# McKinney Economic Development Corporation 

Operating Statement
July 2013
83\% of FY Complete

| Revenues | FY13 Adopted Budget | Monthly Actual | YTD Actual | Remaining Budget to Receive | \% of Budget Received |
| :---: | :---: | :---: | :---: | :---: | :---: |



## Promotiona

Supplies

| Printed Material | \$ | 44,620 | \$ | 84 | \$ | 9,382 | \$ | 35,239 | 21.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Software/Hardware Maintenance |  | 3,000 |  | - |  | 2,596 |  | 404 | 86.5\% |
| Supplies | \$ | 47,620 | \$ | 84 | \$ | 11,978 | \$ | 35,642 | 25.2\% |


| Operations |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Travel \& Training | \$ | 20,000 | \$ | 1,000 | \$ | 10,402 | \$ | 9,598 | 52.0\% |
| Community Relations |  | 5,000 |  | - |  | 4,361 |  | 639 | 87.2\% |
| Professional Services |  | 26,000 |  | 8,780 |  | 19,863 |  | 6,137 | 76.4\% |
| Promotional Items |  | 10,000 |  | 1,332 |  | 13,634 |  | $(3,634)$ | 136.3\% |
| Advertising/PR/Research |  | 141,000 |  | 3,420 |  | 124,293 |  | 16,707 | 88.2\% |
| Airport Marketing |  | 62,000 |  | 2,160 |  | 35,620 |  | 26,380 | 57.5\% |
| Total Operations | \$ | 264,000 | \$ | 16,692 | \$ | 208,174 | \$ | 55,826 | 78.9\% |
| Total Promotional Expenses | \$ | 311,620 | \$ | 16,776 | \$ | 220,152 | \$ | 91,468 | 70.6\% |
| Projects |  |  |  |  |  |  |  |  |  |
| Committed Projects | \$ | 4,214,168 | \$ | 861,797 | \$ | 1,257,470 | \$ | 2,956,698 | 29.8\% |
| Professional Services |  | 100,000 |  | - |  | 7,220 |  | 92,780 | 7.2\% |
| Auditing/Accounting Fees |  | 10,000 |  | - |  | - |  | 10,000 | 0.0\% |
| Other Legal Fees |  | 170,000 |  | 797 |  | 43,677 |  | 126,323 | 25.7\% |
| Total Project Expenses | \$ | 4,494,168 | \$ | 862,594 | \$ | 1,308,367 | \$ | 3,185,801 | 29.1\% |




## Debt Service / Project Details

July 2013

| Debt Service Payments | Project Code | FY13 Adopted Budget |  | Monthly Actual |  | YTD Actual |  | Budget Balance |  | YTD Budget Disbursed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Texas Instruments | E98001 | \$ | 83,169 | \$ | 6,931 | \$ | 69,308 | \$ | 13,862 | 83.3\% |
| Gateway | E00010 |  | 2,362,990 |  | 196,916 |  | 1,969,158 |  | 393,832 | 83.3\% |
| University Park | E97030 |  | 163,675 |  | 13,640 |  | 136,396 |  | 27,279 | 83.3\% |
| Replacement Runway | n/a |  | 632,913 |  | 52,743 |  | 527,428 |  | 105,485 | 83.3\% |
| Total Debt Service Payments |  | \$ | 3,242,747 | \$ | 270,229 | \$ | 2,702,290 | \$ | 540,457 | 83.3\% |


| Committed Projects |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wistron | E11011 | \$ | 550,000 | \$ | - | \$ | 100,000 | \$ | 450,000 | 18.2\% |
| Traxxas | E09006 |  | 400,000 |  | - |  | - |  | 400,000 | 0.0\% |
| Experian Tax Abatement | E06021 |  | 99,000 |  | - |  | 98,595 |  | 405 | 99.6\% |
| Quadrant Chemical | E12002 |  | 110,000 |  | - |  | - |  | 110,000 | 0.0\% |
| Manner Plastics | E12017 |  | 180,000 |  | 150,000 |  | 150,000 |  | 30,000 | 83.3\% |
| Perfectly Green | E12019 |  | 60,000 |  | - |  | 60,000 |  | - | 100.0\% |
| Raytheon | E13005 |  | 1,530,000 |  |  |  |  |  | 1,530,000 | 0.0\% |
| Encore Wire | E11023 |  | 700,000 |  | 700,000 |  | 700,000 |  | - - | 100.0\% |
| Popular Ink | E12022 |  | 30,000 |  |  |  | 15,000 |  | 15,000 | 50.0\% |
| Undesignated |  |  | 170,000 |  |  |  |  |  | 170,000 | 0.0\% |
| Total Committed Projects |  | \$ | 3,829,000 | \$ | 850,000 | \$ | 1,123,595 | \$ | 2,705,405 | 29.3\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Emerging Technologies |  |  | Budget |  | onthly |  | YTD Exp |  | n Balance |  |
| Servergy ( 6 months) | E10016 | \$ | 25,002 | \$ | - | \$ | 25,002 | \$ | - | 100.0\% |
| Biscotti (12 months) | E11017 |  | 50,004 |  | 4,167 |  | 37,503 |  | 12,501 | 75.0\% |
| Local Hitz (12 months) | E12008 |  | 12,900 |  |  |  | 8,600 |  | 4,300 | 66.7\% |
| Sigmetrix (12 months) | E12004 |  | 37,530 |  | 6,255 |  | 31,275 |  | 6,255 | 83.3\% |
| Curious Complex | E12009 |  | 24,275 |  | 950 |  | 7,600 |  | 16,675 | 31.3\% |
| CredSystems (12 months) | E12011 |  | 24,000 |  | - |  | 8,000 |  | 16,000 | 33.3\% |
| Adventure Pilot | E12014 |  | 50,000 |  | 425 |  | 2,125 |  | 47,875 | 4.3\% |
| Hie Electronics (12 months) | E12018 |  | 16,524 |  | - |  | 13,770 |  | 2,754 | 83.3\% |
| Health Quest Alliance | E12024 |  | 14,000 |  | - |  |  |  | 14,000 | 0.0\% |
| Undesignated |  |  | 130,933 |  |  |  |  |  | 130,933 | 0.0\% |
| Total Emerging Technologies |  | \$ | 385,168 | \$ | 11,797 | \$ | 133,875 | \$ | 251,293 | 34.8\% |
| Total Projects |  | \$ | 4,214,168 | \$ | 861,797 | \$ | 1,257,470 | \$ | 2,956,698 | 29.8\% |

McKinney Economic Development Corporation
Sales Tax Revenue
July 2013

| Month Received | FY 2008 Received | FY 2009 Received | FY 2010 Received | FY 2011 <br> Received | FY 2012 Received | FY 2013 <br> Received | Difference to FY 2012 | Variance to FY 2012 | \% of Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| October | \$766,628 | \$635,933 | \$601,060 | \$618,027 | \$677,019 | \$716,718 | \$39,699 | 5.9\% | 8.7\% |
| November | 811,070 | 800,981 | 750,551 | 782,350 | 788,763 | 1,039,163 | 250,401 | 31.7\% | 21.3\% |
| December | 614,738 | 662,747 | 604,719 | 596,953 | 590,569 | 722,045 | 131,476 | 22.3\% | 30.0\% |
| J anuary | 638,700 | 597,722 | 583,944 | 635,746 | 652,773 | 669,397 | 16,625 | 2.5\% | 38.1\% |
| February | 916,848 | 952,014 | 917,764 | 913,054 | 900,507 | 1,231,993 | 331,486 | 36.8\% | 53.1\% |
| March | 618,427 | 577,054 | 568,249 | 551,228 | 582,592 | 666,620 | 84,029 | 14.4\% | 61.2\% |
| April | 533,763 | 535,705 | 513,268 | 564,781 | 563,639 | 676,334 | 112,696 | 20.0\% | 69.4\% |
| May | 824,523 | 792,418 | 830,760 | 802,920 | 837,767 | 903,002 | 65,235 | 7.8\% | 80.3\% |
| June | 645,363 | 621,456 | 608,551 | 607,652 | 646,007 | 703,897 | 57,890 | 9.0\% | 88.8\% |
| July | 648,187 | 607,275 | 615,496 | 625,389 | 678,542 | 694,500 | 15,958 | 2.4\% | 97.3\% |
| August | 860,473 | 851,645 | 811,705 | 767,331 | 845,911 |  |  |  |  |
| September | 671,221 | 520,335 | 661,540 | 635,984 | 995,666 |  |  |  |  |
| Total | \$8,549,940 | \$8,155,285 | \$8,067,609 | \$8,101,418 | \$8,759,753 | \$8,023,670 | \$1,105,494 | 17.7\% | 97.3\% |


| Month Received | $\begin{gathered} \text { FY } 2009 \\ \text { \% Change } \end{gathered}$ | $\begin{aligned} & \text { FY } 2010 \\ & \text { \% Change } \end{aligned}$ | $\begin{aligned} & \text { FY } 2011 \\ & \% \text { Change } \end{aligned}$ | $\begin{aligned} & \text { FY } 2012 \\ & \% \text { Change } \end{aligned}$ | $\begin{gathered} \text { FY } 2013 \\ \text { \% Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| October | -17.0\% | -5.5\% | 2.8\% | 9.5\% | 5.9\% |
| November | -1.2\% | -6.3\% | 4.2\% | 0.8\% | 31.7\% |
| December | 7.8\% | -8.8\% | -1.3\% | -1.1\% | 22.3\% |
| J anuary | -6.4\% | -2.3\% | 8.9\% | 2.7\% | 2.5\% |
| February | 3.8\% | -3.6\% | -0.5\% | -1.4\% | 36.8\% |
| March | -6.7\% | -1.5\% | -3.0\% | 5.7\% | 14.4\% |
| April | 0.4\% | -4.2\% | 10.0\% | -0.2\% | 20.0\% |
| May | -3.9\% | 4.8\% | -3.4\% | 4.3\% | 7.8\% |
| June | -3.7\% | -2.1\% | -0.1\% | 6.3\% | 9.0\% |
| July | -6.3\% | 1.4\% | 1.6\% | 8.5\% | 2.4\% |
| August | -1.0\% | -4.7\% | -5.5\% | 10.2\% |  |
| September |  | 27.1\% | -3.9\% | 56.6\% |  |
| Total |  | -1.1\% | 0.4\% | 8.1\% | -8.4\% |



TOTAL SALES TAX COLLECTED


## Year-to-Date Collections

| FY 2012 | McKinney | Allen | Frisco | Plano |
| :---: | :---: | :---: | :---: | :---: |
| Oct 2011 | \$2,695,235 | \$2,273,152 | \$3,556,044 | \$3,914,237 |
| Nov 2011 | 3,143,117 | 2,613,427 | 4,370,704 | 5,975,185 |
| Dec 2011 | 2,349,361 | 2,026,610 | 3,497,198 | 7,542,484 |
| J an 2012 | 2,598,189 | 2,316,571 | 3,640,120 | 4,636,676 |
| Feb 2012 | 3,588,971 | 3,495,776 | 5,549,946 | 8,523,992 |
| Mar 2012 | 2,317,467 | 2,021,048 | 3,427,402 | 4,604,584 |
| Apr 2012 | 2,241,564 | 1,892,375 | 3,427,296 | 5,260,580 |
| May 2012 | 3,338,002 | 2,904,381 | 4,590,910 | 6,462,037 |
| J une 2012 | 2,570,768 | 2,072,350 | 3,559,977 | 5,236,079 |
| July 2012 | 2,700,981 | 2,321,724 | 3,810,590 | 5,650,753 |
| FY 2012 YTD | \$27,543,655 | \$23,937,413 | \$39,430,186 | \$57,806,606 |
| FY 2013 | McKinney | Allen | Frisco | Plano |
| Oct 2012 | \$2,853,707 | \$2,357,670 | \$3,846,870 | \$4,463,363 |
| Nov 2012 | 4,143,411 | 2,808,270 | 4,841,923 | 6,461,912 |
| Dec 2012 | 2,874,908 | 2,448,064 | 4,308,513 | 5,020,195 |
| J an 2013 | 2,664,272 | 2,442,218 | 4,047,144 | 4,537,508 |
| Feb 2013 | 4,914,610 | 3,633,751 | 6,547,331 | 7,841,240 |
| Mar 2013 | 2,653,130 | 2,291,199 | 4,254,882 | 5,164,326 |
| Apr 2013 | 2,691,964 | 1,981,342 | 4,093,476 | 5,198,583 |
| May 2013 | 3,598,553 | 3,078,449 | 5,535,360 | 6,605,330 |
| J une 2013 | 2,802,083 | 2,280,578 | 4,347,458 | 5,333,440 |
| July 2013 | 2,764,409 | 2,500,123 | 4,739,568 | 5,587,671 |
| FY 2013 Total | \$31,961,047 | \$25,821,663 | \$46,562,526 | \$56,213,568 |

Historical Collections

| Fiscal Year |  | McKinney |  | Allen |  | Plano |
| :---: | ---: | ---: | ---: | ---: | :---: | :---: |
| 2008 | $33,940,405$ | $19,472,637$ | $39,304,545$ | $64,114,729$ |  |  |
| 2009 | $32,830,436$ | $21,731,113$ | $38,279,169$ | $57,493,767$ |  |  |
| 2010 | $31,920,677$ | $23,822,671$ | $39,295,268$ | $58,276,704$ |  |  |
| $2011^{*}$ | $31,993,752$ | $26,609,032$ | $42,859,800$ | $63,539,871$ |  |  |
| 2012 | $33,724,593$ | $29,173,819$ | $48,316,129$ | $69,896,688$ |  |  |

* FY 2011 payment allocation reduced by $\$ 5,345,794$ for McKinney due to a Comptroller audit adjustment (AT\&T Sales Tax adjustment)
received in September 2011. Actual FY 2011 payment received was $\$ 37,339,546$.



