

**McKinney Economic Development Corporation**  
**Operating Statement**  
**August 2012**

92% of FY Complete

Revenues	FY12 Budget	Monthly Actual	YTD Actual	Remaining Budget to Receive	% of Budget Received
Sales Tax	\$8,000,000	\$845,911	\$7,764,087	\$235,913	97.1%
Interest Income	\$500	\$1,432	\$28,983	(28,483)	
Miscellaneous Revenue	0	0	127,000	(127,000)	
<b>Total Revenues</b>	<b>\$8,000,500</b>	<b>\$847,343</b>	<b>\$7,920,070</b>	<b>\$80,430</b>	<b>99.0%</b>

MEDC Operations	FY 12 Budget	Monthly Actual	YTD Actual	Budget Balance	YTD Budget Disbursed
<b>Personnel</b>					
Salaries	\$369,453	\$26,651	\$254,123	\$115,330	68.8%
Benefits	131,310	8,806	112,116	19,194	85.4%
<b>Total Personnel Expense</b>	<b>\$500,763</b>	<b>\$35,457</b>	<b>\$366,238</b>	<b>\$134,525</b>	<b>73.1%</b>

<b>Supplies</b>					
General Office Supplies	\$5,000	\$313	\$2,414	\$2,586	48.3%
Food	5,000	235	2,624	2,376	52.5%
Minor Tools & Equipment	15,000	0	11,305	3,695	75.4%
Postage	1,000	0	130	870	13.0%
Hardware/Software Purchases	4,000	0	555	3,445	13.9%
Communications	2,500	0	2,291	209	91.6%
<b>Total Supplies Expense</b>	<b>\$32,500</b>	<b>\$549</b>	<b>\$19,319</b>	<b>\$13,181</b>	<b>59.4%</b>

<b>Maintenance</b>					
Buildings and Structures	\$0	\$0	\$8,266	(\$8,266)	
Miscellaneous Maintenance	3,500	0	50	3,450	1.4%
Hardware/Software	0	96	186	(186)	
<b>Total Maintenance Expense</b>	<b>\$3,500</b>	<b>\$96</b>	<b>\$8,503</b>	<b>(\$5,003)</b>	<b>242.9%</b>

<b>Operations</b>					
Communications	\$21,352	\$433	\$6,133	\$15,219	28.7%
Mileage	2,000	0	352	1,648	17.6%
Insurance or Bonds (WC)	1,000	0	885	115	88.5%
Office Rental	56,246	4,656	46,722	9,524	83.1%
Travel/Training	11,000	6	630	10,370	5.7%
Publications - Subscriptions	1,500	0	1,056	444	70.4%
Utilities - Electric	4,100	574	4,225	(125)	103.1%
Other	6,500	142	5,590	910	86.0%
Association Dues	36,000	0	27,598	8,402	76.7%
Equipment Rental	7,000	510	6,899	101	98.6%
Professional Services	51,224	13,919	143,179	(91,955)	279.5%
Temporary Personnel Services	10,000	330	11,589	(1,589)	115.9%
Other Legal Fees	19,500	0	19,206	294	98.5%
<b>Total Operations Expense</b>	<b>\$227,422</b>	<b>\$20,570</b>	<b>\$274,064</b>	<b>(\$46,642)</b>	<b>120.5%</b>
<b>Total MEDC Operational Expenses</b>	<b>\$764,185</b>	<b>\$56,671</b>	<b>\$668,124</b>	<b>\$96,061</b>	<b>87.4%</b>

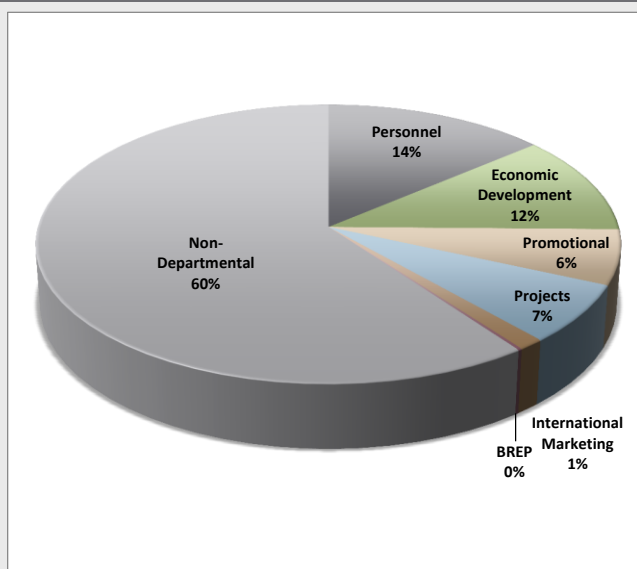
<b>Promotional</b>					
<b>Supplies</b>					
Printed Material	\$50,000	\$0	\$14,974	\$35,026	29.9%
Software/Hardware Maintenance	3,000	0	2,884	116	96.1%
<b>Total Supplies</b>	<b>\$53,000</b>	<b>\$0</b>	<b>\$17,858</b>	<b>\$35,142</b>	<b>33.7%</b>

<b>Operations</b>					
Travel & Training	\$20,000	\$0	\$3,174	\$16,826	15.9%
Community Relations	3,000	387	519	2,481	17.3%
Professional Services	25,400	0	35,154	(9,754)	138.4%
Promotional Items	5,000	3,261	5,807	(807)	116.1%
Advertising/PR/Research	100,000	1,000	71,162	28,838	71.2%
Airport Marketing	62,000	410	34,683	27,317	55.9%
<b>Total Operations</b>	<b>\$215,400</b>	<b>\$5,058</b>	<b>\$150,499</b>	<b>\$64,901</b>	<b>69.9%</b>
<b>Total Promotional Expenses</b>	<b>\$268,400</b>	<b>\$5,058</b>	<b>\$168,357</b>	<b>\$100,043</b>	<b>62.7%</b>

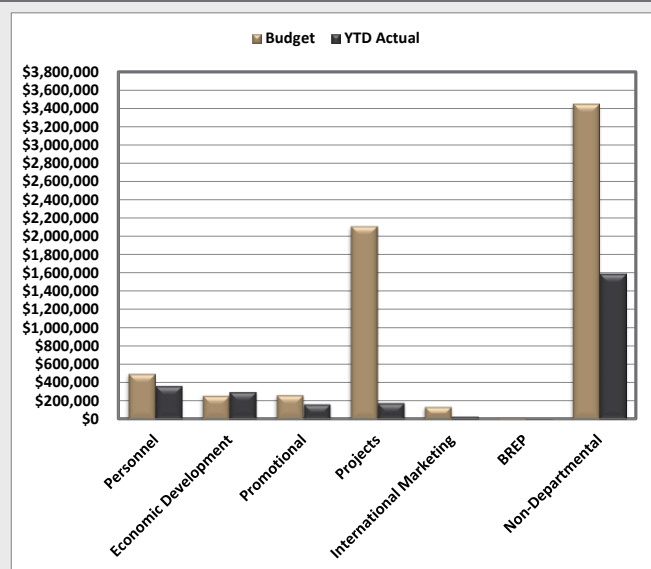
<b>Projects</b>					
Committed Projects	\$1,804,300	\$27,426	\$135,939	\$1,668,361	7.5%
Professional Services	100,000	3,040	15,350	84,650	15.4%
Auditing/Accounting Fees	10,000	0	0	10,000	0.0%
Other Legal Fees	200,000	6,709	29,507	170,493	14.8%
<b>Total Project Expenses</b>	<b>\$2,114,300</b>	<b>\$37,175</b>	<b>\$180,797</b>	<b>\$1,933,503</b>	<b>8.6%</b>

International Marketing	FY 12 Budget	Monthly Actual	YTD Actual	Budget Balance	YTD Budget Disbursed
<b>Supplies</b>					
General Office Supplies	\$1,000	\$0	\$541	\$459	54.1%
Food	2,500	292	1,284	1,216	51.4%
Postage	1,500	0	1,295	205	86.3%
Printed Material	2,000	0	1,168	832	58.4%
<b>Total Supplies</b>	<b>\$7,000</b>	<b>\$292</b>	<b>\$4,287</b>	<b>\$2,713</b>	<b>61.2%</b>
<b>Operations</b>					
Communications	\$0	\$0	\$38	(\$38)	
Mileage	4,000	0	1,343	2,657	33.6%
Travel/Training	79,500	3,598	25,497	54,003	32.1%
Other	0	0	56	(56)	
Associations	2,000	0	950	1,050	47.5%
Rental	500	0	0	500	0.0%
Professional Services	1,000	0	120	880	12.0%
Promotional	42,000	0	1,660	40,340	4.0%
Advertising	4,000	80	380	3,620	9.5%
<b>Total Operations</b>	<b>\$133,000</b>	<b>\$3,678</b>	<b>\$30,044</b>	<b>\$102,956</b>	<b>22.6%</b>
<b>Total International Marketing Expenses</b>	<b>\$140,000</b>	<b>\$3,970</b>	<b>\$34,331</b>	<b>\$105,669</b>	<b>24.5%</b>
<b>BREP - Emerging Technology</b>					
<b>Supplies</b>					
Office Supplies	\$500	\$0	\$71	\$429	14.3%
Food	1,000	241	487	513	48.7%
Postage	0	0	55	(55)	
<b>Total Supplies</b>	<b>\$1,500</b>	<b>\$241</b>	<b>\$613</b>	<b>\$887</b>	<b>40.9%</b>
<b>Operations</b>					
Mileage	\$1,500	\$300	\$1,406	\$94	93.7%
Travel/Training	9,000	100	2,056	6,944	22.8%
Other	2,000	0	398	1,602	19.9%
Promotional	1,000	325	775	225	77.5%
<b>Total Operations</b>	<b>\$13,500</b>	<b>\$725</b>	<b>\$4,634</b>	<b>\$8,866</b>	<b>34.3%</b>
<b>Total BREP Expenses</b>	<b>\$15,000</b>	<b>\$966</b>	<b>\$5,248</b>	<b>\$9,752</b>	<b>35.0%</b>
<b>Non-Departmental</b>					
<b>Operations</b>					
Other - Adm Fee	\$74,197	\$6,183	\$68,014	\$6,183	91.7%
Transfer to Main Street	25,000	2,083	22,917	2,083	91.7%
MEDC I&S Fund	3,346,819	136,154	1,497,690	1,849,129	44.7%
<b>Total Operations</b>	<b>\$3,446,016</b>	<b>\$144,420</b>	<b>\$1,588,621</b>	<b>\$1,857,395</b>	<b>46.1%</b>
<b>Total Non-Departmental Expenses</b>	<b>\$3,446,016</b>	<b>\$144,420</b>	<b>\$1,588,621</b>	<b>\$1,857,395</b>	<b>46.1%</b>
<b>Total Expenses</b>	<b>\$6,747,901</b>	<b>\$248,261</b>	<b>\$2,645,477</b>	<b>\$4,102,424</b>	<b>39.2%</b>
<b>Net</b>	<b>\$1,252,599</b>	<b>\$599,082</b>	<b>\$5,274,593</b>		

YTD Expenses



Budget vs. YTD Actual Expenses



# Debt Service / Project Details

August 2012

Debt Service Payments	FY 12 Budget	Monthly Actual	YTD Actual	Budget Balance	YTD Budget Disbursed
Texas Instruments	\$76,094	\$ 6,341	\$ 69,752	\$ 6,342	91.7%
Gateway 65 Acre Project	1,395,063	116,255	1,278,808	116,255	91.7%
52-Acre Industrial Park	162,687	13,557	149,130	13,557	91.7%
<b>Total Debt Service Payments</b>	<b>\$1,633,844</b>	<b>\$136,154</b>	<b>\$1,497,690</b>	<b>\$136,154</b>	<b>91.7%</b>

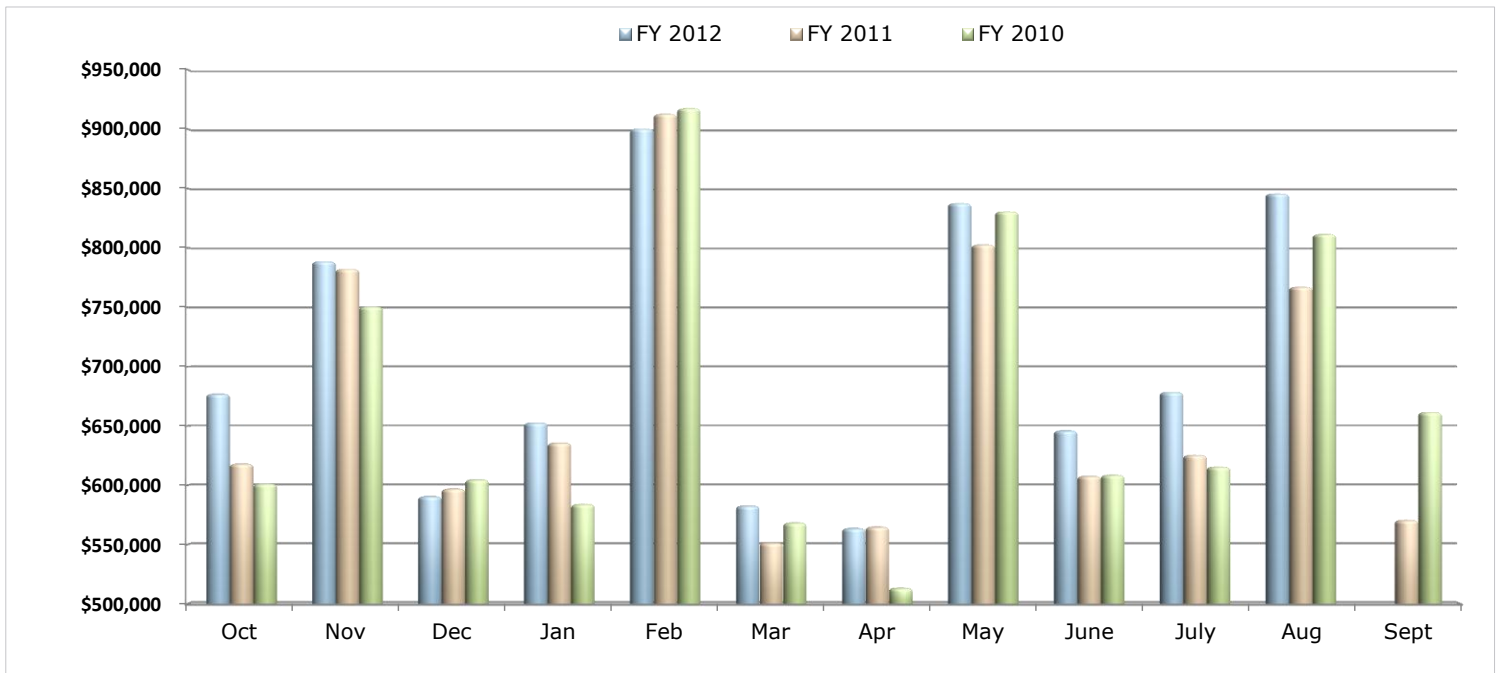
Committed Projects					
Encore Wire	\$700,000	\$ -	\$ 33,603	\$ 666,397	4.8%
Emerson	170,000	1,464	1,464	168,536	0.9%
Popular Ink	65,000	0	0	65,000	0.0%
<b>Total Committed Projects</b>	<b>\$935,000</b>	<b>\$1,464</b>	<b>\$35,067</b>	<b>\$899,933</b>	<b>3.8%</b>

Emerging Technologies					
Experian	\$500,000	\$ -	\$ 33,603	\$ 466,397	6.7%
Servery	30,000	8,334	45,837	(15,837)	152.8%
Biscotti	50,000	4,167	29,169	20,831	58.3%
USP&E	50,000	0	0	50,000	0.0%
CredSystems	50,000	2,000	6,000	44,000	12.0%
Sygmatrix	50,000	6,255	12,510	37,490	25.0%
Local Hitz	50,000	1,075	3,225	46,775	6.5%
Sanchez/Verus	50,000	0	0	50,000	0.0%
Adventure Pilot	50,000	0	0	50,000	0.0%
Hile Electronics	50,000	4,131	4,131	45,869	8.3%
HealthQuest	50,000	0	0	50,000	0.0%
<b>Total Emerging Technologies</b>	<b>\$980,000</b>	<b>\$25,962</b>	<b>\$134,475</b>	<b>\$845,525</b>	<b>13.7%</b>

Undesignated	(110,700)	0	0	(110,700)	0.0%
<b>Total Projects</b>	<b>\$1,804,300</b>	<b>\$ 13,497</b>	<b>\$ 50,904</b>	<b>\$1,753,396</b>	<b>2.8%</b>

**McKinney Economic Development Corporation**  
Sales Tax Revenue  
August 2012

Month Received	FY 2009 Received	FY 2010 Received	FY 2011 Received	FY 2012 Received	Difference to FY 2011	Variance to FY 2011	% of Budget
October	\$635,933	\$601,060	\$618,027	<b>\$677,019</b>	<b>\$58,992</b>	9.5%	8.5%
November	800,981	750,551	782,350	<b>788,763</b>	<b>6,412</b>	0.8%	18.3%
December	662,747	604,719	596,953	<b>590,569</b>	<b>(6,384)</b>	-1.1%	25.7%
January	597,722	583,944	635,746	<b>652,773</b>	<b>17,026</b>	2.7%	33.9%
February	952,014	917,764	913,054	<b>900,507</b>	<b>(12,547)</b>	-1.4%	45.1%
March	577,054	568,249	551,228	<b>582,592</b>	<b>31,364</b>	5.7%	52.4%
April	535,705	513,268	564,781	<b>563,639</b>	<b>(1,143)</b>	-0.2%	59.4%
May	792,418	830,760	802,920	<b>837,767</b>	<b>34,846</b>	4.3%	69.9%
June	621,456	608,551	607,652	<b>646,007</b>	<b>38,355</b>	6.3%	78.0%
July	607,275	615,496	625,389	<b>678,542</b>	<b>53,153</b>	8.5%	86.5%
August	851,645	811,705	767,331	<b>845,911</b>	<b>78,580</b>	10.2%	97.1%
September	520,335	661,540	570,452				
<b>Total</b>	<b>\$8,155,285</b>	<b>\$8,067,609</b>	<b>\$8,035,886</b>	<b>\$7,764,087</b>	<b>\$298,653</b>	<b>4.5%</b>	

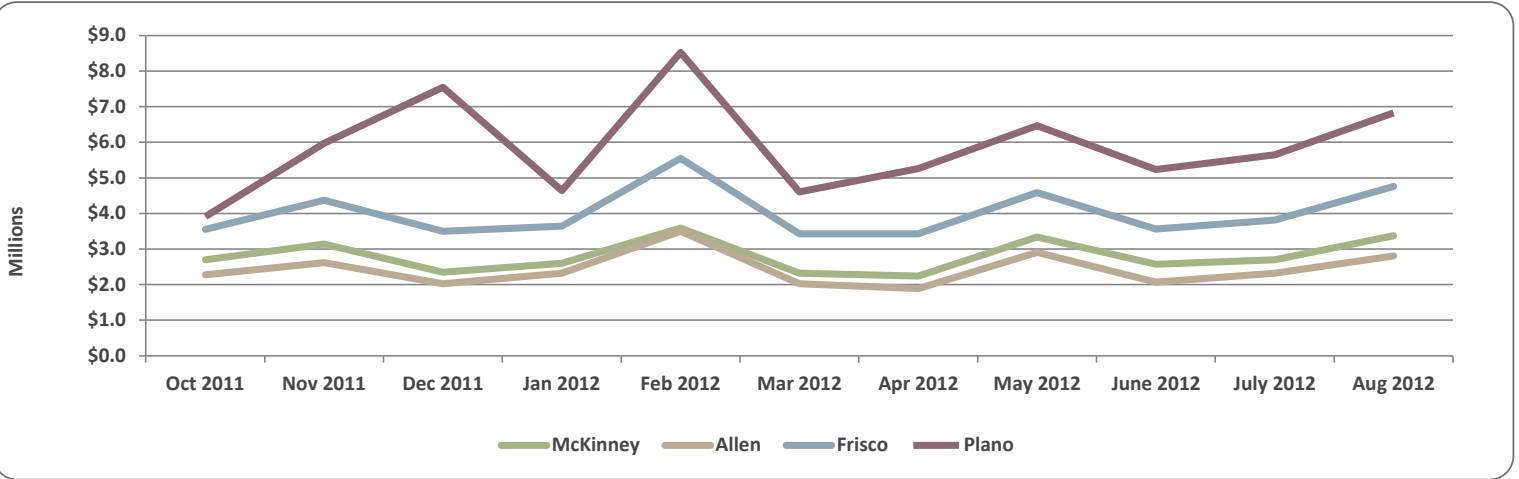


# City of McKinney

## Sister City Sales Tax Comparison

### August 2012

92% of FY  
Complete



	McKinney	Allen	Frisco	Plano
<b>Oct 2010</b>	2,461,072	1,877,586	3,183,595	4,263,519
<b>Nov 2010</b>	3,116,960	2,420,335	3,893,132	6,164,279
<b>Dec 2010</b>	2,375,374	1,724,765	2,926,429	4,218,416
<b>Jan 2011</b>	2,530,469	2,136,770	3,141,612	4,893,156
<b>Feb 2011</b>	3,639,673	3,138,091	5,233,928	7,149,432
<b>Mar 2011</b>	2,192,389	1,730,001	2,878,995	4,784,306
<b>Apr 2011</b>	2,246,590	1,578,504	2,878,991	4,534,160
<b>May 2011</b>	3,198,995	2,738,910	4,247,202	6,603,413
<b>June 2011</b>	2,417,903	2,131,057	3,208,067	5,392,638
<b>July 2011</b>	2,488,806	2,162,726	3,313,526	4,405,703
<b>Aug 2011</b>	3,056,544	2,814,472	4,401,177	6,530,082
<b>Sep 2011</b>	7,614,770	2,155,815	3,553,146	4,600,767
<b>FY 2011 Total</b>	<b>\$37,339,546</b>	<b>\$26,609,032</b>	<b>\$42,859,800</b>	<b>\$63,539,871</b>
<b>Oct 2011</b>	2,695,235	2,273,152	3,556,044	3,914,237
<b>Nov 2011</b>	3,143,117	2,613,427	4,370,704	5,975,185
<b>Dec 2011</b>	2,349,361	2,026,610	3,497,198	7,542,484
<b>Jan 2012</b>	2,598,189	2,316,571	3,640,120	4,636,676
<b>Feb 2012</b>	3,588,971	3,495,776	5,549,946	8,523,992
<b>Mar 2012</b>	2,317,467	2,021,048	3,427,402	4,604,584
<b>Apr 2012</b>	2,241,564	1,892,375	3,427,296	5,260,580
<b>May 2012</b>	3,338,002	2,904,381	4,590,910	6,462,037
<b>June 2012</b>	2,570,768	2,072,350	3,559,977	5,236,079
<b>July 2012</b>	2,700,981	2,321,724	3,810,590	5,650,753
<b>Aug 2012</b>	3,370,525	2,808,786	4,755,662	6,824,134
<b>FY 2012 Total</b>	<b>\$30,914,179</b>	<b>\$26,746,199</b>	<b>\$44,185,849</b>	<b>\$64,630,739</b>

<b>Aug 2012</b>				
<b>Diff to LY</b>	\$313,981	(\$5,686)	\$354,486	\$294,052
<b>Var to LY</b>	10.3%	-0.2%	8.1%	4.5%

# McKinney Economic Development Corporation

## Balance Sheet

August 2012

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash & Investments	\$ 2,469,548	\$ 71,072	\$ 4,386	\$ -	\$ -	\$ 2,545,006
Petty Cash	200	0	0	0	0	200
Investment Pools	8,508,422	0	1,580,197	0	0	10,088,619
Other Investments	0	0	0	0	0	0
Interest Receivable - Investments	0	0	0	0	0	0
Accounts Receivable	1,462,798	0	0	0	0	1,462,798
Deposits/Security Deposits	159,528	0	0	0	0	159,528
Prepaid Items	11,834	0	0	0	0	11,834
Land	0	0	0	0	23,327,475	23,327,475
Buildings & Structures	0	0	0	0	25,434	25,434
Land Improvements	0	0	0	0	257,783	257,783
Machinery & Equipment	0	0	0	0	29,795	29,795
Depreciation	0	0	0	0	(222,329)	(222,329)
<b>Total Assets</b>	<b>\$ 12,612,330</b>	<b>\$ 71,072</b>	<b>\$ 1,584,583</b>	<b>\$ -</b>	<b>\$ 23,418,158</b>	<b>\$ 37,686,143</b>
<b>Other Debits</b>						
Amount Available for Debt Service	\$ -	\$ -	\$ -	\$ 1,990,386	\$ -	\$ 1,990,386
Amount Provided for Retirement of Long-term Debt	0	0	0	22,524,451	0	22,524,451
<b>Total Other Debits</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 24,514,837</b>	<b>\$ -</b>	<b>\$ 24,514,837</b>
<b>Total Assets and Other Debits</b>	<b>\$ 12,612,330</b>	<b>\$ 71,072</b>	<b>\$ 1,584,583</b>	<b>\$ 24,514,837</b>	<b>\$ 23,418,158</b>	<b>\$ 62,200,980</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 19,413	\$ -	\$ -	\$ -	\$ -	\$ 19,413
Compensated Absences Payable	0	0	0	24,837	0	24,837
Accrued Interest Payable	0	0	0	85,559	0	85,559
Note Payable to O&S Holding	0	0	0	0	0	0
Note Payable to Primary Government	0	0	0	8,030,000	0	8,030,000
Bonds Payable	0	0	0	16,460,000	0	16,460,000
Investment in General Fixed Assets	0	0	0	0	23,639,404	23,639,404
<b>Total Liabilities</b>	<b>\$ 19,413</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 24,600,396</b>	<b>\$ 23,639,404</b>	<b>\$ 48,259,213</b>
<b>Total Fund Balances</b>	<b>\$ 12,592,917</b>	<b>\$ 71,072</b>	<b>\$ 1,584,583</b>	<b>\$ (85,559)</b>	<b>\$ (221,246)</b>	<b>\$ 13,941,767</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 12,612,330</b>	<b>\$ 71,072</b>	<b>\$ 1,584,583</b>	<b>\$ 24,514,837</b>	<b>\$ 23,418,158</b>	<b>\$ 62,200,980</b>