

UNIQUE MCKINNEY

MEDC Finance Committee Report
FY 2022 Budget

Members: P. Cloutier, K. Kuehn, K. Sipiora

June 15, 2021



McKinney Economic Development Corporation



Finance Committee Report – FY 2022 Proposed Budget Executive Summary

Year over year comparisons are influenced by COVID-19 pandemic impacts to the FY 2021 budget

Revenues

- FY 2021 revenue budget was reduced 9% to prior year
- FY 2021 YTD and estimated FYE revenues > 15% to budget
- FY 2022 budget > 3.6 % to estimated FYE 2021

Expenses

- FY 2021 budget reductions
 - Travel
 - Trade Shows/Conferences/Trade Missions
 - Unfilled open staff positions
- FY 2022 Budget assumptions
 - Travel/Shows/Missions resumption
 - Increased AT&T Byron Nelson sponsorship opportunity
 - Unfilled staff positions restored



Finance Committee Report – FY 2022 Proposed Budget Executive Summary

FY 2022 proposed budget contemplates continued macro-economic growth and return to pre-pandemic activity

Category	Value (rounded)	Comment
FY 2022 Revenues	\$17,633,000	+ 3.6% to FY 2021, consistent with historic approach
Personnel Expense, inc. Benefits	(\$1,273,000)	+3.5 % to FY 2021
Marketing and Promotional	(\$712,700)	- 46% to FY 2021
Other Operating Expenses	(\$1,066,200)	-27% to FY 2021
Subtotal OPEX	(\$3,052,000)	17.3% FY 2022 revenues, - 2.3% to FY 2021 *
Economic Incentives & related expense	(\$13,994,000)	79.4% FY 2022 revenues
Budget surplus	\$587,000	3.3% FY 2022 revenues

* Below 20% internal benchmark established FY 2020. Compares favorably to peer group cities

Finance Committee recommends Board adoption of the FY 2022 Budget as presented