

McKinney Economic Development Corporation

Balance Sheet

November 2014

| | MEDC Operations | Interest and Sinking | Reserve Fund | Long-Term Debt | General Fixed Assets | Total |
|--|----------------------|-------------------------|---------------------|----------------------|-------------------------|----------------------|
| Assets | | | | | | |
| Cash & Investments | \$ 2,495,836 | \$ 401,418 | \$ 9,083 | \$ - | \$ - | \$ 2,906,336 |
| Petty Cash | 200 | - | - | - | - | 200 |
| Investment Pools | 15,032,015 | - | 1,580,131 | - | - | 16,612,146 |
| Accounts Receivable | 1 | - | - | - | - | 1 |
| Accounts Receivable/Other Taxes & Franchise Fees | 1,788,400 | - | - | - | - | 1,788,400 |
| Deposits/Security Deposits | 5,528 | - | - | - | - | 5,528 |
| Deferred Charges/Prepaid Items | - | - | - | - | - | - |
| Land | - | - | - | - | 14,972,138 | 14,972,138 |
| Buildings & Structures (Net of Depreciation) | - | - | - | - | - | - |
| Land Improvements (Net of Depreciation) | - | - | - | - | 51,557 | 51,557 |
| Machinery & Equipment (Net of Depreciation) | - | - | - | - | 3,856 | 3,856 |
| Total Assets | \$ 19,321,979 | \$ 401,418 | \$ 1,589,215 | \$ - | \$ 15,027,550 | \$ 36,340,161 |
| Other Debits | | | | | | |
| Amount Available for Debt Service | \$ - | \$ - | \$ - | \$ 1,590,864 | \$ - | \$ 1,590,864 |
| Amount Provided for Retirement of Long-term Debt | - | - | - | 16,212,999 | - | 16,212,999 |
| Total Other Debits | \$ - | \$ - | \$ - | \$ 17,803,862 | \$ - | \$ 17,803,862 |
| Total Assets and Other Debits | \$ 19,321,979 | \$ 401,418 | \$ 1,589,215 | \$ 17,803,862 | \$ 15,027,550 | \$ 54,144,024 |
| Liabilities | | | | | | |
| Vouchers Payable | \$ 15,626 | \$ - | \$ - | \$ - | \$ - | \$ 15,626 |
| Compensated Absences Payable | - | - | - | 57,502 | - | 57,502 |
| Accrued Interest Payable | - | - | - | 51,360 | - | 51,360 |
| Note Payable to Primary Government | - | - | - | 4,000,000 | - | 4,000,000 |
| Bonds Payable | - | - | - | 13,695,000 | - | 13,695,000 |
| Total Liabilities | \$ 15,626 | \$ - | \$ - | \$ 17,803,862 | \$ - | \$ 17,819,488 |
| Fund Balances/Equity | | | | | | |
| Reserve for Encumbrances | \$ 314,324 | \$ - | \$ - | \$ - | \$ - | \$ 314,324 |
| Unreserved Fund Balance | 18,992,029 | 401,418 | 1,589,215 | - | 15,027,550 | 36,010,211 |
| Investment and Capital Assets | - | - | - | - | - | - |
| Total Fund Balances/Equity | \$ 19,306,354 | \$ 401,418 | \$ 1,589,215 | \$ - | \$ 15,027,550 | \$ 36,324,535 |
| Total Liabilities and Fund Balances | \$ 19,321,979 | \$ 401,418 | \$ 1,589,215 | \$ 17,803,862 | \$ 15,027,550 | \$ 54,144,024 |

McKinney Economic Development Corporation
Operating Statement
November 2014

17% of FY Complete

| Revenues | FY15 Adopted Budget | Monthly Actual | YTD Actual | Remaining Budget to Receive | % of Budget Received |
|-----------------------|----------------------|-------------------|---------------------|-----------------------------|----------------------|
| Sales Tax | \$ 9,750,000 | \$ 982,351 | \$ 1,791,965 | \$ 7,958,035 | 18.4% |
| Interest Income | 8,014 | 1,070 | 2,199 | 5,815 | 27.4% |
| Other Income | 500,000 | 0 | - | 500,000 | 0.0% |
| Total Revenues | \$ 10,258,014 | \$ 983,421 | \$ 1,794,164 | \$ 8,463,850 | 17.5% |

| MEDC Operations | FY15 Adopted Budget | Monthly Actual | YTD Actual | Budget Balance | YTD Budget Disbursed |
|-----------------|---------------------|----------------|------------|----------------|----------------------|
|-----------------|---------------------|----------------|------------|----------------|----------------------|

| | | | | | |
|--------------------------------|-------------------|------------------|-------------------|-------------------|--------------|
| Personnel | | | | | |
| Salaries & Benefits | \$ 844,335 | \$ 54,188 | \$ 134,184 | \$ 710,151 | 15.9% |
| Cell Phone Allowance | 6,000 | 450 | 900 | 5,100 | 15.0% |
| Car Allowance | 6,600 | 550 | 1,100 | 5,500 | 16.7% |
| Total Personnel Expense | \$ 856,935 | \$ 55,188 | \$ 136,184 | \$ 720,751 | 15.9% |

| | | | | | |
|-------------------------------|------------------|-----------------|-----------------|------------------|-------------|
| Supplies | | | | | |
| General Office Supplies | \$ 5,000 | \$ 654 | \$ 654 | \$ 4,346 | 13.1% |
| Food | 15,000 | 710 | 879 | 14,121 | 5.9% |
| Minor Tools & Equipment | 11,600 | - | - | 11,600 | 0.0% |
| Postage | 2,000 | 0 | 0 | 2,000 | 0.0% |
| Hardware/Software Purchases | 5,000 | - | - | 5,000 | 0.0% |
| Communications | 1,000 | - | - | 1,000 | 0.0% |
| Total Supplies Expense | \$ 39,600 | \$ 1,365 | \$ 1,534 | \$ 38,066 | 3.9% |

| | | | | | |
|----------------------------------|-----------------|-------------|-------------|-----------------|-------------|
| Maintenance | | | | | |
| Miscellaneous Maintenance | \$ 2,000 | - | - | \$ 2,000 | 0.0% |
| Hardware/Software | 2,000 | - | - | 2,000 | 0.0% |
| Total Maintenance Expense | \$ 4,000 | \$ - | \$ - | \$ 4,000 | 0.0% |

| | | | | | |
|--|---------------------|------------------|-------------------|-------------------|--------------|
| Operations | | | | | |
| Communications | \$ 6,600 | \$ 459 | \$ 929 | \$ 5,671 | 14.1% |
| Mileage | 7,000 | 499 | 499 | 6,501 | 7.1% |
| Insurance or Bonds (WC) | 1,000 | - | - | 1,000 | 0.0% |
| Office Rental | 61,000 | 4,912 | 14,735 | 46,265 | 24.2% |
| Travel/Training | 10,000 | 3,392 | 6,654 | 3,346 | 66.5% |
| Publications - Subscriptions | 1,000 | - | - | 1,000 | 0.0% |
| Utilities - Electric | 6,600 | 537 | 537 | 6,063 | 8.1% |
| Other | 6,500 | - | - | 6,500 | 0.0% |
| Association Dues | 30,000 | 676 | 13,795 | 16,205 | 46.0% |
| Equipment Rental | 10,000 | 158 | 1,402 | 8,598 | 14.0% |
| Professional Services | 50,000 | 5,067 | 8,993 | 41,007 | 18.0% |
| Temporary Personnel Services | 1,000 | - | - | 1,000 | 0.0% |
| Other Legal Fees | 40,000 | 2,387 | 2,387 | 37,613 | 6.0% |
| Information Services Fee | 10,176 | 848 | 1,696 | 8,480 | 16.7% |
| Total Operations Expense | \$ 240,876 | \$ 18,935 | \$ 51,628 | \$ 189,248 | 21.4% |
| Total MEDC Operational Expenses | \$ 1,141,411 | \$ 75,488 | \$ 189,346 | \$ 952,065 | 16.6% |

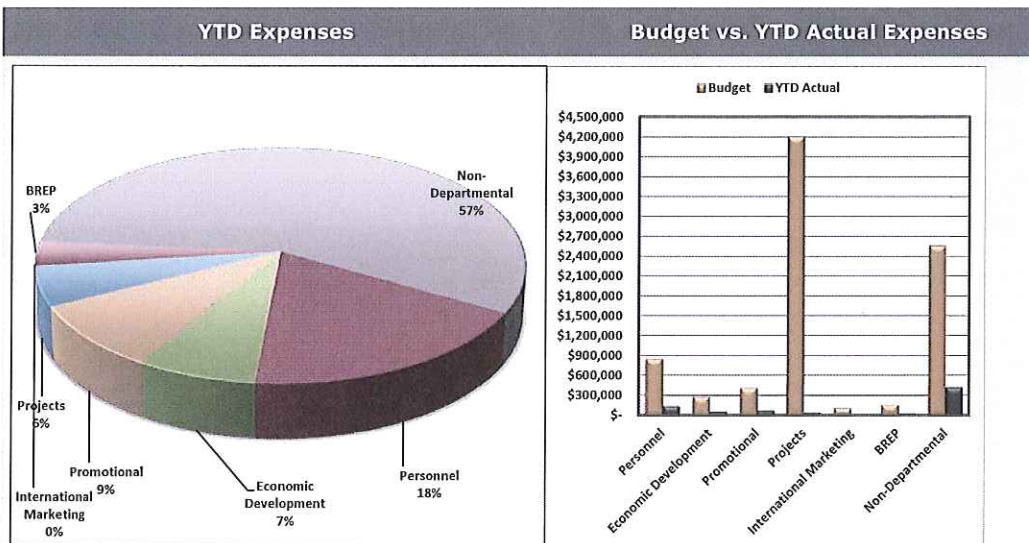
Promotional

| | | | | | |
|-------------------------------|------------------|---------------|---------------|------------------|-------------|
| Supplies | | | | | |
| Printed Material | \$ 15,000 | \$ 198 | \$ 198 | \$ 14,803 | 1.3% |
| Software/Hardware Maintenance | 10,000 | - | - | 10,000 | 0.0% |
| Total Supplies | \$ 25,000 | \$ 198 | \$ 198 | \$ 24,803 | 0.8% |

| | | | | | |
|-----------------------------------|-------------------|------------------|------------------|-------------------|--------------|
| Operations | | | | | |
| Travel & Training | \$ 35,000 | \$ 2,822 | \$ 3,018 | \$ 31,982 | 8.6% |
| Community Relations | 10,000 | - | - | 10,000 | 0.0% |
| Professional Services | 120,000 | 16,426 | 27,035 | 92,965 | 22.5% |
| Promotional Items | 18,000 | 221 | 221 | 17,780 | 1.2% |
| Advertising/PR/Research | 150,000 | 3,155 | 11,706 | 138,294 | 7.8% |
| Airport Marketing | 62,000 | 10,147 | 25,850 | 36,150 | 41.7% |
| Total Operations | \$ 395,000 | \$ 32,771 | \$ 67,830 | \$ 327,170 | 17.2% |
| Total Promotional Expenses | \$ 420,000 | \$ 32,968 | \$ 68,027 | \$ 351,973 | 16.2% |

| | | | | | |
|-------------------------------|---------------------|------------------|------------------|---------------------|-------------|
| Projects | | | | | |
| Committed Projects | \$ 4,005,144 | \$ 32,696 | \$ 37,896 | \$ 3,967,248 | 0.9% |
| Professional Services | 100,000 | - | - | 100,000 | 0.0% |
| Auditing/Accounting Fees | 10,000 | - | - | 10,000 | 0.0% |
| Other Legal Fees | 98,000 | 3,295 | 3,295 | 94,705 | 3.4% |
| Total Project Expenses | \$ 4,213,144 | \$ 35,991 | \$ 41,191 | \$ 4,171,953 | 1.0% |

| International Marketing | FY15 Adopted Budget | Monthly Actual | YTD Actual | Budget Balance | YTD Budget Disbursed |
|---|----------------------|-------------------|---------------------|---------------------|----------------------|
| Operations | | | | | |
| Travel/Training | \$ 65,000 | \$ - | \$ - | \$ 65,000 | 0.0% |
| Associations | 2,000 | - | 60 | 1,940 | 3.0% |
| Professional Services | 2,000 | - | - | 2,000 | 0.0% |
| Promotional | 10,000 | - | - | 10,000 | 0.0% |
| Advertising | 30,000 | - | 400 | 29,600 | 1.3% |
| Total Operations | \$ 109,000 | \$ - | \$ 460 | \$ 108,540 | 0.4% |
| Total International Marketing Expenses | \$ 109,000 | \$ - | \$ 460 | \$ 108,540 | 0.4% |
| BREP - Emerging Technology | | | | | |
| Supplies | | | | | |
| Office Supplies | \$ - | \$ 209 | \$ 232 | \$ (232) | |
| Food | - | 27 | 119 | (119) | |
| Minor Tools/Equipment | 3,400 | - | 3,400 | - | 100.0% |
| Total Supplies | \$ 3,400 | \$ 235 | \$ 3,752 | \$ (352) | |
| Operations | | | | | |
| Communications | \$ 1,200 | \$ - | \$ - | \$ 1,200 | 0.0% |
| Mileage | - | 87 | 87 | (87) | |
| Office Rental | 25,641 | - | 17,094 | 8,547 | 66.7% |
| Travel/Training | 5,000 | - | - | 5,000 | 0.0% |
| Utilities | 3,000 | - | 548 | 2,452 | 18.3% |
| Other | 10,000 | - | - | 10,000 | 0.0% |
| Professional Services | 110,159 | 1,866 | 3,578 | 106,581 | 3.2% |
| Other/Legal Fees | 2,000 | 96 | 96 | 1,904 | 4.8% |
| Total Operations | \$ 157,000 | \$ 2,049 | \$ 21,404 | \$ 135,596 | 13.6% |
| Total BREP Expenses | \$ 160,400 | \$ 2,285 | \$ 25,155 | \$ 135,245 | 15.7% |
| Non-Departmental | | | | | |
| Operations | | | | | |
| Other - Adm Fee | \$ 150,000 | \$ 12,500 | \$ 25,000 | \$ 125,000 | 16.7% |
| MEDC I&S Fund | 2,396,737 | 199,728 | 399,456 | 1,997,281 | 16.7% |
| Transfer to Downtown Redevelopment | 25,000 | 2,083 | 4,166 | 20,834 | 16.7% |
| Total Operations | \$ 2,571,737 | \$ 214,311 | \$ 428,622 | \$ 2,143,115 | 16.7% |
| Total Non-Departmental Expenses | \$ 2,571,737 | \$ 214,311 | \$ 428,622 | \$ 2,143,115 | 16.7% |
| Total Expenses | \$ 8,615,692 | \$ 361,043 | \$ 752,802 | \$ 7,862,890 | 8.7% |
| Net | \$ 1,642,322 | \$ 622,378 | \$ 1,041,363 | \$ 600,959 | |
| FY15 Beginning Fund Balance | \$ 18,187,378 | | | | |
| Add FY15 Budgeted Revenue | 10,258,014 | | | | |
| Less FY15 Budgeted Expense | (8,615,692) | | | | |
| FY15 Projected Ending Fund Balance | \$ 19,829,700 | | | | |



Debt Service / Project Details

November 2014

| Debt Service Payments | Project Code | FY15 Adopted Budget | FY15 Budget Transfers | Monthly Actual | YTD Actual | Budget Balance | YTD Budget Disbursed |
|------------------------------------|--------------|---------------------|-----------------------|-------------------|-------------------|---------------------|----------------------|
| Gateway | E00010 | 941,965 | - | 78,497 | 156,994 | 784,971 | 16.7% |
| University Park | E97030 | 824,159 | - | 68,680 | 137,360 | 686,799 | 16.7% |
| Replacement Runway | n/a | 630,613 | - | 52,551 | 105,102 | 525,511 | 16.7% |
| Total Debt Service Payments | | \$ 2,396,737 | \$ - | \$ 199,728 | \$ 399,456 | \$ 1,997,281 | 16.7% |

| Committed Projects | | FY15 Adopted Budget | FY15 Budget Transfers | Monthly Actual | YTD Actual | Budget Balance | YTD Budget Disbursed |
|---------------------------------|--------|---------------------|-----------------------|----------------|-------------|---------------------|----------------------|
| Wistron | E14002 | 240,000 | - | - | - | 240,000 | 0.0% |
| Traxxas | E09006 | 400,000 | - | - | - | 400,000 | 0.0% |
| Perfectly Green | E12019 | 170,000 | - | - | - | 170,000 | 0.0% |
| Popular Ink | E12022 | 65,000 | - | - | - | 65,000 | 0.0% |
| O'Hara Flying Service | E14003 | 56,000 | - | - | - | 56,000 | 0.0% |
| Hisun | E13011 | 36,000 | - | - | - | 36,000 | 0.0% |
| Experian | | 951,572 | - | - | - | 951,572 | 0.0% |
| Barclays | E14001 | 400,000 | - | - | - | 400,000 | 0.0% |
| Ben Franklin | | 32,500 | - | - | - | 32,500 | 0.0% |
| Project Brown | E14009 | 300,000 | - | - | - | 300,000 | 0.0% |
| Project Geo | E14010 | 20,000 | - | - | - | 20,000 | 0.0% |
| Undesignated | | 974,072 | - | - | - | 974,072 | 0.0% |
| Total Committed Projects | | \$ 3,645,144 | \$ - | \$ - | \$ - | \$ 3,645,144 | 0.0% |

| | | | | | | | |
|------------------------------------|--------|-------------------|-------------|------------------|------------------|-------------------|--------------|
| Sureshot Media | E14005 | - | 10,850 | 4,650 | 6,200 | 4,650 | 57.1% |
| Servery | E14012 | - | 41,667 | 8,333 | 8,333 | 33,333 | 20.0% |
| Monarch Air | E13013 | - | 40,000 | 5,000 | 5,000 | 35,000 | 12.5% |
| Adelphoi LLC | E14013 | - | 40,563 | 11,063 | 11,063 | 29,500 | 27.3% |
| Munzee Inc | E14015 | - | 36,500 | 3,650 | 7,300 | 29,200 | 20.0% |
| Undesignated | | 360,000 | (169,579) | - | - | 190,421 | 0.0% |
| Total Emerging Technologies | | \$ 360,000 | \$ 0 | \$ 32,696 | \$ 37,896 | \$ 322,104 | 10.5% |

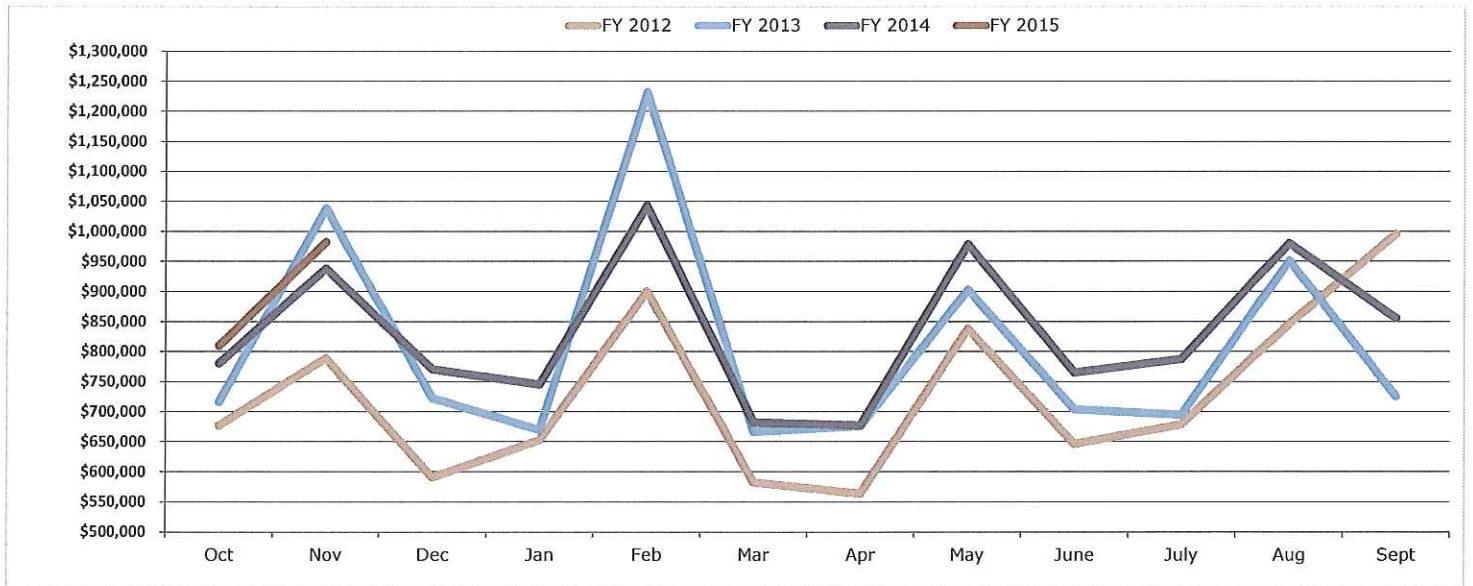
| | | | | | | | |
|-----------------------|--|---------------------|-------------|------------------|------------------|---------------------|-------------|
| Total Projects | | \$ 4,005,144 | \$ 0 | \$ 32,696 | \$ 37,896 | \$ 3,967,248 | 0.9% |
|-----------------------|--|---------------------|-------------|------------------|------------------|---------------------|-------------|

McKinney Economic Development Corporation

Sales Tax Revenue

November 2014

| Month Received | FY 2010 Received | FY 2011 Received | FY 2012 Received | FY 2013 Received | FY 2014 Received | FY 2015 Received | Difference to FY 2014 | Variance to FY 2014 | % of Budget |
|----------------|--------------------|--------------------|--------------------|--------------------|---------------------|--------------------|-----------------------|---------------------|--------------|
| October | \$601,060 | \$618,027 | \$677,019 | \$716,718 | \$780,694 | \$809,613 | \$28,919 | 3.7% | 8.3% |
| November | 750,551 | 782,350 | 788,763 | 1,039,163 | 938,090 | 982,351 | \$44,261 | 4.7% | 18.4% |
| December | 604,719 | 596,953 | 590,569 | 722,045 | 770,221 | | | | |
| January | 583,944 | 635,746 | 652,773 | 669,397 | 744,988 | | | | |
| February | 917,764 | 913,054 | 900,507 | 1,231,993 | 1,043,205 | | | | |
| March | 568,249 | 551,228 | 582,592 | 666,620 | 681,914 | | | | |
| April | 513,268 | 564,781 | 563,639 | 676,334 | 677,086 | | | | |
| May | 830,760 | 802,920 | 837,767 | 903,002 | 978,399 | | | | |
| June | 608,551 | 607,652 | 646,007 | 703,897 | 765,309 | | | | |
| July | 615,496 | 625,389 | 678,542 | 694,500 | 787,000 | | | | |
| August | 811,705 | 767,331 | 845,911 | 951,437 | 980,251 | | | | |
| September | 661,540 | 635,984 | 995,666 | 725,552 | 855,271 | | | | |
| Total | \$8,067,609 | \$8,101,418 | \$8,759,753 | \$9,700,659 | \$10,002,428 | \$1,791,965 | \$73,180 | 0.7% | 18.4% |

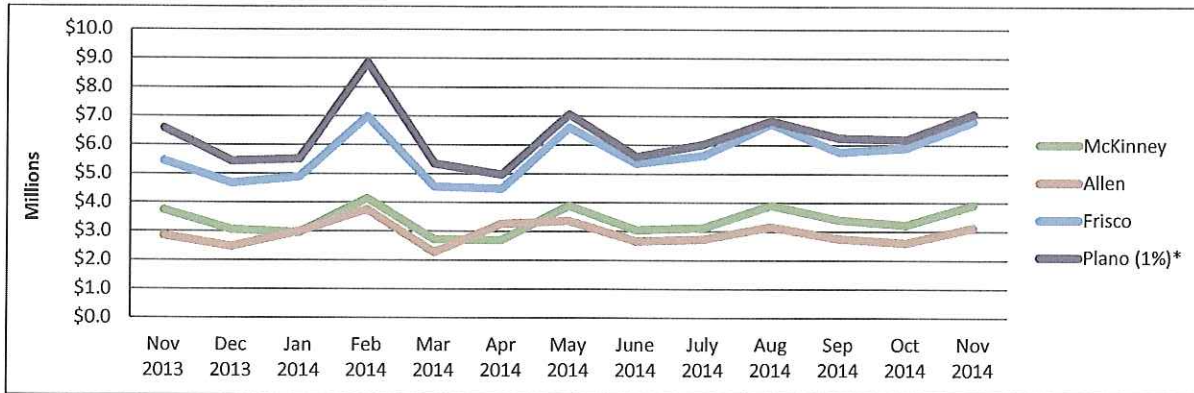


TOTAL SALES TAX COLLECTED

Sister City Comparison

| Nov 2014 | McKinney | Allen | Frisco | Plano (1%)* |
|------------|-----------|-----------|-------------|-------------|
| Diff to LY | \$176,531 | \$278,134 | \$1,378,834 | \$492,805 |
| Var to LY | 4.7% | 9.7% | 25.3% | 7.5% |

| Year To Date | McKinney | Allen | Frisco | Plano (1%)* |
|--------------|-----------|-----------|-------------|-------------|
| Diff to LY | \$291,665 | \$295,375 | \$2,658,821 | \$1,359,084 |
| Var to LY | 0.7% | 0.8% | 4.0% | 1.8% |



Year-to-Date Collections

| FY 2014 Total | McKinney | Allen | Frisco | Plano 1% * |
|----------------------|--------------------|--------------------|---------------------|---------------------|
| Oct 2013 | \$3,109,081 | \$2,592,033 | \$4,624,849 | \$5,325,219 |
| Nov 2013 | 3,738,613 | 2,857,218 | 5,441,948 | 6,569,475 |
| FY 2014 Total | \$6,847,695 | \$5,449,251 | \$10,066,798 | \$11,894,694 |
| FY 2015 Total | McKinney | Allen | Frisco | Plano 1% * |
| Oct 2014 | \$3,224,215 | \$2,609,274 | \$5,904,836 | \$6,191,498 |
| Nov 2014 | 3,915,144 | 3,135,352 | 6,820,782 | 7,062,280 |
| FY 2015 Total | \$7,139,359 | \$5,744,626 | \$12,725,619 | \$13,253,777 |

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

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 |
| 2013 | 38,790,579 | 31,547,978 | 56,939,317 | 68,427,882 |
| 2014 | 39,842,064 | 34,895,808 | 65,735,074 | 73,748,935 |

^ 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.

