

**McKinney Economic Development Corporation**  
Balance Sheet  
July 2021

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash and Cash Equivalents	\$ 30,068	\$ 1,013,439	\$ -	\$ -	\$ -	\$ 1,043,507
Investment Pools	4,821,927	2,075,941	-	-	-	6,897,868
Accounts Receivable/Other Taxes & Franchise Fees	2,808,763	-	-	-	-	2,808,763
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Land	-	-	-	-	66,905,887	66,905,887
Machinery & Equipment (Net of Depreciation)	-	-	-	-	11,998	11,998
GASB 68 TMRS/Actuarial	-	-	-	29,507	-	29,507
GASB 68 TMRS/Assumption	-	-	-	9,009	-	9,009
GASB 68 TMRS/Contributions	-	-	-	91,412	-	91,412
GASB 75 OPEB/Actuarial	-	-	-	2,322	-	2,322
GASB 75 OPEB/Assumption Change	-	-	-	22,255	-	22,255
GASB 75 OPEB/Contributions	-	-	-	462	-	462
<b>Total Assets</b>	<b>\$ 7,666,287</b>	<b>\$ 3,089,379</b>	<b>\$ -</b>	<b>\$ 154,967</b>	<b>\$ 66,917,884</b>	<b>\$ 77,828,517</b>
<b>Other Debits</b>						
Deferred Charges/Unamortized Advance Refunding	\$ -	\$ -	\$ -	\$ 44,709	\$ -	\$ 44,709
Amount Available for Debt Service	-	-	-	1,721,796	-	1,721,796
Amount Provided for Retirement of Long-term Debt	-	-	-	21,566,085	-	21,566,085
<b>Total Other Debits</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 23,332,590</b>	<b>\$ -</b>	<b>\$ 23,332,590</b>
<b>Total Assets and Other Debits</b>	<b>\$ 7,666,287</b>	<b>\$ 3,089,379</b>	<b>\$ -</b>	<b>\$ 23,487,557</b>	<b>\$ 66,917,884</b>	<b>\$ 101,161,107</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 168,423	\$ -	\$ -	\$ -	\$ -	\$ 168,423
Accrued Payroll	-	-	-	-	-	-
Compensated Absences Payable	-	-	-	98,016	-	98,016
Accrued Interest Payable	-	-	-	67,081	-	67,081
Bonds Payable	-	-	-	22,650,000	-	22,650,000
TMRS Pension Liability	-	-	-	373,990	-	373,990
OPEB Liability	-	-	-	207,044	-	207,044
TMRS Actuarial Experience	-	-	-	7,629	-	7,629
TMRS Investment Experience	-	-	-	82,406	-	82,406
OPEB Actuarial Experience	-	-	-	1,391	-	1,391
<b>Total Liabilities</b>	<b>\$ 168,423</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 23,487,557</b>	<b>\$ -</b>	<b>\$ 23,655,980</b>
<b>Fund Balances/Equity</b>						
Reserve for Encumbrances	\$ 219,966	\$ -	\$ -	\$ -	\$ -	\$ 219,966
Reserve for Prepaids	23,528	-	-	-	-	23,528
Unreserved Fund Balance	7,254,369	3,089,379	-	-	-	10,343,749
Investment in Capital Assets	-	-	-	-	66,917,884	66,917,884
<b>Total Fund Balances/Equity</b>	<b>\$ 7,497,863</b>	<b>\$ 3,089,379</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 66,917,884</b>	<b>\$ 77,505,127</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 7,666,287</b>	<b>\$ 3,089,379</b>	<b>\$ -</b>	<b>\$ 23,487,557</b>	<b>\$ 66,917,884</b>	<b>\$ 101,161,107</b>

**McKinney Economic Development Corporation**  
 Summary Operating Statement  
 July 2021 (83% of FY Complete)

Revenues	FY21 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 14,700,826	\$ 1,482,555	\$ 14,544,003	\$ 156,823	98.9%	\$ 1,225,069	\$ 257,486	\$ 12,250,688	\$ 2,293,315
Interest Income	42,000	211	7,359	34,641	17.5%	3,500	(3,289)	35,000	(27,641)
Miscellaneous Revenue	-	-	-	-	0.0%	-	-	-	-
<b>Total Revenues</b>	<b>\$ 14,742,826</b>	<b>\$ 1,482,765</b>	<b>\$ 14,551,362</b>	<b>\$ 191,464</b>	<b>98.7%</b>	<b>\$ 1,228,569</b>	<b>\$ 254,196</b>	<b>\$ 12,285,688</b>	<b>\$ 2,265,674</b>
Expenditures	FY21 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
<b>MEDC Operations</b>									
Personnel	\$ 1,226,162	\$ 107,613	\$ 920,895	\$ 305,267	75.1%	\$ 102,180	\$ (5,433)	\$ 1,021,802	\$ 100,907
Supplies	36,000	1,227	29,046	6,954	80.7%	3,000	1,773	30,000	954
Maintenance	2,000	-	-	2,000	0.0%	167	167	1,667	1,667
Services/Sundry	2,076,554	54,885	992,877	1,083,677	47.8%	173,046	118,161	1,730,462	737,585
<b>Total MEDC Operational Exp.</b>	<b>\$ 3,340,716</b>	<b>\$ 163,725</b>	<b>\$ 1,942,817</b>	<b>\$ 1,397,899</b>	<b>58.2%</b>	<b>\$ 278,393</b>	<b>\$ 114,668</b>	<b>\$ 2,783,930</b>	<b>\$ 841,113</b>
<b>Projects</b>									
Committed Projects	\$ 9,825,675	\$ 1,525,658	\$ 4,766,197	\$ 5,059,478	48.5%	\$ 818,806	\$ (706,851)	\$ 8,188,063	\$ 3,421,865
Buildings & Structures	10,700,000	-	10,750,000	(50,000)	0.0%	891,667	891,667	8,916,667	(1,833,333)
<b>Total Project Expenses</b>	<b>\$ 20,525,675</b>	<b>\$ 1,525,658</b>	<b>\$ 15,516,197</b>	<b>\$ 5,009,478</b>	<b>75.6%</b>	<b>\$ 1,710,473</b>	<b>\$ (706,851)</b>	<b>\$ 17,104,729</b>	<b>\$ 1,588,532</b>
<b>Non-Departmental</b>									
Other - Adm Fee	\$ 388,694	\$ 32,391	\$ 323,912	\$ 64,782	83.3%	\$ 32,391	\$ -	\$ 323,912	\$ -
Insurance & Risk Fund	4,957	413	4,131	826	83.3%	413	-	4,131	-
MEDC I & S Fund	3,962,733	330,228	3,302,278	660,456	83.3%	330,228	-	3,302,278	-
<b>Total Non-Departmental Expense:</b>	<b>\$ 4,356,384</b>	<b>\$ 363,032</b>	<b>\$ 3,630,320</b>	<b>\$ 726,064</b>	<b>83.3%</b>	<b>\$ 363,032</b>	<b>\$ -</b>	<b>\$ 3,630,320</b>	<b>\$ -</b>
<b>Total Expenses</b>	<b>\$ 28,222,775</b>	<b>\$ 2,052,415</b>	<b>\$ 21,089,335</b>	<b>\$ 7,133,440</b>	<b>74.7%</b>	<b>\$ 2,351,898</b>	<b>\$ (592,184)</b>	<b>\$ 23,518,979</b>	<b>\$ 2,429,645</b>
<b>Net</b>	<b>\$ (13,479,949)</b>	<b>\$ (569,650)</b>	<b>\$ (6,537,973)</b>			<b>\$ (1,123,329)</b>	<b>\$ 553,679</b>	<b>\$ (11,233,291)</b>	<b>\$ 4,695,318</b>
<b>FY21 Beginning Fund Balance</b>	<b>\$ 14,035,836</b>								
<b>Add FY21 Budgeted Revenue</b>	<b>14,742,826</b>								
<b>Less FY21 Budgeted Expense</b>	<b>(28,222,775)</b>								
<b>FY21 Proj. End Fund Balance</b>	<b>\$ 555,887</b>								

# MEDC Project Detail/Cash Flow

July 2021

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	FY21	FY22	FY23	FY24	FY25 and Thereafter
O'Hara Flying Service	E14003	\$ 144,000	\$ 48,000	\$ 96,000	\$ 96,000				
AIM	E14021	144,900	75,900	69,000	69,000				
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	2,389,717	910,283	910,283				
Cotiviti USA	E17005	792,000	-	792,000	792,000				
Playful	E17007	2,514,400	1,613,080	901,320	901,320				
3-TAB Beacon	E17008	248,500	248,500	-	-				
Independent Bank	E17010	5,381,000	4,381,000	1,000,000	1,000,000				
WSD LED	E18003	44,000	-	44,000	-	44,000			
Toyoshima Greentech	E19002	50,000	16,649	33,351	33,351				
PACCAR 2018	E19005	360,000	-	360,000	-	360,000			
Moss	E19009	245,000	245,000	-	49,000				
SRS	E19012	1,479,000	609,500	869,500	869,500				
McKinney National Business Park	E19013	244,143	244,143	-	-				
KVP	E19014	261,500	-	261,500	261,500				
Vintage	E19015	852,707	852,707	-	-				
Yankon Lighting	E19016	34,000	-	34,000	34,000				
KDC	E19018	2,400,000	2,400,000	-	-				
Block-It Now	E20001	199,000	59,000	140,000	140,000				
Boyd	E20003	100,500	85,500	15,000	15,000				
Raytheon	E20004	7,010,000	2,886,899	4,123,101	4,123,101				
Invene	E20006	28,000	15,500	12,500	-	6,250	6,250		
Courmed	E20007	181,000	16,000	165,000	137,750	27,250			
EnginSoft 2020	E20008	216,000	16,000	200,000	163,125	36,875			
Xcelerate	E20009	224,000	36,500	187,500	123,250	100,750			
Sigmatix	E20010	101,500	31,500	70,000	35,000	35,000			
C5 Logistics	E20011	78,000	78,000	-	-				
Alanna	E20012	222,250	22,250	200,000	93,250	106,750			
TedLogix	E20013	56,000	31,000	25,000	-	12,500	12,500		
Locumatch	E20014	55,000	30,000	25,000	-	12,500	12,500		
Tupps 2020	E20015	580,000	330,000	250,000	-	-	250,000		
Contraforce	E20016	75,000	35,000	40,000	15,000	12,500	12,500		
Telemedicine	E20017	331,500	31,500	300,000	225,000	37,500	37,500		
Independent Bank 2020	E20018	2,838,000	-	2,838,000	-	759,999	1,094,799	927,399	55,800
Blue Mountian	E20019	220,000	-	220,000	220,000				
Aiotics	E20020	36,000	23,500	12,500	-	6,250	6,250		
Tatum Tek	E20021	1,648,000	-	1,648,000	266,667	690,666	351,466	84,800	254,401
District 121	E21001	160,000	-	160,000	160,000				
iOpen	E21002	35,000	22,500	12,500	-	6,250	6,250		
RPM Construction	E21003	951,000	-	951,000	-	176,000	675,000	50,000	50,000
Morrow renewables	E21004	80,000	-	80,000	53,333	20,000	6,667		
Falkon Technologies	E21005	170,000	30,000	140,000	-	105,000	35,000		
Vigilant Software	E21006	56,500	31,500	25,000	31,500	12,500	12,500		
Shearshare	E21008	250,500	25,500	225,000	-	-	-	225,000	
Language Learning	E21009	35,000	22,500	12,500	-	6,250	6,250		
Encore Wire 2021	E21010	2,009,000	-	2,009,000	-	2,009,000			
Robin Autopilot	E21011	525,000	195,000	330,000	-	160,000	160,000	10,000	
Toyoshima 2021	E21012	18,000	8,949	9,051	9,051	-	-	-	-
<b>Totals</b>		<b>\$ 37,850,900</b>	<b>\$ 17,393,294</b>	<b>\$ 20,457,606</b>	<b>\$ 11,436,981</b>	<b>\$ 4,794,790</b>	<b>\$ 2,685,432</b>	<b>\$ 1,297,199</b>	<b>\$ 360,201</b>

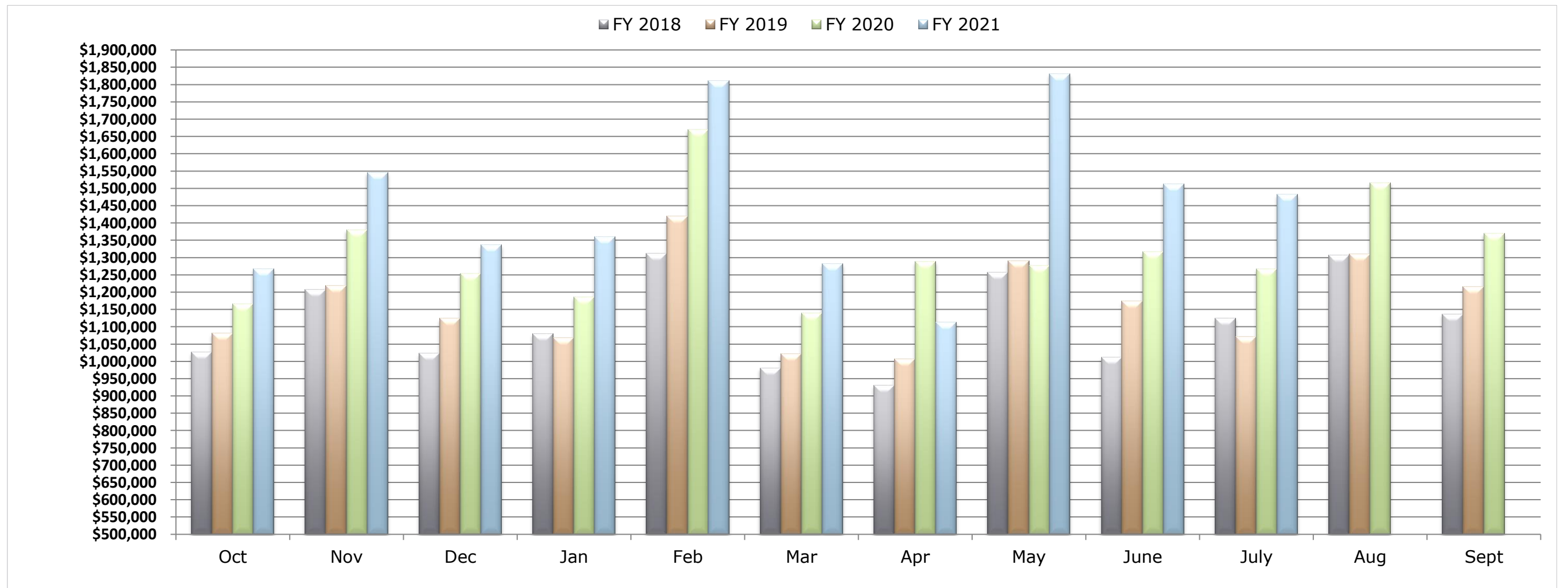
Unaudited

# McKinney Economic Development Corporation

## Sales Tax Revenue

July 2021 (83% of FY Complete)

Month Received	FY 2016 Received	FY 2017 Received	FY 2018 Received	FY 2019 Received	FY 2020 Received	FY 2021 Received	Difference to FY 2020	Variance to FY 2020	% of Budget
October	\$851,178	\$1,032,847	\$1,026,985	\$1,081,713	\$1,165,480	\$ 1,266,887	\$ 101,407	8.7%	8.6%
November	1,101,106	1,148,939	1,208,295	1,219,028	1,380,273	1,546,275	166,003	12.0%	10.5%
December	897,304	929,699	1,023,356	1,123,713	1,253,931	1,337,046	83,115	6.6%	9.1%
January	833,503	985,393	1,079,316	1,068,303	1,185,717	1,360,427	174,710	14.7%	9.3%
February	1,231,183	1,334,043	1,312,944	1,420,142	1,670,492	1,810,982	140,490	8.4%	12.3%
March	671,518	891,649	980,238	1,021,757	1,140,182	1,281,889	141,708	12.4%	8.7%
April	825,953	880,093	930,962	1,006,335	1,288,819	1,113,662	(175,157)	-13.6%	7.6%
May	1,114,575	1,208,091	1,258,169	1,291,030	1,276,942	1,830,977	554,035	43.4%	12.5%
June	884,501	932,936	1,011,758	1,174,600	1,316,761	1,513,303	196,542	14.9%	10.3%
July	910,886	1,019,409	1,125,759	1,072,098	1,267,094	1,482,555	215,461	17.0%	10.1%
August	1,207,558	1,206,441	1,306,035	1,310,882	1,516,349				
September	938,767	967,150	1,136,996	1,216,602	1,369,952				
<b>Total</b>	<b>\$11,468,033</b>	<b>\$12,536,690</b>	<b>\$13,400,813</b>	<b>\$14,006,204</b>	<b>\$15,831,992</b>	<b>\$ 14,544,003</b>	<b>\$ 1,598,312</b>	<b>12.3%</b>	<b>98.9%</b>

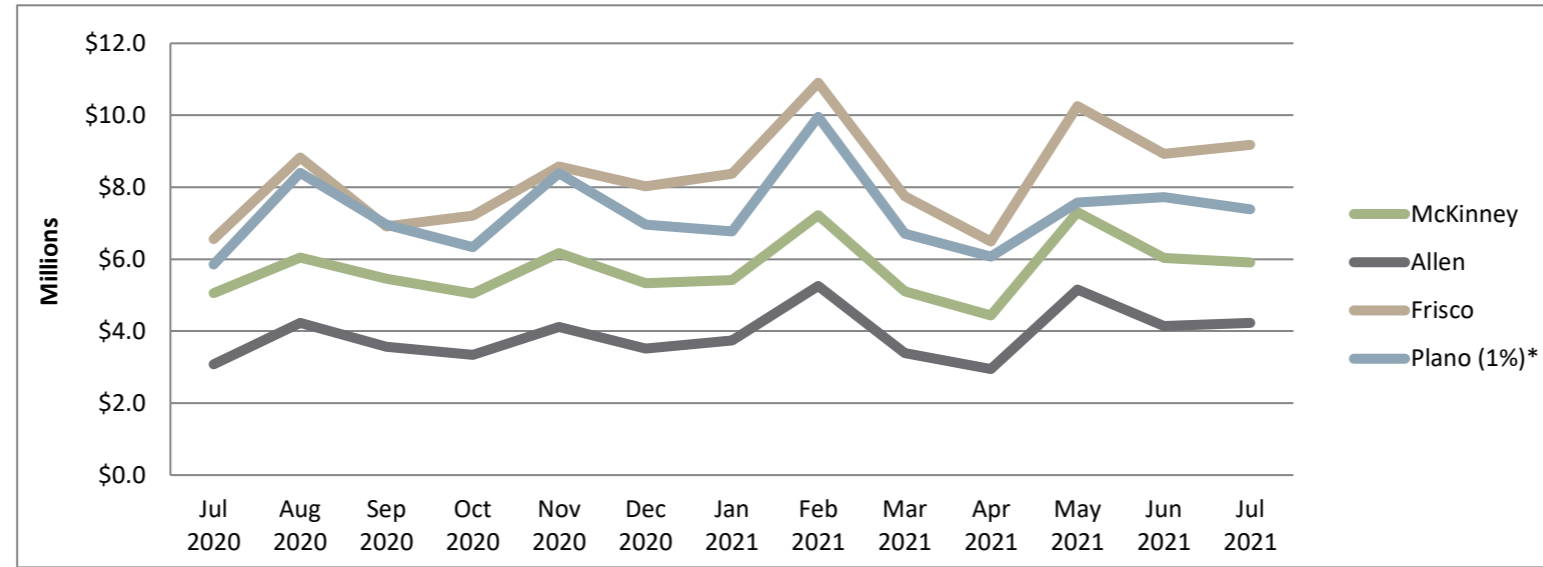


# TOTAL SALES TAX COLLECTED

## Sister City Comparison

Jul-21	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$861,157	\$1,151,235	\$2,613,322	\$1,529,035
Var to LY	17.0%	37.4%	39.8%	26.1%

Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$6,386,656	\$5,249,681	\$11,308,602	\$2,583,792
Var to LY	12.4%	15.2%	15.2%	3.6%



### Year-to-Date Collections

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
Apr 2020	5,138,112	2,773,612	6,504,135	5,812,620
May 2020	5,090,573	3,521,174	7,161,112	7,644,898
Jun 2020	5,249,796	2,625,812	5,998,169	5,639,455
<b>Jul 2020</b>	<b>5,051,068</b>	<b>3,075,116</b>	<b>6,564,783</b>	<b>5,853,157</b>
<b>FY 2020 Total</b>	<b>\$51,611,933</b>	<b>\$34,593,620</b>	<b>\$74,389,536</b>	<b>\$71,315,790</b>

FY 2021	McKinney	Allen	Frisco	Plano 1% *
Oct 2020	\$5,050,296	\$3,346,870	\$7,215,054	\$6,337,483
Nov 2020	6,167,503	4,116,373	8,578,551	8,387,377
Dec 2020	5,330,461	3,514,816	8,019,758	6,966,038
Jan 2021	5,423,992	3,739,118	8,371,047	6,776,005
Feb 2021	7,226,145	5,256,089	10,905,133	9,958,094
Mar 2021	5,109,790	3,392,762	7,755,264	6,713,629
Apr 2021	4,436,818	2,947,251	6,492,629	6,075,688
May 2021	7,306,027	5,160,603	10,256,756	7,578,152
Jun 2021	6,035,331	4,143,070	8,925,839	7,724,923
<b>Jul 2021</b>	<b>5,912,226</b>	<b>4,226,351</b>	<b>9,178,105</b>	<b>7,382,192</b>
<b>FY 2021 Total</b>	<b>\$57,998,589</b>	<b>\$39,843,302</b>	<b>\$85,698,138</b>	<b>\$73,899,582</b>

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