

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

8% of FY Complete

| Revenues              | FY13 Adopted Budget | Monthly Actual    | YTD Actual        | Remaining Budget to Receive | % of Budget Received |
|-----------------------|---------------------|-------------------|-------------------|-----------------------------|----------------------|
| Sales Tax             | \$ 8,250,000        | \$ 716,718        | \$ 716,718        | \$ 7,533,282                | 8.7%                 |
| Interest Income       | 12,250              | 1,374             | 1,374             | 10,876                      | 11.2%                |
| <b>Total Revenues</b> | <b>\$ 8,262,250</b> | <b>\$ 718,092</b> | <b>\$ 718,092</b> | <b>\$ 7,544,158</b>         | <b>8.7%</b>          |

| MEDC Operations                | FY13 Adopted Budget | Monthly Actual   | YTD Actual       | Budget Balance    | YTD Budget Disbursed |
|--------------------------------|---------------------|------------------|------------------|-------------------|----------------------|
| <b>Personnel</b>               |                     |                  |                  |                   |                      |
| Salaries & Benefits            | \$ 583,776          | \$ 19,561        | \$ 19,561        | \$ 564,216        | 3.4%                 |
| <b>Total Personnel Expense</b> | <b>\$ 583,776</b>   | <b>\$ 19,561</b> | <b>\$ 19,561</b> | <b>\$ 564,216</b> | <b>3.4%</b>          |

|                               |                  |                 |                 |                  |             |
|-------------------------------|------------------|-----------------|-----------------|------------------|-------------|
| <b>Supplies</b>               |                  |                 |                 |                  |             |
| General Office Supplies       | \$ 5,000         | \$ 384          | \$ 384          | \$ 4,616         | 7.7%        |
| Food                          | 5,000            | 635             | 635             | 4,365            | 12.7%       |
| Minor Tools & Equipment       | 15,000           | -               | -               | 15,000           | 0.0%        |
| Postage                       | 1,000            | 130             | 130             | 870              | 13.0%       |
| Hardware/Software Purchases   | 4,000            | -               | -               | 4,000            | 0.0%        |
| <b>Total Supplies Expense</b> | <b>\$ 30,000</b> | <b>\$ 1,150</b> | <b>\$ 1,150</b> | <b>\$ 28,850</b> | <b>3.8%</b> |

|                                  |                 |             |             |                 |             |
|----------------------------------|-----------------|-------------|-------------|-----------------|-------------|
| <b>Maintenance</b>               |                 |             |             |                 |             |
| Miscellaneous Maintenance        | \$ 3,500        | \$ -        | \$ -        | \$ 3,500        | 0.0%        |
| <b>Total Maintenance Expense</b> | <b>\$ 3,500</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 3,500</b> | <b>0.0%</b> |

|  |                   |                  |                  |                   |             |
|--|-------------------|------------------|------------------|-------------------|-------------|
| <b>Operations</b>                      |                   |                  |                  |                   |             |
| Communications                         | \$ 6,300          | \$ 480           | \$ 480           | \$ 5,820          | 7.6%        |
| Mileage                                | 1,500             | -                | -                | 1,500             | 0.0%        |
| Insurance or Bonds (WC)                | 1,000             | -                | -                | 1,000             | 0.0%        |
| Office Rental                          | 57,780            | 4,656            | 4,656            | 53,124            | 8.1%        |
| Travel/Training                        | 11,000            | -                | -                | 11,000            | 0.0%        |
| Publications - Subscriptions           | 1,500             | 5,065            | 5,065            | (3,565)           | 337.7%      |
| Utilities - Electric                   | 6,600             | -                | -                | 6,600             | 0.0%        |
| Other                                  | 6,500             | 71               | 71               | 6,429             | 1.1%        |
| Association Dues                       | 36,000            | -                | -                | 36,000            | 0.0%        |
| Equipment Rental                       | 7,000             | 510              | 510              | 6,490             | 7.3%        |
| Professional Services                  | 51,224            | 5,796            | 5,796            | 45,428            | 11.3%       |
| Temporary Personnel Services           | 10,000            | -                | -                | 10,000            | 0.0%        |
| Other Legal Fees                       | 19,500            | -                | -                | 19,500            | 0.0%        |
| <b>Total Operations Expense</b>        | <b>\$ 215,904</b> | <b>\$ 16,579</b> | <b>\$ 16,579</b> | <b>\$ 199,325</b> | <b>7.7%</b> |
| <b>Total MEDC Operational Expenses</b> | <b>\$ 833,180</b> | <b>\$ 37,289</b> | <b>\$ 37,289</b> | <b>\$ 795,891</b> | <b>4.5%</b> |

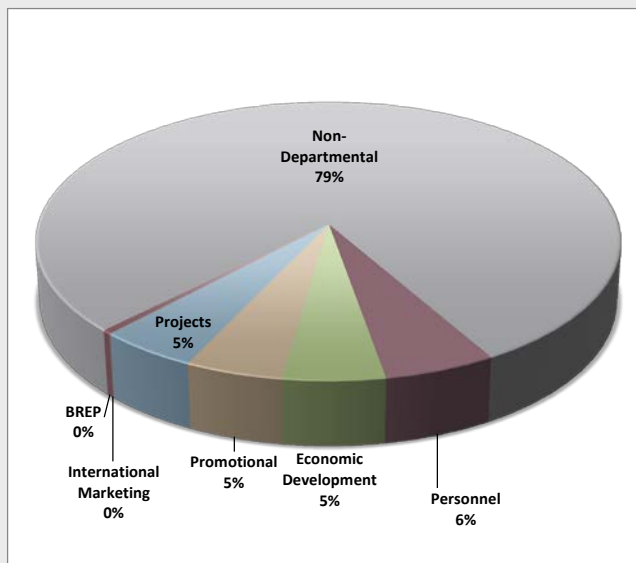
|                               |                  |               |               |                  |             |
|-------------------------------|------------------|---------------|---------------|------------------|-------------|
| <b>Promotional</b>            |                  |               |               |                  |             |
| <b>Supplies</b>               |                  |               |               |                  |             |
| Printed Material              | \$ 50,000        | \$ 60         | \$ 60         | \$ 49,940        | 0.1%        |
| Software/Hardware Maintenance | 3,000            | 610           | 610           | 2,390            | 20.3%       |
| <b>Total Supplies</b>         | <b>\$ 53,000</b> | <b>\$ 670</b> | <b>\$ 670</b> | <b>\$ 52,330</b> | <b>1.3%</b> |

|                                   |                   |                  |                  |                   |             |
|-----------------------------------|-------------------|------------------|------------------|-------------------|-------------|
| <b>Operations</b>                 |                   |                  |                  |                   |             |
| Travel & Training                 | \$ 20,000         | \$ -             | \$ -             | \$ 20,000         | 0.0%        |
| Community Relations               | 3,000             | -                | -                | 3,000             | 0.0%        |
| Professional Services             | 30,000            | 7,083            | 7,083            | 22,917            | 23.6%       |
| Promotional Items                 | 5,000             | 448              | 448              | 4,553             | 9.0%        |
| Advertising/PR/Research           | 100,000           | 4,700            | 4,700            | 95,300            | 4.7%        |
| Airport Marketing                 | 62,000            | 4,125            | 4,125            | 57,875            | 6.7%        |
| <b>Total Operations</b>           | <b>\$ 220,000</b> | <b>\$ 16,356</b> | <b>\$ 16,356</b> | <b>\$ 203,644</b> | <b>7.4%</b> |
| <b>Total Promotional Expenses</b> | <b>\$ 273,000</b> | <b>\$ 17,026</b> | <b>\$ 17,026</b> | <b>\$ 255,974</b> | <b>6.2%</b> |

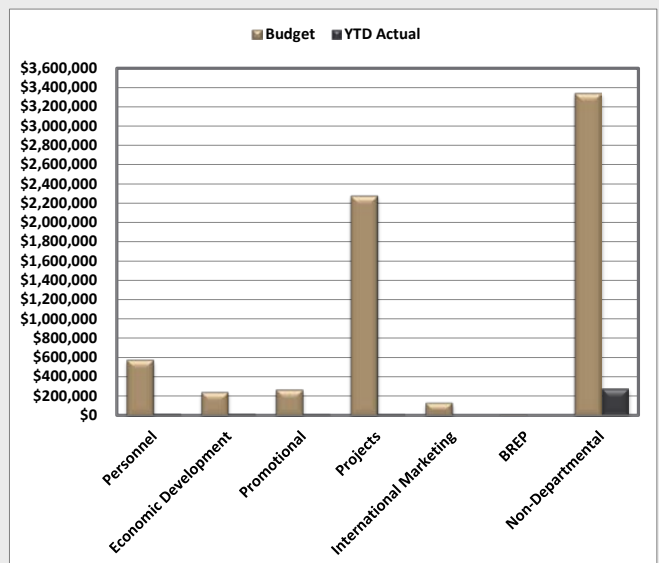
|                               |                     |                  |                  |                     |             |
|-------------------------------|---------------------|------------------|------------------|---------------------|-------------|
| <b>Projects</b>               |                     |                  |                  |                     |             |
| Committed Projects            | \$ 1,970,000        | \$ 17,291        | \$ 17,291        | \$ 1,952,710        | 0.9%        |
| Professional Services         | 100,000             | -                | -                | 100,000             | 0.0%        |
| Auditing/Accounting Fees      | 10,000              | -                | -                | 10,000              | 0.0%        |
| Other Legal Fees              | 200,000             | -                | -                | 200,000             | 0.0%        |
| <b>Total Project Expenses</b> | <b>\$ 2,280,000</b> | <b>\$ 17,291</b> | <b>\$ 17,291</b> | <b>\$ 2,262,710</b> | <b>0.8%</b> |

| International Marketing                       | FY13 Adopted Budget | Monthly Actual    | YTD Actual        | Budget Balance      | YTD Budget Disbursed |
|---|---------------------|-------------------|-------------------|---------------------|----------------------|
| <b>Supplies</b>                               |                     |                   |                   |                     |                      |
| General Office Supplies                       | \$ 1,000            | \$ -              | \$ -              | \$ 1,000            | 0.0%                 |
| Food  | 2,500               | -                 | -                 | 2,500               | 0.0%                 |
| Postage                                       | 1,500               | -                 | -                 | 1,500               | 0.0%                 |
| Printed Material                              | 2,000               | -                 | -                 | 2,000               | 0.0%                 |
| <b>Total Supplies</b>                         | <b>\$ 7,000</b>     | <b>\$ -</b>       | <b>\$ -</b>       | <b>\$ 7,000</b>     | <b>0.0%</b>          |
| <b>Operations</b>                             |                     |                   |                   |                     |                      |
| Communications                                | \$ 200              | \$ -              | \$ -              | \$ 200              | 0.0%                 |
| Mileage                                       | 4,000               | -                 | -                 | 4,000               | 0.0%                 |
| Travel/Training                               | 79,300              | -                 | -                 | 79,300              | 0.0%                 |
| Associations                                  | 2,000               | -                 | -                 | 2,000               | 0.0%                 |
| Rental  | 500                 | -                 | -                 | 500                 | 0.0%                 |
| Professional Services                         | 1,000               | -                 | -                 | 1,000               | 0.0%                 |
| Promotional                                   | 42,000              | 69                | 69                | 41,931              | 0.2%                 |
| Advertising                                   | 4,000               | 207               | 207               | 3,794               | 5.2%                 |
| <b>Total Operations</b>                       | <b>\$ 133,000</b>   | <b>\$ 276</b>     | <b>\$ 276</b>     | <b>\$ 132,725</b>   | <b>0.2%</b>          |
| <b>Total International Marketing Expenses</b> | <b>\$ 140,000</b>   | <b>\$ 276</b>     | <b>\$ 276</b>     | <b>\$ 139,725</b>   | <b>0.2%</b>          |
| <b>BREP - Emerging Technology</b>             |                     |                   |                   |                     |                      |
| <b>Supplies</b>                               |                     |                   |                   |                     |                      |
| Office Supplies                               | \$ 500              | \$ -              | \$ -              | \$ 500              | 0.0%                 |
| Food  | 900                 | 96                | 96                | 804                 | 10.7%                |
| Postage                                       | 100                 | -                 | -                 | 100                 | 0.0%                 |
| <b>Total Supplies</b>                         | <b>\$ 1,500</b>     | <b>\$ 96</b>      | <b>\$ 96</b>      | <b>\$ 1,404</b>     | <b>6.4%</b>          |
| <b>Operations</b>                             |                     |                   |                   |                     |                      |
| Mileage                                       | \$ 1,500            | \$ 231            | \$ 231            | \$ 1,269            | 15.4%                |
| Travel/Training                               | 9,000               | 874               | 874               | 8,126               | 9.7%                 |
| Other   | 2,000               | -                 | -                 | 2,000               | 0.0%                 |
| Promotional                                   | 1,000               | 242               | 242               | 758                 | 24.2%                |
| <b>Total Operations</b>                       | <b>\$ 13,500</b>    | <b>\$ 1,347</b>   | <b>\$ 1,347</b>   | <b>\$ 12,153</b>    | <b>10.0%</b>         |
| <b>Total BREP Expenses</b>                    | <b>\$ 15,000</b>    | <b>\$ 1,443</b>   | <b>\$ 1,443</b>   | <b>\$ 13,557</b>    | <b>9.6%</b>          |
| <b>Non-Departmental</b>                       |                     |                   |                   |                     |                      |
| <b>Operations</b>                             |                     |                   |                   |                     |                      |
| Other - Adm Fee                               | \$ 74,197           | \$ 6,183          | \$ 6,183          | \$ 68,014           | 8.3%                 |
| Transfer to MPAC                              | 25,000              | 2,083             | 2,083             | 22,917              | 8.3%                 |
| MEDC I&S Fund                                 | 3,242,747           | 270,229           | 270,229           | 2,972,518           | 8.3%                 |
| <b>Total Operations</b>                       | <b>\$ 3,341,944</b> | <b>\$ 278,495</b> | <b>\$ 278,495</b> | <b>\$ 3,063,449</b> | <b>8.3%</b>          |
| <b>Total Non-Departmental Expenses</b>        | <b>\$ 3,341,944</b> | <b>\$ 278,495</b> | <b>\$ 278,495</b> | <b>\$ 3,063,449</b> | <b>8.3%</b>          |
| <b>Total Expenses</b>                         | <b>\$ 6,883,124</b> | <b>\$ 351,819</b> | <b>\$ 351,819</b> | <b>\$ 6,531,305</b> | <b>5.1%</b>          |
| <b>Net</b>                                    | <b>\$ 1,379,126</b> | <b>\$ 366,273</b> | <b>\$ 366,273</b> |                     |                      |

YTD Expenses



Budget vs. YTD Actual Expenses



## Debt Service / Project Details

October 2012

| Debt Service Payments              | FY13 Adopted Budget | Monthly Actual    | YTD Actual        | Budget Balance      | YTD Budget Disbursed |
|------------------------------------|---------------------|-------------------|-------------------|---------------------|----------------------|
| Texas Instruments                  | \$ 83,169           | \$ 6,931          | \$ 6,931          | \$ 76,238           | 8.3%                 |
| Gateway                            | 1,413,825           | 196,916           | 196,916           | 1,216,909           | 13.9%                |
| University Park                    | 163,675             | 13,640            | 13,640            | 150,035             | 8.3%                 |
| Sales Tax 2011                     | 949,165             | -                 | -                 | 949,165             | 0.0%                 |
| Sales Tax 2012 Tax Exempt          | 632,913             | 52,743            | 52,743            | 580,170             | 8.3%                 |
| <b>Total Debt Service Payments</b> | <b>\$ 3,242,747</b> | <b>\$ 270,229</b> | <b>\$ 270,229</b> | <b>\$ 2,972,518</b> | <b>8.3%</b>          |

| Committed Projects              |                     |             |             |                     |             |
|---------------------------------|---------------------|-------------|-------------|---------------------|-------------|
| Wistron                         | \$550,000           | \$ -        | \$ -        | \$ 550,000          | 0.0%        |
| Traxxas                         | 400,000             | -           | -           | 400,000             | 0.0%        |
| Baylor Medical Center           | 230,000             | -           | -           | 230,000             | 0.0%        |
| Quadrant Chemical               | 110,000             | -           | -           | 110,000             | 0.0%        |
| Manner Plastics                 | 180,000             | -           | -           | 180,000             | 0.0%        |
| <b>Total Committed Projects</b> | <b>\$ 1,470,000</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 1,470,000</b> | <b>0.0%</b> |

| Emerging Technologies              |                   |                  |                  |                   |             |
|------------------------------------|-------------------|------------------|------------------|-------------------|-------------|
| Experian Tax Abatement             | \$40,000          | \$ -             | \$ -             | \$ 40,000         | 0.0%        |
| Biscotti (12 months)               | 50,004            | 4,167            | 4,167            | 45,837            | 8.3%        |
| CredSystems (12 months)            | 24,000            | 2,000            | 2,000            | 22,000            | 8.3%        |
| Hie Electronics (12 months)        | 16,524            | 2,754            | 2,754            | 13,770            | 16.7%       |
| Local Hitz (12 months)             | 12,900            | 1,075            | 1,075            | 11,825            | 8.3%        |
| Servery (6 months)                 | 25,002            | 4,167            | 4,167            | 20,835            | 16.7%       |
| Sigmatrrix (12 months)             | 37,530            | 3,128            | 3,128            | 34,403            | 8.3%        |
| Adventure Pilot                    | 50,000            | -                | -                | 50,000            | 0.0%        |
| HealthQuest                        | 50,000            | -                | -                | 50,000            | 0.0%        |
| Sanchez/Verus                      | 50,000            | -                | -                | 50,000            | 0.0%        |
| USP&E                              | 50,000            | -                | -                | 50,000            | 0.0%        |
| Undesignated                       | 94,040            | -                | -                | 94,040            | 0.0%        |
| <b>Total Emerging Technologies</b> | <b>\$ 500,000</b> | <b>\$ 17,291</b> | <b>\$ 17,291</b> | <b>\$ 482,710</b> | <b>3.5%</b> |

|                       |                     |                  |                  |                     |             |
|-----------------------|---------------------|------------------|------------------|---------------------|-------------|
| <b>Total Projects</b> | <b>\$ 1,970,000</b> | <b>\$ 17,291</b> | <b>\$ 17,291</b> | <b>\$ 1,952,710</b> | <b>0.9%</b> |
|-----------------------|---------------------|------------------|------------------|---------------------|-------------|

# McKinney Economic Development Corporation

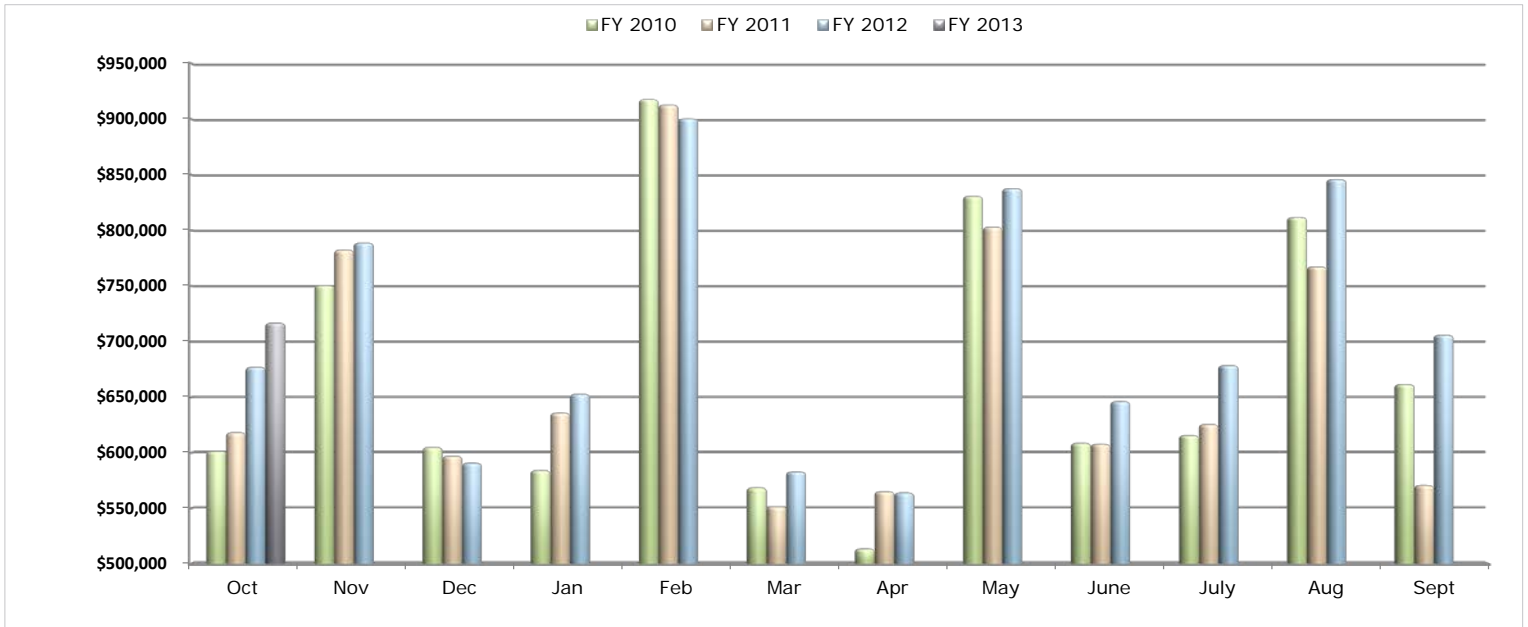
## Balance Sheet

October 2012

|  | MEDC<br>Operations   | Interest and<br>Sinking | Reserve Fund        | Long-Term Debt       | General Fixed<br>Assets | Total                |
|--|----------------------|-------------------------|---------------------|----------------------|-------------------------|----------------------|
| <b>Assets</b>                                    |                      |                         |                     |                      |                         |                      |
| Cash & Investments                               | \$ 2,127,686         | \$ 271,488              | \$ 5,001            | \$ -                 | \$ -                    | \$ 2,404,175         |
| Petty Cash                                       | 200                  | -                       | -                   | -                    | -                       | 200                  |
| Investment Pools                                 | 8,510,664            | -                       | 1,580,165           | -                    | -                       | 10,090,830           |
| Accounts Receivable                              | 1,752,571            | -                       | -                   | -                    | -                       | 1,752,571            |
| Deposits/Security Deposits                       | 159,528              | -                       | -                   | -                    | -                       | 159,528              |
| Land   | -                    | -                       | -                   | -                    | 23,327,475              | 23,327,475           |
| Buildings & Structures                           | -                    | -                       | -                   | -                    | 25,434                  | 25,434               |
| Land Improvements                                | -                    | -                       | -                   | -                    | 257,783                 | 257,783              |
| Machinery & Equipment                            | -                    | -                       | -                   | -                    | 29,795                  | 29,795               |
| Depreciation                                     | -                    | -                       | -                   | -                    | (222,329)               | (222,329)            |
| <b>Total Assets</b>                              | <b>\$ 12,550,649</b> | <b>\$ 271,488</b>       | <b>\$ 1,585,167</b> | <b>\$ -</b>          | <b>\$ 23,418,158</b>    | <b>\$ 37,825,461</b> |
| <b>Other Debits</b>                              |                      |                         |                     |                      |                         |                      |
| Amount Available for Debt Service                | \$ -                 | \$ -                    | \$ -                | \$ 1,990,386         | \$ -                    | \$ 1,990,386         |
| Amount Provided for Retirement of Long-term Debt | -                    | -                       | -                   | 21,319,451           | -                       | 21,319,451           |
| <b>Total Other Debits</b>                        | <b>\$ -</b>          | <b>\$ -</b>             | <b>\$ -</b>         | <b>\$ 23,309,837</b> | <b>\$ -</b>             | <b>\$ 23,309,837</b> |
| <b>Total Assets and Other Debits</b>             | <b>\$ 12,550,649</b> | <b>\$ 271,488</b>       | <b>\$ 1,585,167</b> | <b>\$ 23,309,837</b> | <b>\$ 23,418,158</b>    | <b>\$ 61,135,298</b> |
| <b>Liabilities</b>                               |                      |                         |                     |                      |                         |                      |
| Vouchers Payable                                 | \$ 25,915            | \$ -                    | \$ -                | \$ -                 | \$ -                    | \$ 25,915            |
| Compensated Absences Payable                     | -                    | -                       | -                   | 24,837               | -                       | 24,837               |
| Accrued Interest Payable                         | -                    | -                       | -                   | 85,559               | -                       | 85,559               |
| Note Payable to Primary Government               | -                    | -                       | -                   | 6,825,000            | -                       | 6,825,000            |
| Bonds Payable                                    | -                    | -                       | -                   | 16,460,000           | -                       | 16,460,000           |
| <b>Total Liabilities</b>                         | <b>\$ 25,915</b>     | <b>\$ -</b>             | <b>\$ -</b>         | <b>\$ 23,395,396</b> | <b>\$ -</b>             | <b>\$ 23,421,312</b> |
| <b>Fund Balances/Equity</b>                      |                      |                         |                     |                      |                         |                      |
| Unreserved Fund Balance                          | \$ 12,524,734        | \$ 271,488              | \$ 1,585,167        | \$ (85,559)          | \$ -                    | \$ 14,295,829        |
| Investment and Capital Assets                    | -                    | -                       | -                   | -                    | 23,418,158              | 23,418,158           |
| <b>Total Fund Balances/Equity</b>                | <b>\$ 12,524,734</b> | <b>\$ 271,488</b>       | <b>\$ 1,585,167</b> | <b>\$ (85,559)</b>   | <b>\$ 23,418,158</b>    | <b>\$ 37,713,987</b> |
| <b>Total Liabilities and Fund Balances</b>       | <b>\$ 12,550,649</b> | <b>\$ 271,488</b>       | <b>\$ 1,585,167</b> | <b>\$ 23,309,837</b> | <b>\$ 23,418,158</b>    | <b>\$ 61,135,299</b> |

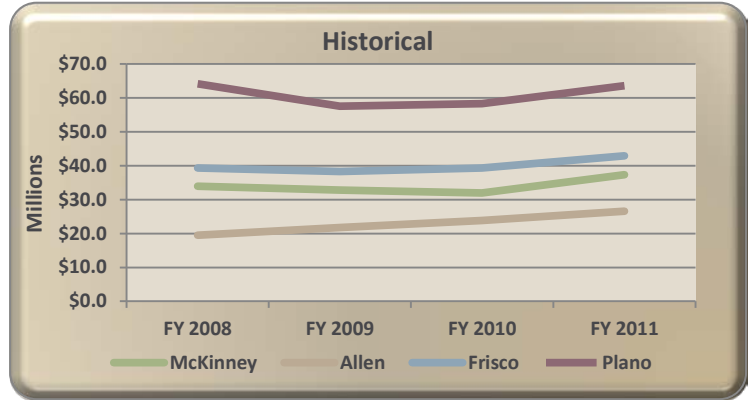
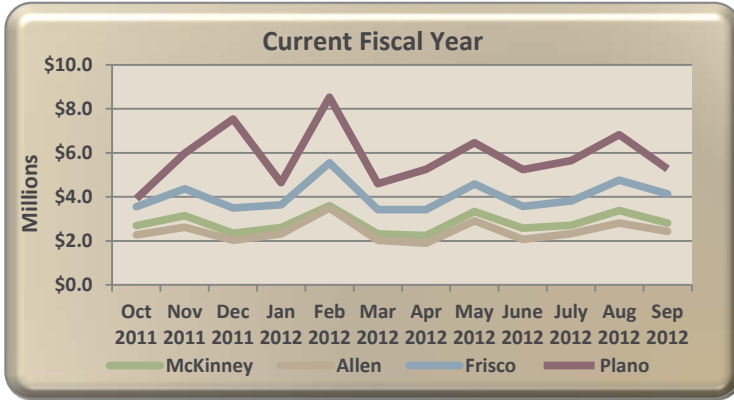
**McKinney Economic Development Corporation**  
**Sales Tax Revenue**  
**October 2012**

| Month Received | FY 2009 Received   | FY 2010 Received   | FY 2011 Received   | FY 2012 Received   | FY 2013 Received | Difference to FY 2012 | Variance to FY 2012 | % of Budget |
|----------------|--------------------|--------------------|--------------------|--------------------|------------------|-----------------------|---------------------|-------------|
| October        | \$635,933          | \$601,060          | \$618,027          | \$677,019          | <b>\$716,718</b> | <b>\$39,699</b>       | <b>5.9%</b>         | <b>8.7%</b> |
| November       | 800,981            | 750,551            | 782,350            | 788,763            |                  |                       |                     |             |
| December       | 662,747            | 604,719            | 596,953            | 590,569            |                  |                       |                     |             |
| January        | 597,722            | 583,944            | 635,746            | 652,773            |                  |                       |                     |             |
| February       | 952,014            | 917,764            | 913,054            | 900,507            |                  |                       |                     |             |
| March          | 577,054            | 568,249            | 551,228            | 582,592            |                  |                       |                     |             |
| April          | 535,705            | 513,268            | 564,781            | 563,639            |                  |                       |                     |             |
| May            | 792,418            | 830,760            | 802,920            | 837,767            |                  |                       |                     |             |
| June           | 621,456            | 608,551            | 607,652            | 646,007            |                  |                       |                     |             |
| July           | 607,275            | 615,496            | 625,389            | 678,542            |                  |                       |                     |             |
| August         | 851,645            | 811,705            | 767,331            | 845,911            |                  |                       |                     |             |
| September      | 520,335            | 661,540            | 570,452            | 705,893            |                  |                       |                     |             |
| <b>Total</b>   | <b>\$8,155,285</b> | <b>\$8,067,609</b> | <b>\$8,035,886</b> | <b>\$8,469,980</b> | <b>\$716,718</b> | <b>\$39,699</b>       | <b>5.9%</b>         | <b>8.7%</b> |



# SALES TAX COLLECTED

## Sister City Comparison



|                | <u>McKinney</u> | <u>Allen</u> | <u>Frisco</u> | <u>Plano</u> |
|----------------|-----------------|--------------|---------------|--------------|
| <b>FY 2008</b> | \$33,940,405    | \$19,472,637 | \$39,304,545  | \$64,114,729 |
| <b>FY 2009</b> | \$32,830,436    | \$21,731,113 | \$38,279,169  | \$57,493,767 |
| <b>FY 2010</b> | \$31,920,677    | \$23,822,671 | \$39,295,268  | \$58,276,704 |
| <b>FY 2011</b> | \$37,339,546    | \$26,609,032 | \$42,859,800  | \$63,539,871 |

|                      |                     |                     |                     |                     |
|----------------------|---------------------|---------------------|---------------------|---------------------|
| <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>Sep 2012</b>      | 2,810,413           | 2,427,620           | 4,130,280           | 5,265,948           |
| <b>FY 2012 Total</b> | <b>\$33,724,593</b> | <b>\$29,173,819</b> | <b>\$48,316,129</b> | <b>\$69,896,688</b> |

|                      |                    |                    |                    |                     |
|----------------------|--------------------|--------------------|--------------------|---------------------|
| <b>Oct 2012</b>      | \$2,853,707        | \$2,357,670        | \$3,846,870        | \$4,463,363         |
| <b>Nov 2012</b>      | 4,143,411          | 2,808,270          | 4,841,923          | 6,461,912           |
| <b>Dec 2012</b>      |                    |                    |                    |                     |
| <b>Jan 2013</b>      |                    |                    |                    |                     |
| <b>Feb 2013</b>      |                    |                    |                    |                     |
| <b>Mar 2013</b>      |                    |                    |                    |                     |
| <b>Apr 2013</b>      |                    |                    |                    |                     |
| <b>May 2013</b>      |                    |                    |                    |                     |
| <b>June 2013</b>     |                    |                    |                    |                     |
| <b>July 2013</b>     |                    |                    |                    |                     |
| <b>Aug 2013</b>      |                    |                    |                    |                     |
| <b>Sep 2013</b>      |                    |                    |                    |                     |
| <b>FY 2013 Total</b> | <b>\$6,997,118</b> | <b>\$5,165,939</b> | <b>\$8,688,793</b> | <b>\$10,925,275</b> |

| Oct 2012          |           |          |           |           |
|-------------------|-----------|----------|-----------|-----------|
| <b>Diff to LY</b> | \$158,473 | \$84,517 | \$290,826 | \$549,126 |
| <b>Var to LY</b>  | 5.9%      | 3.7%     | 8.2%      | 14.0%     |

| Year-to-Date      |             |           |           |             |
|-------------------|-------------|-----------|-----------|-------------|
| <b>Diff to LY</b> | \$1,158,767 | \$279,360 | \$762,045 | \$1,035,853 |
| <b>Var to LY</b>  | 19.8%       | 5.7%      | 9.6%      | 10.5%       |