

CITY COUNCIL WORK SESSION

AUGUST 13, 2021

The City Council of the City of McKinney, Texas met in work session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas on Tuesday, August 13, 2021 at 8:30 a.m.

Council Present: Mayor George Fuller, Mayor Pro Tem Rainey Rogers, and Council Members Charlie Philips, Geré Feltus, Frederick Frazier, Rick Franklin, and Justin Beller.

City of McKinney Staff Present: City Manager Paul Grimes, Assistant City Manager Kim Flom, Assistant City Manager Barry Shelton, Assistant City Manager Steve Tilton, City Attorney Mark Houser, Assistant City Attorney Alan Lathrom, Strategic Services Manager Trevor Minyard, City Secretary Empress Drane, Deputy City Secretary Joshua Stevenson, City Secretary Administrative Assistant Blenda Sims, City Secretary Records Specialist Juametta Terrel, Chief Financial Officer Mark Holloway, Director of Finance Trudy Mathis, Senior Financial Analyst Trevor Daggon, Senior Financial Analyst Donna Chamberlain, and Financial Analyst Palama Rodriguez.

There were approximately two (2) members of the public present in the audience.

Mayor Fuller called the meeting to order at 8:36 a.m. upon determining a quorum of the Council was present.

Mayor Fuller called for Public Comments regarding Agenda items. There were none when called.

Mayor Fuller called for the Work Session Agenda.

21-0707 Budget Work Session

The presentation for this item will be included in the minutes as "Appendix A – Budget Work Session Presentation".

Council unanimously approved the motion by Mayor Pro Tem Rogers, seconded by Council Member Rick Franklin, to adjourn the meeting at 11:26 a.m.

The video recording of the meeting is available through the City of McKinney meeting archives.

These minutes were approved by the City Council on September 7, 2021.

SIGNED:

GEORGE C. FULLER, Mayor

ATTEST:

EMPRESS DRANE, City Secretary
JOSHUA STEVENSON, Deputy City Secretary

City of McKinney, Texas

Appendix A – Budget Work Session Presentation

City Council Budget Work Session

City of McKinney
August 13, 2021



Agenda

- Budget Process
- Water / Wastewater Rates
- FY22 Budget Overview
- Property Tax
- General Fund Revenues & Expenditures
- Capital Improvements Program
- Solid Waste, Surface Water Drainage & Replacement Fund
- McKinney National Airport
- Component Units
- Budget Calendar

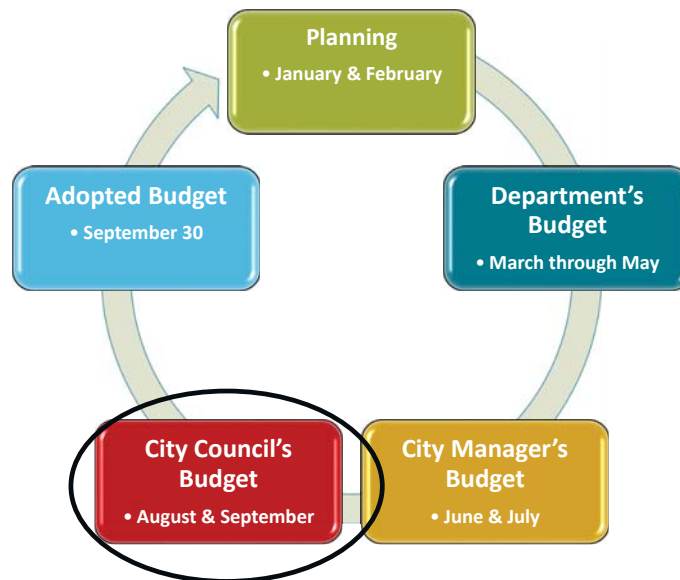


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Budget Process



Budget Development Cycle



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Budget Philosophy & Strategy

- **Policy Tool**
 - Forces prioritization of level of service policy decisions
- **Management Tool**
 - Allocates resources based on need and priority
- **Communications Tool**
 - Provides insight as to the level of service being provided and prioritization of available resources



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Long Term Planning Initiatives

- City has created two plans with a 10-year horizon
 - General Obligation Debt Service Plan
 - Outlines total debt capacity
 - Maintains I&S rate
 - General Fund Plan
 - Provides 10-year projection of operating revenues and expenditures



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Budget Guidelines – Fiscal Year 2021-22

- General Fund
 - Fully funded and balanced budget
 - Maintain conservative tax levy
 - Police and Fire sworn personnel pay structures based on current Meet and Confer agreement
 - Maintain minimum fund balances and reserves as required by the City's financial policies with a General Fund reserve of not less than 25% of budgeted expenditures
- Utility Funds (Water, Sewer, Drainage)
 - Long-term financial sustainability of the funds
 - Implementation of rate adjustments as recommended by appropriate rate studies or rate adjustments



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City of McKinney

2021 Water and Wastewater

Rate Study and Financial Forecast

City Council Presentation

Facts about Water and WW Rates in the 21st Century



- Average utility has been increasing rates 5-6% per year; trend expected to continue
- AWWA expects water and wastewater rates across USA to triple in the next 15 years
- Rate adjustments are primarily due to reasons beyond a utility's control – inflation, system replacement, etc.
- 30-40% of utilities currently charge rates that do not cover their costs

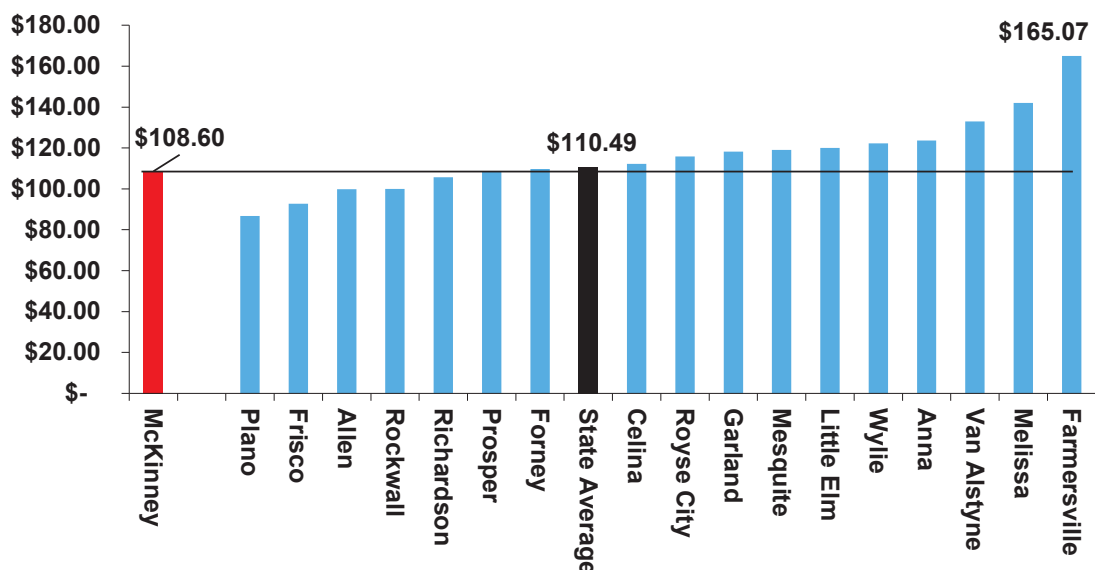


City of McKinney Current Rate Structure

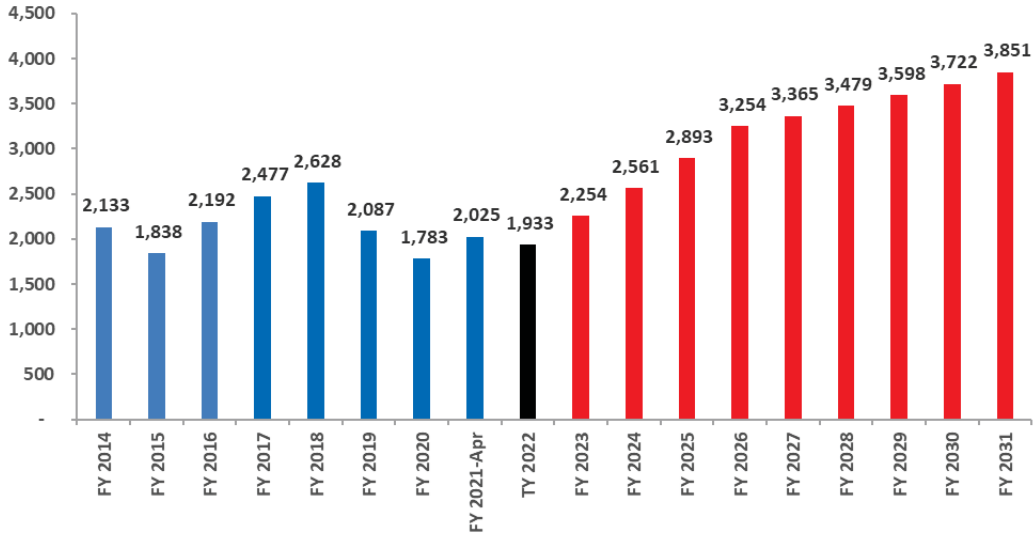


Water Rates				Wastewater Rates			
Monthly Charge				Monthly Charge			
Minimum Charge by Meter Size	3/4"	\$	16.50	Minimum Charge by Meter Size	3/4"	\$	19.85
	1"		28.95		1"		32.55
	1 1/2"		49.60		1 1/2"		53.75
	2"		69.55		2"		69.95
	3"		122.45		3"		109.70
	4"		182.05		4"		155.50
	6"		339.40		6"		265.70
	8"		670.45		8"		519.95
	10"		1,268.65		10"		1,070.35
	12"		2,371.75		12"		2,183.15
Volume Rate/1,000 Gallons				Volume Rate/1,000 Gallons			
Residential	1	7,000	\$ 4.00	Residential -- Based on Winter Average		\$	5.55
Irrigation		7,001	20,000	5.50	Commercial -- All Usage		5.55
		20,001	40,000	6.95	Municipal -- All Usage		4.20
		40,001	Above	8.35			
Commercial	1	Above	4.65				
Municipal	1	Above	3.50				

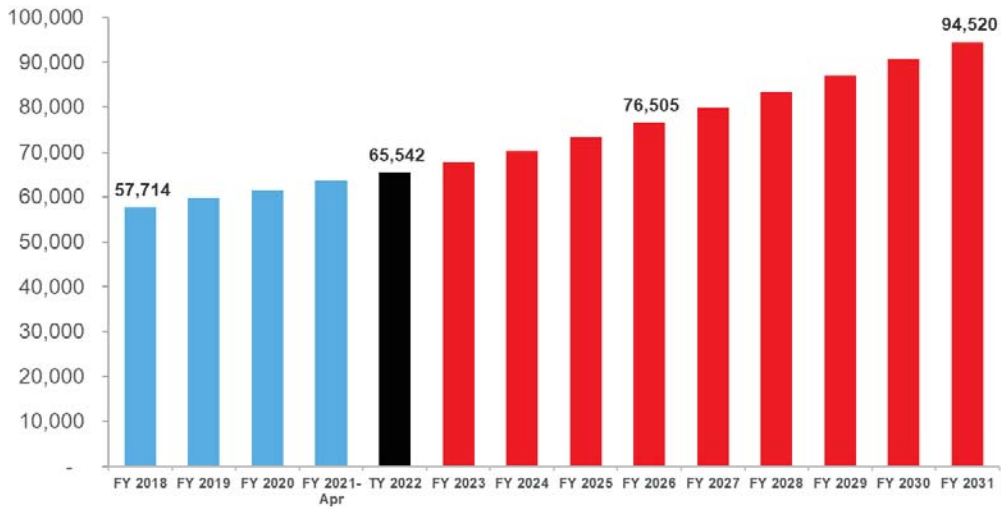
Monthly Residential Charge Comparison 10,000 Gal W, 5,000 Gal WW



Forecast Annual New Water Accounts



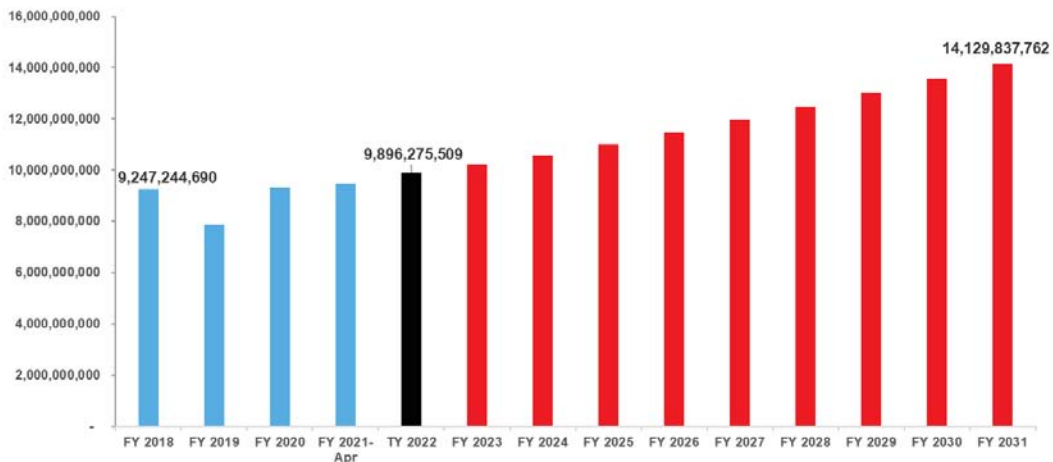
Actual and Forecast Total Water Accounts



Total Wastewater Accounts -- 62,000

89,934

Actual and Forecast Water Consumption

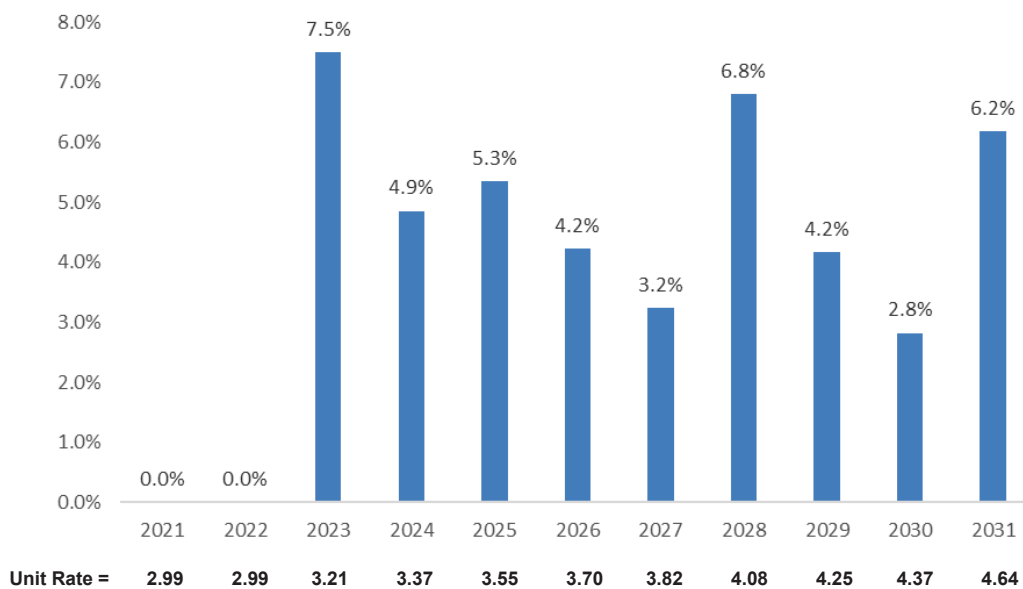


Key Assumptions Driving Forecast Financial and Rate Plan



- Most personnel and operating expenses increase 3-5% per year
 - Total FTE increase FY 2022 – FY 2031 = 44
- Budget costs for Utility Engineering, Customer Operations, Meter Services and Non-Departmental allocated between water and WW based on number of customers
- Biggest impacts on rate plan:
 - NTMWD Cost Increases
 - Debt required to fund CIP

NTMWD Forecast Water Rate Increases



Forecast Water/Wastewater Capital Improvement Plan 2022-2026



CIP Funding Forecast Bond Issues



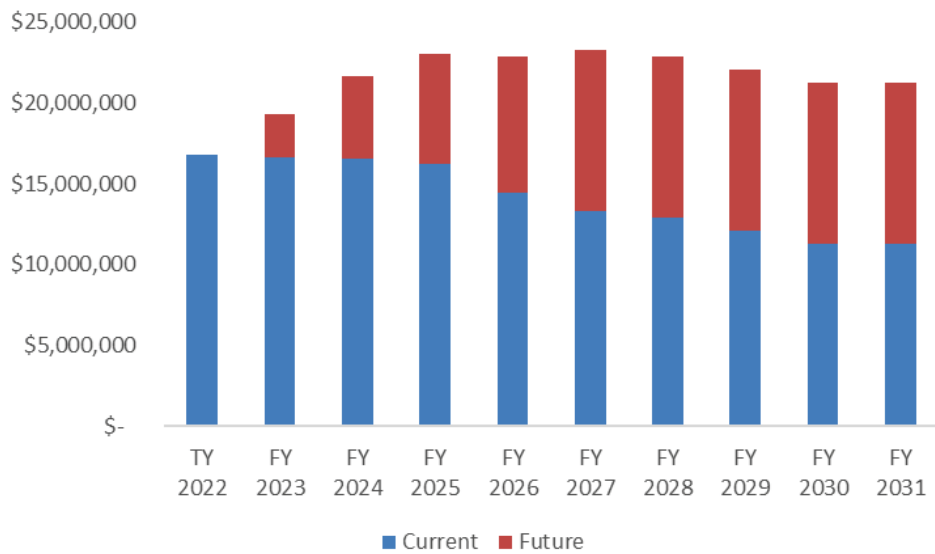
Bond Issues	Total	Water	Wastewater
TY 2022	\$ 38,000,000	\$ 27,000,000	\$ 11,000,000
FY 2023	35,500,000	24,000,000	11,500,000
FY 2024	23,000,000	14,500,000	8,500,000
FY 2025	24,000,000	17,500,000	6,500,000
FY 2026	22,000,000	16,000,000	6,000,000
Total	\$ 142,500,000	\$ 99,000,000	\$ 43,500,000

Term = 20 Years
 IR = 3.25%
 Fixed P&I



NOTE: Non-Impact Fee funded CIP projects
 Preliminary – Subject to Change

Current and Future Debt Service

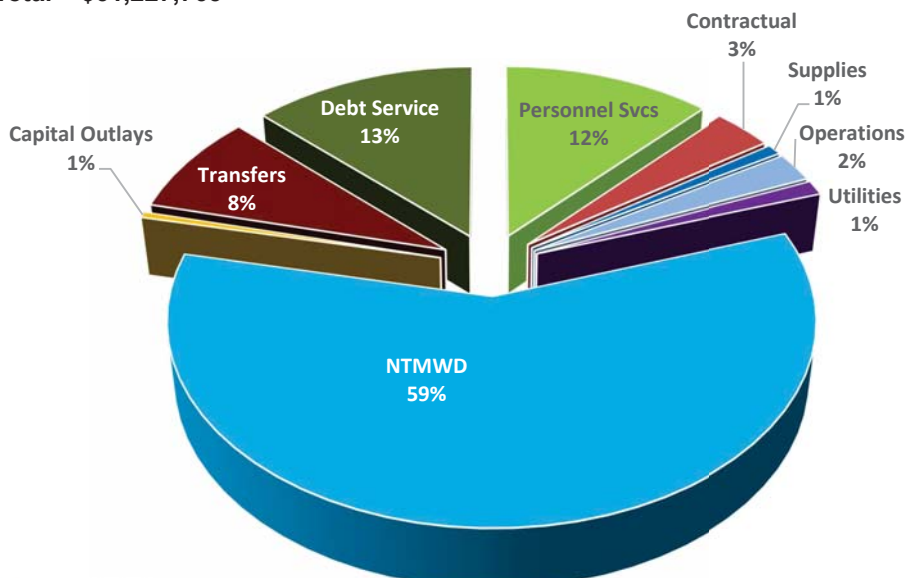


Preliminary – Subject to Change

Test Year Cost of Service WATER



Total = \$61,227,765

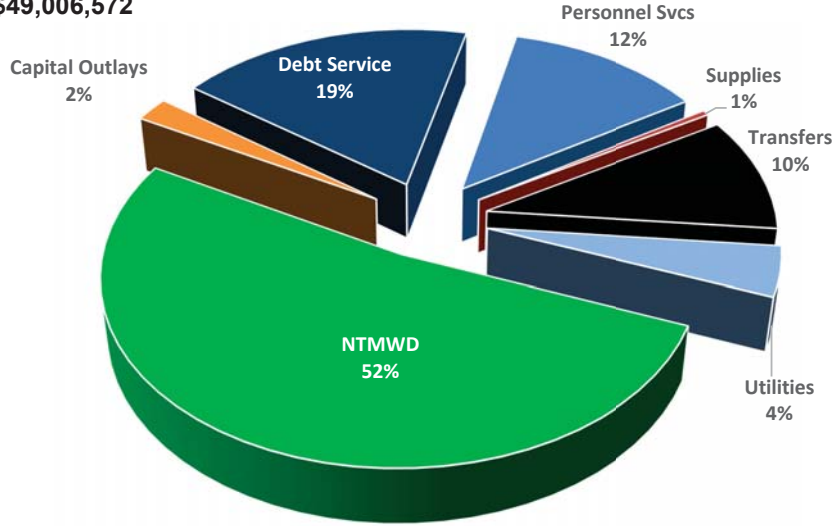


Preliminary – Subject to Change

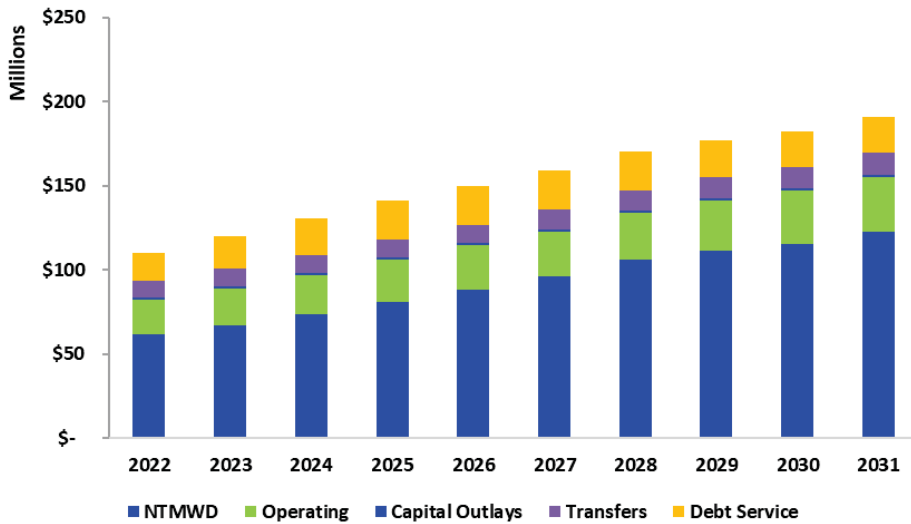
Test Year Cost of Service WASTEWATER



Total = \$49,006,572



Water and Wastewater Forecast Cost of Service



Proposed Rate Plan FY 2022 – FY 2027



- Recommend continuation of City policy to implement multi-year year rate plans, with adjustments in October of each year
- Assumes no change in rate structure
- **No water increase in next two years;** nominal increases FY2024-FY2026
- Annual wastewater rate adjustments required to fund cost of service
- Continue gradual increase of outside city rates until 25% rate differential is achieved



Proposed Rate Plan Water



WATER	Current	Effective				
		Oct-21	Oct-22	Oct-23	Oct-24	Oct-25
Monthly Charge						
3/4"	\$ 16.50	\$ 16.50	\$ 16.50	\$ 17.30	\$ 18.00	\$ 18.55
1"	28.95	28.95	28.95	30.40	31.60	32.55
1 1/2"	49.60	49.60	49.60	52.10	54.20	55.85
2"	69.55	69.55	69.55	73.05	75.95	78.25
3"	122.45	122.45	122.45	128.55	133.70	137.70
4"	182.05	182.05	182.05	191.15	198.80	204.75
6"	339.40	339.40	339.40	356.35	370.60	381.70
8"	670.45	670.45	670.45	703.95	732.10	754.05
10"	1,268.65	1,268.65	1,268.65	1,332.10	1,385.40	1,426.95
12"	2,371.75	2,371.75	2,371.75	2,490.35	2,589.95	2,667.65
Volume Rate/1,000 Gallons						
<u>Residential/Irrigation</u>						
1	7,000	4.00	4.00	4.00	4.20	4.35
	7,001	20,000	5.50	5.50	5.80	6.05
	20,001	40,000	6.95	6.95	7.30	7.60
	40,001	Above	8.35	8.35	8.75	9.10
<u>Commercial</u>						
1	Above	4.65	4.65	4.65	4.90	5.10
<u>Municipal</u>						
1	Above	3.50	3.50	3.50	3.70	3.85



Proposed Rate Plan Wastewater



WASTEWATER	Current	Effective				
		Oct-21	Oct-22	Oct-23	Oct-24	Oct-25
Monthly Charge						
3/4"	\$ 19.85	\$ 21.05	\$ 22.30	\$ 23.65	\$ 24.85	\$ 25.35
1"	32.55	34.50	36.55	38.75	40.70	41.50
1 1/2"	53.75	57.00	60.40	64.00	67.20	68.55
2"	69.95	74.15	78.60	83.30	87.45	89.20
3"	109.70	116.30	123.30	130.70	137.25	140.00
4"	155.50	164.85	174.75	185.25	194.50	198.40
6"	265.70	281.65	298.55	316.45	332.25	338.90
8"	519.95	551.15	584.20	619.25	650.20	663.20
10"	1,070.35	1,134.55	1,202.60	1,274.75	1,338.50	1,365.25
12"	2,183.15	2,314.15	2,453.00	2,600.20	2,730.20	2,784.80
Volume Rate/1,000 Gallons						
<u>Residential – Winter Average</u>						
1	Above	5.55	5.90	6.25	6.65	7.00
<u>Commercial – All Usage</u>						
1	Above	5.55	5.90	6.25	6.65	7.00
<u>Municipal – All Usage</u>						
1	Above	4.20	4.45	4.70	5.00	5.35



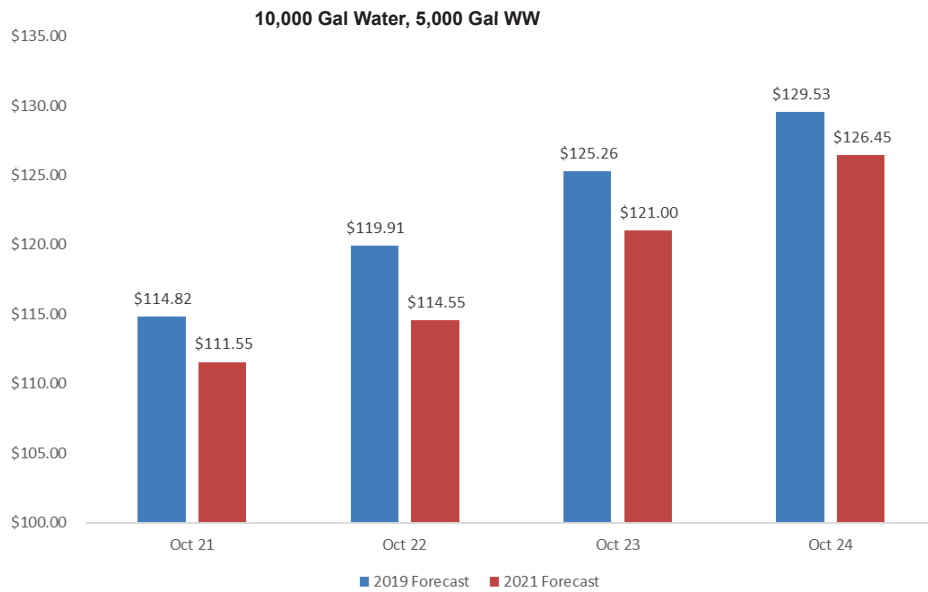
Rate Plan Impact on Ratepayers



	Current	Effective				
		Oct-21	Oct-22	Oct-23	Oct-24	Oct-25
Residential Monthly Charges – 3/4"						
5,000 Water	5,000 WW	\$ 84.10	\$ 87.05	\$ 90.05	\$ 95.20	\$ 99.60
	Increase – \$		2.95	3.00	5.15	4.40
	Increase – %	0.0%	3.5%	3.4%	5.7%	4.6%
10,000 Water	5,000 WW	108.60	111.55	114.55	121.00	126.45
	Increase – \$		2.95	3.00	6.45	5.45
	Increase – %	4.3%	2.7%	2.7%	5.6%	4.5%
30,000 Water	5,000 WW	233.10	236.05	239.05	252.00	262.95
	Increase – \$		2.95	3.00	12.95	10.95
	Increase – %	17.1%	1.3%	1.3%	5.4%	4.3%
Commercial Monthly Charges – 2"						
40,000 Water	40,000 WW	\$ 547.50	\$ 565.70	\$ 584.15	\$ 618.35	\$ 647.40
	Increase – \$		18.20	18.45	34.20	29.05
	Increase – %	0.0%	3.3%	3.3%	5.9%	4.7%



Residential Monthly Charges 2019 vs 2021 Forecast



Presentation Summary Benefits of Proposed Rate Plan



- Will enable utility to continue operating on a stand-alone basis and independent of general fund assistance
- Will cover estimated increased cost of NTMWD purchases
- Will result in financially-healthy utility that has ability to fund operations and capital needs
- Ensures that ratepayers pay only what it costs to provide water and wastewater service
- Will allow capital investment into system to improve quality of service and provide a well-functioning system for future generations



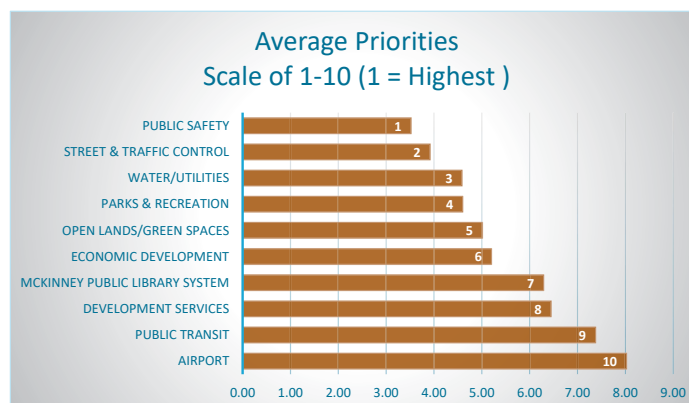
Questions?

FY 2022 Budget Overview



Citizens Budget Survey – Virtual Town Hall FY22

- Survey completed by 153 citizens on the allocation of City funds



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FY 2022 Budget Opportunities

- **Decrease property tax rate by 1.1 cents to \$0.497655**
- Sales Tax remains strong
- Provide market adjustments for all employees
 - Step increases for FY22
 - Cost of Living Adjustments (Pay for Productivity)
 - Planned step increases for sworn personnel
- Increased funding of Streets Reconstruction Plan
- Plan for deficit in Apex Centre Fund
- Staffing
 - Public Safety/Police & Fire
 - Parks and Recreation
 - Public Works
 - Water/Wastewater



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2019 Bond Package

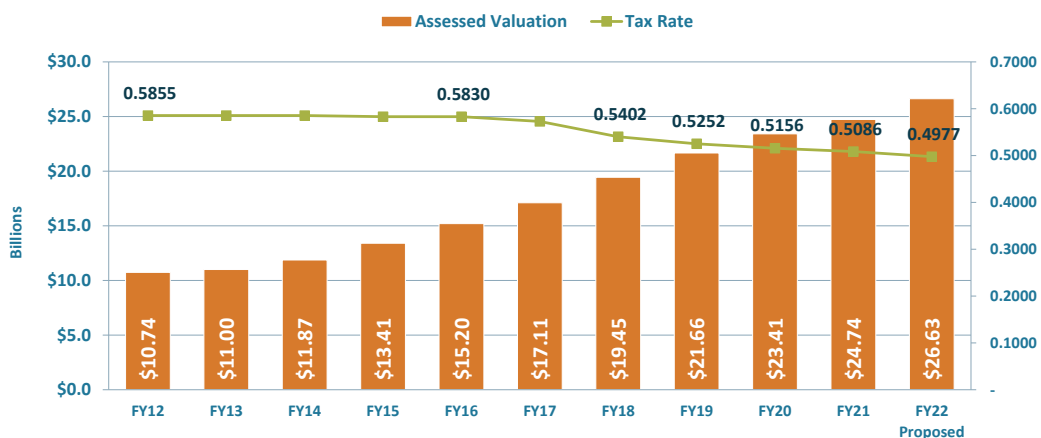
- Total Bond Package - \$350 Million
 - Public Safety Facilities \$75 Million
 - \$14.75 million issued
 - Municipal Community Complex \$50 Million
 - \$8 million issued
 - Parks and Recreation Facilities \$91 Million
 - \$46 million issued
 - Public Works Facilities \$34 Million
 - \$13.75 million issued
 - Street Improvements \$100 Million
 - \$18.7 million issued



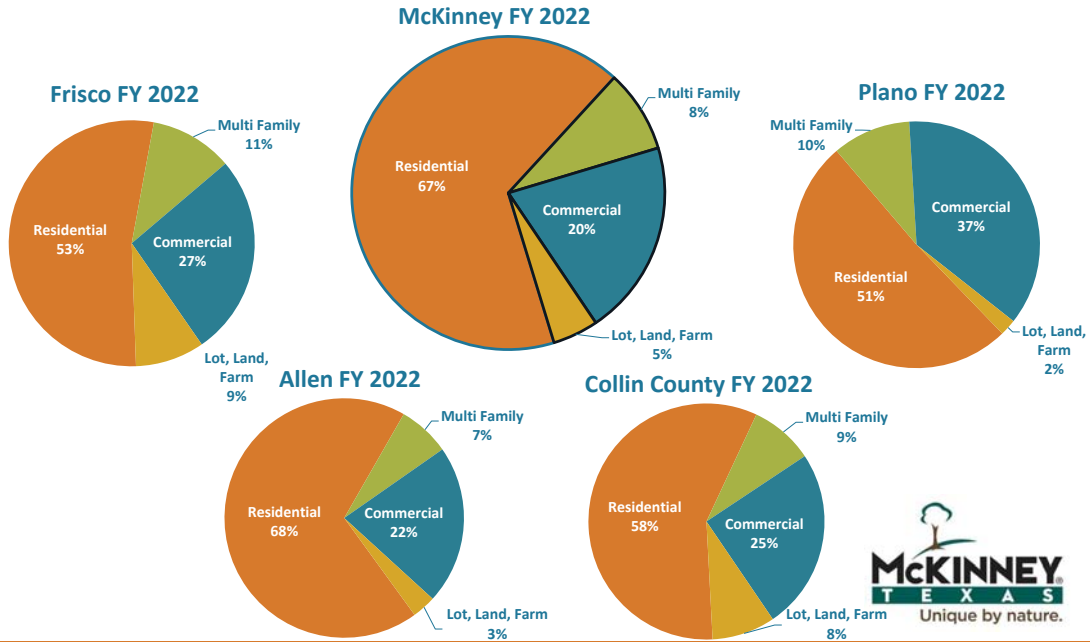
Property Tax



Taxable Value & Tax Rate History

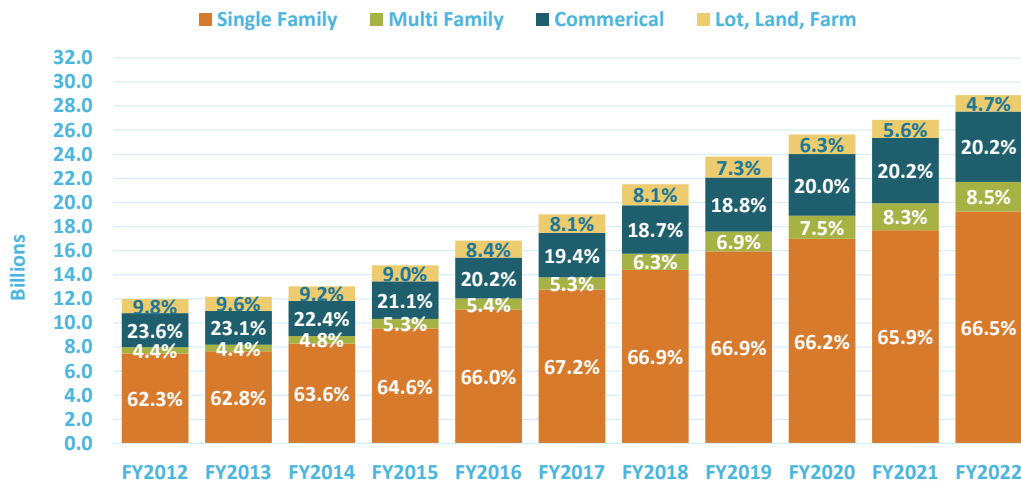


Makeup of Appraised Values – Sister Cities



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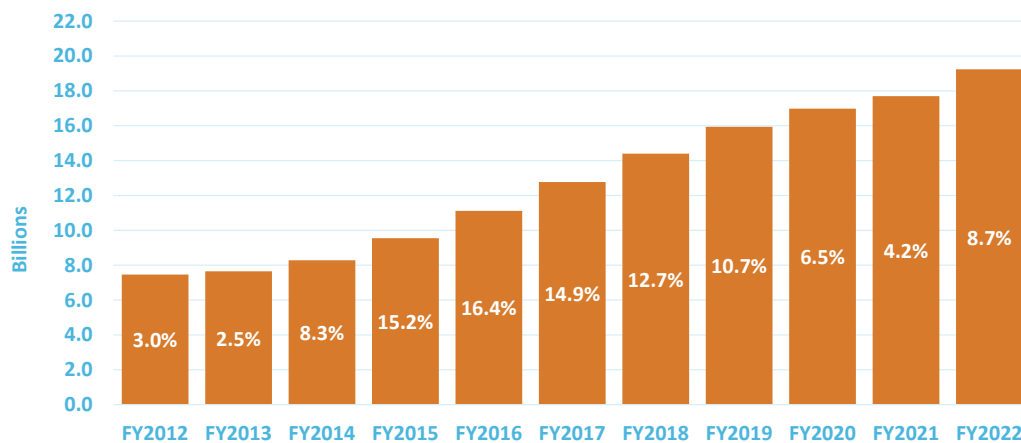
Makeup of Appraised Values



Source: Collin Central Appraisal District

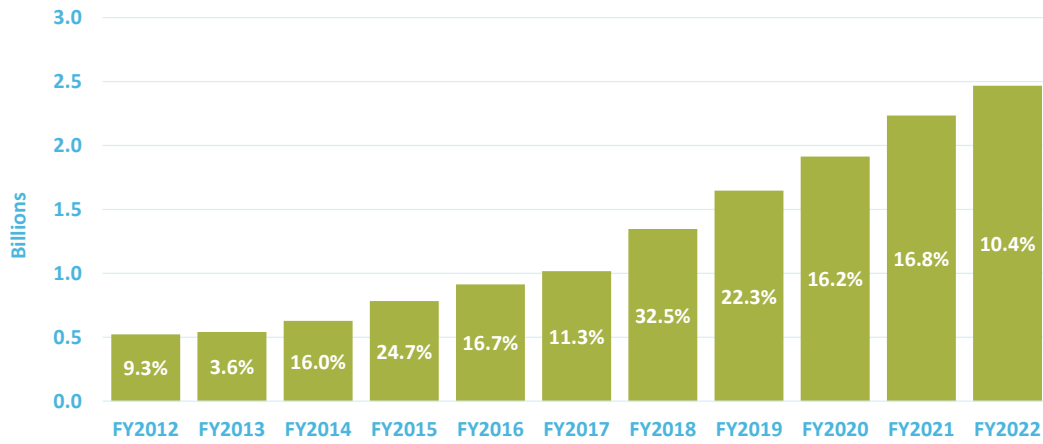
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Single Family Residence Values - % of Change

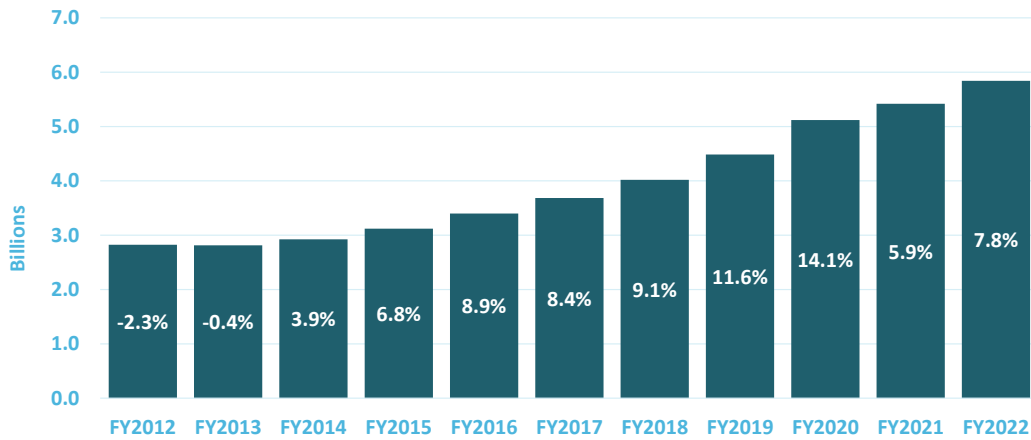


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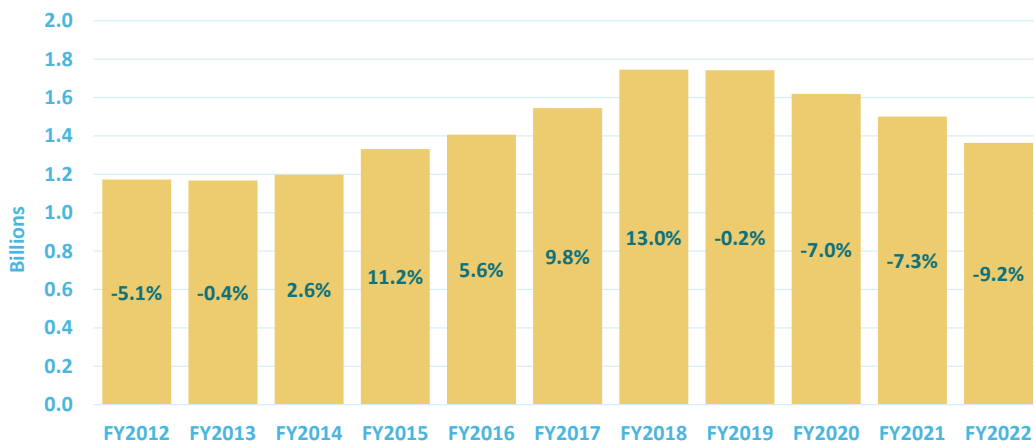
Multi Family Values - % of Change



Commercial Values - % of Change



(Vacant) Land Value - % of Change



5-Year CPI Rates vs McKinney Tax Rate (% Above Effective Rate)

- 2016 – 0.94% CPI
- 2017 – 1.66% CPI
- 2018 – 3.78% CPI
- 2019 – 1.50% CPI
- 2020 – 0.33% CPI
- 2021 – 6.31% CPI (May to May)
- FY17 – 6.88% Above Effective
- FY18 – 1.92% Above Effective
- FY19 – 2.94% Above Effective
- FY20 – 1.25% Above Effective
- FY21 – 0.00% Above Effective

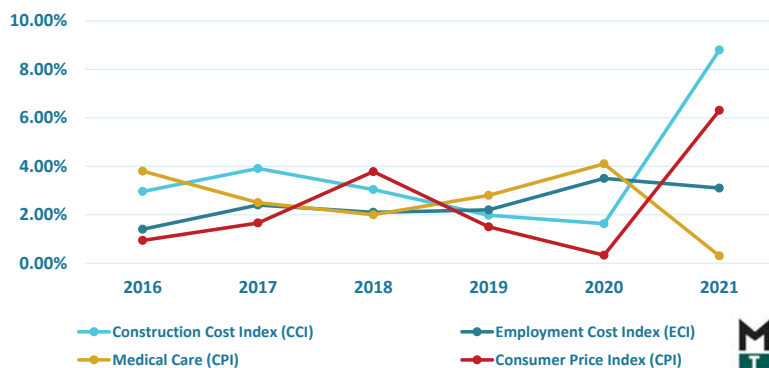
FY22 Proposed Tax Rate

- **FY2022 - .497655 (2.00% Above NNR)**

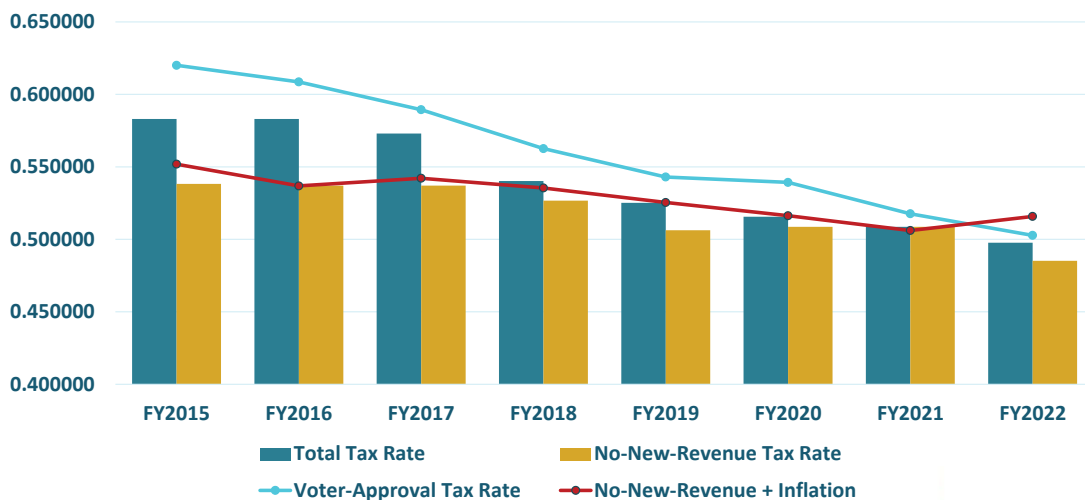


CCI, ECI and Medical Care CPI Rates vs CPI

Year	Construction Cost Index (CCI)	Employment Cost Index (ECI)	Medical Care (CPI)	Consumer Price Index (CPI)
2016	2.96% CCI	1.4% ECI	3.8% CPI	0.94% CPI
2017	3.91% CCI	2.4% ECI	2.5% CPI	1.66% CPI
2018	3.04% CCI	2.1% ECI	2.0% CPI	3.78% CPI
2019	1.98% CCI	2.2% ECI	2.8% CPI	1.50% CPI
2020	1.63% CCI	3.5% ECI	4.1% CPI	0.33% CPI
2021	8.80% CCI (Aug to Aug)	3.1% ECI (Jun to Jun)	0.3% CPI (Jul to Jul)	6.31% CPI (May to May)

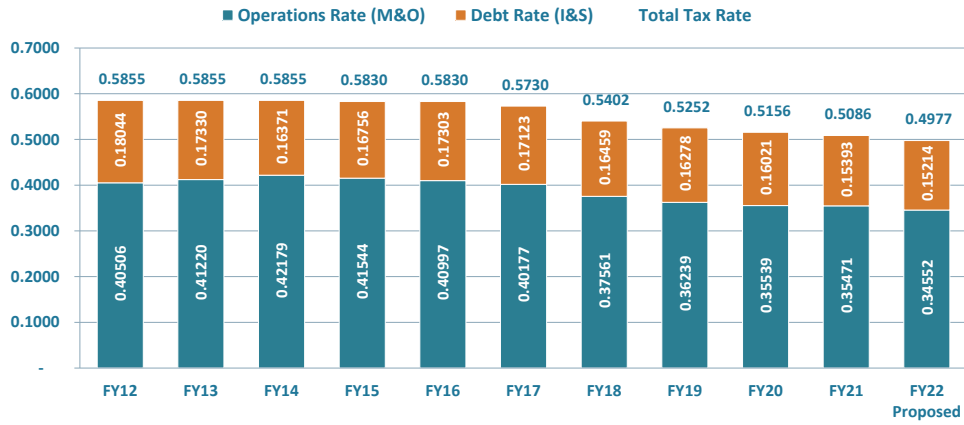


Total Tax Rate Comparison



Property Tax Rate

Operations & Debt Rate History



Tax Rate/Average Home Value

2020 Tax Year

(FY21)

Tax Rate \$0.508645
Avg. Value \$352,358

2021 Tax Year

(FY22)

Tax Rate \$0.497655
Avg. Value \$374,290

Average Tax Levy

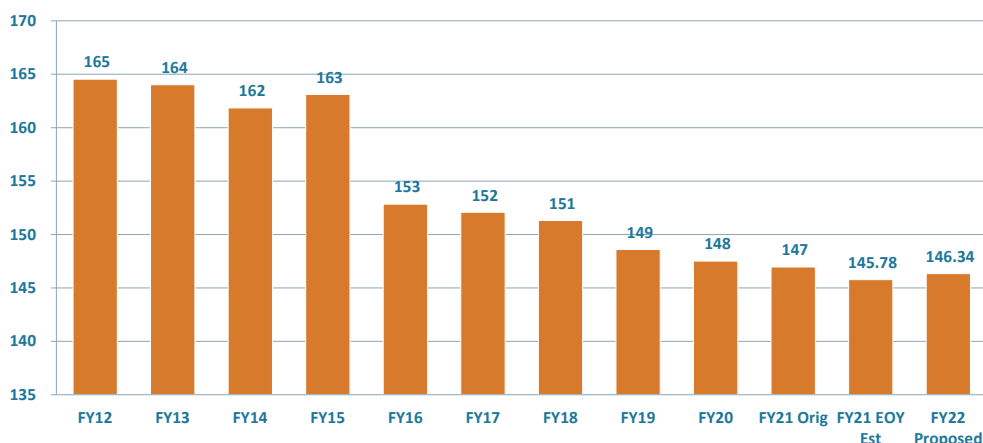
\$1,792.25

Average Tax Levy

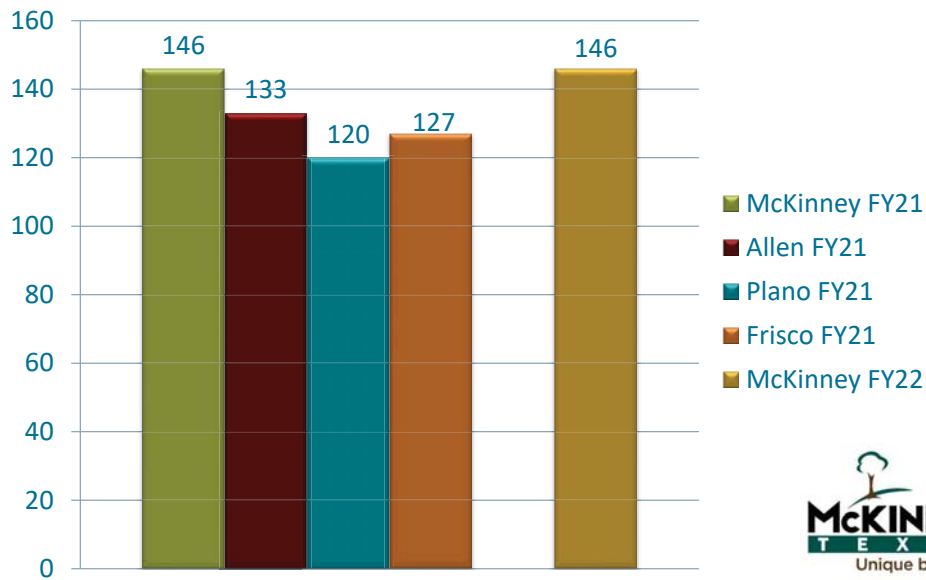
\$1,862.67



Citizens Served Per Employee



Citizens Served – Sister Cities



General Fund Revenues



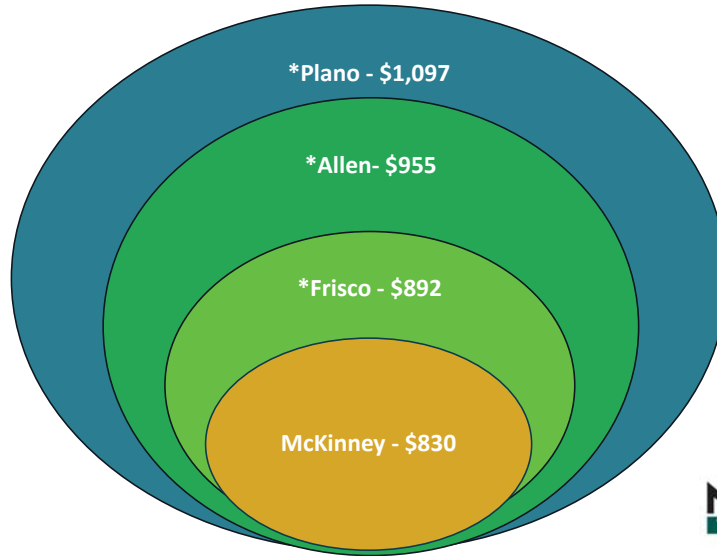
FY 2022 Revenue Estimates

- Budget for sales tax conservative
 - FY21 + 5.0%
- Building Permits
 - Down \$600,000 from FY21 Budget
 - Budgeted at 3.4% over FY20 actual
- Traffic Fines
 - \$150k less than FY21 Budget
 - Budgeted to FY20 actual
- Interest Income
 - \$1.8 million less than FY19 Actual
- Franchise Fees
 - 1.8% Above FY21

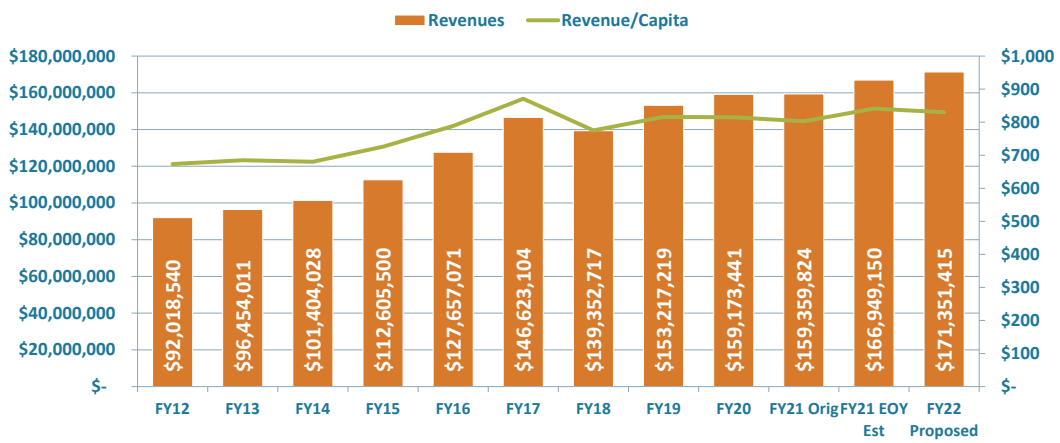


Sister Cities GF Revenues Per Capita

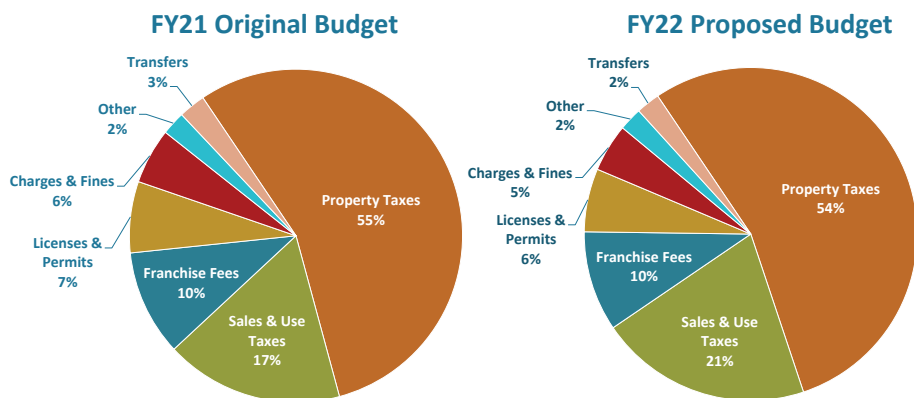
*Based on FY2021 Adopted Budgets



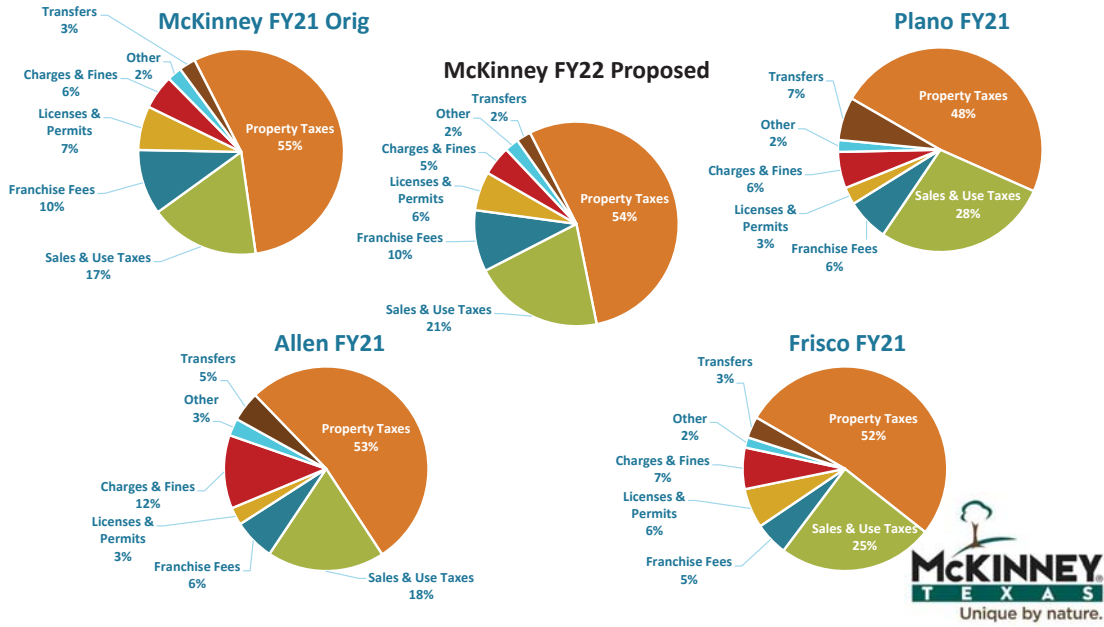
General Fund Revenues



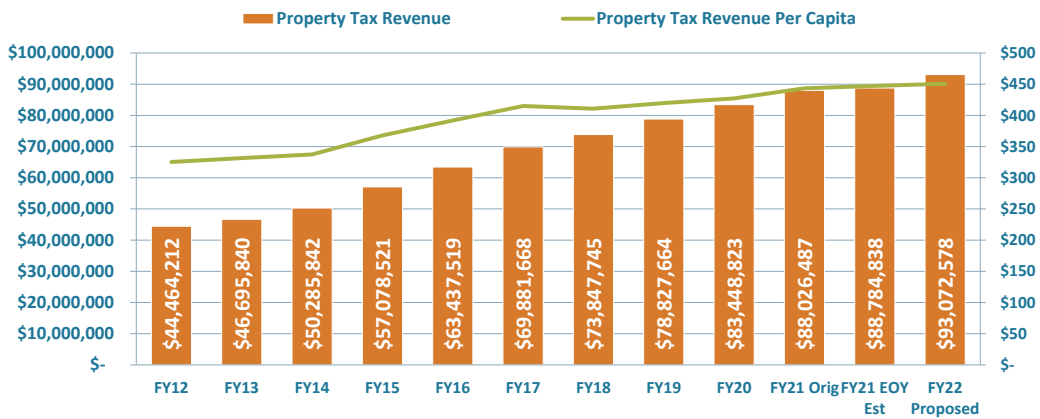
General Fund Revenue Makeup



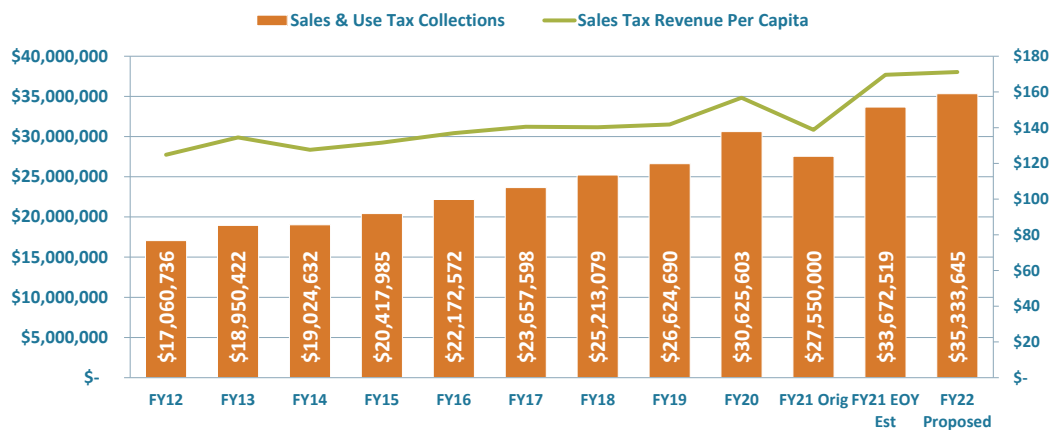
General Fund Revenue Makeup – Sister City Comparison



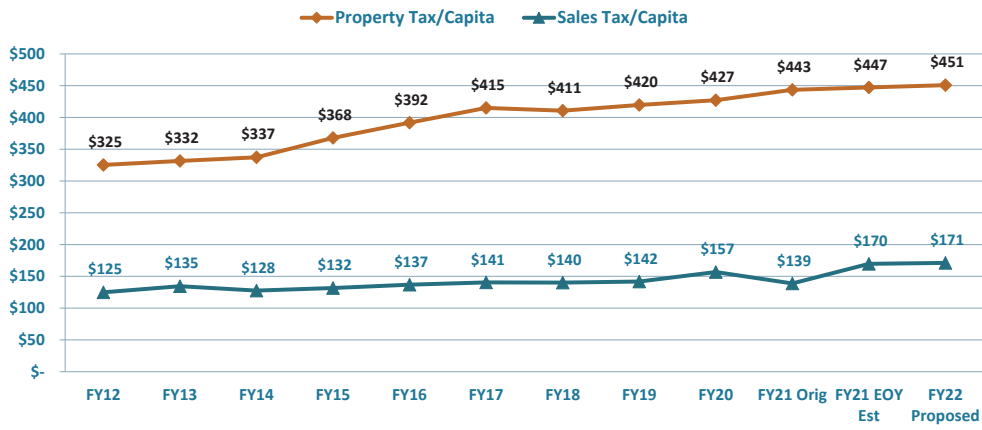
Property Tax Revenue



Sales Tax Revenue



Per Capita Property Tax & Sales Tax

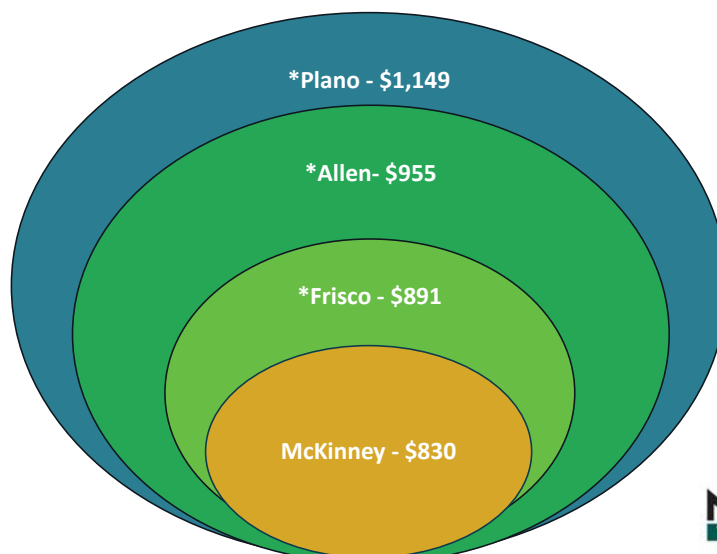


General Fund Expenditures



Sister Cities GF Expenditures Per Capita

*Based on FY2021 Adopted Budgets



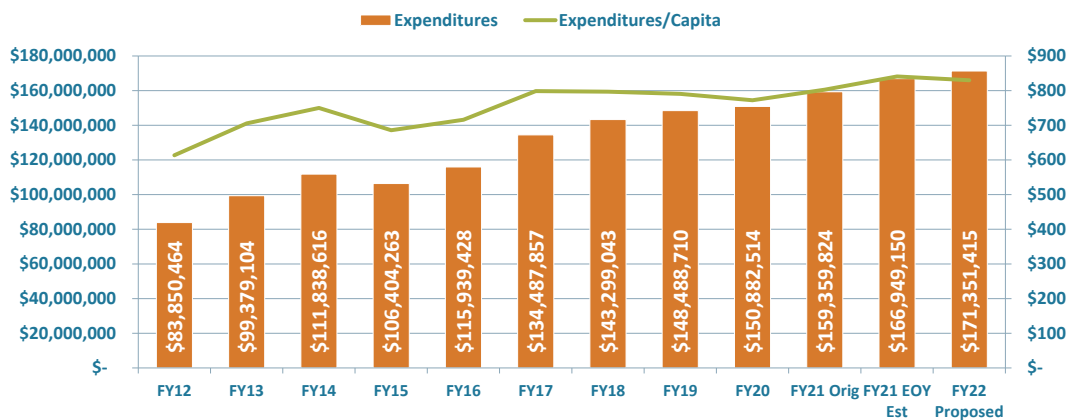
General Fund Expenditure Highlights

- \$7,900,000 – New Employees & Equipment
- \$2,500,000 – Street Reconstruction & Repair
- \$1,800,000 – Public Safety Step Increases and Market Adjustments
- Market Adjustment and Step Increases for all General Government Employees



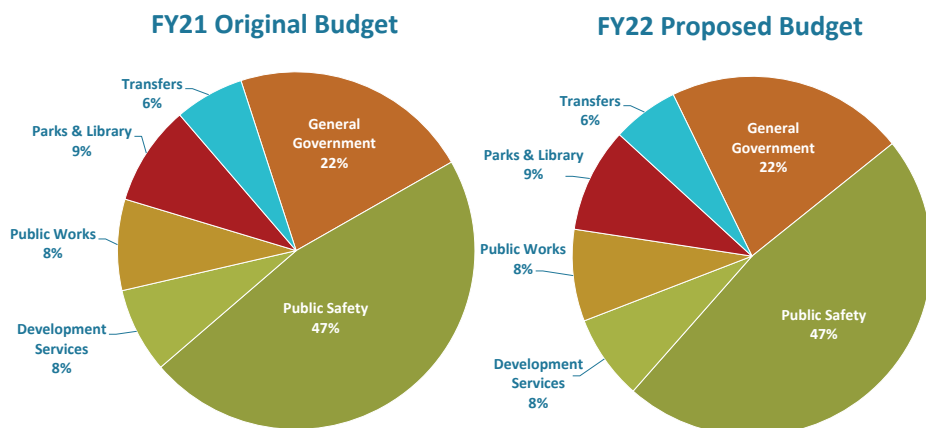
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General Fund Expenditures



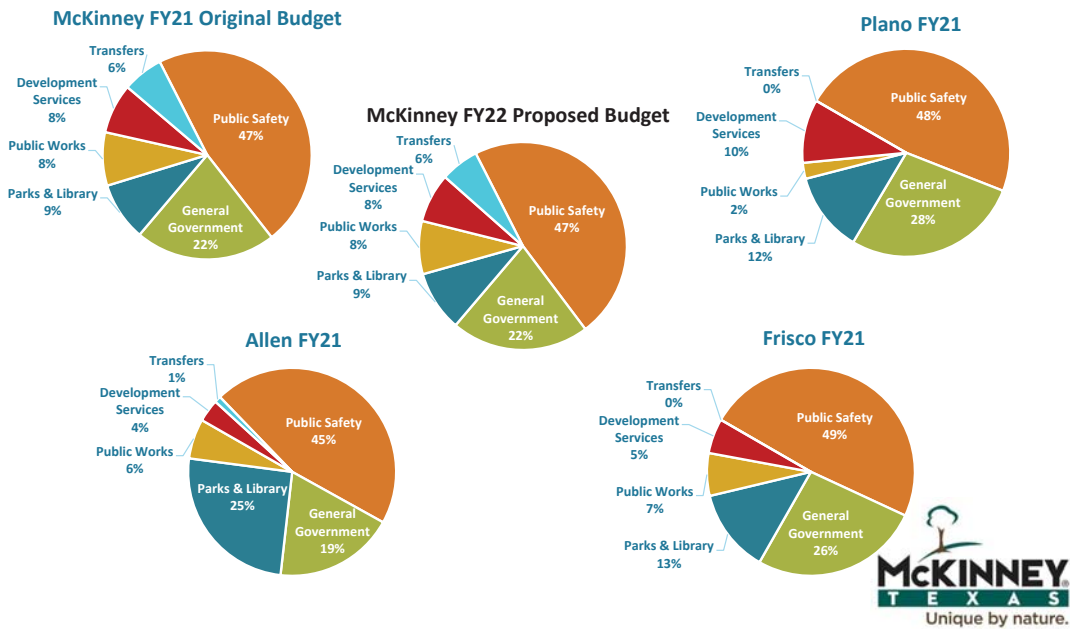
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General Fund Expense Makeup



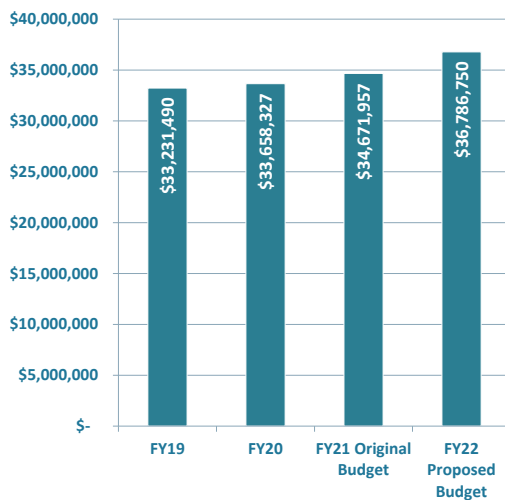
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General Fund Expense Makeup – Sister City Comparison



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General Government

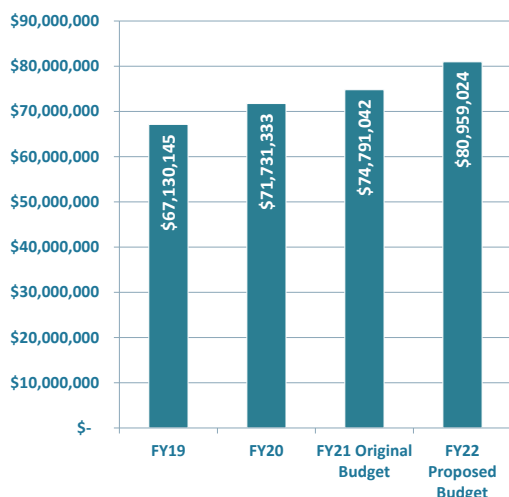


- 162 Authorized Positions
- Includes all internal business functions
- FY22 expenditures include new:
 - Deputy City Marshal
 - Grants Administrator
 - Financial Analyst
 - Homeless Response
 - IT Maintenance



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Public Safety

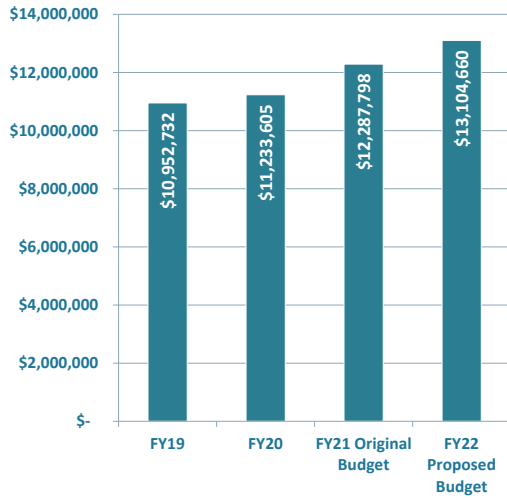


- 556 Authorized Positions
- FY22 expenditures include new:
 - Police Dept. Employees (13)
 - 4 Lieutenants
 - 4 Detectives
 - 2 Traffic Officers
 - 2 Communication Specialists
 - SRO
 - Fire Dept. Employees (10)
 - 9 Firefighter/Paramedics
 - EMS Captain
 - Retain 6 SAFER Grant Employees



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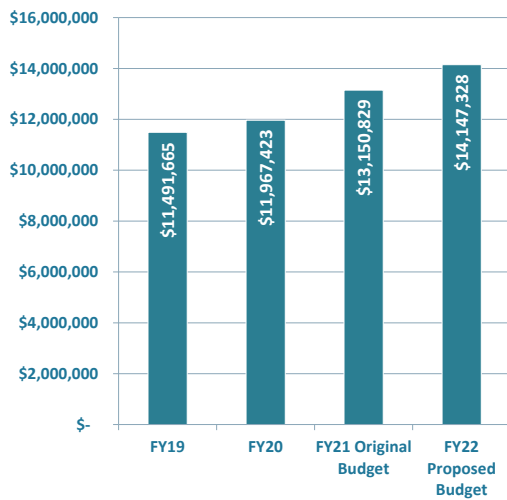
Development Services



- 110 Authorized Positions
- FY22 expenditures include new:
 - Environmental Health Specialist
 - Maintenance Technician
 - 2 Planner II



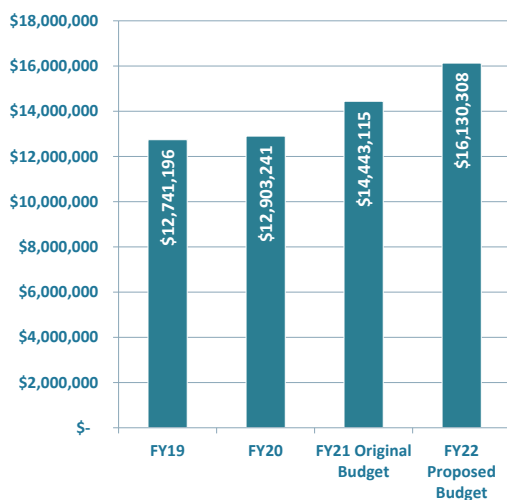
Public Works



- 73 Authorized Positions
- FY22 expenditures include new:
 - 2 Maintenance Technicians
 - Crew Leader
 - Concrete Truck
 - Pothole Patcher
 - Equipment + Person



Parks & Library



- 178 Authorized Positions
- FY22 expenditures include new:
 - 4 Parks Maintenance Workers
 - Building Attendant
 - 2 PT Customer Service Reps
 - Contract Mowing



Grants to Community

- Adopted annually as part of General Fund appropriations
- Organizations do not reapply annually

Arts Commission	200,000
Community Support Grants	159,700
Volunteer McKinney	75,000
Kiwanis Triathlon Support Grant	20,000
Pecan Grove Memorial Service	950
Downtown Holiday Decorations	50,000
	<u>505,650</u>



Capital Improvements Program



Capital Improvements Program – FY 2022-2026

Project	Funded Thru FY21 (Incl BA)	FY21 Adjustments	FY21-22	FY22-23	FY23-24	FY24-25	FY25-26	TOTAL
Airport	\$ 40,517,693	\$ (5,786,160)	\$ 32,600,000	\$ -	\$ -	\$ 6,400,000	\$ 5,266,666	\$ 78,998,199
Drainage	22,868,209	(3,330,050)	2,200,000	-	-	-	-	21,738,159
Facilities	53,415,354	977,450	5,000,000	37,250,000	20,000,000	-	-	116,642,804
Fire Improvements	73,625,765	(33,000,000)	32,700,000	20,500,000	11,300,000	750,000	1,800,000	107,675,765
Library	9,500,000	-	-	-	-	-	-	9,500,000
Parks	139,949,686	(11,800,000)	8,260,000	20,500,000	35,500,000	5,500,000	-	197,909,686
Streets	188,238,305	(5,867,970)	42,693,792	17,850,000	28,950,000	10,200,000	1,500,000	283,564,127
Technology Improvements	15,795,087	-	850,000	-	-	-	-	16,645,087
Traffic	12,993,373	(3,290,808)	5,620,000	2,620,000	820,000	20,000	20,000	18,802,565
Water	170,927,805	(4,966,452)	53,582,305	29,750,000	18,250,000	21,250,000	22,550,000	311,343,658
Wastewater	34,765,274	1,226,152	6,250,813	6,700,000	3,600,000	1,700,000	1,300,000	55,542,239
Grand Total	\$ 762,596,551	\$ (65,837,838)	\$ 189,756,910	\$ 135,170,000	\$ 118,420,000	\$ 45,820,000	\$ 32,436,666	\$ 1,218,362,289



Major Projects – FY 2022 Funding

- **Airport Projects**
 - Extend Runway 18-36 & Parallel Taxiway B \$30.0M
- **Combined Projects**
 - Main Replacements & Street Rehab(FY22, Hunt, Davis, Church & College St.)\$7.5M
 - Municipal Complex Area Infrastructure Improvements (PH 1) \$7.0M
 - Main Replacements & Street Rehab (Programmed, Annual – City Wide) \$5.5M
- **Parks Projects**
 - Renovations to Aging Parks \$4.6M
 - Craig Ranch Soccer Field & Linear Park Improvements \$4.0M
- **Public Safety Projects**
 - Fire Station #8 Reconstruction – 3445 Alma Road \$11.5M
- **Streets Projects**
 - Wilmeth Road Extension (East of SH 5) \$4.7M
 - Bloomdale Rd and FM 543 Realignment \$4.1M
 - Citywide Street Rehabilitation (FY22) \$4.0M
- **Water / Wastewater Projects**
 - FM1461 Utility Relocations (TxDOT Roadway Construction) \$14.3M
 - Stacy Road Elevated Storage Tank \$6.0M
 - Stonebridge Water Line from US380 to FM1461 920PP \$5.0M



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American Rescue Plan Act



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ARPA \$23M – Potential Projects

- \$2.9 Million – Apex Center Fund Balance
- \$150K – McKinney Performing Arts Center
- \$4+ Million – East McKinney Infrastructure Projects
- \$1 Million – Fiber Expansion to City Parks and Downtown Square
- \$14 Million – Active and Future CIP Requests
- \$2.5 Million – Economic Development Projects
- \$1.3 Million- Community and Housing Development
 - Housing assistance
 - Neighborhood Preservation



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Water and Wastewater Fund



Water and Wastewater Highlights

- Continue water line replacement program
- Anticipate a debt sale for capital projects in FY22
- Supplementals proposed include:
 - Street Cut Repair Crew
 - Lift Station Truck
 - Clever Scan
 - Retro Fit Camera



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Water and Wastewater Rates

- Rates and NTMWD
 - NTMWD FY22
 - 11.0% Increase on Wastewater
 - Increased rates due to capital improvements district wide & increased regulatory requirements
 - City of McKinney proposes
 - 0% increase on Water
 - 6.0% increase on Wastewater
 - Allows for Water/Wastewater fund to remain self-sufficient



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Solid Waste, Surface Water Drainage & Replacement Fund



Solid Waste Fund

- Solid Waste rates increased \$1.60 for Residential customers & 10% for Commercial
 - First rate increase to customers since FY2006
- Undergoing strategic review of solid waste and recycling strategy in preparation for next contract
- Supplementals proposed include:
 - Customer Service Representative



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Surface Water Drainage Fund

- No changes to fee schedule (updated in FY15)
- Supplementals proposed include:
 - Skid Steer
 - Mini Excavator
 - Trailer
 - Truck



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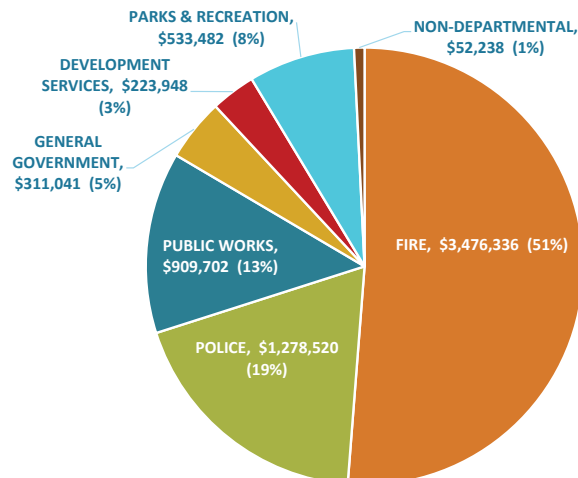
Equipment & Facilities Replacement Fund

- Fund initiated in FY14 to address needed fleet replacements and facilities upgrades and repairs
- Attempting to fund depreciation in all funds, as funds are available, to lessen dependence on debt
- This fund has replaced HVAC units, addressed failing roofs, and provided upgrades for several facilities and parks.



Equipment & Facilities Replacement Fund

- During FY21, over \$6.7M has been used for replacements in the following departments:



McKinney National Airport



McKinney National Airport

- Balanced budget presented for FY22
 - Reinvestment in Airport Construction Fund
 - Annual General Fund contribution ended FY20
- Supplementals proposed include:
 - Airport Marketing Plan
 - Full-Time Custodian



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Component Units



Hotel/Motel Tax Fund

- Under Texas law, Hotel/Motel Tax must be expended under 2 criteria:
 - Criteria #1: Every expenditure must directly enhance and promote tourism and the convention and hotel industry.
 - Criteria #2: Every expenditure of the hotel occupancy tax must clearly fit into one of nine statutorily provided categories for expenditure of local hotel occupancy tax revenues.
- Estimated FY22 Hotel/Motel Tax Collection \$1,600,000



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Visit McKinney Budget Notes

- Fund balance budgeted at \$9,524 for FY22
 - Management believes it is best to maintain fund balance within the Hotel/Motel Tax Fund
- Total operating costs up \$23,000 over FY21 Adopted
 - \$920k to \$943k
- Supplementals proposed include:
 - Destination Services
 - Tracking Service for Influencers



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Visit McKinney Budget and Current Staffing

STATEMENT OF REVENUES AND EXPENDITURES	Actual FY 18-19	Actual FY 19-20	Original FY 20-21	EOY Estimate FY 20-21	Proposed FY 21-22
REVENUES					
Interest Income	\$ 245	\$ 527	\$ -	\$ 277	\$ 300
Other Income	4,261	3,553	4,760	4,760	4,760
Transfers from Hotel/Motel Fund	712,000	828,000	878,000	878,000	895,000
Total Revenues	\$ 716,505	\$ 832,079	\$ 882,760	\$ 883,037	\$ 900,060
EXPENDITURES					
Personnel	\$ 412,830	\$ 466,438	\$ 521,990	\$ 550,097	\$ 541,668
Supplies	5,856	5,702	8,790	8,790	9,114
Maintenance	-	-	-	-	-
Services/Sundry	315,606	286,578	389,309	389,309	392,235
Capital	-	-	-	-	-
Total Expenditures	\$ 734,292	\$ 758,718	\$ 920,089	\$ 948,196	\$ 943,017
NET INCOME	(17,787)	73,361	(37,329)	(65,159)	(42,957)
BEGINNING FUND BALANCE	62,066	44,279	47,915	117,640	52,481
ENDING FUND BALANCE	\$ 44,279	\$ 117,640	\$ 10,586	\$ 52,481	\$ 9,524

STAFFING	Grade	EOY Estimate FY 20-21	Proposed FY 21-22
Director of CVB	D2	1.00	1.00
MCVB Sales Manager	14	2.00	2.00
MCVB Communications Manager	13	1.00	1.00
Administrative Assistant	7	1.00	1.00
Staff Assistant (Part-time .5 FTE)	4B	0.50	0.50
Total		5.50	5.50



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MEDC

- Main Source of Funds – ½ Cent 4A Sales Tax
 - FY22 Estimated Collection \$17,749,025
- 4A Funds may be used for land, buildings, facilities, improvements, and expenditures related to:
 - Manufacturing, industrial, R&D, corporate headquarter facilities, and distribution centers
 - Job Training
 - Business airport facilities
 - Light rail, commuter rail, or motor buses
 - Infrastructure assistance to retail or commercial projects
 - 4B projects (with voter approval)



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MEDC Budget and Current Staffing

STATEMENT OF REVENUES AND EXPENDITURES	Actual FY 18-19	Actual FY 19-20	Original FY 20-21	EOY Estimate FY 20-21	Proposed FY 21-22
REVENUES					
Sales Taxes	\$ 14,251,055	\$ 16,099,254	\$ 14,700,826	\$ 16,984,713	\$ 17,749,025
Interest Income	345,003	117,179	42,000	10,133	14,000
Other Operating Income	-	280	-	-	-
Sale of Land	2,058,168	-	-	-	-
Bond Proceeds	-	-	-	-	-
Total Revenues	\$ 16,654,226	\$ 16,216,713	\$ 14,742,826	\$ 16,994,846	\$ 17,763,025
EXPENDITURES					
Personnel	\$ 1,218,689	\$ 1,188,023	\$ 1,226,162	\$ 1,227,026	\$ 1,285,836
Supplies	63,166	24,856	36,000	36,000	51,000
Maintenance	649	859	2,000	2,000	2,000
Services/Sundry	5,110,984	12,394,857	10,465,248	12,290,923	13,951,963
Capital	32,856	-	-	10,700,000	-
Transfers to Other Funds	4,771,356	3,961,100	3,967,690	3,967,690	2,472,226
Total Expenditures	\$ 11,197,700	\$ 17,569,694	\$ 15,697,100	\$ 28,223,639	\$ 17,763,025
NET INCOME	5,456,525	(1,352,981)	(954,274)	(11,228,793)	-
BEGINNING FUND BALANCE	9,932,292	15,388,817	10,370,148	14,035,836	2,807,043
ENDING FUND BALANCE	\$ 15,388,817	\$ 14,035,836	\$ 9,415,874	\$ 2,807,043	\$ 2,807,043



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MEDC Budget and Current Staffing (Cont.)

STAFFING	Grade	EOY Estimate FY 20-21	Proposed FY 21-22
MEDC President	D10	1.00	1.00
MEDC Executive Vice President of Operations	27	1.00	1.00
MEDC Senior Vice President	27	1.00	1.00
MEDC Technology & Research Director +	23	1.00	1.00
MEDC Project Manager +	19	2.00	2.00
MEDC Operations Manager +	17	1.00	1.00
MEDC Operations Coordinator +	11	1.00	1.00
+ Position(s) restructured/reclassified in FY 20-21.			
Total		8.00	8.00



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MCDC

- Main Source of Funds – ½ Cent 4B Sales Tax
 - FY21 Estimated Collection \$17,749,025
- 4B Funds may be used for everything authorized under the 4A Sales Tax and:
 - Quality of Life Projects (Parks, Sports Facilities, Entertainment Facilities, Affordable Housing, and Other Improvements)
 - Water Supply Facilities (with voter approval)
 - Hangars, airport maintenance and repair facilities, air cargo facilities, and related infrastructure



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MCDC Budget and Current Staffing

STATEMENT OF REVENUES AND EXPENDITURES	Actual FY 18-19	Actual FY 19-20	Original FY 20-21	EOY Estimate FY 20-21	Proposed FY 21-22
REVENUES					
Sales Tax	\$ 14,251,055	\$ 16,099,254	\$ 14,700,826	\$ 16,984,713	\$ 17,749,025
Bond Proceeds	-	-	-	-	-
Interest Income	1,376,011	665,420	292,000	59,569	70,000
Other Income	908,895	-	-	-	-
Total Revenues	\$ 16,535,961	\$ 16,764,673	\$ 14,992,826	\$ 17,044,282	\$ 17,819,025
EXPENDITURES					
Personnel	\$ 272,053	\$ 295,506	\$ 298,583	\$ 293,825	\$ 305,793
Supplies	4,788	4,192	17,250	17,250	17,250
Maintenance	-	-	2,500	2,500	2,500
Services/Sundry	5,204,085	12,855,078	12,195,962	40,507,265	16,657,433
Capital	28,608	-	-	14,181,755	200,000
Total Expenditures	\$ 5,509,533	\$ 13,154,775	\$ 12,514,295	\$ 55,002,595	\$ 17,182,976
NET INCOME	11,026,428	3,609,899	2,478,531	(37,958,313)	636,049
BEGINNING FUND BALANCE	48,950,227	59,976,655	34,477,763	63,586,553	25,628,240
ENDING FUND BALANCE	\$ 59,976,655	\$ 63,586,553	\$ 36,956,294	\$ 25,628,240	\$ 26,264,289

STAFFING	Grade	EOY Estimate FY 20-21	Proposed FY 21-22
MCDC President	D4	1.00	1.00
Administrative and Marketing Coordinator	13	1.00	1.00
Total		2.00	2.00



Budget Calendar

