

## AGENDA

### NOTICE OF MEETING

The Canyon Economic Development Corporation Regular Meeting will take place Thursday, February 19, 2026 at 11:30 AM in the Conference Room at 1605 4<sup>th</sup> Avenue in Canyon Texas, to discuss the following agenda items.

1. Call to Order
2. Consider and Take Appropriate Action on Minutes of January 2026 Meeting.
3. Consider and Take Appropriate Action on January 2026 Financials.
4. Consider and Take Appropriate Action with regards to the Audit for fiscal year ending September 30, 2025. The audit will be presented by John Merriss with Doshier, Pickens and Francis.
5. Public Comments.
6. Operational Updates.
7. Executive Session Pursuant to Texas Government Codes §551.087 Regarding Economic Development Projects, §551.071 Consultation with Attorney and §551.072 Deliberation Regarding Real Property.
8. Consider and Take Appropriate Action on items discussed in Executive Session.
9. Adjourn.

*Michael Kitten*

Michael Kitten, CEDC Director

I certify that the above Notice of Meeting was posted on the bulletin board of the Civic Complex of the City of Canyon, Texas on Friday, February 13, 2026.

*Gretchen Mercer*

Gretchen Mercer, City Clerk

## **Minutes – CEDC – January 15, 2026**

**The Canyon Economic Development Corporation Regular Meeting took place in the CEDC Conference Room**

1. The meeting was called to order at 11:32 am by Robyn Cranmer. Member's present were Robyn Cranmer, Thompson Mayberry, Jed Welch, Andy Hicks, Gary Hinders, and Keith Brown. Member not in attendance was Matt West. Also in attendance were Michael Kitten, Executive Director, Audry Miller, Cari Littau, and Chuck Hester.
2. The minutes of the December 18, 2025 meeting were reviewed. Andy Hicks made a motion to approve the minutes as written. Jed Welch presented a second. Motion passed by unanimous vote.
3. The December 2025 Financials were reviewed. Thompson Mayberry made a motion to approve the Financials as written. Keith Brown presented a second. Motion passed by unanimous vote.
4. Public Comments/Presentations. No one signed in to speak.
5. Michael Kitten, Executive Director, gave an Operational update on the repairs for property damages, a recap of the recent audit, renewal of the exclusivity agreement with BSA, update on new lease agreement with First Bank Southwest, and his travel plans with the High Ground of Texas this month. Audry Miller gave an update about Canyon Main Street.
6. The Board adjourned into Executive Session at 11:51 am pursuant to Texas Govt. Code §551.087 Regarding Economic Development Projects, §551.071 Consultation with Attorney and §551.072 Deliberation Regarding Real Property.
7. The Board came out of Executive Session at 12:29 pm and no action was taken.
8. Meeting was adjourned at 12:31 pm.

Respectfully submitted,  
Robyn Cranmer, Board Chair

**Canyon Economic Development Corporation**

# FINANCIALS

# Balance Sheet

## Canyon Economic Development Corporation

As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL
<b>Assets</b>	
Current Assets	
Bank Accounts	
HSB Cash in Bank 2778	820,266.96
HSB Marketing & Promotions 1818	288,051.88
<b>Total for Bank Accounts</b>	<b>\$1,108,318.84</b>
<b>Total for Current Assets</b>	<b>\$1,108,318.84</b>
Fixed Assets	
1600 Block Properties	\$0.00
1603 4th Ave Property	215,819.57
1605 4th Ave Property	254,115.61
1607 4th Ave Property	81,242.95
<b>Total for 1600 Block Properties</b>	<b>\$551,178.13</b>
4304 Furniture & Fixtures	39,135.23
Accumulated Depreciation	-101,443.34
Leasehold Improvements	3,940.67
Office Equipment	12,713.71
Property-1312 Hwy 60 (Taylor Fr	78,910.49
Property-202 N13th St (Taylor B	169,270.53
Property Acquisitions	
Blake Property 305 15th Street	151,937.21
<b>Total for Property Acquisitions</b>	<b>\$151,937.21</b>
Property- El Patio Purchase '23	\$0.00
Property - 203 N 15th (Stewart Title)	240,264.10
<b>Total for Property- El Patio Purchase '23</b>	<b>\$240,264.10</b>
Property Purchase - 101 N 15th St	76,924.22
Web Site	13,631.45
<b>Total for Fixed Assets</b>	<b>\$1,236,462.40</b>
Other Assets	
Lease Receivable -LT	69,136.22
Non-Restricted Funds -CCF	
CCF/AAF - Available	26,371.59
<b>Total for Non-Restricted Funds -CCF</b>	<b>\$26,371.59</b>
Tax Sales Receivable	226,218.64
<b>Total for Other Assets</b>	<b>\$321,726.45</b>
<b>Total for Assets</b>	<b>\$2,666,507.69</b>

# Balance Sheet

## Canyon Economic Development Corporation

As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL
<b>Liabilities and Equity</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Deferred Insurance Proceeds	57,200.18
Due to Other Government	22,829.87
<b>Total for Other Current Liabilities</b>	<b>\$80,030.05</b>
<b>Total for Current Liabilities</b>	<b>\$80,030.05</b>
Long-term Liabilities	
Deferred Lease Revenue	58,227.76
N/P - Southside Bank A (259135)	159,119.90
<b>Total for Long-term Liabilities</b>	<b>\$217,347.66</b>
<b>Total for Liabilities</b>	<b>\$297,377.71</b>
Equity	
Unrestricted Net Assets	2,259,864.07
Net Income	109,265.91
<b>Total for Equity</b>	<b>\$2,369,129.98</b>
<b>Total for Liabilities and Equity</b>	<b>\$2,666,507.69</b>

**Balance Sheet Comparison**  
**Canyon Economic Development Corporation**  
As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL	
	AS OF JANUARY 31, 2026	AS OF JANUARY 31, 2025 (PY)
<b>Assets</b>		
Current Assets		
Bank Accounts		
HSB Cash in Bank 2778	820,266.96	360,818.23
HSB-Kylie Hiner Mem Playground	0.00	0.00
HSB Marketing & Promotions 1818	288,051.88	252,901.43
WF Property Mgmt. Account	0.00	0.00
<b>Total for Bank Accounts</b>	<b>\$1,108,318.84</b>	<b>\$613,719.66</b>
Accounts Receivable		
Accrued Interest Receivables	0.00	0.00
Sales Tax Receivables	0.00	0.00
<b>Total for Accounts Receivable</b>	<b>\$0.00</b>	<b>\$0.00</b>
Other Current Assets		
Due from Other Government	0.00	0.00
Other Receivable	0.00	0.00
Prepaid Insurance	0.00	0.00
Prepaid Utilities	0.00	0.00
Receivable from Bank	0.00	0.00
Ruthart Williams Property	0.00	0.00
<b>Total for Other Current Assets</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total for Current Assets</b>	<b>\$1,108,318.84</b>	<b>\$613,719.66</b>
Fixed Assets		
1600 Block Properties	\$0.00	\$0.00
1601 4th Ave Property	0.00	0.00
1603 4th Ave Property	215,819.57	215,819.57
1605 4th Ave Property	254,115.61	254,115.61
1607 4th Ave Property	81,242.95	81,242.95
<b>Total for 1600 Block Properties</b>	<b>\$551,178.13</b>	<b>\$551,178.13</b>
4304 Furniture & Fixtures	39,135.23	39,135.23
4312 Land - US Hwy 60 West	0.00	0.00
Accumulated Depreciation	-101,443.34	-82,578.43
Building - 1401 4th Ave	0.00	0.00
Building - 304 15th Street	0.00	0.00
FLMC Property	0.00	0.00
Land-1512 5th Ave	0.00	0.00
Land - Gruppo Di Tre	0.00	0.00
Leasehold Improvements	3,940.67	3,940.67
Office Equipment	12,713.71	12,713.71
Property-1312 Hwy 60 (Taylor Fr	78,910.49	78,636.50

**Balance Sheet Comparison**  
**Canyon Economic Development Corporation**  
As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL	
	AS OF JANUARY 31, 2026	AS OF JANUARY 31, 2025 (PY)
Property-202 N13th St (Taylor B	169,270.53	169,270.53
Property-421 16th Street	0.00	0.00
Property-502 15th St (Read)	0.00	0.00
Property Acquisitions		
Blake Property 305 15th Street	151,937.21	
<b>Total for Property Acquisitions</b>	<b>\$151,937.21</b>	
Property- El Patio Purchase '23	\$0.00	\$0.00
Property - 203 N 15th (Stewart Title)	240,264.10	227,589.50
Property - 211 N 15th (Big Tex Burrito)	0.00	228,886.77
<b>Total for Property- El Patio Purchase '23</b>	<b>\$240,264.10</b>	<b>\$456,476.27</b>
Property Purchase - 101 N 15th St	76,924.22	75,639.22
Property-Steve's Texaco	0.00	0.00
Tooley Property	0.00	0.00
Web Site	13,631.45	13,631.45
<b>Total for Fixed Assets</b>	<b>\$1,236,462.40</b>	<b>\$1,318,043.28</b>
Other Assets		
Certificates of Deposits	\$0.00	\$0.00
CD #0027	0.00	0.00
CD #0028	0.00	0.00
CD #0459/1153/7968/8572	0.00	0.00
CD #0548/1226/8069/0232	0.00	0.00
CD #14896	0.00	0.00
CD# 14897	0.00	0.00
CD #6749	0.00	0.00
CD #6752	0.00	0.00
CD #7025	0.00	0.00
<b>Total for Certificates of Deposits</b>	<b>\$0.00</b>	<b>\$0.00</b>
Lease Receivable -LT	69,136.22	62,728.94
Non-Restricted Funds -CCF		
CCF/AAF - Available	26,371.59	23,501.99
<b>Total for Non-Restricted Funds -CCF</b>	<b>\$26,371.59</b>	<b>\$23,501.99</b>
Restricted Funds		
Canyon Community Fund	0.00	0.00
<b>Total for Restricted Funds</b>	<b>\$0.00</b>	<b>\$0.00</b>
Security Deposits	0.00	0.00
Tax Sales Receivable	226,218.64	204,165.23
<b>Total for Other Assets</b>	<b>\$321,726.45</b>	<b>\$290,396.16</b>
<b>Total for Assets</b>	<b>\$2,666,507.69</b>	<b>\$2,222,159.10</b>

**Balance Sheet Comparison**  
**Canyon Economic Development Corporation**  
As of January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL	
	AS OF JANUARY 31, 2026	AS OF JANUARY 31, 2025 (PY)
<b>Liabilities and Equity</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Accounts Payable		
Account Payables	0.00	0.00
Grant Payable	0.00	0.00
<b>Total for Accounts Payable</b>	<b>\$0.00</b>	<b>\$0.00</b>
Credit Cards		
<b>Other Current Liabilities</b>		
Current Portion of Long-Term De	0.00	0.00
Deferred Insurance Proceeds	57,200.18	
Due to Other Government	22,829.87	19,815.06
<b>Total for Other Current Liabilities</b>	<b>\$80,030.05</b>	<b>\$19,815.06</b>
<b>Total for Current Liabilities</b>	<b>\$80,030.05</b>	<b>\$19,815.06</b>
<b>Long-term Liabilities</b>		
Deferred Lease Revenue	58,227.76	61,397.06
N/P - Paul E. Read Trust	0.00	0.00
N/P - Southside Bank A (259135)	159,119.90	141,785.40
N/P - Southside Bank B (259136)	0.00	53,656.70
N/P - Wells Fargo	0.00	0.00
Payable for Land- Hwy 60 (LSDP)	0.00	0.00
<b>Total for Long-term Liabilities</b>	<b>\$217,347.66</b>	<b>\$256,839.16</b>
<b>Total for Liabilities</b>	<b>\$297,377.71</b>	<b>\$276,654.22</b>
<b>Equity</b>		
Unrestricted Net Assets	2,259,864.07	1,975,546.59
Net Income	109,265.91	-30,041.71
Net Investment in Capital Asset	0.00	0.00
Opening Bal Equity	0.00	
<b>Total for Equity</b>	<b>\$2,369,129.98</b>	<b>\$1,945,504.88</b>
<b>Total for Liabilities and Equity</b>	<b>\$2,666,507.69</b>	<b>\$2,222,159.10</b>

# Profit and Loss

## Canyon Economic Development Corporation

January 2026

DISTRIBUTION ACCOUNT	TOTAL
<b>Income</b>	
Interest Income	3,610.45
Rent Income	5,100.00
SalesTax Revenue	99,310.86
<b>Total for Income</b>	<b>\$108,021.31</b>
<b>Gross Profit</b>	
<b>\$108,021.31</b>	
<b>Expenses</b>	
1000 Salaries	
1101 Regular	64,665.13
<b>Total for 1000 Salaries</b>	<b>\$64,665.13</b>
2101 Office Supplies	144.37
2205 Food	103.69
3204 Postage & Freight	46.80
3220 Travel Expense	
3220.1 Air Fare	406.96
3220.6 Lodging	404.72
<b>Total for 3220 Travel Expense</b>	<b>\$811.68</b>
4030 Legal Services	1,275.00
4050 Utilities	\$57.45
Electric	255.08
<b>Total for 4050 Utilities</b>	<b>\$312.53</b>
4051 Utilities-Water	93.76
4060 Website Development	319.80
5010 Marketing & Promotions	\$4,093.86
Visit Canyon	16,550.00
<b>Total for 5010 Marketing &amp; Promotions</b>	<b>\$20,643.86</b>
5020 Workshops	2,000.00
6010 Projects	
2021 MASS Hotels, LLC	14,006.00
2026 SBAP Best Thai Restaurant	10,000.00
<b>Total for 6010 Projects</b>	<b>\$24,006.00</b>
Insurance	5,030.34
Repairs & Maintenance	837.00
<b>Total for Expenses</b>	<b>\$120,289.96</b>
<b>Net Operating Income</b>	<b>-\$12,268.65</b>
<b>Other Income</b>	
Insurance Proceeds	56,130.39
<b>Total for Other Income</b>	<b>\$56,130.39</b>
<b>Net Other Income</b>	<b>\$56,130.39</b>
<b>Net Income</b>	<b>\$43,861.74</b>

**Profit and Loss Comparison**  
**Canyon Economic Development Corporation**  
October 1, 2025-January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL	
	OCT 1 2025 - JAN 31 2026	OCT 1 2024 - JAN 31 2025 (PY)
<b>Income</b>		
Interest Income	14,234.92	9,856.97
Rent Income	18,900.00	12,750.00
SalesTax Revenue	432,309.06	395,164.99
Investment Earnings-CCF		-237.72
<b>Total for Income</b>	<b>\$465,443.98</b>	<b>\$417,534.24</b>
<b>Cost of Goods Sold</b>		
<b>Gross Profit</b>	<b>\$465,443.98</b>	<b>\$417,534.24</b>
<b>Expenses</b>		
1000 Salaries		
1101 Regular	113,199.58	78,132.56
<b>Total for 1000 Salaries</b>	<b>\$113,199.58</b>	<b>\$78,132.56</b>
2101 Office Supplies		
2205 Food	1,060.57	726.42
3204 Postage & Freight	718.17	2,326.95
3220 Travel Expense	77.08	29.20
3220.1 Air Fare		
3220.2 Airport Parking	406.96	1,356.90
3220.3 Cab Fare	54.13	
3220.5 Food/Beverage	39.60	100.81
3220.6 Lodging	137.77	235.71
3220.7 Mileage Reimbursement	1,526.67	2,912.44
<b>Total for 3220 Travel Expense</b>	<b>\$2,165.13</b>	<b>\$4,712.04</b>
3917 Other Contractual		
4020 Lease or Rent	685.92	26,835.90
4030 Legal Services	25.00	
4050 Utilities	10,340.00	2,493.55
Electric		
	\$510.45	\$804.12
<b>Total for 4050 Utilities</b>	<b>\$765.53</b>	<b>\$804.12</b>
4051 Utilities-Water		
4060 Website Development	369.40	348.91
5000 Business Coaching	319.80	
5010 Marketing & Promotions	12,756.00	12,723.60
Visit Canyon	\$78,363.38	\$89,338.88
<b>Total for 5010 Marketing &amp; Promotions</b>	<b>\$97,863.38</b>	<b>\$125,988.72</b>
5020 Workshops		
	19,500.00	36,649.84
	2,200.00	1,268.35

**Profit and Loss Comparison**  
**Canyon Economic Development Corporation**  
 October 1, 2025-January 31, 2026

DISTRIBUTION ACCOUNT	TOTAL	
	OCT 1 2025 - JAN 31 2026	OCT 1 2024 - JAN 31 2025 (PY)
6010 Projects		
2021 MASS Hotels, LLC	25,626.00	25,507.00
2026 SBAP Best Thai Restaurant	10,000.00	
PDCO Expansion 2023	25,473.00	1,274.00
Pondaseta Brewing Co., LLC	46,327.00	
SBAP- The Cake Company	10,000.00	
The Crew Entertainment 2024	50,000.00	
2024 SBAP Lavender Lane		5,000.00
Canyon Physical Therapy 2023		2,176.00
HTEAO 2022		61,708.00
Tabletop Tavern SBAP 2024		7,548.00
Tireworks 2024		15,110.00
WaterLine expansion 15th St		49,600.00
<b>Total for 6010 Projects</b>	<b>\$167,426.00</b>	<b>\$167,923.00</b>
Insurance	-1,406.46	15,928.25
Interest Expense	1,478.58	1,836.91
Repairs & Maintenance	1,692.47	
Sponsorships	572.31	
3301 Advertising		180.08
3901 Dues, Membership, Tuition		5,200.00
Miscellaneous Expense		70.36
<b>Total for Expenses</b>	<b>\$412,308.46</b>	<b>\$447,528.92</b>
<b>Net Operating Income</b>	<b>\$53,135.52</b>	<b>-\$29,994.68</b>
Other Income		
Insurance Proceeds	56,130.39	
<b>Total for Other Income</b>	<b>\$56,130.39</b>	
Other Expenses		
6030 Investment Expenses-CCF		47.03
<b>Total for Other Expenses</b>		<b>\$47.03</b>
<b>Net Other Income</b>	<b>\$56,130.39</b>	<b>-\$47.03</b>
<b>Net Income</b>	<b>\$109,265.91</b>	<b>-\$30,041.71</b>

**General Ledger**  
**Canyon Economic Development Corporation**  
 January 2026

DISTRIBUTION ACCOUNT	TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	SPLIT ACCOUNT	AMOUNT	BALANCE
HSB Cash in Bank 2778								
Beginning Balance								766,742.04
HSB Cash in Bank 2778	01/02/2026	Check	draft	Atmos Energy.	Monthly Gas Bill - Auto Draft Service thru 12/17/25	Utilities	-57.45	766,684.59
HSB Cash in Bank 2778	01/05/2026	Deposit			January rent - Stewart Title \$2100 January rent - All Who Wander (PDCO) \$1000 January rent - Creations by MikeE \$1250		4,350.00	771,034.59
HSB Cash in Bank 2778	01/08/2026	Check	4108	City of Canyon .	reimburse City for November-December 2025 JPMorgan CC purchases Cari Littau = \$668.95 Michael Kitten = \$2811.68 Audry Miller = \$0.00		-3,480.63	767,553.96
HSB Cash in Bank 2778	01/08/2026	Check	4109	City of Canyon	reimburse City of Canyon for Texas Municipal League insurance	Insurance	-5,030.34	762,523.62
HSB Cash in Bank 2778	01/08/2026	Check	4110	Grizzle Heating & Air	Invoice 82163637 Maintenance Plan for Stewart Title covering Dec 2025 - Dec 2026	Repairs & Maintenance	-279.00	762,244.62
HSB Cash in Bank 2778	01/08/2026	Check	4111	Grizzle Heating & Air	Invoice 2157661 Maintenance Plan for Creations by MiKee covering Dec 2025 - Dec 2026	Repairs & Maintenance	-558.00	761,686.62
HSB Cash in Bank 2778	01/08/2026	Check	4112	MASS Hotels, LLC	4th Qtr TWC 2025	2021 MASS Hotels, LLC	-14,006.00	747,680.62
HSB Cash in Bank 2778	01/08/2026	Check	4113	City of Canyon	Salary Reimbursement (AM) November 2025 = \$5697.90 December 2025 = \$5697.90 January 2026 = \$5695.06		-17,090.86	730,589.76
HSB Cash in Bank 2778	01/08/2026	Check	4114	City of Canyon	Salary Reimbursement (MK) November 2025 = \$10552.70 December 2025 = \$10552.70 January 2026 = \$11024.81		-32,130.21	698,459.55
HSB Cash in Bank 2778	01/08/2026	Check	4115	City of Canyon	Salary reimbursement (CL) November 2025 = \$5077.25 December 2025 = \$5077.25 January 2026 = \$5289.56		-15,444.06	683,015.49
HSB Cash in Bank 2778	01/08/2026	Check	4116	Best Thai Restaurant	SBAP - remodel and equipment for expansion	2026 SBAP Best Thai Restaurant	-10,000.00	673,015.49
HSB Cash in Bank 2778	01/13/2026	Deposit		Travelers	Insurance Proceeds Hail Damage - Roof at 1605 4th Ave	Insurance Proceeds	25,047.80	698,063.29
HSB Cash in Bank 2778	01/14/2026	Check	4117	Smithee & Russell, LLP	Mediation Services Furman Family Partnership / Cause #83253C	Legal Services	-1,275.00	696,788.29
HSB Cash in Bank 2778	01/15/2026	Check	draft	City of Canyon.	Monthly Water Bill - Auto Draft Service thru 12/22/2025	Utilities-Water	-93.76	696,694.53
HSB Cash in Bank 2778	01/15/2026	Check	draft	Xcel Energy	Monthly Electric bill at Taylor Property 1312 Hwy 60 service thru 12/28/25	Property-1312 Hwy 60 (Taylor Fr	-22.46	696,672.07
HSB Cash in Bank 2778	01/15/2026	Deposit		Travelers	Insurance Proceeds Hail Damage - Roof at 1603 4th Ave	Insurance Proceeds	20,048.98	716,721.05
HSB Cash in Bank 2778	01/15/2026	Deposit		Travelers	Insurance Proceeds Hail Damage - Roof at 1607 4th Ave	Insurance Proceeds	11,033.61	727,754.66
HSB Cash in Bank 2778	01/16/2026	Deposit			90% Sales Tax Revenue into Operating Account	SalesTax Revenue	89,379.77	817,134.43
HSB Cash in Bank 2778	01/20/2026	Check	draft	Xcel Energy	Monthly Electric bill CEDC Office Service thru 12/29/25	Electric	-255.08	816,879.35
HSB Cash in Bank 2778	01/27/2026	Deposit		FirstBank Southwest	February rent - FBSW = \$750	Rent Income	750.00	817,629.35
HSB Cash in Bank 2778	01/31/2026	Deposit			Interest Earned	Interest Income	2,637.61	820,266.96
<b>Total for HSB Cash in Bank 2778</b>							<b>\$53,524.92</b>	
HSB Marketing & Promotions 1818								
Beginning Balance								297,737.52
HSB Marketing & Promotions 1818	01/08/2026	Check	1282	Placer Labs, Inc.	Invoice INUS07143 Platform Access 12/25-12/26 REIMBURSED BY BCD 2-2-2026 = \$8,100	Visit Canyon	-16,200.00	281,537.52
HSB Marketing & Promotions 1818	01/08/2026	Check	1283	Canyon Outdoor Advertising	Invoices 77375 Outdoor Billboards - Visit Canyon for January 2026 REIMBURSED BY BCD 2-2-2026	Visit Canyon	-350.00	281,187.52
HSB Marketing & Promotions 1818	01/08/2026	Check	1285	Canyon Outdoor Advertising	Invoice 77166 Production & Installation for Billboard North Face I-27 at Thunder Rd REIMBURSED BY BCD 2-2-2026	Marketing & Promotions	-995.00	280,192.52
HSB Marketing & Promotions 1818	01/08/2026	Check	1284	VOID Check	VOID	Marketing & Promotions	0.00	280,192.52
HSB Marketing & Promotions 1818	01/08/2026	Check	1286	Canyon Outdoor Advertising	Invoice 77354 Billboard for January 2026 North Face I-27 at Thunder Rd REIMBURSED BY BCD 2-2-2026	Marketing & Promotions	-975.00	279,217.52
HSB Marketing & Promotions 1818	01/08/2026	Check	1287	City of Canyon	Invoice 50101262401 reimburse City of Canyon / IT Dept purchased Zoho One thru Nov 2026	Marketing & Promotions	-2,069.57	277,147.95
HSB Marketing & Promotions 1818	01/16/2026	Deposit			10% Sales Tax Revenue into Marketing Account	SalesTax Revenue	9,931.09	287,079.04
HSB Marketing & Promotions 1818	01/31/2026	Deposit			Interest Earned	Interest Income	972.84	288,051.88
<b>Total for HSB Marketing &amp; Promotions 1818</b>							<b>-\$9,685.64</b>	

8/12/2025

	Start Date	Total Project	Project Cash	Project TWC	Amount Cash still owed	Amount of TWC still available	Total Liability	COMPLETE	Expected for 2026	Funded in 2026
Lonestar	08/19/15	\$ 850,000	\$ 850,000	\$ -	\$ 170,000	\$ -	\$ 170,000		\$85,000	
PPHM	03/25/19	\$ 250,000	\$ 250,000		\$ 100,000	\$ -	\$ 100,000		\$0	
Hampton	06/21/21	\$ 486,000	\$ 250,000	\$ 236,000	\$ -	\$ 100,864	\$ 100,864		\$35,000	\$ 11,620
PDCO #2	04/06/23	\$ 127,000	\$ 85,000	\$ 42,000	\$ -	\$ 1,069	\$ 1,069		\$15,000	\$ 25,473
Pondesta	04/06/23	\$ 200,000	\$ 150,000	\$ 50,000	\$ 50,000	\$ -	\$ 50,000		\$25,000	
Pondesta #2	07/20/23	\$ 50,000			\$ 50,000		\$ 50,000		\$25,000	
Nester - Creek House	07/20/23	\$ 100,000	\$ 75,000	\$ 25,000	\$ 17,500	\$ -	\$ 17,500		\$17,500	
Lumberyard	02/21/24	\$ 450,000	\$ 450,000	\$ -	\$ 100,000	\$ -	\$ 100,000		\$100,000	
Crew Entertainment	02/21/24	\$ 50,000	\$ -	\$ 50,000	\$ -	\$ -	\$ -	Yes	\$30,000	\$ 50,000
Tireworks	06/17/24	\$ 60,000	\$ 30,000	\$ 30,000	\$ -	\$ 30,000	\$ 30,000		\$30,000	
Acai Bar	11/08/24	\$ 15,000	\$ 15,000		\$ 584		\$ 584		\$584	
Big Tex Burritos	12/18/24	\$ 50,000	\$ 50,000		\$ 50,000		\$ 50,000		\$50,000	
Pondaseta Amendment	04/15/25	\$ 78,000		\$ 78,000		\$ -	\$ -	Yes	\$72,869	\$ 72,869
Canyon Chamber - Fireworks		\$ 15,000			\$ 15,000		\$ 15,000		\$15,000	
		<b>\$ 2,781,000</b>			<b>Total Projects - Funding</b>		<b>\$ 685,017</b>		<b>\$504,953</b>	<b>\$ 159,962</b>
<b>The Cake Company - SBAP</b>	08/21/24	\$ 10,000	\$ 10,000		\$ 10,000		\$ 10,000	Yes	\$10,000	\$ 10,000
<b>Best Thai - SBAP</b>	09/18/24	\$ 10,000	\$ 10,000		\$ 10,000		\$ 10,000	Yes	\$10,000	\$ 10,000
<b>Cavalier - SBAP</b>	10/18/24	\$ 10,000	\$ 10,000		\$ 10,000		\$ 10,000		\$10,000	
									<b>Total</b>	<b>\$ 20,000</b>

## 4B Sales Tax Revenue

<b>Month</b>	<b>2017/2018</b>	<b>2018/2019</b>	<b>2019/2020</b>	<b>2020/2021</b>	<b>2021/2022</b>	<b>2022/2023</b>	<b>2023/2024</b>	<b>2024/2025</b>	<b>2025/2026</b>
<b>October</b>	\$57,871	\$58,880	\$63,421	\$73,702	\$82,699	\$107,246	\$96,395	\$97,767	\$104,516
<b>November</b>	\$73,738	\$74,441	\$69,618	\$90,264	\$96,185	\$107,571	\$107,770	\$108,056	\$121,703
<b>December</b>	\$55,187	\$65,349	\$68,092	\$74,422	\$84,717	\$96,624	\$88,995	\$95,745	\$106,778
<b>January</b>	\$56,455	\$60,641	\$66,580	\$80,291	\$79,719	\$94,830	\$83,188	\$93,597	\$99,311
<b>February</b>	\$80,207	\$73,800	\$83,609	\$94,804	\$101,855	\$114,984	\$111,509	\$132,770	
<b>March</b>	\$55,178	\$75,620	\$61,132	\$91,121	\$102,024	\$81,163	\$82,427	\$80,227	
<b>April</b>	\$65,190	\$57,421	\$59,334	\$63,983	\$73,643	\$86,489	\$86,789	\$102,047	
<b>May</b>	\$82,781	\$69,016	\$74,069	\$98,639	\$129,073	\$106,000	\$100,744	\$108,557	
<b>June</b>	\$54,490	\$59,755	\$68,002	\$78,180	\$82,159	\$86,328	\$92,167	\$95,541	
<b>July</b>	\$57,588	\$62,108	\$69,009	\$75,850	\$94,347	\$90,125	\$93,836	\$100,672	
<b>August</b>	\$66,188	\$70,447	\$109,993	\$96,489	\$109,931	\$97,043	\$106,166	\$110,035	
<b>September</b>	\$57,737	\$61,428	\$75,278	\$76,772	\$86,767	\$88,751	\$100,918	\$92,459	
<b>Total:</b>	<b>\$762,611</b>	<b>\$788,905</b>	<b>\$868,137</b>	<b>\$994,517</b>	<b>\$1,123,119</b>	<b>\$1,157,154</b>	<b>\$1,150,905</b>	<b>\$1,217,474</b>	<b>\$432,308</b>

# UPDATES

# **OPERATIONAL UPDATE**

**February 19, 2026**

**Property Damage  
New Roofs**

**Travel  
TEDC Winter Conf./Feb 25-27**

**Site Selector Meetings**

**Retail Report**

**FBSW Lease/Building Demo**

**Funded Best Thai SBAP**

**Main Street**



retail strategies

# 2025 Retail Trends & 2026 Predictions

January 2026

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2025

# Big Picture Trends

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Limited new construction creating supply shortage

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Value-conscious consumers trading down

---

Investment to capture online sales

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Strategic portfolio optimization





## Economic Environment

# Mixed Signals

### Positive Indicators

Interest rates falling (3.75%)

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Consumer sentiment highest since pre-pandemic

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GDP growth on track (2.4-2.8%)

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Unemployment stable at 4.5%

### Challenges

Inflation slightly elevated at 2.7% (target: 2%)

---

Tariff impacts on costs

---

Construction costs remain high

---

Consumers feeling \$106 buys what \$100 did in 2023

# INDUSTRY UPDATE

## KEY INDICATORS

Since 2009, steady increases in core retail sales which exclude auto, gas, and food and beverage places have increased significantly, along with Real GDP and the population. However, the introduction of net new GLA was at a significantly slower pace.

RETAIL SALES

**82.4%**

Increase in sales, excluding  
auto, gas, and F&B

REAL GDP

**40.6%**

Growth

U.S. POPULATION

**12.8%**

Growth

SHOPPING CENTER

**7.1%**

Increase in GLA

## ADDITIONAL ICSC SURVEY INSIGHTS

Beyond the high-level consumer behaviors, spend was in-line with long-term trends, and the top earning households (\$250k+) spent nearly 3x the average. The store also proved its value, driving 40% more spend from shoppers over those who opted for pure e-commerce.

### KEY FIGURES

# \$1,081

average spend on **holiday and holiday-related items** (gifts + dining and experiences) and is consistent with long term trend

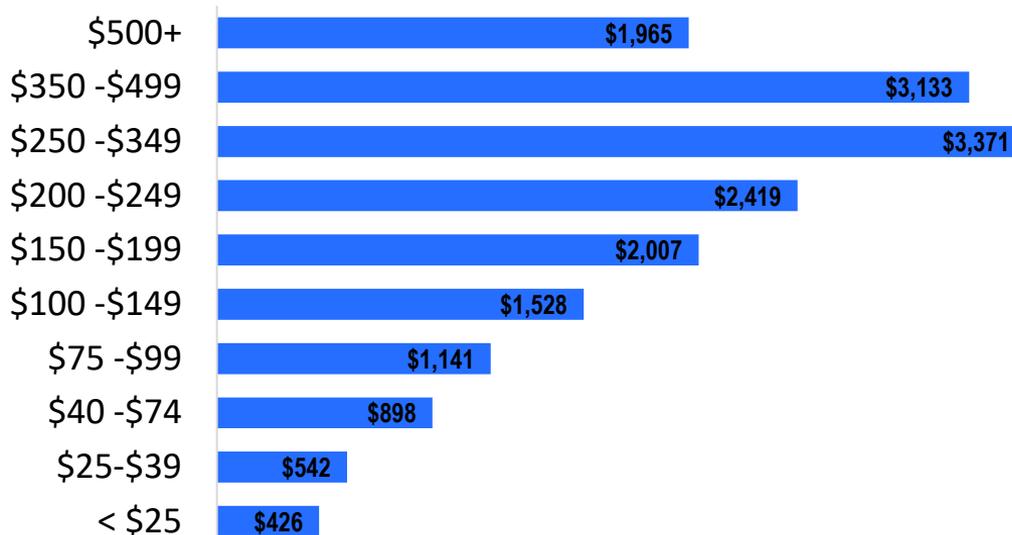
# 40%

increase in spend among shoppers who visited a physical store vs those who shopped **only** online

# 2.8x

households earning \$250K+ spent \$3,023 on holiday and holiday-related items, around 2.8x the average.

### SPEND BY HOUSEHOLD INCOME (\$k)



## STATE OF THE CONSUMER

The American consumer continues to spend heading into 2026. The surveys suggest consumers are less gloomy than they were in mid-2025.

### KEY FIGURES

**4.4%** UNEMPLOYMENT

**4.0%** PERSONAL SAVING RATE  
(IN-LINE W/HISTORICALS WHICH  
HAVE BEEN ON LONG TERM  
DECLINE)

**7.1%** UNEMPLOYMENT RATE  
AMONG YOUNG  
WORKERS (22-27 YRS OLD)

**15.3%** PROB OF MISSING MIN.  
CC PAYMENT IN 90  
DAYS  
(12.7% 3 YR AVG)

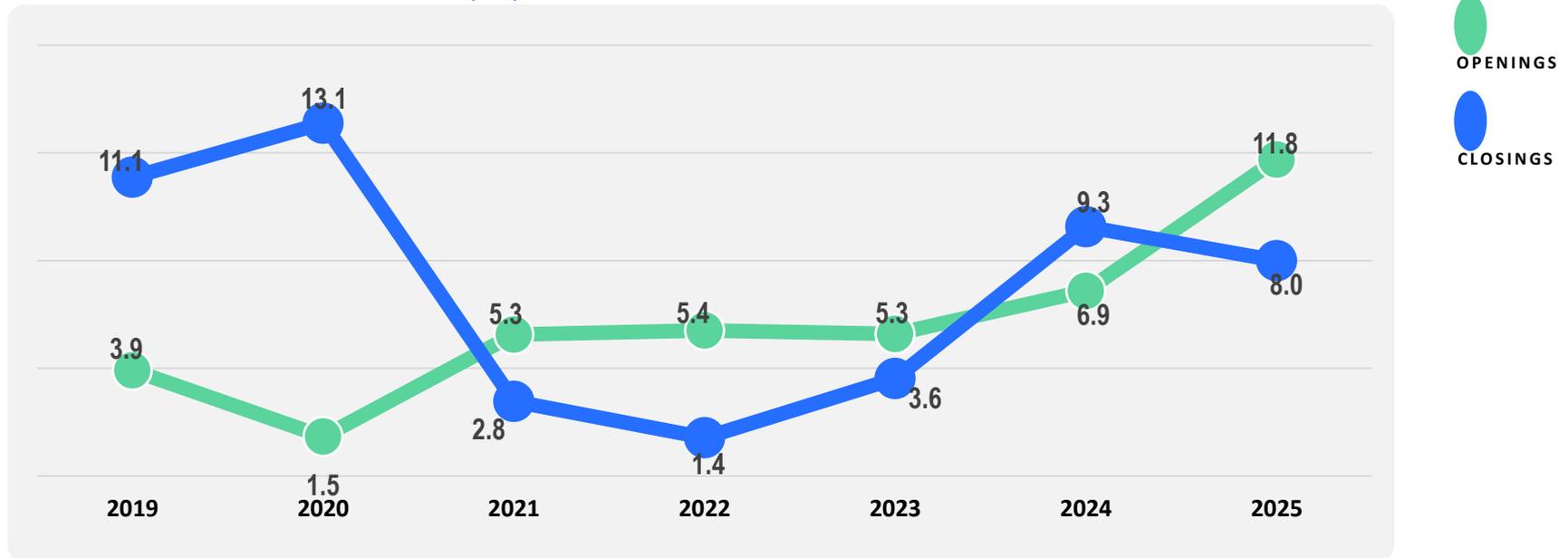
**2.7%** INFLATION

**3.0%** MEDIAN EARNINGS  
GROWTH EXPECTATION

## ANNOUNCED OPENINGS & CLOSINGS

Store openings outpaced closings last year, driven by McDonald’s, Dollar General, Krispy Krunchy Chicken, and 7-Eleven. Approximately 87.3 MSF are associated to announced closings and 111.2 MSF to announced openings.

BY YEAR: 2019 – 2025 (#K)





2025

# Major Retail Closures

## Liquidations (All Stores)

**JOANN**

Joann Fabrics 800 stores closed

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**Party City**

Party City 700 stores closed

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**at home**

At Home All locations (tariff impact)

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**claire's**

Claire's ~300 stores closed

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**FOREVER 21**

Forever 21 215 stores closed

## Strategic Reductions

*Walgreens*

Walgreens 1,200 stores (3-year plan)

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**CVS**

CVS 900 stores ongoing

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**RITE AID**

Rite Aid 500 stores

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**★ macy's**

Macy's 66 stores (150 by 2026)

---

**KOHL'S**

Kohl's 27 stores

---

**BIG LOTS!**

Big Lots 340 stores



## 2025 Winners

# Who's Opening Stores

### Discount & Value Retailers

**DOLLAR GENERAL**

Dollar General 575 new stores

 **DOLLAR TREE**

Dollar Tree 725 new stores

**Burlington**

Burlington 100+ net new stores

**TJ·maxx**

TJ Maxx/TJX Continued expansion

**OLLIE'S**  
GOOD STUFF CHEAP 

Ollie's Bargain Outlet 50+ stores

### Specialty & Experience

**BOOT BARN**

Boot Barn 60 stores (In 49 states)

 **UNI QLO**

Uniqlo Major US expansion

**P A C S U N**

Pacsun First expansion in 18 years

**Abercrombie & Fitch**

**Abercrombie & Fitch** 40 net new

NORDSTROM  
**RACK**

Nordstrom Rack Aggressive growth



## The Value Paradox

# Consumer Behavior

**The Contradiction:** 75% are trading down to cheaper brands, yet 65% are willing to pay extra for 2-hour delivery

**Trading Down:** Off-price & thrift stores seeing steady traffic increases

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**Experience Spending:** Entertainment, F&B, recreation up 10-15% YoY

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**AI Shopping:** 25% used Gen AI tools; AI traffic up 1,200%

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**Value Seeking:** 57% actively seeking deals while prioritizing uniqueness



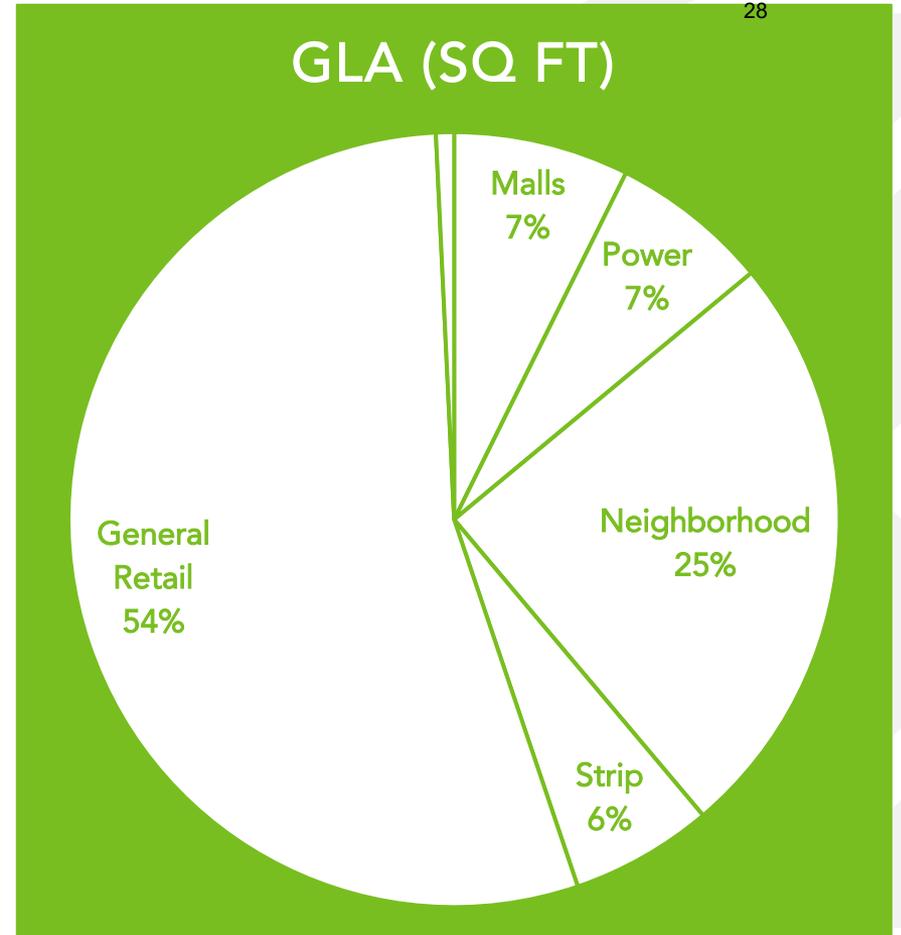
## Grown Without Dominance

# E-Commerce

E-commerce share of total retail (2025)

### Key Insights

- Online sales will likely never exceed 22%
- Physical retail remains dominant channel - but evolving rapidly
- Successful retailers leveraging **omnichannel** strategies
- Buy online, pick up in-store (BOPIS) driving store traffic





2025

# Winning Strategies

**Smaller Footprints:** Retailers downsizing stores (Starbucks: 650-1,000 sq ft vs traditional)

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**Rural & Tertiary Markets:** Growth shifted to secondary/tertiary markets (suburban: 87% of growth)

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**Bankruptcy Opportunism:** Acquiring leases from failed competitors (Burlington grabbed 46 Joann leases)

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**Experience-Driven:** Netflix House, pop culture tie-ins, entertainment integration

---

**Format Flexibility:** Testing small-format stores in urban markets

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**Value Positioning:** Even premium brands emphasizing value without cheapening brand





# 2026 Predictions

What's Next for Retail?

**Navigating the New Normal**

2026

## Economic Outlook

**Base Case:** Moderate growth with continued normalization

**GDP Growth:** Expected ~2.0-2.4% (stable)

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**Consumer Spending:** 3.1% growth projected

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**Interest Rates:** Continued decline unlocking capital

---

**Inflation:** Moving toward 2% target

---

**Tariff Risk:** Major uncertainty if escalated

## Commercial Real Estate

# Cautious Recovery

**Capital Markets Reawakening:** Sales volumes rising as rates fall and investor confidence improves

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**Retail Vacancy:** Remains low at 4.1% nationally - not a "retail apocalypse"

---

**Asking Rents:** Average \$25.03/sq ft (up 2.3% YoY)

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**Net Absorption:** 4.7M sq ft positive in Q3 2025

---

**Deal Activity:** Pricing largely reset; conditions ripening for renewed activity in 2026

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**Quality Space Premium:** Top-tier buildings nearly full; premium space increasingly limited





2026

# Technology Evolution

## AI Maturation

Agentic AI in 40% of enterprise apps

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Task-specific agents managing operations

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Privacy-first personalization

**Focus:** CRM, supply chain, predictive analytics

## Operational Innovation

RFID inventory tracking mainstream

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Computer vision checkout

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Robotics for fulfillment



2026

# Winners & Losers Prediction

## Positioned to Win

**Off-Price/Value:** TJX, Burlington, Ross

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**Experiential:** Entertainment venues, F&B

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**Omnichannel Leaders:** Walmart, Target

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**Specialty Dominators:** Ulta, Sephora

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**Dollar Stores:** Selective rural growth

## At Risk

**Mall Anchors:** Department stores struggling

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**Mid-Market Apparel:** Squeezed by fast fashion & off-price

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**Convenience:** Legacy formats (drugstores)

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**Tariff-Dependent:** Heavy China sourcing

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**One-Trick Ponies:** Lacking differentiation

2026

# Continued Selective Growth

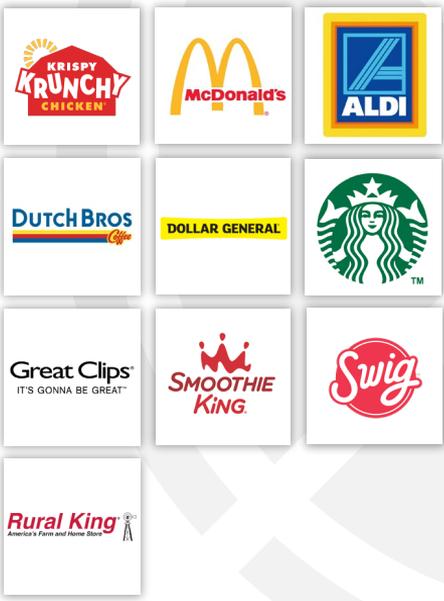
1-50 New Stores



51-100 New Stores



101+ New Stores



2026

# Opportunities for Economic Development

**Retail Churn = Opportunity:** Acquire quality space from bankruptcies at favorable terms

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**Secondary/Tertiary Market Focus:** Retailers shifting away from oversaturated urban cores

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**Experience Development:** Entertainment venues, F&B concepts seeking new markets

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**Mixed-Use Conversions:** Failed retail becoming residential/mixed-use

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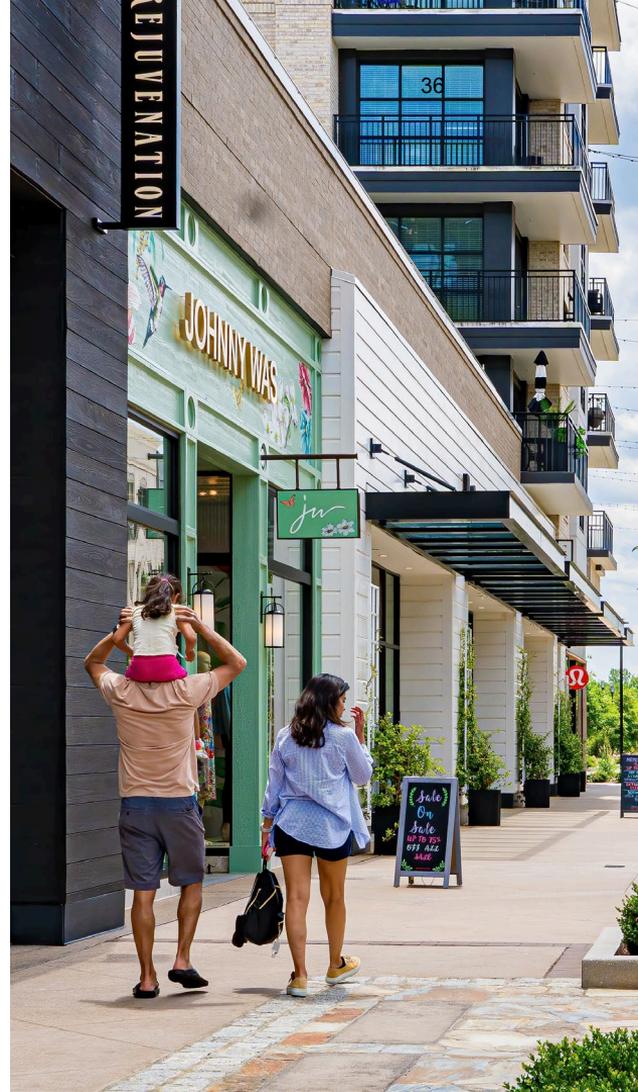
**Small Format Attraction:** 1,000-5,000 sq ft concepts expanding

---

**Data-Driven Pitch:** Use demographics, traffic, spending data to validate demand

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**Incentive Strategy:** Compete on speed, flexibility, and experience - not just dollars





2026

# Key Takeaways

**Retail isn't dying** it's evolving, Physical stores still capture 83.6% of sales

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**Value wins**, but value means experience + price + authenticity

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**Location strategy shifting:** secondary/tertiary markets seeing growth

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**Experience is currency:** entertainment integration becoming standard

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**AI is real**, but implementation matters more than hype

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**Flexibility required:** multiple formats, sizes, and strategies needed





# Thank You

What questions do you have?

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# **PUBLIC COMMENT**

# **EXECUTIVE SESSION**