

**McKinney Economic Development Corporation**  
Balance Sheet  
April 2020

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash and Cash Equivalents	\$ 47,841	\$ 105,481	\$ 97,708	\$ -	\$ -	\$ 251,030
Investment Pools	12,364,656	1,922,331	1,523,594	-	-	15,810,580
Accounts Receivable/Other Taxes & Franchise Fees	2,541,501	-	-	-	-	2,541,501
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Land	-	-	-	-	66,905,887	66,905,887
Machinery & Equipment (Net of Depreciation)	-	-	-	-	24,512	24,512
GASB 68 TMRS/Actuarial	-	-	-	29,951	-	29,951
GASB 68 TMRS/Investment	-	-	-	255,635	-	255,635
GASB 68 TMRS/Contributions	-	-	-	110,146	-	110,146
GASB 75 OPEB/Actuarial	-	-	-	3,314	-	3,314
GASB 75 OPEB/Assumption Change	-	-	-	9,556	-	9,556
	-	-	-	2,229	-	2,229
<b>Total Assets</b>	<b>\$ 14,959,527</b>	<b>\$ 2,027,812</b>	<b>\$ 1,621,302</b>	<b>\$ 410,831</b>	<b>\$ 66,930,399</b>	<b>\$ 85,949,870</b>
<b>Other Debits</b>						
Deferred Charges/Unamortized Advance Refunding	\$ 18,000	\$ -	\$ -	\$ 61,873	\$ -	\$ 79,873
Amount Available for Debt Service	-	-	-	1,721,796	-	1,721,796
Amount Provided for Retirement of Long-term Debt	-	-	-	25,734,735	-	25,734,735
<b>Total Other Debits</b>	<b>\$ 18,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 27,518,405</b>	<b>\$ -</b>	<b>\$ 27,536,405</b>
<b>Total Assets and Other Debits</b>	<b>\$ 14,977,527</b>	<b>\$ 2,027,812</b>	<b>\$ 1,621,302</b>	<b>\$ 27,929,236</b>	<b>\$ 66,930,399</b>	<b>\$ 113,486,275</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 51,384	\$ -	\$ -	\$ -	\$ -	\$ 51,384
Compensated Absences Payable	-	-	-	80,279	-	80,279
Accrued Interest Payable	-	-	-	75,391	-	75,391
Bonds Payable	-	-	-	26,745,000	-	26,745,000
TMRS Pension Liability	-	-	-	686,178	-	686,178
OPEB Liability	-	-	-	223,126	-	223,126
TMRS Actuarial Experience	-	-	-	14,112	-	14,112
TMRS Investment Experience	-	-	-	105,150	-	105,150
<b>Total Liabilities</b>	<b>\$ 51,384</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 27,929,236</b>	<b>\$ -</b>	<b>\$ 27,980,620</b>
<b>Fund Balances/Equity</b>						
Reserve for Encumbrances	\$ 302,426	\$ -	\$ -	\$ -	\$ -	\$ 302,426
Reserve for Prepaids	5,528	-	-	-	-	5,528
Unreserved Fund Balance	14,618,188	2,027,812	1,621,302	-	-	18,267,302
Investment in Capital Assets	-	-	-	-	66,930,399	66,930,399
<b>Total Fund Balances/Equity</b>	<b>\$ 14,926,142</b>	<b>\$ 2,027,812</b>	<b>\$ 1,621,302</b>	<b>\$ -</b>	<b>\$ 66,930,399</b>	<b>\$ 85,505,655</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 14,977,527</b>	<b>\$ 2,027,812</b>	<b>\$ 1,621,302</b>	<b>\$ 27,929,236</b>	<b>\$ 66,930,399</b>	<b>\$ 113,486,275</b>

**McKinney Economic Development Corporation**  
**Summary Operating Statement**  
**April 2020 (58% of FY Complete)**

Revenues	FY20 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 14,885,247	\$ 1,288,819	\$ 9,084,894	\$ 5,800,353	61.0%	\$ 1,240,437	\$ 48,382	\$ 8,683,061	\$ 401,834
Interest Income	200,000	8,354	99,944	100,056	50.0%	16,667	(8,313)	116,667	(16,722)
Miscellaneous Revenue	-	-	280	(280)	0.0%	-	-	-	280
<b>Total Revenues</b>	<b>\$ 15,085,247</b>	<b>\$ 1,297,173</b>	<b>\$ 9,185,119</b>	<b>\$ 5,900,128</b>	<b>60.9%</b>	<b>\$ 1,257,104</b>	<b>\$ 40,069</b>	<b>\$ 8,799,727</b>	<b>\$ 385,391</b>
Expenditures	FY20 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
<b>MEDC Operations</b>									
Personnel	\$ 1,576,609	\$ 111,600	\$ 640,036	\$ 936,573	40.6%	\$ 131,384	\$ 19,784	\$ 919,689	\$ 279,653
Supplies	52,000	1,492	15,453	36,547	29.7%	4,333	2,841	30,333	14,880
Maintenance	5,000	-	209	4,791	4.2%	417	417	2,917	2,708
Services/Sundry	1,134,410	90,217	551,254	583,156	48.6%	94,534	4,317	661,739	110,485
<b>Total MEDC Operational Exp.</b>	<b>\$ 2,768,019</b>	<b>\$ 203,309</b>	<b>\$ 1,206,952</b>	<b>\$ 1,561,067</b>	<b>43.6%</b>	<b>\$ 230,668</b>	<b>\$ 27,359</b>	<b>\$ 1,614,678</b>	<b>\$ 407,726</b>
<b>Projects</b>									
Committed Projects	\$ 12,850,000	\$ -	\$ 5,867,700	\$ 6,982,300	45.7%	\$ 1,070,833	\$ 1,070,833	\$ 7,495,833	\$ 1,628,134
<b>Total Project Expenses</b>	<b>\$ 12,850,000</b>	<b>\$ -</b>	<b>\$ 5,867,700</b>	<b>\$ 6,982,300</b>	<b>45.7%</b>	<b>\$ 1,070,833</b>	<b>\$ 1,070,833</b>	<b>\$ 7,495,833</b>	<b>\$ 1,628,134</b>
<b>Non-Departmental</b>									
Other - Adm Fee	\$ 450,000	\$ 37,500	\$ 262,500	\$ 187,500	58.3%	\$ 37,500	\$ -	\$ 262,500	\$ -
Insurance & Risk Fund	10,211	851	5,956	4,255	58.3%	851	-	5,956	-
MEDC I & S Fund	3,950,889	329,241	2,304,685	1,646,204	58.3%	329,241	-	2,304,685	-
<b>Total Non-Departmental Expenses</b>	<b>\$ 4,411,100</b>	<b>\$ 367,592</b>	<b>\$ 2,573,142</b>	<b>\$ 1,837,958</b>	<b>58.3%</b>	<b>\$ 367,592</b>	<b>\$ -</b>	<b>\$ 2,573,142</b>	<b>\$ -</b>
<b>Total Expenses</b>	<b>\$ 20,029,119</b>	<b>\$ 570,901</b>	<b>\$ 9,647,793</b>	<b>\$ 10,381,326</b>	<b>48.2%</b>	<b>\$ 1,669,093</b>	<b>\$ 1,098,192</b>	<b>\$ 11,683,653</b>	<b>\$ 2,035,860</b>
<b>Net</b>	<b>\$ (4,943,872)</b>	<b>\$ 726,272</b>	<b>\$ (462,674)</b>			<b>\$ (411,989)</b>	<b>\$ 1,138,262</b>	<b>\$ (2,883,925)</b>	<b>\$ 2,421,251</b>
FY20 Beginning Fund Balance	\$ 15,388,817								
Add FY20 Budgeted Revenue	15,085,247								
Less FY20 Budgeted Expense	(20,029,119)								
<b>FY20 Proj. End Fund Balance</b>	<b>\$ 10,444,945</b>								

# MEDC Project Detail/Cash Flow

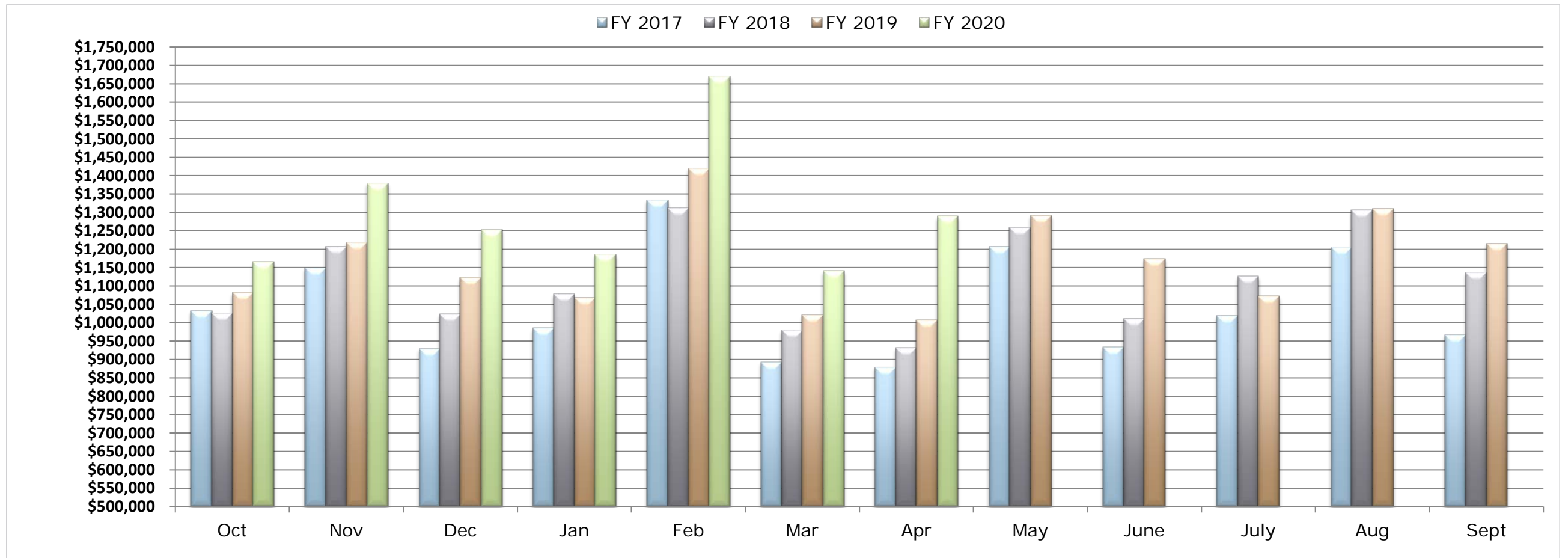
April 2020

All active MEDC projects are listed below, with the future cash flows based on a conservative estimate of the timing of incentive payments.

Projects	Project Number	Approved Project Amount	Project Expenses to date	Remaining Commitments	FY 20	FY21	FY22	FY23	FY24 and Thereafter
Perfectly Green Corporation	E12019	\$ 170,000	\$ 60,000	\$ 110,000	\$ 110,000				
O'Hara Flying Service	E14003	144,000	48,000	96,000	96,000				
AIM	E14021	144,900	75,900	69,000	69,000				
Wright IMC	E15007	108,000	-	108,000	108,000				
Accent Care	E15008	460,110	291,090	169,020	169,020				
Horizon Data Center	E15010	256,000	205,000	51,000	-	-	51,000		
TPUSA	E17003	610,000	-	610,000	610,000				
PACCAR 2017	E17004	3,300,000	1,100,000	2,200,000	2,200,000				
Cotiviti USA	E17005	792,000	-	792,000	792,000				
Simpson Strong Tie	E17006	467,000	467,000	-	-				
Playful	E17007	2,514,400	1,613,080	901,320	901,320				
3-TAB Beacon	E17008	248,500	185,500	63,000	63,000				
Lone Star Reel	E17009	224,982	168,737	56,246	56,246				
Independent Bank	E17010	5,381,000	4,381,000	1,000,000	1,000,000				
WSD LED	E18003	44,000	-	-	-	-	44,000		
Toyoshima Greentech	E19002	50,000	-	50,000	50,000				
PACCAR 2018	E19005	360,000	-	360,000	-	-	360,000		
Dalfen	E19006	268,000	-	268,000	268,000				
Moss	E19009	245,000	112,000	133,000	84,000	49,000			
SRS	E19012	1,479,000	-	1,479,000	1,290,000	189,000			
McKinney National Business Park	E19013	244,143	-	244,143	244,143				
KVP	E19014	261,500	-	261,500	-	261,500			
Vintage	E19015	762,300	-	762,300	-	762,300			
Yankon Lighting	E19016	34,000	-	34,000	34,000				
KDC	E19018	2,400,000	-	2,400,000	2,400,000				
Block-It Now	E20001	205,250	59,000	146,250	146,250				
Boyd	E20003	148,500	43,500	105,000	105,000				
Raytheon	E20004	7,010,000	-	7,010,000	-	7,010,000			
<b>Totals</b>		<b>\$ 28,332,585</b>	<b>\$ 8,809,807</b>	<b>\$ 19,478,779</b>	<b>\$ 10,795,979</b>	<b>\$ 8,271,800</b>	<b>\$ 455,000</b>	<b>\$ -</b>	<b>\$ -</b>

**McKinney Economic Development Corporation**  
**Sales Tax Revenue**  
 April 2020 (58% of FY Complete)

Month Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	FY 2018 Received	FY 2019 Received	FY 2020 Received	Difference to FY 2019	Variance to FY 2019	% of Budget
October	\$809,613	\$851,178	\$1,032,847	\$1,026,985	\$1,081,713	\$ 1,165,480	\$ 83,767	7.7%	7.8%
November	982,351	1,101,106	1,148,939	1,208,295	1,219,028	1,380,273	161,245	13.2%	9.3%
December	826,009	897,304	929,699	1,023,356	1,123,713	1,253,931	130,218	11.6%	8.4%
January	821,731	833,503	985,393	1,079,316	1,068,303	1,185,717	117,415	11.0%	8.0%
February	1,136,044	1,231,183	1,334,043	1,312,944	1,420,142	1,670,492	250,350	17.6%	11.2%
March	764,445	671,518	891,649	980,238	1,021,757	1,140,182	118,424	11.6%	7.7%
April	716,258	825,953	880,093	930,962	1,006,335	1,288,819	282,485	28.1%	8.7%
May	1,031,572	1,114,575	1,208,091	1,258,169	1,291,030				
June	820,908	884,501	932,936	1,011,758	1,174,600				
July	840,355	910,886	1,019,409	1,125,759	1,072,098				
August	1,055,774	1,207,558	1,206,441	1,306,035	1,310,882				
September	1,013,186	938,767	967,150	1,136,996	1,216,602				
<b>Total</b>	<b>\$10,818,246</b>	<b>\$11,468,033</b>	<b>\$12,536,690</b>	<b>\$13,400,813</b>	<b>\$14,006,204</b>	<b>\$ 9,084,894</b>	<b>\$ 1,143,904</b>	<b>14.4%</b>	<b>61.0%</b>



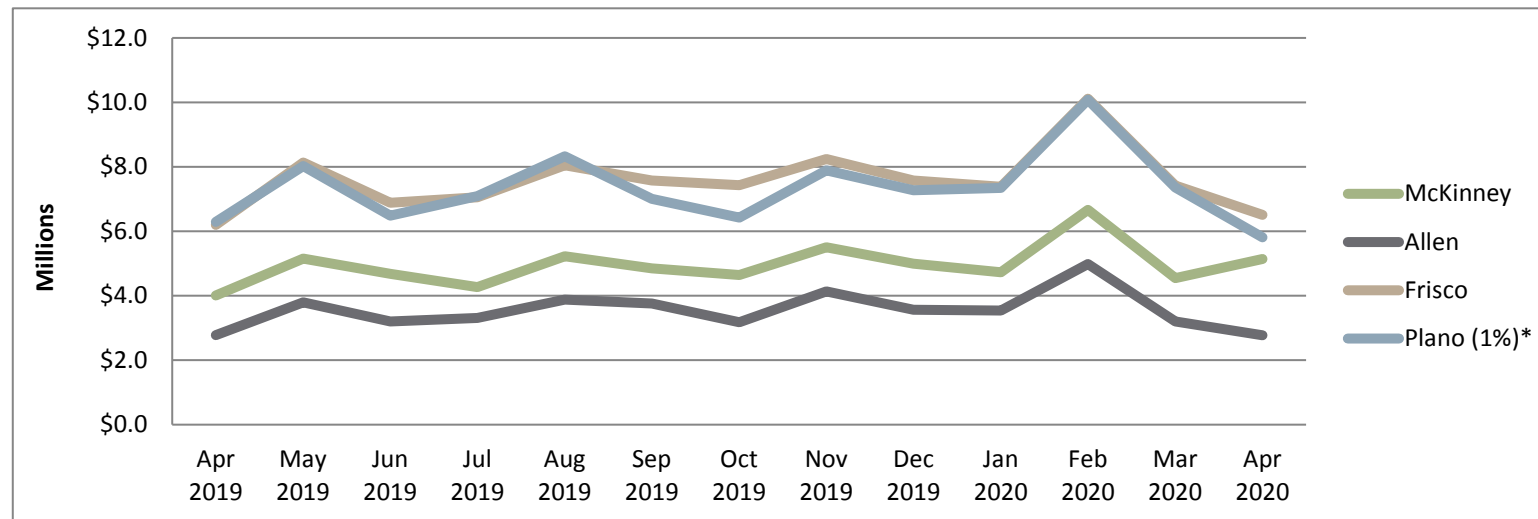
# TOTAL SALES TAX COLLECTED

## Sister City Comparison

Apr-20	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$1,129,307	-\$6,858	\$305,788	-\$477,029
Var to LY	28.2%	-0.2%	4.9%	-7.6%

Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$4,571,213	\$1,418,238	\$4,008,871	\$1,060,430
Var to LY	14.4%	5.9%	7.9%	2.1%



### Year-to-Date Collections

FY 2019	McKinney	Allen	Frisco	Plano 1% *
Oct 2018	4,310,922	3,290,122	6,841,118	6,413,690
Nov 2018	4,859,750	3,670,160	7,887,283	7,623,824
Dec 2018	4,478,421	3,013,753	6,844,712	6,976,214
Jan 2019	4,256,807	3,385,046	7,447,778	6,883,382
Feb 2019	5,664,055	4,759,140	9,004,963	10,807,698
Mar 2019	4,070,523	3,054,591	6,432,401	6,123,392
<b>Apr 2019</b>	<b>4,008,805</b>	<b>2,780,470</b>	<b>6,198,347</b>	<b>6,289,649</b>
<b>FY 2019 Total</b>	<b>\$31,649,282</b>	<b>\$23,953,281</b>	<b>\$50,656,602</b>	<b>\$51,117,849</b>

FY 2020	McKinney	Allen	Frisco	Plano 1% *
Oct 2019	4,645,356	3,172,495	7,429,917	6,427,255
Nov 2019	5,504,085	4,131,381	8,241,018	7,885,869
Dec 2019	4,998,739	3,571,305	7,579,444	7,267,767
Jan 2020	4,725,819	3,541,772	7,377,847	7,343,070
Feb 2020	6,664,810	4,983,860	10,114,109	10,081,521
Mar 2020	4,543,574	3,197,094	7,419,004	7,360,178
<b>Apr 2020</b>	<b>5,138,112</b>	<b>2,773,612</b>	<b>6,504,135</b>	<b>5,812,620</b>
<b>FY 2020 Total</b>	<b>\$36,220,495</b>	<b>\$25,371,519</b>	<b>\$54,665,473</b>	<b>\$52,178,280</b>

\* State Comptroller reports 1% sales tax for City of Plano and 1% for DART. All other Sister Cities represent 2% sales tax.