

CITY OF MCKINNEY, BUDGET FY 2020-2021 LINE ITEM DETAIL

Account Number	Description / Itemization	Actual FY 17-18	Actual FY 18-19	Budget FY 19-20	Y-T-D 4/30/20	Continuation FY 20-21	% of Total Expenses
MCKINNEY ECONOMIC DEVELOPMENT CORPORATION							
Economic Development Revenues							
059-0000-313.10-01	Sales Taxes	13,466,103	14,251,055	14,885,247	9,084,894	14,251,055	
059-0000-361.10-00	Interest Income	226,808	345,003	200,000	91,590	200,000	
059-0000-369.10-01	Other Income	(20)	0	0	0	0	
059-0000-369.10-04	Prior Years Expense	500	0	0	280	0	
059-0000-392.20-00	Sale of Land	0	2,058,168	0	0	0	
059-0000-393.10-00	Bond Proceeds	20,110,000	0	0	0	0	
TOTAL-Rev	MEDC Revenue Total	33,803,392	16,654,226	15,085,247	9,176,765	14,451,055	
1255 MEDC Economic Development							
059-1255-461.80-03	Full-Time	901,329	832,531	1,110,871	447,990	870,951	5.6%
059-1255-461.80-05	Part-Time	16,122	7,926	24,320	0	0	
059-1255-461.80-06	Car Allowance	10,500	18,150	18,000	8,850	9,000	0.1%
	Continuation:						
	MEDC President		9,000				
059-1255-461.80-07	Incentive Pay	1,902	4,473	0	2,379	0	
059-1255-461.80-08	Payroll Allowances	4,100	5,365	5,400	4,019	6,000	0.0%
	Continuation:						
	Cell Phone Allowances						
	MEDC Executive (x3)		3,600				
	MEDC Director of Business Intelligence		1,200				
	MEDC Tech & Infrastructure Specialist		600				
	MEDC Project Manager		600				
			6,000				
059-1255-461.80-10	Overtime	0	0	0	684	0	
059-1255-461.80-11	Longevity / Stability	1,228	1,670	1,765	1,050	1,530	0.0%
059-1255-461.80-19	Bilingual Pay	600	605	600	345	600	0.0%
059-1255-461.80-20	FICA	60,787	60,693	88,813	28,572	69,801	0.4%
059-1255-461.80-21	TMRS	142,172	131,581	173,680	70,202	136,326	0.9%
059-1255-461.80-22	Health Benefits Fee	103,012	147,160	147,160	110,370	117,728	0.8%
059-1255-461.80-24	Wellness Program Fee	4,200	6,000	6,000	6,000	4,800	0.0%
059-1255-461.80-70	Unemployment Compensation	1,169	2,535	0	0	0	
Subtotal: Personnel		1,247,121	1,218,689	1,576,609	680,462	1,216,736	7.8%
059-1255-463.81-01	Operational Supplies	11,056	12,972	8,000	3,360	8,000	0.1%
059-1255-463.81-03	Food (non-travel)	17,568	25,825	20,000	5,230	15,000	0.1%
059-1255-463.81-06	Non-Capital Equipment	16,155	12,314	6,000	152	3,000	0.0%
059-1255-463.81-40	Technology Equipment	5,679	12,056	18,000	6,712	10,000	0.1%
Subtotal: Supplies		50,983	63,166	52,000	15,453	36,000	0.2%
059-1255-463.83-01	Building Maintenance	0	0	2,000	0	2,000	0.0%
059-1255-463.84-20	Maintenance-Computer Software	8,956	649	3,000	209	0	
Subtotal: Maintenance		8,956	649	5,000	209	2,000	0.0%

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059-1255-463.85-01	Utilities - Communications	3,232	5,492	12,000	4,356	12,000	0.1%
	Continuation:						
	Phone/cable/internet/wireless (TWC) 12,000						
059-1255-463.85-04	Office Rental	79,652	89,451	92,000	53,135	92,875	0.6%
059-1255-463.85-05	Postage / Shipping Services	524	730	700	87	400	0.0%
059-1255-463.85-06	Travel / Training / Mileage	37,487	134,496	256,000	103,454	226,700	1.5%
	Continuation:						
	Mileage 10,000						
	Training 2,500						
	<u>International Travel</u>						
	Missions 74,500						
	Tech Conferences 40,200						
	<u>Domestic Travel</u>						
	Missions 34,000						
	Other (Intl. Council of Shopping Conf., Esp) 27,200						
	Tech Conferences 18,400						
	Consultant Connect 15,400						
	Collin County Days 2,500						
	Intl. Economic Devel. Council 2,000						
	226,700						
059-1255-463.85-08	Utilities - Electric	7,857	7,049	7,500	2,281	7,500	0.0%
059-1255-463.85-11	Dues / Subscriptions / Licenses	39,731	58,487	50,000	32,175	40,000	0.3%
	Continuation:						
	Publications 1,000						
	Texas One 25,000						
	IEDC 5,250						
	Other (Team Texas, Dallas Reg Chamber, 8,750						
	40,000						
059-1255-463.85-13	Web Software Service	1,373	17,424	24,000	34,733	46,270	0.3%
	Continuation:						
	CoStar 16,470						
	Impact DataSource 4,600						
	Salesforce 6,200						
	Gazelle 16,000						
	Misc. 3,000						
	46,270						
059-1255-463.85-15	Rental Fee (Equipment)	5,971	15,460	7,000	2,383	5,000	0.0%
059-1255-463.85-16	Professional / Contracted Services	115,557	95,256	78,000	19,794	53,500	0.3%
	Continuation:						
	Property Maintenance 30,000						
	Operational surveys, appraisals, engineerir 18,000						
	Strategic Advisor 5,500						
	53,500						

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059-1255-463.85-20	Marketing / Promotional	142,985	424,336	313,000	237,327	1,336,800	8.6%
	Continuation:						
	<u>Promotional</u>						
	Byron Nelson	75,000					
	Sponsorships (Bisnow, Dallas Reg Cham	36,000					
	McKinney Chamber	25,000					
	Promotional Collateral	7,000					
	FAM Tour	7,000					
	Employer Appreciation Event	6,000					
	International Marketing Materials	4,000					
	<u>Advertising</u>						
	Ads	10,800					
	<u>General</u>						
	Centipede Digital	166,000					
	Covid-19 Relief*	1,000,000					
	1,336,800						
059-1255-463.85-37	Special Contract	7,587	1,755	22,000	11,885	22,000	0.1%
	Continuation:						
	Lobbyists						
	Red Media Group	22,000					
059-1255-463.85-38	Temporary Personnel Services	12,267	13,410	16,800	0	0	
059-1255-463.85-39	Legal Fees	170,433	181,285	250,000	39,183	225,000	1.4%
059-1255-463.85-95	Technology Replacement Fee	5,219	5,410	5,410	3,156	0	
Subtotal: Services/Sundry		629,350	1,050,041	1,134,410	543,949	2,068,045	13.3%
059-1255-466.92-01	Non-Fleet Capital Equipment	0	7,050	0	0	0	
059-1255-466.92-30	Technology Capital Equipment	0	25,806	0	0	0	
Subtotal: Capital		0	32,856	0	0	0	0.0%
1255 Economic Development Total*		1,936,409	2,365,401	2,768,019	1,240,073	3,322,781	21.3%
1257 MEDC Projects							
059-1257-463.85-39	Legal Fees	0	134	0	0	0	
059-1257-463.86-60	Economic Incentives	5,286,402	3,610,809	12,850,000	5,867,700	8,000,000	51.3%
Subtotal: Services/Sundry		5,286,402	3,610,943	12,850,000	5,867,700	8,000,000	51.3%
059-1257-466.90-01	Land Acquisition / ROW	52,253,692	0	0	0	0	
Subtotal: Capital		52,253,692	0	0	0	0	
1257 Projects Total		57,540,094	3,610,943	12,850,000	5,867,700	8,000,000	51.3%

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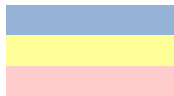
Account Number	Description / Itemization	Actual FY 17-18	Actual FY 18-19	Budget FY 19-20	Y-T-D 4/30/20	Continuation FY 20-21	% of Total Expenses
9999 MEDC Non-Departmental							
059-9999-463.85-16	Professional / Contracted Services	269,000	450,000	450,000	262,500	300,000	1.9%
059-9999-463.85-49	Bond Issuance Costs	115,033	0	0	0	0	
059-9999-463.88-15	Transfer to Risk/Insurance Fund	1,708	10,211	10,211	5,956	13,466	0.1%
059-9999-463.88-45	Transfer to MEDC I&S Fund	2,307,118	4,761,145	3,950,889	2,304,685	3,962,733	25.4%
	Continuation:						
	2011 Sales Tax-Exempt (Airport Runway R	645,213					
	2016 Sales Tax Refunding Taxable (Land /	873,335					
	2018 Sales Tax Taxable (Land Acquisition)	2,444,185					
		3,962,733					
Subtotal: Services/Sundry		2,692,859	5,221,356	4,411,100	2,573,142	4,276,199	27.4%
9999 MEDC Non-Departmental Total		2,692,859	5,221,356	4,411,100	2,573,142	4,276,199	27.4%
TOTAL-Exp	MEDC Total Expenditures	62,169,362	11,197,700	20,029,119	9,680,915	15,598,980	
	Reappropriation from FY19-20					-\$148,000	
	MEDC Surplus/(Deficits)	(28,365,970)	5,456,525	(4,943,872)	(504,150)	(999,925)	
	MEDC Fund			5,000,000			
	Diff Orig to Rev (BA):						

**This is a one time expenditure requested by the City causing operating expenditures to be higher than normal. The operating expenditures accounts for 15.9% of the MEDC total expenditure prior to this expenditure. In the next Fiscal Year we will see operating expenditures return to normal.*

MEDC Travel & Training (BUDGET)

October 1, 2020 - September 30, 2021 (Fiscal Year)

Event Dates	Sponsoring Organization	Name of Trade Show/Event	Reg.	Travel Expenses	Total	MEDC	Status
FY 2020-2021	McKinney EDC	Mileage Reimbursement			\$10,000	Team	
10/11-10/14	Int'l Economic Dev. Council	Annual Conference, Dallas			\$2,000	Team	Proposed
10/26-10/30	Texas Economic Dev. Council	Basic Economic Development Course, Texas	\$1,500	\$1,000	\$2,500	Dee Escobar	Registered
10/26-10/30	Texas Economic Dev. Council	Basic Economic Development Course, Texas	\$1,500	\$1,000	\$2,500	H. Immler	Registered
Nov. 18-20	Team Texas	FABTECH, Las Vegas	\$2,000	\$2,000	\$4,000	D. Chavez	Proposed
Nov-20		eMerge Americas, Miami Beach (from March)			\$4,000	D. Chavez	Proposed
Nov-20		Esports Conference, Atlanta	\$2,000	\$2,000	\$4,000	P. Tokar	Proposed
Nov-20	TX Asso. Of Telecom Advisors &	Officials (TATO) Conference	\$300	\$1,000	\$1,300	M. Depaola	Proposed
12/07-12/09	Consultant Connect	Economix, Phoenix	\$1,500	\$2,000	\$3,500	Peter Tokar or Staff**	Proposed
12/09-12/11		Consultant Forum, Tampa	\$1,900	\$2,000	\$3,900	D. Chavez	Proposed
02/24-02/27		Mobile World Congress, Barcelona, Spain	\$5,000	\$18,000	\$23,000	P. Tokar/M. D.	Proposed
Spring		Consultant Connect,-TBD	\$6,000	\$2,000	\$8,000	D. Chavez	Proposed
Spring	Int'l Economic Dev. Council	Site Selection Guild - TBD	\$2,000	\$2,000	\$4,000	P. Tokar	Proposed
March		eMerge Americas - TBD			\$4,000	D. Chavez	Proposed
03/23-03/26		Collin County Day, Washington DC	\$500	\$2,000	\$2,500	TBD	Proposed
Spring		CREtech - Austin	\$400	\$1,600	\$2,000	D. Chavez	Proposed
Spring	McKinney EDC	MEDC Marketing Trip, San Francisco			\$3,500	D. Chavez	Proposed
Spring	McKinney EDC	MEDC Marketing Trip - TBD	\$0	\$0	\$6,000	D.Chavez/M.Clark	Proposed
Spring	Dallas Regional Chamber	Domestic Business Mission-TBD	\$1,500	\$2,000	\$3,500	D. Chavez	Proposed
April		Smart Cities Connect,-Spring-TBD	\$600	\$2,000	\$2,600	M. Depaola	Proposed
04/12-04/16		Hannover Messe, Germany	\$500	\$9,000	\$9,500	P. Tokar	Proposed
Spring	Team Texas	MRO Americas - TBD (Airport)		\$0	\$4,000	TBD	Proposed
May		Byron Nelson Golf Tournament			\$0	MEDC-Budget/Mkting	Proposed
May	Int'l Council of Shopping Ctr.	RECon, Las Vegas	\$1,700	\$2,000	\$3,700	P. Tokar	Proposed
May	Wireless Infrastructure Asso.	Connect (X), Boston	\$0	\$2,000	\$2,000	M. Depaola	Proposed
Summer	McKinney EDC	MEDC Marketing Trip - TBD			\$7,000	D. Chavez/M. D.	Proposed
Summer	Dallas Regional Chamber	Domestic Business Mission-TBD	\$1,500	\$2,000	\$3,500	D. Chavez	Proposed
June	McKinney EDC or Team Texas	SelectUSA Summit, Washington DC	\$3,000	\$1,500	\$4,500	A. Liu	Proposed
June		Collision Tech Conference- TBD			\$7,000	D. Chavez/M. D.	Proposed
Summer	McKinney EDC	Asian Business Mission (Potential Mayor-Led)	\$5,000	\$18,000	\$23,000	P.Tokar, A.Liu	Proposed
Summer		Big 5G Event-TBD			\$2,500	M. Depaola	Proposed
Summer	Go Big Texas	California Business Mission	\$1,500	\$2,000	\$3,500	D. Chavez	Proposed
Summer	McKinney EDC	MEDC Marketing Trip, New York			\$3,500	D. Chavez	Proposed
Unkown	Go Big Texas	Domestic Business Mission-TBD	\$1,500	\$2,000	\$3,500	A. Liu	Proposed
Unkown	Go Big Texas	International Business Mission I - TBD	\$5,000	\$9,000	\$14,000	P. Tokar or A. Liu	Proposed
Unkown	Go Big Texas	International Business Mission II - TBD	\$5,000	\$9,000	\$14,000	P. Tokar or A. Liu	Proposed
Unkown	Dallas Regional Chamber	International Business Mission	\$5,000	\$9,000	\$14,000	P. Tokar or A. Liu	Proposed
November	Smart City	Expo World Congress, Barcelona	\$1,200	\$9,000	\$10,200	P.Tokar	Proposed
		Unidentified Opportunity			\$500		
TOTAL					\$226,700		



Calendar Year 2020.

Training Total \$5,000

Calendar Year 2021. Use FY19-20 Travel/Training as a reference. Partner Organization Calendar of Events will be available in late 2020/early 2021.

MEDC BUDGETARY CASHFLOW

Updated as of May 31, 2020

All MEDC projects with expected payments are listed below, with the future cash flows based on a realistic estimate of the timing of incentive payments.

Annual Budget		\$ 12,850,000	\$ 8,000,000	\$ 6,500,000	\$ 6,500,000	
Projects	Project Number	FY20	FY21	FY22	FY23	FY 24 and Thereafter
Accent Care	E15008	\$ 169,020				
Horizon Data Center	E15010	-	-	51,000		
TPUSA	E17003	-	610,000			
PACCAR 2017	E17004	-	1,289,717	475,343	434,940	
Cotiviti USA	E17005	792,000				
Playful	E17007	360,528	180,264	180,264		
3-TAB Beacon	E17008	63,000				
Independent Bank	E17010	-	500,000	125,000	375,000	
WSD LED	E18003	-	-	44,000		
Toyoshima Greentech	E19002	50,000				
PACCAR 2018	E19005	-	-	-	360,000	
Dalfen	E19006	268,000				
Moss	E19009	-	49,000			
SRS	E19012	-	301,000	112,000	112,000	560,000
McKinney National Business Park	E19013	244,143				
KVP	E19014	-	-	-	261,500	
Vintage	E19015	-	762,300			
Yankon Lighting	E19016	34,000				
KDC	E19018	-	2,400,000			
Block-It Now	E20001	51,750	17,750	17,750		
Boyd	E20003	-	72,000	33,000		
Raytheon	E20004	1,460,000	1,493,000	1,627,500	1,627,500	802,000
Innovation Fund Projects		-	-	-	-	-
Total Amount of Expected Payments		\$ 3,492,441	\$ 7,675,031	\$ 2,665,857	\$ 3,170,940	\$ 1,362,000
Statlab	E13007	\$ 31,500				
Tupps Brewery	E14019	65,200				
Cookies-N-Milk INC	E16002	5,560				
Service First Mortgage	E17002	666,000				
Simpson Strong Tie	E17006	467,000				
3-Tab Beacon	E17008	14,000				
Lone Star Reel	E17009	24,749				
Independent Bank	E17010	4,160,000				
Volunteer Mobilization	E18002	5,828				
McKinney Industrial Center	E19003	165,793				
Enginsoft	E19010	2,048				
Herald Entertainment	E19011	24,996				
Block-It	E20001	59,000				
North Texas Family Foundation	E20002	132,527				
Boyd	E20003	43,500				
Total YTD Projects Paid		\$ 5,867,700				
Remaining Funds to Allocate		\$ 3,489,859	\$ 324,969	\$ 3,834,143	\$ 3,329,060	

Unaudited

FY 2020-2021 BUDGET				
<u>EMPLOYEE</u>	<u>POS #</u>	<u>POSITION</u>	<u>GRADE</u>	<u>AMOUNT</u>
TOKAR, PETER	9050	MEDC PRESIDENT	D10	
LIU, WEI	9052	MEDC EXEC VP OF OPERATIONS	27	
CHAVEZ, DANIEL A	9053	MEDC SENIOR VICE PRESIDENT	27	
IMMLER, HOLLY	9036	MEDC DIR. OF BUS. INTELLIGENCE	23	
DEPAOLA, MICHAEL	9229	MEDC TECH & INFRASTRUCT SPEC.	22	
CLARK, MADISON A	9256	MEDC PROJECT MANAGER	19	
SMITHEE, DEANA L	9189	MEDC OFFICE SUPERVISOR	12	
ISOM, JOANNE E	9321	ADMINISTRATIVE ASSISTANT	7	
CONTINUATION-includes above positions			FT	\$870,951
			PT	\$0
			TOTAL	\$870,951

NOTES:

4/1/2020 If Peter agrees, have finance remove the PT Intern position

3/31/20 FY21 removed Dir of BREP/Emerg Tech & Dir of Bus Dev (putting on hold until future time per MEDC/Chance)

19EOY Director of Mktg/Research (vacant) reclassified to 5G position; Bus Dev Spec reclassified to Proj Mgr; Ops & Compliance Admin reclassified to MEDC Office Supv

33% budgeted for benefits