

McKinney Convention & Visitors Bureau
Summary Operating Statement
 May 2017 (67% of FY Complete)

Revenues	FY17 Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Transfers from Hotel/Motel Fund*	\$ 610,000	\$ 50,833	\$ 406,667	\$ 203,333	66.7%	\$ 50,833	\$ -	\$ 406,667	\$ -
Interest Income	150	5	38	112	25.0%	13	(8)	100	(62)
MCVB Store Revenue	3,000	-	1,394	1,606	46.5%	250	(250)	2,000	(606)
Total Revenues	\$ 613,150	\$ 50,838	\$ 408,098	\$ 205,052	66.6%	\$ 51,096	\$ (258)	\$ 408,767	\$ (669)
Expenses	FY17 Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
MCVB Operations									
Personnel Expense	\$ 384,060	\$ 25,174	\$ 216,414	\$ 167,646	56.3%	\$ 32,005	\$ 6,831	\$ 256,040	\$ 39,626
Supplies Expense	14,420	50	8,762	5,658	60.8%	1,202	1,151	9,613	852
Maintenance Expense	-	-	-	-	-	-	-	-	-
Services/Sundry Expense	261,109	20,381	200,079	61,030	76.6%	21,759	1,378	174,073	(26,006)
Transfer to Risk Fund	3,824	319	2,549	1,275	66.7%	319	-	2,549	-
Total Expenses	\$ 663,413	\$ 45,925	\$ 427,804	\$ 235,609	64%	\$ 55,284	\$ 9,360	\$ 439,726	\$ 14,471
Net	\$ (50,263)	\$ 4,913	\$ (19,706)			\$ (4,189)	\$ 9,102	\$ (30,959)	\$ 11,254
FY17 Beginning Fund Balance	\$ 86,523								
Add FY17 Budgeted Revenue	613,150								
Less FY17 Budgeted Expenses	(663,413)								
FY17 Projected Ending Fund Balance	\$ 36,260								

*Hotel/Motel monthly transfers are based on budget of \$610,000 divided by 12 months.

McKinney Convention & Visitors Bureau

Balance Sheet

May 2017

Assets

Cash and Cash Equivalents	\$	68,345
Security Deposits		3,800
Deferred Charges - Prepaid Items		6,150

Total Assets	\$	78,295
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Liabilities

Vouchers Payable	\$	11,466
Accounts Payable		13

Total Liabilities	\$	11,478
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Fund Equity

Reserve for Encumbrances	\$	17,860
Unreserved		48,957

Total Fund Equity	\$	66,817
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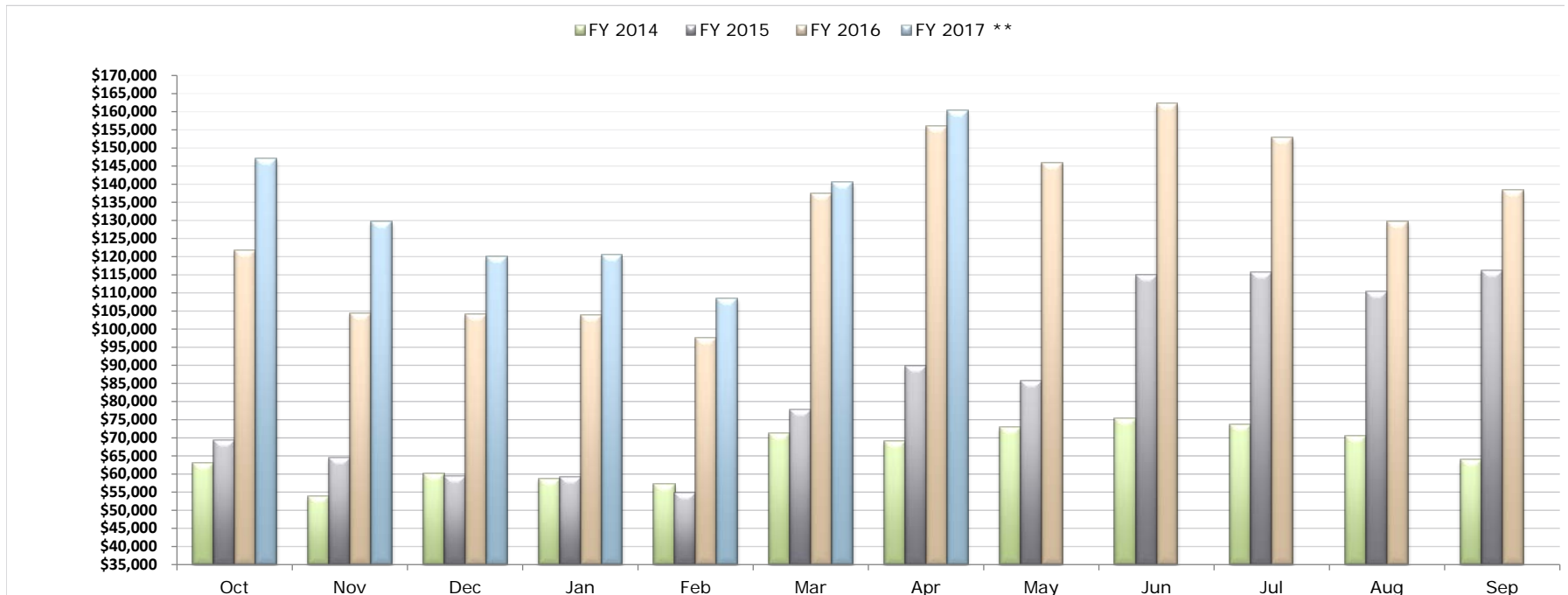
Total Liabilities and Equity	\$	78,295
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City of McKinney
Hotel Occupancy Tax Revenue
May 2017

Month Received	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 **	Number of Hotels	Number of VRBO/B & B
Oct	\$46,013	\$52,721	\$53,586	\$62,977	\$69,433	\$121,725	\$147,064	16	8
Nov	41,606	43,193	48,111	53,880	64,494	104,470	129,720	16	6
Dec	39,160	43,122	45,567	60,059	59,432	104,033	120,091	16	15
Jan	34,680	36,933	45,772	58,819	59,241	103,954	120,551	16	6
Feb	40,974	39,767	43,983	57,205	54,793	97,581	108,562	16	7
Mar	50,046	47,986	50,019	71,335	77,735	137,503	140,633	16	19
Apr	47,012	44,458	47,055	69,244	89,953	156,015	160,466	16	7
May	50,637	53,703	50,234	73,039	85,809	146,015			
Jun	61,941	65,144	67,720	75,506	115,036	162,294			
Jul	53,876	54,047	60,893	73,777	115,619	153,021			
Aug	49,432	48,178	55,858	70,616	110,410	129,778			
Sep	50,533	45,466	56,371	64,057	116,320	138,405			
Total	\$565,910	\$574,718	\$625,169	\$790,514	\$1,018,275	\$1,554,794	\$927,087		

**** This is total amount paid to the city, excluding outstanding receivables.**

Reporting will be a month behind. (Hotel tax due date is after month end close)



Sales Month	Due Date	Hotel Name	Amount Paid	Capacity	Number of room days available	Number of room days rented	Percent of rooms rented	Number of Hotels	Number of VRBO/B & B
Oct	11/21/16	Best Value Inn	1,105.37	26	806		0.00%		
Oct	11/21/16	Best Western	8,501.83	68	1836	1,661	90.47%		
Oct	11/21/16	Best Western	1,678.57	68	408	319	78.19%		
Oct	11/21/16	Blue Elm House	177.75	1	31	14	45.16%		
Oct	11/21/16	Comfort Suites	9,287.50	63	1953		0.00%		
Oct	11/21/16	Days Inn	6,755.89	80	2480	2,232	90.00%		
Oct	11/21/16	Eldorado Escape, LLC	-	3	93	-	0.00%		
Oct	11/21/16	El Lago Corp Apt	68.47	2	62	22	35.48%		
Oct	11/21/16	Grand Hotel	8,057.11	44	1364	871	63.86%		
Oct	11/21/16	Hampton Inn	15,410.32	79	2449	2,373	96.90%		
Oct	11/21/16	Holiday Inn	16,803.83	99	3069	2,553	83.19%		
Oct	11/21/16	La Quinta	10,407.32	79	2449	1,935	79.01%		
Oct	11/21/16	Mayle, Lynn	65.00	1	31	3	9.68%		
Oct	11/21/16	McKinney Inn	998.35	38	1178		0.00%		
Oct	11/21/16	Motel 6	5,530.79	58	1798	1,672	92.99%		
Oct	11/21/16	Quality Inn	7,121.65	97	3007	2,976	98.97%		
Oct	11/21/16	Regency Inn	2,328.42	55	1705		0.00%		
Oct	11/21/16	Sheraton Mckinney	30,839.04	187	5797	4,359	75.19%		
Oct	11/21/16	Southern Chic Retreat	253.49	4	124	45	36.29%		
Oct	11/21/16	Stonebridge Ranch	1,443.91	4	124	80	64.52%		
Oct	11/21/16	Super 8	4,861.59	75	2325	1,075	46.24%		
Oct	11/21/16	Townplace Suites	8,717.11	89	2759	1,987	72.02%		
Oct	11/21/16	Value Place	6,316.93	121	3751	3,123	83.26%		
Oct	11/21/16	Winnie Bea Properties	333.66	1	31	12	38.71%		
			<u>147,063.90</u>					16	8

Nov	12/20/16	Best Value Inn	994.24	26	780		0.00%		
Nov	12/20/16	Best Western	6,402.35	68	1836	1,264	68.85%		
Nov	12/20/16	Blue Elm House	172.56	1	30	12	40.00%		
Nov	12/20/16	Comfort Suites	8,328.91	63	1890	1,388	73.44%		
Nov	12/20/16	Days Inn	5,230.92	80	2400	2,220	92.50%		
Nov	12/20/16	El Lago Corp Apt	4.78	2	60	5	8.33%		
Nov	12/20/16	Grand Hotel	6,282.55	44	1320	679	51.44%		
Nov	12/20/16	Hampton Inn	14,058.47	79	2370	2,352	99.24%		
Nov	12/20/16	Holiday Inn	14,887.56	99	2970	2,386	80.34%		
Nov	12/20/16	La Quinta	9,756.47	79	2370	1,834	77.38%		
Nov	12/20/16	Mayle, Lynn	-	1	30	-	0.00%		
Nov	12/20/16	McKinney Inn	805.17	38	1140		0.00%		
Nov	12/20/16	Motel 6	5,042.80	58	1740	1,508	86.67%		
Nov	12/20/16	Quality Inn	6,645.83	97	2910	2,910	100.00%		
Nov	12/20/16	Regency Inn	2,220.17	55	1650		0.00%		
Nov	12/20/16	Sheraton Mckinney	30,171.29	187	5610	4,219	75.20%		
Nov	12/20/16	Southern Chic Retreat	159.74	4	120	21	17.50%		
Nov	12/20/16	Stonebridge Ranch	489.85	4	120	61	50.83%		
Nov	12/20/16	Super 8	3,593.40	75	2250	840	37.33%		
Nov	12/20/16	Townplace Suites	8,733.68	89	2670	2,083	78.01%		
Nov	12/20/16	Value Place	5,458.31	121	3630	2,893	79.70%		
Nov	12/20/16	Winnie Bea Properties	280.67	1	30	10	33.33%		
			<u>129,719.72</u>					19	6

Sales Month	Due Date	Hotel Name	Amount Paid	Capacity	Number of room days available	Number of room days rented	Percent of rooms rented	Number of Hotels	Number of VRBO/B & B
Dec	1/20/17	Best Value Inn	1,135.57	26	806		0.00%		
Dec	1/20/17	Best Western	7,662.62	68	2108	1,417	67.22%		
Q4	1/20/17	Bevcap Management	249.06	3	93	3	3.23%		
Q4	1/20/17	Bingham House	159.67	3	276		0.00%		
Dec	1/20/17	Blue Elm House	166.32	1	31	10	32.26%		
Dec	1/20/17	Comfort Suites	7,952.88	63	1953	1,319	67.54%		
Q4	1/20/17	D&H Properties	726.81	1	92		0.00%		
Dec	1/20/17	Days Inn	5,574.21	80	2480		0.00%		
Q4	1/20/17	Dittman House	201.67	2	184	57	30.98%		
Q4	1/20/17	Dowell House	200.97	2	184	20	10.87%		
Dec	1/20/17	El Lago Corp Apt	25.02	2	62	5	8.06%		
Dec	1/20/17	Eldorado Escape, LLC	108.87	1	31		0.00%		
Dec	1/20/17	Grand Hotel	6,875.11	44	1364	720	52.79%		
Dec	1/20/17	Hampton Inn	12,872.03	79	2449	2,343	95.68%		
Dec	1/20/17	Holiday Inn	11,335.93	99	3069	1,843	60.05%		
Dec	1/20/17	La Quinta	9,571.03	79	2449	1,833	74.85%		
Dec	1/20/17	Mayle, Lynn	40.89	1	31		0.00%		
Q4	1/20/17	McKinney Bed & Breakfast	1,239.21	3	276	98	35.51%		
Dec	1/20/17	McKinney Inn	677.55	38	1178		0.00%		
Dec	1/20/17	Motel 6	5,154.59	58	1798	1,583	88.04%		
Q4	1/20/17	Pioneer Ridge	98.06	1	92	20	21.74%		
Dec	1/20/17	Quality Inn	6,376.54	97	3007		0.00%		
Q4	1/20/17	Red Gate Inn B&B	533.87	3	276	45	16.30%		
Dec	1/20/17	Regency Inn	1,935.77	55	1705		0.00%		
Dec	1/20/17	Sheraton Mckinney	21,950.60	187	5797	3,347	57.74%		
Dec	1/20/17	Southern Chic Retreat	361.32	4	124	15	12.10%		
Dec	1/20/17	Stonebridge Ranch	373.98	4	124	44	35.48%		
Dec	1/20/17	Super 8	3,173.80	75	2325	765	32.90%		
Dec	1/20/17	Townplace Suites	8,728.53	89	2759	2,025	73.40%		
Dec	1/20/17	Value Place	4,218.17	121	3751	2,558	68.20%		
Dec	1/20/17	Winnie Bea Properties	410.26	1	31	15	48.39%		
			<u>120,090.91</u>						

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Sales Month	Due Date	Hotel Name	Amount Paid	Capacity	Number of room days available	Number of room days rented	Percent of rooms rented	Number of Hotels	Number of VRBO/B & B
Jan	2/20/17	Best Value Inn	1,352.27	26	806		0.00%		
Jan	2/20/17	Best Western	6,797.26	68	2108	1,322	62.71%		
Jan	2/20/17	Blue Elm House	36.38	1	31	3	9.68%		
Jan	2/20/17	Comfort Suites	7,363.84	63	1953	1,318	67.49%		
Jan	2/20/17	Days Inn	5,981.73	80	2480	2,294	92.50%		
Jan	2/20/17	El Lago Corp Apt	277.34	2	62	26	41.94%		
Jan	2/20/17	Grand Hotel	6,561.65	44	1364	719	52.71%		
Jan	2/20/17	Hampton Inn	11,721.18	79	2449	2,396	97.84%		
Jan	2/20/17	Holiday Inn	13,662.63	99	3069	2,004	65.30%		
Jan	2/20/17	La Quinta	9,434.59	79	2449	1,909	77.95%		
Jan	2/20/17	Mayle, Lynn	82.49	1	31		0.00%		
Jan	2/20/17	McKinney Inn	620.14	38	1178		0.00%		
Jan	2/20/17	Motel 6	4,405.29	58	1798	1,446	80.42%		
Jan	2/20/17	Quality Inn	6,115.58	97	3007		0.00%		
Jan	2/20/17	Regency Inn	1,245.09	55	1705		0.00%		
Jan	2/20/17	Sheraton Mckinney	27,636.54	187	5797	4,031	69.54%		
Jan	2/20/17	Southern Chic Retreat	389.02	4	124	30	24.19%		
Jan	2/20/17	Stonebridge Ranch	517.40	4	124	61	49.19%		
Jan	2/20/17	Super 8	3,927.33	75	2325	913	39.27%		
Jan	2/20/17	Townplace Suites	7,869.52	89	2759	1,897	68.76%		
Jan	2/20/17	Value Place	4,346.69	121	3751	2,452	65.37%		
Jan	2/20/17	Winnie Bea Properties	207.21	1	31	9	29.03%		
			<u>120,551.17</u>					16	6

Feb	3/20/17	Best Value Inn	1,081.63	26	728		0.00%		
Feb	3/20/17	Best Western	8,280.36	68	1904	1,519	79.78%		
Feb	3/20/17	Blue Elm House	152.46	1	28	13	46.43%		
Feb	3/20/17	Comfort Suites	6,815.22	63	1764	1,130	64.06%		
Feb	3/20/17	Days Inn	5,468.00	80	2240	2,072	92.50%		
Feb	3/20/17	El Lago Corp Apt	-	2	56	-	0.00%		
Feb	3/20/17	Grand Hotel	4,489.98	44	1232	549	44.56%		
Feb	3/20/17	Hampton Inn	13,044.64	79	2212	2,164	97.82%		
Feb	3/20/17	Holiday Inn	12,933.77	99	2772	2,043	73.70%		
Feb	3/20/17	La Quinta	8,423.42	79	2212	1,703	76.99%		
Feb	3/20/17	Mayle, Lynn	47.47	1	28	1	3.57%		
Feb	3/20/17	McKinney Inn	623.70	38	1064		0.00%		
Feb	3/20/17	Motel 6	4,273.30	58	1624	1,323	81.47%		
Feb	3/20/17	Old Hickory House	54.02	1	28	10	35.71%		
Feb	3/20/17	Quality Inn	6,183.90	97	2716	2,520	92.78%		
Feb	3/20/17	Regency Inn	1,694.33	55	1540		0.00%		
Feb	3/20/17	Sheraton Mckinney	19,548.12	187	5236	4,177	79.77%		
Feb	3/20/17	Southern Chic Retreat	448.30	4	112	33	29.46%		
Feb	3/20/17	Stonebridge Ranch	166.08	4	112	17	15.18%		
Feb	3/20/17	Super 8	3,817.21	75	2100	872	41.52%		
Feb	3/20/17	Townplace Suites	7,860.17	89	2492	1,632	65.49%		
Feb	3/20/17	Value Place	3,097.94	121	3388	1,926	56.85%		
Feb	3/20/17	Winnie Bea Properties	57.52	1	28	2	7.14%		
			<u>108,561.54</u>					16	7

Sales Month	Due Date	Hotel Name	Amount Paid	Capacity	Number of room days available	Number of room days rented	Percent of rooms rented	Number of Hotels	Number of VRBO/B & B
Mar	4/20/17	Best Value Inn	1,141.85	26	806		0.00%		
Mar	4/20/17	Best Western	9,263.13	68	2108	1,655	78.51%		
Q1	4/20/17	Bevcap Management	207.55	3	93	3	3.23%		
Q1	4/20/17	Bingham House	97.02	3	276		0.00%		
Mar	4/20/17	Blue Elm House	150.73	1	31		0.00%		
Mar	4/20/17	Comfort Suites	9,403.04	63	1953	1,539	78.80%		
Q1	4/20/17	D&H Properties	182.00	1	92	6	6.52%		
Mar	4/20/17	Days Inn	6,807.61	80	2480	2,294	92.50%		
Q1	4/20/17	Dittman House	145.88	2	184	43	23.37%		
Q1	4/20/17	Dowell House	180.87	2	184	18	9.78%		
Mar	4/20/17	El Lago Corp Apt	43.80	2	62	4	6.45%		
Mar	4/20/17	Eldorado Escape, LLC		1	31		0.00%		
Mar	4/20/17	Grand Hotel	7,120.43	44	1364	779	57.11%		
Mar	4/20/17	Hampton Inn	15,650.68	79	2449	2,396	97.82%		
Mar	4/20/17	Holiday Inn	15,406.82	99	3069	2,258	73.57%		
Mar	4/20/17	Holly House	147.58	1	31	22	70.97%		
Mar	4/20/17	La Quinta	10,694.35	79	2449	2,082	85.01%		
Mar	4/20/17	Mayle, Lynn	61.33	1	31		0.00%		
Q1	4/20/17	McKinney Bed & Breakfast	1,285.34	3	276	90	32.61%		
Q1	4/20/17	McKinney Rental 2319	-	1	90	-	0.00%		
Q1	4/20/17	McKinney Rental 2321	-	1	90	-	0.00%		
Q1	4/20/17	McKinney Rental 1417	190.18	1	90	8	8.89%		
Q1	4/20/17	McKinney Rental 805	259.71	1	90	14	15.56%		
Mar	4/20/17	McKinney Inn	837.13	38	1178		0.00%		
Mar	4/20/17	Motel 6	5,511.62	58	1798	1,662	92.44%		
Q1	4/20/17	Pioneer Ridge	48.51	1	92	10	10.87%		
Mar	4/20/17	Quality Inn	6,683.00	97	3007		0.00%		
Q1	4/20/17	Red Gate Inn B&B	484.76	3	276	40	14.49%		
Mar	4/20/17	Regency Inn	2,110.90	55	1705		0.00%		
Mar	4/20/17	Sheraton Mckinney	28,799.23	187	5797	4,466	77.04%		
Mar	4/20/17	Southern Chic Retreat	343.62	4	124	51	41.13%		
Mar	4/20/17	Stonebridge Ranch	64.82	4	124	58	46.77%		
Mar	4/20/17	Super 8	4,253.65	75	2325	998	42.92%		
Mar	4/20/17	Townplace Suites	8,364.77	89	2759	1,960	71.04%		
Mar	4/20/17	Value Place	4,490.06	121	3751	2,406	64.14%		
Mar	4/20/17	Winnie Bea Properties	201.32	1	31	7	22.58%		
			<u>140,633.29</u>						

Sales Month	Due Date	Hotel Name	Amount Paid	Capacity	Number of room days available	Number of room days rented	Percent of rooms rented	Number of Hotels	Number of VRBO/B & B
Apr	5/22/17	Best Value Inn	1,360.31	26	780		0.00%		
Apr	5/22/17	Best Western	8,093.94	68	2040	1,667	81.72%		
Apr	5/22/17	Blue Elm House	91.96	1	30	18	60.00%		
Apr	5/22/17	Comfort Suites	9,644.80	63	1890	1,575	83.33%		
Apr	5/22/17	Days Inn	7,222.45	80	2400	2,294	95.58%		
Apr	5/22/17	El Lago Corp Apt	138.67	2	60	14	23.33%		
Apr	5/22/17	Grand Hotel	7,219.62	44	1320	771	58.41%		
Apr	5/22/17	Hampton Inn	16,955.34	79	2370	2,318	97.82%		
Apr	5/22/17	Holiday Inn	18,256.16	99	2970	2,707	91.14%		
Apr	5/22/17	Holly House	155.31	1	30	21	70.00%		
Apr	5/22/17	La Quinta	10,585.96	79	2370	2,141	90.34%		
Apr	5/22/17	Mayle, Lynn	165.59	1	30		0.00%		
Apr	5/22/17	McKinney Inn	832.16	38	1140		0.00%		
Apr	5/22/17	Motel 6	5,158.29	58	1740	1,589	91.32%		
Apr	5/22/17	Old Hickory House		1	30		0.00%		
Apr	5/22/17	Quality Inn	8,014.57	97	2910		0.00%		
Apr	5/22/17	Regency Inn	2,542.74	55	1650		0.00%		
Apr	5/22/17	Sheraton Mckinney	33,696.06	187	5610	4,758	84.81%		
Apr	5/22/17	Southern Chic Retreat	351.36	4	120	24	20.00%		
Apr	5/22/17	Stonebridge Ranch	232.61	4	120	37	30.83%		
Apr	5/22/17	Super 8	5,991.11	75	2250	1,394	61.96%		
Apr	5/22/17	Townplace Suites	15,812.57	89	2670	2,485	93.07%		
Apr	5/22/17	Value Place	7,670.83	121	3630	3,120	85.95%		
Apr	5/22/17	Winnie Bea Properties	273.74	1	30		0.00%	16	7
			<u>160,466.15</u>						