

ANNUAL REPORT

FY 2024 - 2025

FAST FACTS

INDUSTRIAL
EMPLOYMENT

29.5%

OF LOCAL
WORKFORCE

FY 24-25
POPULATION

46K

AVERAGE

\$72K

MIDLOTHIAN'S
INDUSTRIAL
WAGE



DAILY AVERAGE
TRAFFIC COUNT OF

69.4K

ON US 287 AND
WALTER
STEPHENSON RD

POPULATION
GROWTH
RATE OF

25.5%

OVER THE
PAST 5 YEARS



4.5%

YEAR
OVER YEAR

OVER

1 Million

WORKERS WITH IN
A 30 MINUTE DRIVE

\$122,643

AVERAGE
HOUSEHOLD INCOME

TABLE OF CONTENTS

From the Board

Message from MED Board
President on FY 2024-25

2

Highlights

Recent projects, construction
updates, & work plan account

4

Economic Impact

Impact of active incentive
agreements

15

Recruitment Efforts

KPI's & recruitment activities

19

MED Organization

Priorities, funding model,
history, & financials

22

Looking Forward

Our plan for FY 2025-26

30



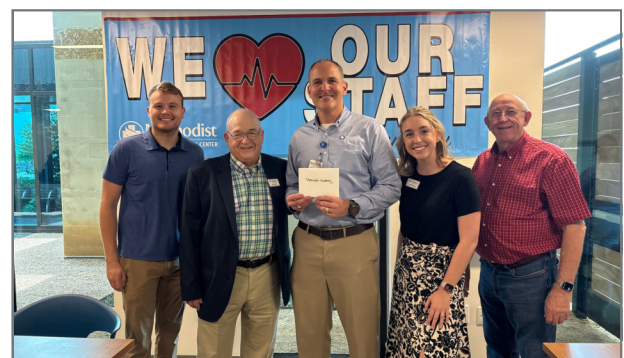


BOARD MEMBERS

- Bill Burdett - President
- Lynda Johnson (Oct. - June) - Vice President
- Jim Norris (July - Sep.) - Vice President
- Aaron Cox (Oct. - June) - Secretary
- Wanda Wilkerson (July - Sep.) - Secretary
- Richard Reno - Treasurer
- Phil Weaver (Oct. - Aug.) - Board Member
- Tim Tobey (Aug. - Sep.)- Board Member
- Greg Wilhelm (Aug. - Sep.)- Board Member
- Councilman Rogers - Liaison

The MED Board of Directors meets monthly. Visitors welcome, MED meetings are open to the public.

310 N. 9th Street
Midlothian, TX
76065



FROM THE BOARD



For over 20 years, Midlothian Economic Development has focused on strengthening our community by building a strong local economy through strategic investments, fostering a supportive business climate, and creating a thriving environment for both companies and residents.

For nearly three decades, Midlothian Economic Development (MED) has helped shape a community that reflects the best of Texas. When we began as an organization, we were a city of just over 8,000 residents and now we have grown into a thriving community of nearly 45,000. This transformation has not happened by chance. It has been the result of bold leadership, intentional investment, and an unwavering commitment to building a place where families, businesses, and opportunities flourish.

This past year, we celebrated a defining milestone for downtown with the opening of our new City Hall a landmark that stands as both a symbol of our heritage and a beacon for our future. It represents what can be achieved when vision meets determination, and it reflects the values of a community that continues to dream big.

Our partnerships remain central to that vision. Together with the City of Midlothian, MCDC, MDA, and Ellis County, we are creating the foundation for sustainable prosperity: attracting high-paying jobs, strengthening our tax base, and positioning Midlothian as a place where businesses want to invest and residents want to stay. This is how we live out the promise of Strong. Bright. Texas.

Looking ahead, we are especially excited about Texas State Technical College's decision to establish a new campus in Midlothian. Their investment will give local residents access to in-demand skills and certifications, equipping our workforce to succeed in today's economy all without leaving our community. Opportunities like these will ensure that Midlothian remains a place where both businesses and residents can thrive.

As we continue implementing the Five-Year Focus on Projects strategic plan, MED remains committed to initiatives that strengthen our community: attracting primary job employers, expanding opportunities at Mid-Way Regional Airport, supporting local businesses, and enhancing our downtown. These efforts not only expand commerce but also bring new restaurants, entertainment, and retail options that enrich everyday life in Midlothian.

Our future is bright, and our momentum is strong. Over the past 27 years, our steady, long-term investments have built more than just infrastructure and industry they have built a community that inspires pride and confidence in the future. Our path forward is clear: we will continue to grow with strength, to shine with opportunity, and to stand as a model for what it means to be **Strong. Bright. Texas.**

Sincerely,

Bill Burdett
MED Board President

HIGHLIGHTS



Quality Tube

Quality Tube, a steel conduit fabricator, purchased the former Malouf Facility at 3800 Railport Drive to establish its first U.S. manufacturing facility. Expanding from Monterrey, Mexico, this major investment reinforces Midlothian's position as an attractive location for advanced manufacturing. The company plans to be operational by the end of 2025, bringing over \$85 million in ad valorem taxable value and creating more than 400 quality jobs for local residents from the project.

Quality Tube will also take advantage of the site's rail access, further enhancing Midlothian's role as a regional logistics hub. In February 2025, MED finalized a \$2 million performance agreement with the company, aligning incentives with meaningful returns for the community. In addition, the Midlothian Development Authority (MDA), which oversees infrastructure investments in the Railport Business Park Tax Increment Reinvestment Zone (TIRZ), funded improvements to the natural gas line, increasing capacity for this project as well as future economic development. In return, Quality Tube's presence will strengthen the tax base, provide competitive wages, and attract complementary industries, making this one of the most impactful industrial projects of the year.



Pictured: Crossroads Logistic Park

Medline Industries

Medline Industries, a leading manufacturer and distributor of medical supplies, has selected Midlothian, Texas, for an expansion of its distribution network, further strengthening the city's position as a hub for logistics and industry. The company is establishing operations at the Crossroads Logistics Park, located at North Ward Road.

In September 2025, MED finalized a \$3.85 million performance agreement with Medline Industries. This incentive package aligns with the company's commitment to long-term growth in Midlothian while ensuring strong returns for the community.

This project represents a significant investment, bringing over \$150 million in ad valorem taxable value and creating more than 150 high-quality jobs for the local workforce. The facility's strategic location provides direct access to key transportation routes, enhancing Medline's ability to efficiently serve hospitals, clinics, and healthcare providers across the region.



New Town Square (Midlothian City Hall and Library)

In February 2023, MED partnered with the City of Midlothian to invest \$3 million in infrastructure improvements supporting the construction of the new City Hall and Library. Completed in December 2024, the project has already become a cornerstone of community life and downtown revitalization. The new City Hall houses essential civic services while also serving as a vibrant gathering place. Children enjoy the outdoor play area, families participate in library programs, and local businesses benefit from increased foot traffic. The project has reinvigorated downtown Midlothian, strengthening its role as the heart of Midlothian culture and an economic driver for the area. Looking ahead, the project will continue to anchor community life, attract private investment, and sustain downtown vitality for decades to come.



CONSTRUCTION UPDATE



Desert Willow Energy Storage- The Desert Willow Energy Storage facility, located in Midlothian, Texas, is a 150 MW / 300 MWh lithium-ion battery storage project developed by esVolta. The property was purchased at market rate from MED in late 2023, without additional incentives. MED also partnered with esVolta to secure the necessary zoning approvals, helping advance the project's development. Energy storage facilities like Desert Willow are vital for supporting the Texas grid, particularly during periods of peak demand. In addition to ensuring reliable electricity, the project represents a capital investment of more than \$150 million, making it one of the largest investments on a per-square-foot basis in Midlothian. The facility's construction and long-term operation will contribute to the local economy while strengthening grid reliability for Texas. The project became operational in August 2025.

Oncor – Oncor Electric opened its new distribution facility in November 2024. The project has already generated significant sales tax revenue for the city while strengthening Midlothian's power infrastructure and meeting growing energy needs. The Midlothian Development Authority's investment in reconstructing VV Jones Road played a key role in Oncor's decision to locate here, demonstrating how infrastructure improvements directly support business growth and community development.



Lawson District- The Lawson District in Downtown opened in June 2025, marking a major milestone in local development. Several businesses are already operating, with additional tenants preparing to open soon. Designed as a mixed-use destination, the district will serve as a hub for dining, retail, office, and community activity in Midlothian.

Main Street Towne Crossing – In July 2023, MED Board and City Council approved a \$3.5 million forgivable loan to support road infrastructure for the new regional retail center in Midlothian. The forgivable loan was granted in July 2025 following the City of Midlothian's issuance of the Letter of Acceptance. The retail center will include a Lowe's Home Improvement store, Home Zone Furniture, Chick-fil-A, and others that will be announced soon. The improved road infrastructure will support the center's operations and serve as a foundation for additional retail, dining, and potential entertainment development in the area.

Shops of Massey Heritage Shopping Center- Construction is actively progressing on the new Tom Thumb at the corner of FM 1387 and Walnut Grove. Vertical construction is underway with walls going up on the main store, and multiple pad sites are being developed across the property. The Tom Thumb is scheduled to open in 2026.

Texas Eye and Cataract- Texas Eye and Cataract has begun construction on its new Midlothian location along Highway 287. Specializing in advanced eye surgery, the facility will provide state-of-the-art care and expanded treatment options, improving access to specialized ophthalmology services for the community.

Google – Google is nearing completion of the second phase of its Midlothian data center operation. In August 2024, the company announced additional investment across Ellis County sites, including Midlothian and Red Oak, would approach \$1 billion. Google's facility in Midlothian is fully operational, with expansion projects ongoing. In addition to the direct economic benefits of the project, Google continues to support the local school district and nonprofit organizations.

Founders Row– Founders Row continues to grow as a destination for shopping, dining, and community gathering in Midlothian. The Midlothian Community Development Corporation (MCDC) supported the project by funding the relocation of the district's vintage structures, helping preserve Midlothian's history while creating space for new businesses. A newly constructed building recently opened and is now home to Niknik's Boutique, adding new retail to the district. At the same time, the historic Anderson House is being repurposed to become the future home of SOCO Coffee House, blending preservation with progress and providing a permanent space for a local business.



Source: SOCO Coffee House

WORK PLAN

FY 24-25 ACCOUNT

> Small Business Training

The MED in partnership with the Midlothian Chamber continued its commitment to support local businesses through educational programs. MED helped fund the Business Academy, led by local business coach Steve Freeman, which offered a monthly class series guiding participants through the Business Made Simple curriculum. Additionally, MED hosted two sessions of the PJE Expansion class, in October and March, led by local business owner Jorden Mortensen, providing businesses with strategies for scaling successfully. In this class MED staff also taught businesses about becoming a Primary Job Employer and accessing local incentives. The course taught the steps needed to make that transition, supporting local business growth and strengthening Midlothian's economic base.

> MED Owned Land

MED purchased the 1.5-acre property at 200 W Railway Avenue as part of the city's Downtown Masterplan, supporting efforts to enhance community identity and vibrancy in the downtown area. The site will address immediate parking needs. In addition to this purchase, MED owns a 6.01-acre tract on V.V. Jones Road and a 1-acre tract at 680 Mt. Zion Road. Formal plans have not yet been established for these three properties.

> Community Forums

Economic development programming can be complicated to understand. Twice a year, the MED hosts a community forum where Midlothian residents are given an opportunity learn about specific economic development tools. The event provides an opportunity for residents to ask questions to better understand how Midlothian's economic development programming provides direct benefits to our residents. In 2025, forums were held on February 1st and August 7th with over 20 residents attending each event.

> Technical Education

Education and workforce training has been a key priority for the Midlothian community for decades. The MED has taken the lead in working with Navarro College, Texas State Technical College (TSTC), and Midlothian ISD to support the needs of local employers, adults, and high school students. This year, TSTC purchased +150 acres of land at the intersection of Highway 67 and Highway 287 to construct a new campus in Midlothian. The campus will serve the southern Dallas-Fort Worth region. In November voters statewide will decide on Proposition 1 which would allow TSTC to use endowment funds to finance the Midlothian campus and other capital projects across the state. MED will continue collaborating with workforce partners to identify opportunities that better serve the community.

> Healthcare Survey

MED collaborated with Navarro College on a local survey to assess the training needs of healthcare employers in Midlothian. The survey aimed to identify high-demand healthcare positions and explore potential opportunities for MED to support funding for related training programs. The results indicated a strong need for training for CNAs, CCMAs, RNs, physicians, medical assistants, and technicians. However, these positions are already being addressed through existing Navarro courses at both the Midlothian and Waxahachie campuses.

> Promotional Program

In 2025, MED launched the Promotional Incentive Program to help local businesses attract new customers and increase visibility beyond the city. The program provides reimbursement of up to 50% of eligible advertising expenses, offering businesses direct support to expand their reach. Two tracks were introduced in the inaugural year: “Made in Midlothian”, highlighting locally produced goods and services, and “Shop & Dine in Midlothian”, supporting restaurants, retailers, and events. The program received an encouraging response, with 11 businesses applying in its first year. This strong interest demonstrates both the need for and the value of the initiative, as MED continues to create opportunities for businesses to promote themselves outside the community and gain new customers.

> Community Survey

MED partnered with ETC Institute to conduct a community survey aimed at supporting MED’s priorities and identifying any unmet needs in the community. Using a random sampling of Midlothian households, the survey received 509 responses, resulting in a 95% level of confidence. The feedback largely aligned with MED’s current priorities.

> Promotional Efforts

In an effort to expand outreach and communication, MED reactivated its Facebook page to serve as a hub for local updates, business news, and community highlights. A quarterly e-newsletter was also launched, providing consistent updates on programs, resources, and opportunities available to local businesses. Additionally, a new drip email campaign was introduced to engage contacts throughout the year, ensuring ongoing communication and strengthening relationships beyond initial introductions.



AGREEMENT COMPLIANCE

MED actively monitors all performance agreements, funding agreements, and other contractual arrangements. In addition, MED administers the city's tax abatement policy and ensures compliance. The following is a list of active agreements currently overseen by MED.

Navarro College	The college is in compliance with the annual criteria for Year 15 of its \$1,500,000, 20-year forgivable loan.
Google	The company has met all annual criteria and will receive an 85% tax abatement on its 2025 real property taxes and a 100% tax abatement on its personal property taxes.
Methodist Midlothian	The company is in compliance with the City's 380 Agreement and is eligible for a 55% property tax reimbursement of \$36,328.87. They are also in compliance with both MED's and MCDL's EDPA and will receive a grant from each entity worth \$275,000 (\$550,000 total.)
Ellis Sollar	Due to legislative changes affecting certain renewable energy projects, the company did not meet the minimum taxable value requirements. As a result, it is not in compliance with the agreement and will not receive the annual grant of 55% of ad valorem taxes paid to the city. The agreement is in default and has been terminated. No funds were distributed.
Sunrider	The company will receive a 55% tax abatement on its 2025 real and personal property taxes. Sunrider has met the annual criteria outlined in its Economic Development Performance Agreement and is eligible for a forgivable loan of \$390,322 in 2025.
SunOpta	The company will receive a 65% tax abatement on its 2025 real and personal property taxes. SunOpta has met the annual criteria outlined in its Economic Development Performance Agreement.
Gerdau	The company will receive a 45% tax abatement on its 2025 real and personal property taxes. Gerdau has met the annual criteria outlined in its Economic Development Performance Agreement and remains eligible for a 50% sales tax grant in 2028.

AGREEMENT COMPLIANCE CONTINUED

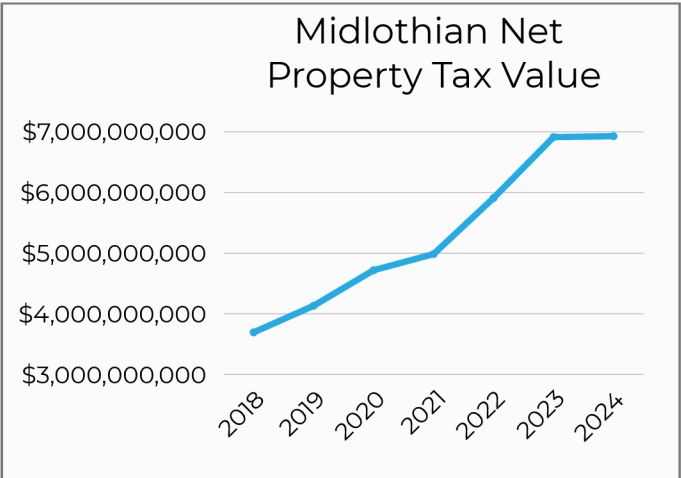
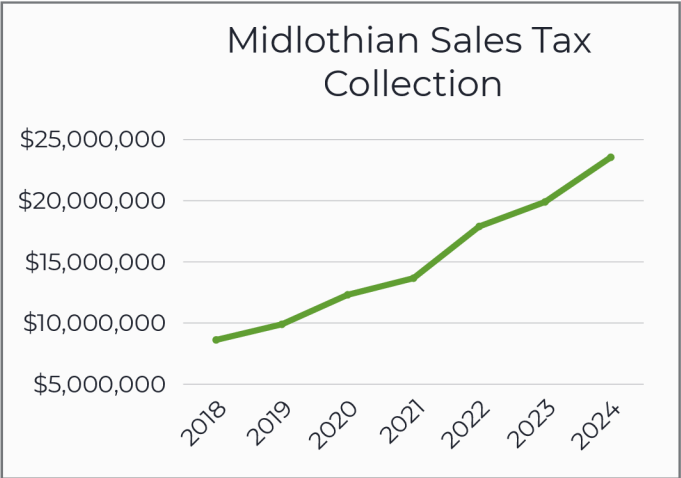
Home Zone	Did not have a reporting requirement during the fiscal year.
MSC Direct	Sid Tool complied with its Sales Tax Sharing Agreement and will receive a total reimbursement of \$702,467.97 for the Year 2 Grant. The net benefit to MED and MCDC is \$75,264.43 each, while the City's net benefit is \$150,528.85, plus \$15,002.80 for use of the conference center, resulting in a total local benefit of \$316,060.51.
Main Street Towne Crossing	The roadway outlined in the agreement has been complete and qualified to receive the forgivable loan of \$3.5 million. Per the incentive agreement, the loan can be forgiven if the development attracts restaurants, entertainment, or local retail uses.
Penn to Paper	After a one-year extension, the company did not complete do their project. As result the agreement has been terminated. No funds were distributed.
Lawson District	Lawson 7 th LLC received an infrastructure grant that aligned with impact fees paid for the development of the main building. They received \$30,234.
Quality Tube	The company entered into an incentive agreement in February 2025. There were no reporting requirements during this fiscal year.
Medline Industries	The company entered into an incentive agreement in September 2025. There were no reporting requirements during this fiscal year.

ECONOMIC DEVELOPMENT BENEFITS

Economic development efforts in Midlothian play a key role in the city’s long-term economic sustainability. MED actively supports these efforts by assisting in the recruitment of companies that export products or services, bringing new money into the local economy. This circulation of funds drives new investment and creates jobs for local companies and their supply network.

Cities and economic development organizations use a variety of incentive tools to promote growth. In Midlothian, the most common tools are tax abatements, performance agreements, and Chapter 380 agreements. Each incentive is negotiated to ensure maximum public benefit and is formalized in a written agreement. To ensure that incentives benefit the community, each agreement includes minimum performance criteria. MED prioritizes jobs, annual payroll, and taxable value. Jobs and payroll ensure that companies are providing opportunities for local residents, which in turn increases customers and revenue for local businesses. Taxable value ensures that taxing entities such as the city, county, and school district receive a monetary return on MED’s investment so they can continue to operate public services.

Since 2018, Midlothian’s net property tax values have nearly doubled, and sales tax collections have almost tripled as a result of economic development efforts. This growth helps offset the tax burden of residents. For example, Midlothian residents benefit from a 20% homestead exemption, as well as disability and elderly caps, benefits not available in most Texas municipalities. The increased tax revenue allows the community to undertake additional projects without increasing the burden on residents, enabling continued reinvestment in the community and further benefits for local residents.



INDUSTRIAL ECONOMIC IMPACT

Companies receiving incentives must meet minimum performance criteria to receive funds. This ensures that the public receives a guaranteed benefit before incentives are awarded. In many cases, companies exceed the minimum criteria, resulting in an even greater benefit. Communities also gain from both direct and indirect benefits. Direct benefits include jobs, wages, and taxable value contributed to the city, county, and school district. Indirect benefits occur when companies make supply chain purchases and when employees spend in the local community.

To ensure that incentivized projects provide benefits that outweigh any added burden on the city's budget, MED staff developed a "cost of service" estimate for each project. This estimate is based on interviews with department heads regarding resource usage and interactions with different types of industrial projects. By combining this information with the land use of each property, staff can estimate the impact of each project on local resources. The cost of service and total incentive amount is then subtracted from the direct tax benefit to measure an estimated return on investment, or ROI, to the community.

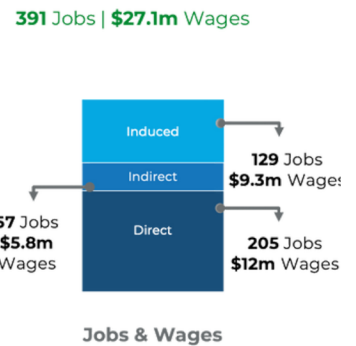
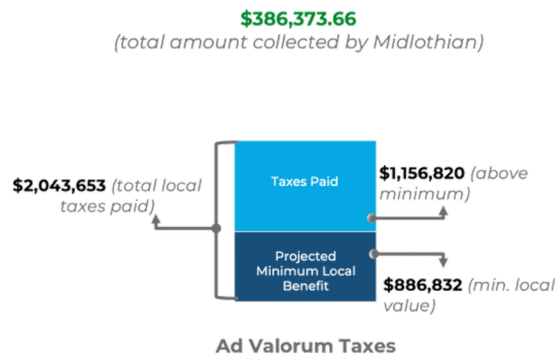
The following industrial projects—Sunrider, SunOpta, Google, and Gerdau—demonstrate this approach. The total estimated ROI for active agreements is 60%, meaning that for every dollar invested locally, including incentives and the use of city and county resources, the community receives \$1.60 in return.

An analysis of the direct and indirect benefits to the City of Midlothian for active incentive agreements shows that in 2024, the direct benefit included 2,049 jobs and \$3,179,569 in city tax revenue. Including indirect benefits, these projects support approximately 4,375 total jobs and more than \$300 million in wages across the region.

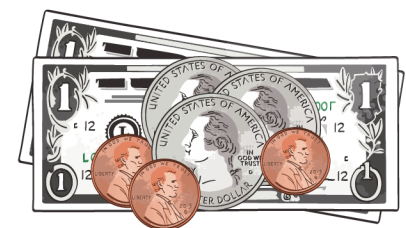


Sunrider

In 2024, Earth Root Holdings, LLC was required to maintain a minimum of 135 jobs, a total payroll of \$6,313,683, and \$58,920,000 in taxable value. The company exceeded these requirements and received a 55% tax abatement from the city and county, as well as third-year loan forgiveness from MED valued at \$390,322. The estimated local incentive for Sunrider was \$682,299. It cost local entities approximately \$145,999 to serve the company, but in return, local entities received \$2,189,652. This represents a return on investment of 178%.



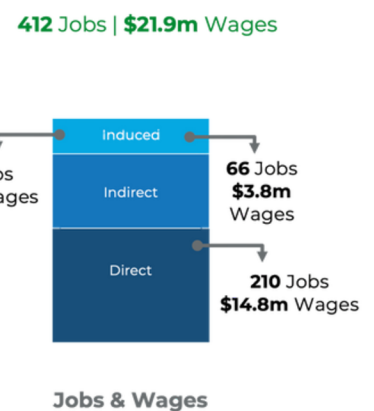
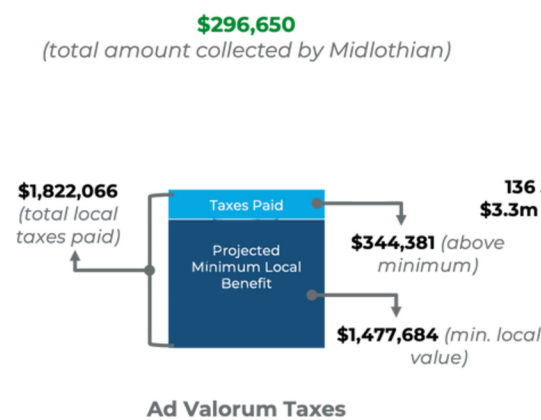
Every \$1.00 given
in incentive and local service



Gain of \$2.78 in taxes paid

SunOpta Grains & Foods

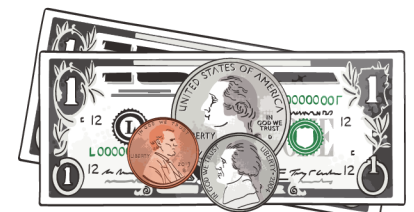
In 2024, SunOpta Grains & Foods, Inc. was required to maintain a minimum of 106 jobs, a total payroll of \$6,400,000, and \$105 million in taxable value. The company exceeded these requirements and received a 65% tax abatement from the city and county. The estimated local incentive for SunOpta was \$762,084. It cost local entities approximately \$64,000 to serve the company, and in return, local entities received \$1,886,066. This represents a return on investment of 131%.



*CALCULATIONS DO NOT REFLECT COLLECTION BY TIRZ



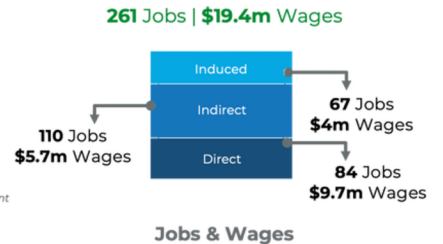
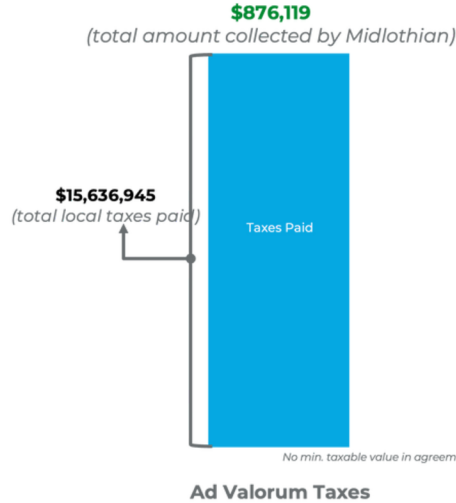
Every \$1.00 given
in incentive and local service



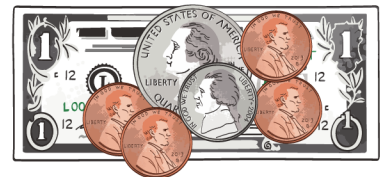
Gain of \$2.31 in taxes paid

Google

In 2024, Sharka LLC was required to maintain a minimum of 40 jobs. The company exceeded this requirement and received a 100% personal property and 85% real property tax abatement from the city and county. The estimated local incentive for Google was \$11,102,653. It cost local entities approximately \$729,997 to serve the company, and in return, local entities received \$15,636,945. This represents a return on investment of 34%.



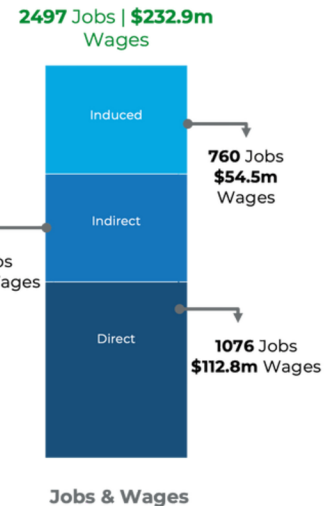
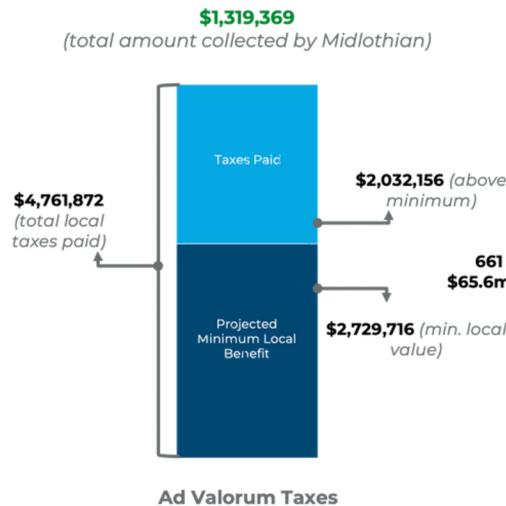
Every \$1.00 given
in incentive and local service



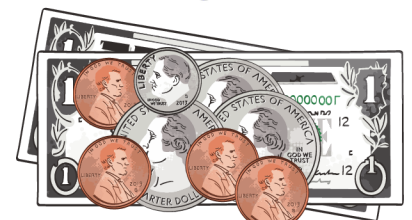
Gain of \$1.34 in taxes paid

Gerdau

In 2024, Chaparral Steel Midlothian LP was required to maintain a minimum of 900 jobs, a total payroll of \$91,054,524, and \$136,425,000 in taxable value. The company exceeded these requirements and received a 45% tax abatement from the city and county. The estimated local incentive for Gerdau was \$595,085. It cost local entities approximately \$1,049,995 to serve the company, and in return, local entities received \$4,761,873. This represents a return on investment of 189%.



Every \$1.00 given
in incentive and local service



Gain of \$2.89 in taxes paid

COMMUNITY ECONOMIC IMPACT

Not all projects that MED participates in are industrial in nature. MED carefully evaluates all tools and potential benefits to the community before moving forward with any project. While many economic development efforts are measured by tangible outcomes such as job creation and increased taxable value, there are also important qualitative benefits that are harder to quantify. These include improving quality of life, enhancing access to essential services, diversifying the local economy, and fostering a sense of community pride and stability. By supporting a range of projects, both traditional industrial developments and those with broader community benefits, MED ensures a balanced, sustainable approach to growth that meets immediate economic needs while laying the foundation for long-term prosperity. When evaluating incentives, these broader qualitative benefits are considered as important as the direct economic impacts.

Methodist Midlothian Medical Center

In 2025, Methodist Health Systems received a 55% personal property Chapter 380 reimbursement and a \$550,000 grant funded by MED and MCDC for the completion of its facility. Methodist Midlothian employs 474 people, along with creating an additional 144 indirect jobs and 196 induced jobs to the community. As the first full-service hospital in Midlothian, Methodist Midlothian has transformed local healthcare access while also investing in education through partnerships with Midlothian ISD. With over 13,000 student training hours and strong community involvement, the hospital delivers lasting benefits well beyond healthcare.



MSC Direct

In 2025, Sid Tool received a 70% sales tax reimbursement from the City, MED, and MCDC. The reimbursement was awarded in recognition of MSC's previous performance and continued use of the Midlothian Conference Center. From this operation, we receive \$301,057.70 in sales tax collection. This project is an example of a low-burden economic development initiative that provides meaningful returns to the community. Unlike some industrial or commercial developments that can increase traffic, strain infrastructure, or place additional demands on public safety, this project has a minimal physical footprint and very little impact on crime or city services.

RECRUITMENT EFFORTS

The MED maintains a proactive marketing strategy focused on attracting companies that export products or services, create quality jobs, and generate a positive fiscal impact for our community. Each year we set ambitious recruitment goals and work closely with land and building owners to match projects with available sites and facilities in our community.

The industrial market has slowed in recent years, with impacts felt not only in Dallas but across the South. Southern Business & Development reported that “Project activity in the South so far in 2025 has been so disastrous that totals are on track to mark the worst SB&D 100 in its 31-year history by a significant margin.” At the same time, the Dallas Fed’s July 28th Texas Manufacturing Outlook Survey reflected renewed optimism, noting a 20-point increase in the production index, the largest in three years, suggesting positive momentum maybe returning.

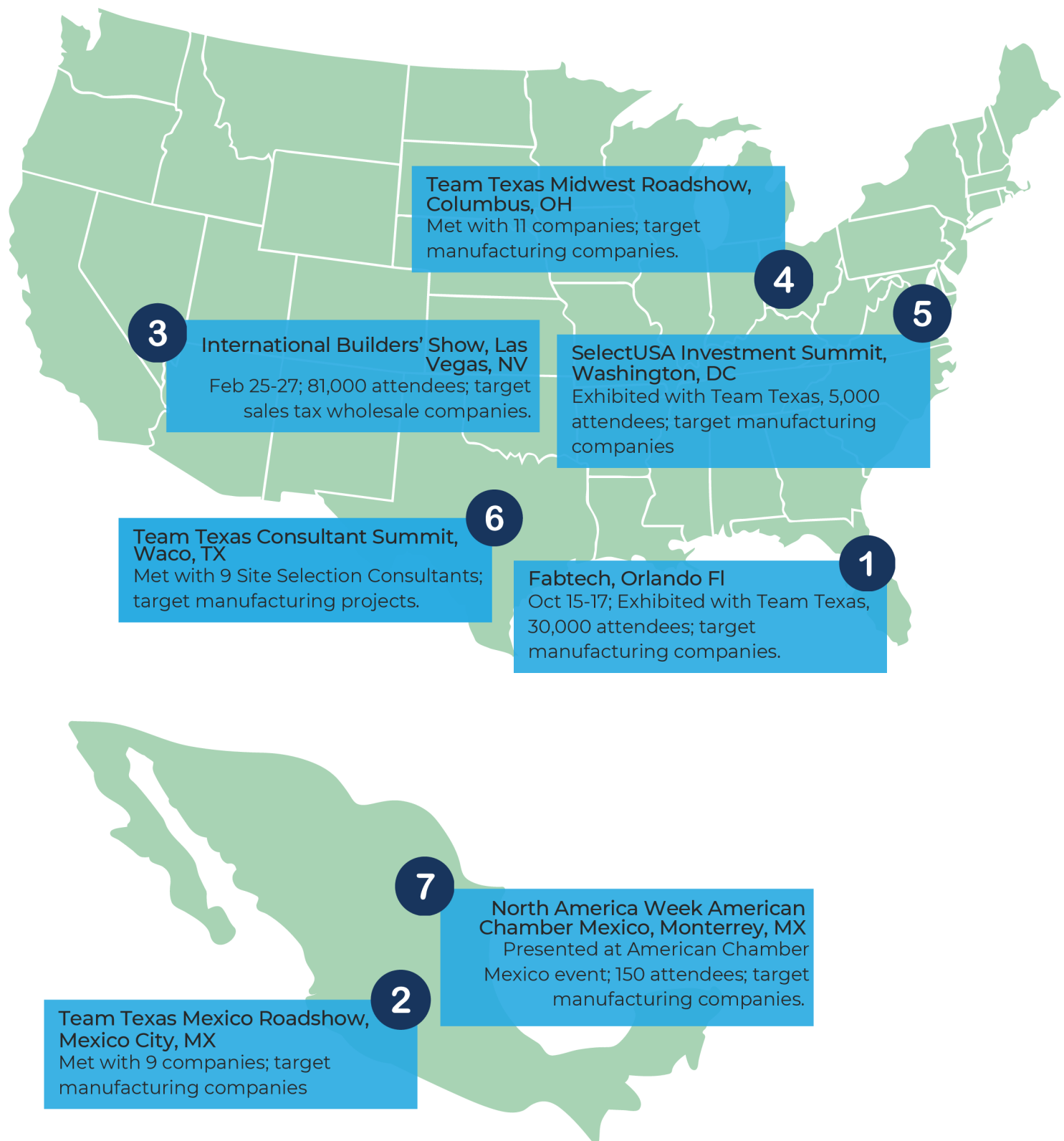
Recruitment efforts are measured through key performance indicators:

- Events: outbound activities such as trade shows or consultant meetings.
- Inquiries: defined projects under consideration.
- Prospects: companies evaluating specific Midlothian sites.
- Site Visits: Prospects touring sites and the community.

Despite market headwinds, MED continues to execute a consistent outbound recruitment strategy. In the past year, staff participated in the Fabtech and International Builders Show trade shows, the SelectUSA Investment Summit, Team Texas roadshows in Mexico City and Ohio, the Team Texas Site Consultant Summit, and a new opportunity in Monterrey, Mexico with the American Chamber. The MED’s approach has shifted from broad exposure through large trade shows to more targeted engagements such as roadshows and direct meetings. Working alongside state and regional partners, the MED is strengthening Midlothian’s brand awareness and positioning the community for future growth and opportunity.

Recruitment KPIs				
	Recruitment Events	Inquiries	Prospects	Site Visits
Goal	5	250	85	18
YTD	7	223	86	21
YTD	140%	89%	101%	116%

RECRUITMENT EVENTS



MED ORGANIZATION



The MED is a non-profit industrial development corporation created in accordance with Section 501-504 of the Texas Local Government Code. The MED was established in 1999 with voter approval. The MED receives ½ percent of all sales taxes generated in Midlothian.

The MED is authorized to use its funds for (a) qualifying projects, (b) promotion, and (c) operations.

The seven member MED Board is appointed by the Midlothian City Council. The MED Board is responsible for all decisions of the corporation within the laws established by the State of Texas. City Council must approve all MED programs and expenditures.

MED STAFF

David Miracle, Executive Director (1998-2002)

Frank Viso, Executive Director (2002-2011)

Kassandra Carroll, Project Manager (2003-2012)

Larry Barnett, President/CEO (2012-2019)

Belinda Wadsworth, Office Manager (2012-2024)

Jennifer Stockett, Marketing Manager (2014-2017)

Kyle Kinateder, CEO (2019-Current)

Natalie Phelps, Senior Business Manager (2021-2023)

Matt Lemin, Analyst (2023-2024)

Joseph Schaefer, Analyst (2024-Current)

Annabel Gaul, Coordinator (2024- Current)



MED PARTNERS

Strong local partnerships are essential to driving economic growth and building a thriving community. The MED collaborates locally with organizations at the city and county level, as well as educational and workforce partners, to create opportunities that benefit both businesses and residents. These partnerships play a vital role in strengthening our local economy, supporting talent, and ensuring long-term community success.

Midlothian Development Authority
Oversees and manages the Railport
TIRZ funds.

Ellis County
Partners in regional development
efforts that enhance
competitiveness and opportunity.

Navarro College
Expands educational and training
opportunities for local students and
professionals.

Midlothian ISD (MISD)
Prepares future talent through
education and career-focused
programs.

**Workforce Solutions North Central
Texas**
Connects employers with skilled
workers and supports workforce
readiness.

City of Midlothian
Provides leadership and resources
that shape sustainable economic
growth.

**Midlothian Community
Development Corporation**
Supports quality-of-life initiatives that
make Midlothian a vibrant place to
live and work.

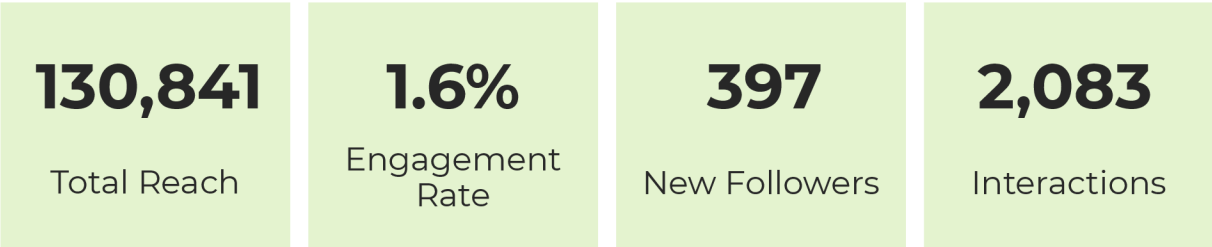
Midlothian Chamber of Commerce
Advocates for local businesses and
fosters a strong business community.

**Texas State Technical College
(TSTC)**
Delivers specialized technical training
aligned with industry needs.

**Small Business Development
Center (SBDC)**
Provides free resources, advising, and
tools to help small businesses
succeed.

DIGITAL PRESENCE REPORT

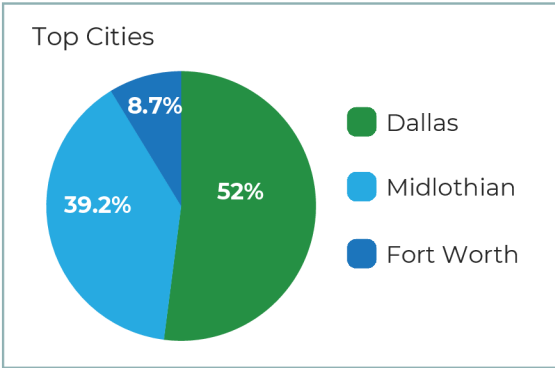
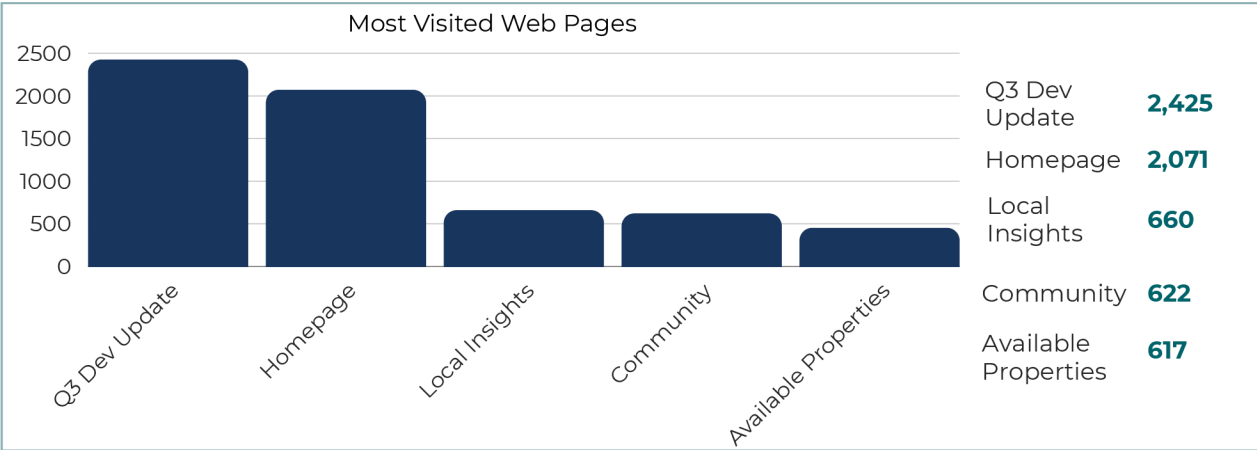
FACEBOOK



LINKEDIN



WEBSITE

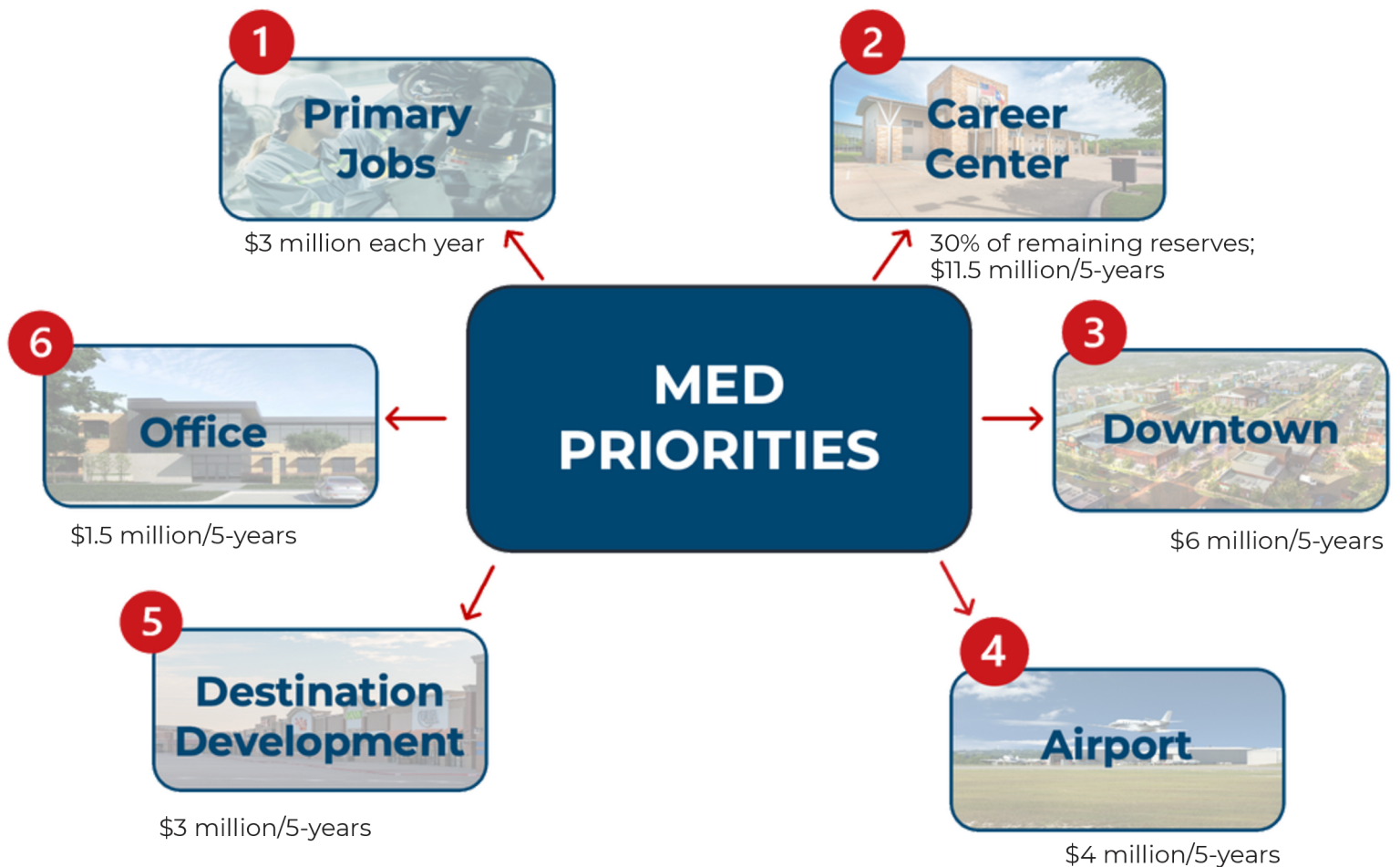


*Website data from March to October

MED PRIORITIES

In April 2021, the MED adopted its Five-Year Focus on Projects, a strategic plan developed with guidance from Day One Experts and shaped by input from the MED Board of Directors, City Council, City staff, and the Midlothian Chamber. This plan established a baseline for evaluating projects, outlined a framework for pursuing authorized initiatives, and prioritized how MED efforts would be implemented—serving as a dynamic roadmap for advancing Midlothian’s economic development goals.

As part of the MED’s ongoing reevaluation of its objectives. The board maintains the six priorities; however, the order has been modified. Due to the desires of the community growing, destination development has moved from 6th to 5th. The current MED Priorities are as follows:



1

PRIMARY JOBS

The MED seeks to attract “Primary Job” employers companies that export products or services and bring new money into the local economy by pursuing long-term corporate partners that provide high-skilled, well-paying jobs, promote technology, and have a low impact on community infrastructure. Under Section 501.101 of the Act, the MED can fund land, buildings, equipment, facilities, infrastructure, and improvements that directly benefit these employers and the community, while also working with developers to ensure Midlothian has quality facilities and development-ready sites available.

2

CAREER CENTER

The MED seeks to attract “Primary Job” employers—companies that export products or services and bring new money into the local economy—by pursuing long-term partners that provide high-skilled, well-paying jobs, promote technology, and have a low impact on community infrastructure. In accordance with Section 501.105 of the Act, the MED may fund land, buildings, equipment, facilities, and infrastructure improvements for a career center, with special consideration given to occupations and industries that pay above the Ellis County average wage.

3

DOWNTOWN

The MED, in partnership with the city, seeks to revive downtown helping it to create a stronger community identity, vibrancy, opportunity for employment, and community interaction.

Under Section 501.103 of the Act, the MED will provide funding for infrastructure improvements associated with the seven catalyst projects outlined in the Downtown Plan which include: (1) A new town square, (2) refining 8th street from Main Street to Avenue D, (3) Avenue F as a new “green street” spine, (4) Main Street as an asset, (5) adaptive reuse to activate 7th street, (6) carry back-alley plaza northward, and (7) activate rail yard.

4

AIRPORT

The MED aims to position Mid-Way Regional Airport as the region's preferred business aviation hub and a key economic development asset for Midlothian and Waxahachie. Targeted aviation uses, such as maintenance-repair and overhaul, fixed-base operators, low-volume air cargo, and training facilities will be pursued to align with the airport's development constraints and surrounding land uses. In accordance with Sections 501.101 and 501.103 of the Act, the MED may fund efforts to attract aviation users that create Primary Jobs and support infrastructure improvements that expand business activity at the airport, while also prioritizing land acquisition for expansion and leveraging federal and state transportation funds whenever possible.

5

DESTINATION DEVELOPMENT

The MED seeks the development of restaurants, entertainment, and other activity uses that create unique opportunities for our residents to enjoy and reinforce Midlothian's local character. These destinations should demonstrate quality building finishes and landscaping while also providing a positive financial return for the community.

The MED will provide funding for qualified public and private infrastructure improvements in accordance with Section 501.103 of the Act. Special consideration should be made for viable projects that align with the other five priorities.

6

OFFICE

The MED seeks the long-term diversification of our economic base and envisions a robust market driven, multi-story, low rise office market along the Highway 287 corridor. The office space should be tailored to attract headquarters, professional office, technology, and medical office users.

The MED will provide land, buildings, equipment, facilities, and infrastructure improvements in accordance with Sections 501.101 and 501.103 of the Act. Initial efforts should be made to secure landholdings for future office development. Long-term, the MED should leverage the development community to build multi-story, class A office space along the Highway 287 corridor.

5 YEAR FUNDING MODEL

MED receives one-half percent of all sales and use tax collections within the city. These funds can be used for MED operations, promotional expenditures, and authorized projects under Chapter 501 of the Texas Local Government Code. MED's primary objective in allocating funds is to maximize resources for authorized projects as outlined in the MED Priorities. The MED Five-Year Funding Model projects annual revenue collections and accounts for project payouts and allocations. Using this model, MED proactively directs funds to projects that it and the City Council believe will promote economic development and benefit Midlothian residents. Within the model, projections and allocations are outlined in green. Numbers in black represent carryovers from the budget or align with MED commitments authorized through Performance Agreements. Numbers in blue reflect future allocations for projects that MED intends to pursue. The model is reviewed regularly and can be adjusted as new opportunities arise.

MED Five-Year Funding Model

			Year 1	Year 2	Year 3	Year 4	Year 5
			2025-26	2026-27	2027-28	2028-29	2029-2030
	Estimated Reserves (beginning balance)		21,641,903	19,823,113	19,654,973	21,529,647	24,786,721
3.0%	Estimated Sales Tax Revenue		7,250,000	7,467,500	7,691,525	7,922,271	8,159,939
2.0%	Estimated Investment Revenue (avg. annual return)		675,000	432,838	396,462	393,099	430,593
	Estimated Other Revenue		-	-	-	-	-
	Sale of land		-	-	-	-	-
1.0%	Estimated Operating Expenses		(1,468,790)	(1,483,478)	(1,498,313)	(1,513,296)	(1,528,429)
0.0%	Estimated Debt Service (P&I)		-	-	-	-	-
	Estimated New Money		6,456,210	6,416,860	6,589,674	6,802,074	7,062,103
\$ 5,000,000	Primary Jobs (LGC 501.101)	Incentive Amount	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
	Quality Tube Holdings Inc. (2025)	2,000,000	500,000	500,000	500,000	500,000	-
	Medline (2025)			550,000	550,000	550,000	550,000
	Sid Tool Co. Inc. (2023)	2,221,894	225,000	225,000	225,000	225,000	250,000
	Chaparral Steel Midlothian LP (2022)	1,150,000	-	-	1,150,000	-	-
	Bulk Holder		4,275,000	3,725,000	2,575,000	3,725,000	4,200,000
	Annual Expenditures		5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
	Remaining Reserves		23,098,113	1,416,860	1,589,674	1,802,074	2,062,103
60%	Infrastructure Improvements (LGC 501.103)		13,858,868	7,158,984	2,802,788	1,594,032	561,294
	Methodist Health System - 1B (Shell) Hospital (2018)	400,000	50,000	50,000	50,000	50,000	50,000
	Methodist Health System - MOB2 (2018)	100,000		100,000	100,000	100,000	100,000
	Methodist Health System - Outpatient or Corner (2018)	160,000		160,000	140,000	120,000	100,000
	Downtown (Catalyst Projects, Infrastructure Grant)	8,000,000	2,000,000	2,000,000	2,000,000	2,000,000	
	Airport (Hangers, Land and infrastructure)	4,000,000		2,000,000			
	Office (land and infrastructure)	1,500,000	1,500,000				
	Destination Development	3,000,000	2,000,000	1,000,000			
	Commercial Curb Appeal (visual improvements)	-					
	Annual Expenditures		7,550,000	5,310,000	2,290,000	2,270,000	200,000
25%	Workforce (LGC 501.102, 501.105)		5,774,528	6,128,743	6,526,162	6,976,680	7,492,206
	Midlothian Higher Education Center	-	-	-	-	-	-
	TSTC Midlothian Campus	-	-	-	-	-	-
	Annual Expenditures		-	-	-	-	-
15%	Unreserved - Land purchase		3,464,717	3,677,246	3,915,697	4,186,008	4,495,324
	Land	-	-	-	-	-	-
	Other	-	-	-	-	-	-
	Annual Expenditures		-	-	-	-	-
Total Annual Expenditures			12,550,000	10,310,000	7,290,000	7,270,000	5,200,000
0%	Unrestricted		-	-	-	-	-
Estimated Reserves (ending balance)			15,548,113	15,929,973	18,954,647	21,061,721	26,648,823

HISTORICAL MED PROJECTS

Year	Company	Performance Agreement	Committed Incentive	Actual Payout	Tax Abt.
Aug-2000	Toys R Us	Primary Job	\$500,000	\$500,000	Y
Oct-2002	Ennis, Inc.	Primary Job	\$317,688	\$317,688	Y
Jun-2003	Target Corp	Primary Job	\$1,000,000	\$1,000,000	Y
Jul-2009	Navarro College	Career Center	\$1,500,000	\$1,500,000	N
Oct-2009	SWFA	Infrastructure	\$125,000	\$125,000	N
Sep-2011	QuikTrip	Primary Job	\$209,280	\$209,280	Y
Oct-2012	Ash Grove	Primary Job	\$300,000	\$95,098	Y
Jun-2013	Midlothian Healthcare Center	Infrastructure	\$150,000	\$150,000	N
Nov-2013	Buckley Oil Co.	Primary Job	\$200,000	\$200,000	Y
Mar-2014	Midlothian LNG	Primary Job	\$500,000	\$300,000	Y
Oct-2014	Courtyard by Marriott	Infrastructure	\$10,570	\$10,570	N
Nov-2014	Beef O'Brady's	Infrastructure	\$15,000	\$15,000	N
Oct-2015	Midlothian Towne Crossing	Infrastructure	\$1,575,000	\$1,575,000	N
May-2018	Google	Tax Abatement			Y
Aug-2018	Methodist Midlothian M.C.	Infrastructure	\$2,650,000	\$1,275,000	N
Jun-2020	Ellis Solar	Primary Job	\$1,500,000	\$0.00	N
Mar-2020	Sunrider Manufacturing	Primary Job	\$3,122,573	\$1,170,965	Y
Nov-2020	Logistic Property Company	Infrastructure	\$800,000	\$800,000	N
Aug-2021	SunOpta1	Primary Job	\$200,000	\$200,000	Y
Aug-2021	Navarro College	Career Center	\$8,000	\$7,643	N
Dec-2021	Hillwood	Infrastructure	\$5,000,000	\$5,000,000	N
Mar-2022	Gerdau	Primary Job	\$2,450,000	\$1,300,000	Y
May-2022	TSTC	Career Center	\$140,000	\$96,000	N
Jun-2022	Home Zone	Primary Job	\$750,000	\$750,000	Y
Jan-2023	SunOpta2	Primary Job	\$300,000	\$300,000	Y
Jan-2023	MSC Direct (Sid Tool)	Primary Job	\$1,800,000	\$71,894	N
Feb-2023	City of Midlothian	Infrastruture	\$3,000,000	\$3,000,000	N
Jul-2023	Weber MG Midlothian	Infrastruture	\$3,500,000	\$3,500,000	N
Jul-2023	Penn to Paper	Infrastruture	\$40,000	\$0.00	N
Aug-2024	Lawson District	Infrastructure	\$30,234	\$30,234	N
Feb- 2025	Quality Tube	Primary Job	\$200,000		N
Sep- 2025	Medline Industries LP	Primary Job	\$3,300,000		N
			\$34,993,345	\$23,499,372	

FINANCIALS

Each year, the MED is required to file an Economic Development Corporation Report with the Texas Comptroller. The report provides information on the corporation's total revenues and expenditures for the fiscal year. Previous reports are available on the comptrollers' website. The MED will submit its FY 2024-2025 EDC report in April 2026 after the financial audit is completed. The following report is based on year-end projections.

	2023-24 Actual	2024-25 Budget	2024-25 YE Projected
Beginning Fund Balance	\$17,296,107	\$20,074,554	\$20,074,554
REVENUE			
Sales Tax	\$6,113,669	\$5,858,000	\$7,452,760
Interest/Misc Revenues	\$972,670	\$500,000	\$944,430
Sale of Asset	\$998,696	\$0	\$0
Total Fiscal Year Revenues	\$8,085,035	\$6,358,000	\$8,397,190
EXPENSES			
Personnel	\$490,866	\$560,119	\$491,206
Administration	\$129,999	\$348,737	\$186,207
Marketing and Promotion	\$115,688	\$150,000	\$65,484
Capital Costs	\$547,302	\$850,000	\$793,650
Direct Business Incentives	\$4,022,733	\$5,639,161	\$5,305,012
Debt Service	\$0	\$0	\$0
Total Fiscal Year Expenditures	\$5,306,588	\$7,548,017	\$6,841,559
End of Year Fund Balance	\$20,074,554	\$18,884,537	\$21,630,184

The expenditures are categorized as followed: *Personnel* - Include expenses for salaries, wages, and related employee benefits provided for all persons employed by the corporation. Employee benefits include employer contributions to the retirement system, insurance, sick leave, severance pay and similar benefits.

Administration - Include expenditures by the corporation including contracts for services, car expenses, rent, supplies, employee training and utilities. *Marketing and Promotion* - Include any costs used to promote and market the community for economic development purposes. (i.e., brochures, advertising, direct mail, printing expenses, trade show expenses.). *Direct Business Incentives* - Include grants, cash, land, sales tax rebates, loans, job training, infrastructure development, loan guarantees, rent subsidies and other incentives. *Debt Service* - Include interest and principal payments on debts of the corporation. *Capital Costs* - Include outlays that result in the acquisition of or additions to fixed assets owned by the corporation and not provided as a direct business incentive.

LOOKING FORWARD

The MED's Five-Year Focus on Projects strategic plan was adopted in 2021. At the heart of the plan was the direction to create an annual MED work plan. The work plan outlines specific initiatives that are deemed to be of highest importance to achieve the economic success desired by the Midlothian community. In addition to the day-to-day responsibilities, the MED will focus on the following objectives for the 2025-2026 fiscal year:

Strategic Plan

The MED will update its strategic plan, set to expire in March 2026, building on recent progress while focusing on identifying and implementing catalyst projects across each priority. The new plan will define the MED's mission and guiding principles and establish a longer-term horizon to maximize benefits for Midlothian residents. With the updated plan and the MED's new logo and brand in place, we will also review and refresh all public-facing materials to ensure consistency and alignment with our strategic plan.

Recruitment

The MED will continue on proactive recruitment that strengthens Midlothian's economy and community. We will target employers that bring high-paying jobs and long-term investment, support existing businesses as they expand, and strategically guide development of our limited sites. Key initiatives include advancing aviation growth at Mid-Way Regional Airport, pursuing destination projects that enhance quality of life, and leveraging state, local, and industry partnerships to connect with companies aligned with Midlothian's vision for the future.

Recruitment

KEY PERFORMANCE INDICATORS

7
Recruitment
Events

275
Inquiries

85
Prospects

18
Site Visits



Source: TSTC

TSTC

The MED continues to support TSTC with their plans for a Midlothian campus. The MED will prepare contingent plans if state funds are not available by 2027.

Downtown

The MED, in partnership with the City and MCDCC, will support the revival of Downtown Midlothian to strengthen community identity, vibrancy, employment opportunities, and public interaction. Efforts will focus on the seven catalyst projects outlined in the Downtown Plan.

Local Businesses

The MED will strengthen local business support by continuing and refining the Made in Midlothian and Shop/Dine in Midlothian grant programs, advancing entrepreneurship training with the Chamber through initiatives like the Business Academy, PJE Expansion Course, mentoring, and a revived business plan competition, and launching a formal Local PJE Grant Program to provide quick, targeted incentives for small projects.



STAY CONNECTED

Midlothian Economic Development is committed to keeping our community, businesses, and partners informed and up to date on what is happening in Midlothian. We provide regular updates through our Facebook and LinkedIn pages, where we share community news, program highlights, and development updates. In addition, our newsletter offers in-depth information on initiatives, resources, and our quarterly newsletter. These channels ensure that you can stay connected with MED and the continued growth of Midlothian.



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**Midlothian Economic
Development**



MED Newsletter



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