is determined to meet initial eligibility requirements, the required next steps include submission of the following:

- ☐ Completed Program Application (see Attachment A).
- ☐ Proof of business ownership or authorization to act on behalf of the business.
- ☐ A written advertising plan describing the proposed ad size, publication, duration, and intended audience must be provided in a written statement from the business owner.
- ☐ A draft or concept of the proposed advertisement, or a written description of the planned advertising content.
- ☐ Proof that the business is currently registered and in good standing with the State of Texas and the City of Windcrest.
- ☐ Proof that all applicable taxes are current.

REVIEW AND APPROVAL

The WEDC has the sole authority to determine eligibility for Program participation. The WEDC Board of Directors will meet monthly and will review any applications received. Grant applications will not be reviewed by the Board of Directors until all requested information has been submitted.

The WEDC Board of Directors has the right to deny any application if, in its sole opinion, the application does not meet the goals or requirements of the Program. An award decision will be made within 45 days of the application's completion.

Upon approval, the application, all representations made, supporting evidence, and all approved material shall constitute a legally binding Performance Agreement with the WEDC, which references and incorporates the Guidelines and General Conditions of this Marketing Grant Program. Upon WEDC Board approval, advertising must commence within 60 days. If advertising does not begin within the 60-day period, the Applicant will be notified in writing that the grant will lapse and the grant/performance agreement will be terminated. The grant period shall not exceed 12 months from the date of contract execution.

Reimbursement will be provided after the Applicant submits proof of payment (e.g., canceled checks, paid invoices, receipts) and a copy of the published advertisement. Reimbursement will not be issued until the Applicant has paid in full for the applicable placement and the placement has been accepted for publication by the Newsletter.

ADJUSTMENTS AND TERMINATION

The Applicant understands that the WEDC and the City of Windcrest reserve the right to make changes to the conditions of the Marketing Grant Program at any time, in their sole discretion, including for applications already pending.

If the Applicant seeks to change the scope of their approved advertising plan, the Applicant must obtain written approval from the WEDC Executive Director prior to making any changes. Unapproved changes may result in disqualification from reimbursement.

The WEDC has the right to terminate any agreement under the Program if a participant is found to be in violation of any conditions set forth in these Guidelines.

GENERAL CONDITIONS

- ☐ It is expressly understood and agreed that the Applicant shall be solely responsible for all compliance with applicable laws, regulations, and publication requirements. Neither approval of a grant application nor payment of the grant upon completion shall constitute approval by any City department or WEDC staff, nor shall it constitute a waiver by the City or WEDC of any applicable regulation.
- ☐ It is expressly understood and agreed that the Applicant is solely responsible for the content and placement of their advertisement and will not seek to hold the WEDC, the City of Windcrest, and/or their agents, employees, officers, and/or directors liable for any claim related to the advertising content, including but not limited to trademark, copyright, or defamation claims. By submission of an application, the Applicant agrees to indemnify the WEDC, the City of Windcrest, and/or their agents, employees, officers, and/or directors from any such claims, including reasonable attorneys' fees.
- ☐ The Applicant authorizes the City of Windcrest and the WEDC to reference the Applicant's participation in the Program in WEDC marketing materials, press releases, and reports.

ADVERTISING MARKETING GRANT PROGRAM — APPLICATION

Attachment A

Applicant/Business Name:
Business Address:
Contact Person:
Phone:
Email:
Business Description:
Certificate of Occupancy / Business Registration Number and Date Issued:
Texas Sales and Use Tax I.D. Number:
Type of Business (e.g., Restaurant, Retail, Beauty, etc.):
Preferred Ad Size: ☐ 1/16 Page ☐ 1/8 Page ☐ 1/4 Page ☐ 1/2 Page ☐ 1/2 Page Preferred Placement
Preferred Ad Publication: ☐ Neighborhood News
Grant Amount Requested: \$ _____
Estimated Monthly Advertising Cost: \$ _____
Desired Start Month/Year: _____
Desired Program Duration (months): _____
Are all local, state, and federal taxes paid and up to date? ☐ Yes ☐ No (if no, provide explanation)
Does the business have any outstanding City of Windcrest code violations and/or fines? ☐ No ☐ Yes (if yes, provide explanation)

PLEASE INCLUDE THE FOLLOWING WITH YOUR APPLICATION:

- Proof of current business registration and good standing with the State of Texas.
- Proof that all applicable taxes are current.
- A written advertising plan describing the proposed ad size, publication, duration, and intended audience.
- A draft or concept of the proposed advertisement, or a written description of the planned content.

By affixing your signature below, the Applicant acknowledges they have read and agreed to the Windcrest Economic Development Corporation Advertising Co-Op Marketing Grant Program Guidelines and General Conditions. The Applicant understands that this application and its contents shall be binding on the Applicant at the discretion of the WEDC. The Applicant understands that all grants are awarded on a reimbursement basis after satisfactory documentation of paid advertising placement has been submitted to and verified by the WEDC. The Applicant understands that the submission of this application does not guarantee a grant award and that additional information may be requested. The WEDC reserves the right to reject all applications at its sole discretion.

Signature of Applicant: _____ **Date:** _____

Printed Name: _____ **Title:** _____

EFFECTIVE: _____, 2026