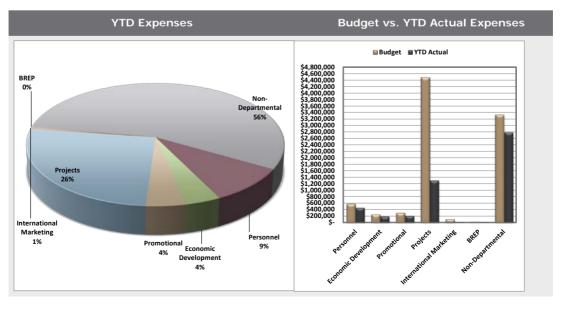
McKinney Economic Development Corporation

Operating Statement July 2013

83% of FY Complete

Revenues	FY	13 Adopted Budget	Мо	onthly Actual		YTD Actual	Re	maining Budget to Receive	% of Budget Received
Sales Tax Interest Income	\$_	8,250,000 12,250	\$	694,500 958	\$	8,023,670 12,097	\$	226,330 153	97.3% 98.8%
Other Income		0		0		76		(76)	
Total Revenues	\$	8,262,250	\$	695,458	\$	8,035,842	\$	226,408	97.3%
MEDC Operations	FY	13 Adopted Budget	Mo	onthly Actual		YTD Actual	В	udget Balance	YTD Budget Disbursed
Personnel Salaries & Benefits		583,776	\$	66,879	\$	464,161	\$	119,615	79.5%
Cell Phone Allowance	Ψ	4,500	Ψ_	350		4,233	Ψ_	267	94.1%
Total Personnel Expense	\$	588,276	\$	67,229	\$	468,394	\$	119,882	79.6%
Supplies									
General Office Supplies	\$	5,000	\$	45	\$	2,361	\$	2,639	47.2%
Food Minor Tools & Equipment		10,000 18,000		1,672		8,593 17,176		1,407 824	85.9% 95.4%
Postage		1,000		26		391		609	39.1%
Hardware/Software Purchases		4,000		-		3,585		415	89.6%
Communications		0		0		0		0	#DIV/0!
Total Supplies Expense	\$_	38,000	\$	1,743	\$	32,105	\$	5,895	84.5%
Maintenance		*		*^		*^		*	#DIV/01
Buildings and Structures Miscellaneous Maintenance		\$0 2,260	\$	\$0	\$	\$0 24	\$	\$0 2,236	#DIV/0! 1.1%
Hardware/Software	Φ_	1,240	Φ		Ф	1,240	Φ	2,230	100.0%
Total Maintenance Expense	\$	3,500	\$	-	\$	1,264	\$	2,236	36.1%
Onematicus									
Operations Communications	-\$	5,800	\$	318	\$	3,709	\$	2,091	64.0%
Mileage		1,500		755		755		745	50.4%
Insurance or Bonds (WC)		1,000				829		171	82.9%
Office Rental		57,780		9,696		51,604		6,176	89.3%
Travel/Training Publications - Subscriptions		22,800 1,500		6,439		17,897 678		4,903 822	78.5% 45.2%
Utilities - Electric		6,600		1,088		4,039		2,561	61.2%
Other		6,500		312		4,414		2,086	67.9%
Association Dues		41,000		455		37,596		3,404	91.7%
Equipment Rental Professional Services		9,200		2,050		6,365 17,282		2,836 16,831	69.2% 50.7%
Recruitment		34,113 10,911		2,050		10,911		10,831	100.0%
Temporary Personnel Services		-				-		-	100.070
Other Legal Fees		19,500		2,266		7,066		12,434	36.2%
Furniture/Fixtures	_	5,380	_	-	_	5,380	_	-	100.0%
Total Operations Expense	\$	223,584	\$	23,379	\$	168,525	\$	55,059	75.4%
Total MEDC Operational Expenses	\$_	853,360	\$	92,351	\$	670,287	\$	183,073	78.5%
Promotional									
Supplies		44.620	ф	0.4	ф	0.202	ф.	25 220	21.00/
Printed Material Software/Hardware Maintenance	\$	44,620 3,000	\$	84	\$	9,382 2,596	\$	35,239 404	21.0% 86.5%
Total 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 Advertising/PR/Research		10,000 141,000		1,332 3,420		13,634 124,293		(3,634) 16,707	136.3% 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									
Projects Committed Projects		4,214,168	\$	861,797	\$	1,257,470	\$	2,956,698	29.8%
Professional Services		100,000	Ψ		Ψ	7,220	Ψ	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%

International Marketing	FY	13 Adopted Budget	Мо	nthly Actual		/TD Actual	Вι	udget Balance	YTD Budget Disbursed
Supplies									
General Office Supplies	\$	1,000	\$	-	\$	196	\$	804	19.6%
Food		1,750		36		1,414		336	80.8%
Postage		1,500		-		-		1,500	0.0%
Printed Material		2,000		70		162		1,838	8.1%
Total Supplies	\$	6,250	\$	106	\$	1,772	\$	4,478	28.3%
Operations									
Communications	\$	200	\$		\$		\$	200	0.0%
Mileage		3,000		_		1,098		1,902	36.6%
Travel/Training		62,500		25		14,721		47,779	23.6%
Other		-		-		-		-	#DIV/0!
Associations		2,000		-		450		1,550	22.5%
Rental		500		-		-		500	0.0%
Professional Services		1,000		-		140		860	14.0%
Promotional		37,000		58		1,464		35,536	4.0%
Advertising		4,000	_	-	_	1,100	_	2,900	27.5%
Total Operations	\$	110,200	\$	83	\$	18,973	\$	91,227	17.2%
Total International Marketing Expenses	\$	116,450	\$	189	\$	20,744	\$	95,706	17.8%
BREP - Emerging Technology									
Supplies									
Office Supplies	\$	500	\$	-	\$	-	\$	500	0.0%
Food		3,150		46		2,693		457	85.5%
Postage		100		-		-		100	0.0%
Total Supplies	\$	3,750	\$	46	\$	2,693	\$	1,057	71.8%
Operations									
Mileage	\$	2,500	\$	544	\$	2,655	\$	(155)	106.2%
Office Rental		15,832		-		4,844		10,988	30.6%
Travel/Training		7,000		-		874		6,126	12.5%
Rental Fee		500		-		172		329	34.3%
Other		2,000		-		-		2,000	0.0%
Promotional		1,000		119		361		639	36.1%
Total Operations	\$	28,832	\$	663	\$	8,905	\$	19,927	30.9%
Total BREP Expenses	\$	32,582	\$	709	\$	11,599	\$	20,983	35.6%
Non-Departmental									
Operations									
Other - Adm Fee	\$	74,197	\$	6,183	\$	61,831	\$	12,366	83.3%
Transfer to Downtown Redevelopment		25,000		2,083		20,833	-	4,167	83.3%
MEDC I&S Fund		3,242,747		270,229		2,702,289		540,458	83.3%
Total Operations	\$	3,341,944	\$	278,495	\$	2,784,953	\$	556,991	83.3%
Total Non-Departmental Expenses	\$	3,341,944	\$	278,495	\$	2,784,953	\$	556,991	83.3%
Total Expenses	\$	9,150,124	\$	1,251,114	\$	5,016,102	\$	4,134,022	54.8%
Net	\$	(887,874)	\$	(555,656)	\$	3,019,740	\$	(3,907,614)	
FY13 Beginning Fund Balance	\$	8,598,326							
Add FY13 Budgeted Revenue	φ	8,262,250							
Less FY13 Budgeted Expense		(9,150,124)							
FY13 Projected Ending Fund Balance	\$	7,710,452							



Debt Service / Project Details

July 2013

Debt Service Payments	Project Code	FY	FY13 Adopted Budget		Monthly Actual		YTD Actual		lget 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%

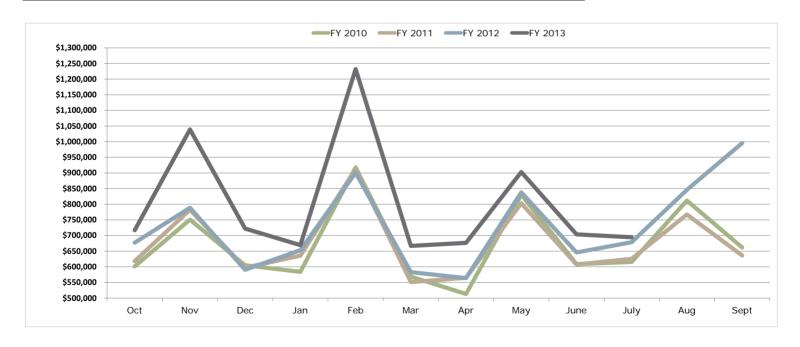
Emerging Technologies		Budget	N	Monthly	YTD Exp	Re	em Balance	
Servergy (6 months)	E10016	\$ 25,002	\$	-	\$ 25,002	\$	-	100.0%
Biscotti (12 months)	E11017	50,004		4,167	37,503		12,501	75.0%
Local Hitz (12 months)	E12008	12,900		-	8,600		4,300	66.7%
Sigmetrix (12 months)	E12004	37,530		6,255	31,275		6,255	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 Received	FY 2012 Received	FY 2013 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%
January	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	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013
Received	% Change				
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%
January	-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%

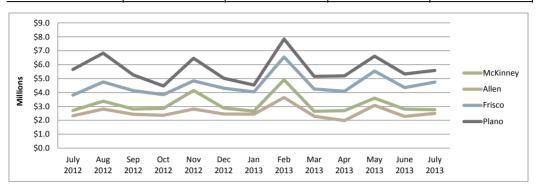


TOTAL SALES TAX COLLECTED

Sister City Comparison

Ī	July 2013	McKinney	Allen	Frisco	Plano
	Diff to LY	\$63,429	\$178,399	\$928,979	-\$63,082
	Var to LY	2.5%	8.6%	26.1%	-1 2%

Year To Date	McKinney	Allen	Frisco	Plano
Diff to LY	\$4,417,393	\$1,884,249	\$7,132,340	-\$1,593,038
Var to LY	17.8%	8.7%	20.0%	-3.1%



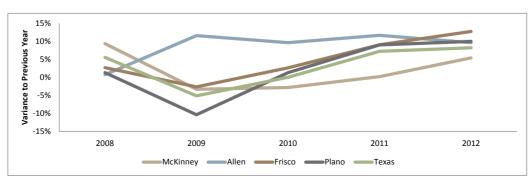
Year-to-Date Collections

Year-to-Date Collecti	ions			
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
Jan 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
June 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
Jan 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
June 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	Frisco	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.



McKinney Economic Development Corporation Balance Sheet

July 2013

		MEDC Operations	Ir	nterest and Sinking	Da	eserve Fund	Lou	ng-Term Debt	G	eneral Fixed Assets		Total
Assets		Operations .		Silikilig	K	eserve runu	LOI	ig-Term Debt		Assets		TOTAL
Cash & Investments	\$	1,271,353	\$	2,222,373	\$	7,125	\$	_	\$	_	\$	3,500,851
Petty Cash	Ψ	200	Ψ	2,222,373	Ψ	7,125	Ψ	_	Ψ	_	Ψ	200
Investment Pools		12,020,501		_		1,580,068		_		_		13,600,569
Accounts Receivable		1,752,571		_		-		_		_		1,752,571
Deposits/Security Deposits		163,191		_		_		_		_		163,191
Deferred Charges/Prepaid Items		2,395										2,395
Land		-,		_		_		_		23,327,475		23,327,475
Buildings & Structures (Net of Depreciation)		_		_		_		_		2,356		2,356
Land Improvements (Net of Depreciation)		_		_		_		_		65,520		65,520
Machinery & Equipment (Net of Depreciation)		-		-		-		-		9,972		9,972
Total Assets	\$	15,210,211	\$	2,222,373	\$	1,587,193	\$	-	\$	23,405,323	\$	42,425,100
Other Debits								1 50/ 100				1 50/ 100
Amount Available for Debt Service Amount Provided for Retirement of Long-term	\$	-	\$	-	\$	-	\$	1,586,109	\$	-	\$	1,586,109
Debt		_		_		_		20,899,210		-		20,899,210
Total Other Debits	\$	-	\$	-	\$	-	\$	22,485,319	\$	-	\$	22,485,319
Total Assets and Other Debits	\$	15,210,211	\$	2,222,373	\$	1,587,193	\$	22,485,319	\$	23,405,323	\$	64,910,419
Liabilities												
Vouchers Payable	\$	32,010	\$	-	\$	-	\$	_	\$	_	\$	32,010
Compensated Absences Payable		-		-		-		22,401		_		22,401
Accrued Interest Payable		-		-		-		77,918		-		77,918
Note Payable to Primary Government		-		-		-		6,825,000		-		6,825,000
Bonds Payable		-		-		-		15,560,000		-		15,560,000
Total Liabilities	\$	32,010	\$	-	\$	-	\$	22,485,319	\$	-	\$	22,517,329
Em I Dalama (Emille												
Fund Balances/Equity Unreserved Fund Balance	•	15 170 201	Φ.	2 222 272	Φ.	1 507 400	Φ.		Φ.		Φ.	10 007 7/7
	\$	15,178,201	\$	2,222,373	\$	1,587,193	\$	-	\$		\$	18,987,767
Investment and Capital Assets		-		-		-		-		23,405,323		23,405,323
Total Fund Balances/Equity	\$	15,178,201	\$	2,222,373	\$	1,587,193	\$	-		\$23,405,323	\$	42,393,090
Total Liabilities and Fund Balances	e	15,210,211	\$	2.222.373	\$	1,587,193	¢	22,485,319		\$23,405,323	¢	64,910,419
I Otal Liabilities allu Fullu Dalalites	•	13,210,211	4	2,222,313	Ф.	1,567,193	•	22,400,319		#23,4UU,323	Ф	04,710,419