



McKinney Economic Development Corporation Agenda

Tuesday, April 19, 2016

8:00 AM

Council Chambers
222 N. Tennessee Street
McKinney, Texas 75069

PURSUANT TO TEXAS GOVERNMENT CODE SECTION 551.002, A QUORUM OF THE CITY COUNCIL MAY BE PRESENT. NO CITY COUNCIL ACTION WILL BE TAKEN.

CALL TO ORDER

CONSENT ITEMS

This portion of the agenda consists of non-controversial or housekeeping items required by law. Items may be considered individually by the Board or Commission member making such request prior to a motion and vote on the Consent Items.

16-421 [Minutes of the McKinney Economic Development Corporation Meeting of March 15, 2016](#)

Attachments: [Minutes](#)

REPORTS

16-422 [Board and Liaison Updates](#)

[Board Chairman](#)

[City of McKinney](#)

[McKinney Chamber](#)

[MCVB](#)

Attachments: [MCVB Report](#)

16-423 [Director of Business Development Report](#)

Attachments: [Business Development Report](#)

16-424 [Director of BRE/Emerging Tech Report](#)

Attachments: [BREP Report](#)

[McKinney At A Glance](#)

16-425 [Interim President Report](#)

Attachments: [Interim President Report](#)
 [Chamber Quarterly Luncheon](#)
 [Dinner with President Ma of Taiwan](#)

REGULAR AGENDA

16-426 [Consider/Discuss/Act on February Financials](#)

Attachments: [February Transmittal Letter](#)
 [February Financials](#)
 [February Checks Issued](#)

16-427 [Consider/Discuss/Act on March Financials](#)

Attachments: [March Transmittal Letter](#)
 [March Financials](#)
 [March Checks Issued](#)

16-428 [Consider/Discuss Direction for Strategic Planning Meeting](#)

Attachments: [Strategic Planning Workshop Memo](#)

CITIZEN COMMENTS

BOARD OR COMMISSIONER COMMENTS

Board or Commission Comments relating to items of public interest:
Announcements regarding local or regional civic and charitable events, staff
recognition, commendation of citizens, upcoming meetings, informational update on
projects, awards, acknowledgement of meeting attendees, birthdays, requests for
items to be placed on upcoming agendas, and condolences.

EXECUTIVE SESSION

In Accordance with the Texas Government Code:

A. Section 551.071 (2). Consultation with City Attorney on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any:

-Statutory, constitutional and Charter/ordinance requirements for establishing certain boards/commissions, including their City Council-delegated authorities and duties

B. Section 551.072 - Discuss Real Property

-24.0223 Acres of MEDC Land in University Business Park

C. Section 551.074 - Discuss Personnel Matters

-MEDC President Recruitment

D. Section 551.087. Deliberation Regarding Economic Development Matters

-Project Juice Box

-Project Little Bites

-Project Bright

-Project Jaguar

-Hisun Phase I

-Hisun Phase II

-Gateway

ACTION ON EXECUTIVE SESSION

ADJOURN

Posted in accordance with the Texas Government Code, Chapter 551, on the 15th day of April, 2016 at or before 5:00 p.m.

Abby Liu
Interim President

Accommodations and modifications for people with disabilities are available upon request. Requests should be made as far in advance as possible, but no less than 48 hours prior to the meeting. Call 972-547-2694 or email contact-adacompliance@mckinneytexas.org with questions or for accommodations.

16-421



TITLE: Minutes of the McKinney Economic Development Corporation Meeting of
March 15, 2016

SUPPORTING MATERIALS:

[Minutes](#)

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

MARCH 15, 2016

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on March 15, 2016 at 8:00 a.m.

Board members Present: Chairman Lance Lindsay, Vice Chairman Robert Clark, Secretary/Treasurer Jason Burress, Randy Page, Walter Chen and Kenneth Sipiora
Absent: Sheila Johnson

City Council members Present: Mayor Pro Tem Travis Ussery

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, Interim City Manager Tom Muehlenbeck, Senior Financial Analyst Trevor Minyard, Director of Strategic Services Chandler Merritt, MEDC Attorney Mark Houser and MCVB Director Dee-dee Guerra.

There were four guests present.

Chairman Lindsay called for the action on the minutes.

- 16-293** Minutes of the McKinney Economic Development Corporation Meeting of February 16, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the minutes.
- 16-294** Minutes of the McKinney Economic Development Corporation Special Meeting of March 1, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the minutes.
- 16-295** Chairman Lindsay called for the Board and Liaison Updates.
- City of McKinney – Interim City Manager Tom Muehlenbeck reported the City Manager search is progressing with an application deadline of April 1, 2016, and the hope is to have all the details and decisions finalized in May. City Council finalized their Strategic Goals at last night's meeting and will be presented to the public soon.

MCVB - MCVB Director Dee-dee Guerra reported that staff had seven association visits and they all indicated great interest in McKinney for their next conventions. Collin County Realtors Association chose Piazza on the Green for their November 2016 Installation Ceremony, however, the hotel room nights will go to the Wingate in Frisco. McKinney is still getting a lot of interest from the Good Morning Texas coverage of the McKinney Segway Tours. Finally, referencing Texas Tourism Travel Facts, tourism direct spending in Texas was 70.6 billion dollars in 2014, and one in ten jobs is supported by travel spending.

Chamber of Commerce – Chamber President Lisa Hermes reported the Chamber has implemented their strategic plan and there will be more updates forthcoming. Ms. Hermes expressed her appreciation for all in support, participation and attendance at the annual Chamber Community Awards Celebration.

16-297 Chairman Lindsay called for the Director of BRE/Emerging Tech Report. Director of BRE/Emerging Tech John Valencia reported Blount Fine Foods continue to press forward in getting their product lines into McKinney. A development meeting was held with multiple members of City Staff and the Blount team to discuss a plant expansion to bring in new food processes. Encore continues their expansion of their Plant 4 copper manufacturing at the northwest corner of Industrial Blvd. and Airport Road. In addition, both the four acres and the ten parcels of the MEDC owned 14 acres in the Bray Central area, continue to get very serious attention. At this time, the four active companies in the Emerging Tech Program are Sure Shot Media, Pest Routes, Health Quest, and Munzee.

16-298 Chairman Lindsay called for the Interim President Report. Interim President Abby Liu reported the new projector and audio/visual equipment will be installed in late March. Staff has participated in quite a few marketing events, including the Chamber's Community Awards

Celebration with 26 guests from MEDC. The other notable event that staff and board members attended was the North Texas Regional Leadership luncheon on February 25, with Dr. Perryman as the keynote speaker. Ms. Liu called attention to the 2016 Dallas Economic Development Guide which has the new MEDC full-page ad on the inside front cover and showcases the new MEDC look.

16-299 Chairman Lindsay called for the Consideration/Discussion/Action on the February Financials. Senior Financial Analyst Trevor Minyard stated the final approved financial report was not complete by the date of the Board meeting, so, while there will be no action taken today, it will be acted upon in the April 2016 Board meeting. However, Mr. Minyard provided an overview as follows: Revenue of the MEDC is above budget YTD by 13.09%. Sales tax figures came in 7.48% above last year's collection through February. Expenditures are significantly under budget due to savings in rebate expenditures paid out for various incentives. MEDC paid Accentcare, Inc. \$291,090 for meeting certain initial employment requirements of their incentive agreement. Personnel expenditures are continuing to be below budget due to vacant positions. Mr. Minyard referred the Board to some unique analysis links for sales tax of the MEDC and the City of McKinney at large on the City of McKinney website.

16-300 Chairman Lindsay called for the Consideration/Discussion/Action on Content and Recommendations of the Management Audit. Interim President Liu explained the terms under which Mr. Eisenlohr's services had been retained which included staff titles, staff functions, and staff size. There were a few minor changes to the original report submitted in the February Board meeting, and the corrected one has been submitted to each Board member. Mr. Eisenlohr reviewed a few highlights of the presentation he gave last month, and offered the opportunity for Q&A. Board members unanimously approved the motion by Vice Chairman

Clark, seconded by Board member Page, to approve the adoption of the recommendations of the audit which included one new created staff member, in addition to filling the two currently vacant positions.

16-301 Chairman Lindsay called for the Discussion of the Impact Data Source Presentation. Due to technical difficulties, Chairman Lindsay called for a short break at 8:41 a.m. Chairman Lindsay reconvened to open session at 8:46 a.m. Mr. Paul Scheuren, the Principal and Economist with Impact Data Source presented the tutorial and overview for the Board. Mr. Scheuren explained the usefulness of the software program for inputting data and utilizing the reports created to help analyze the benefits of incentivizing prospective businesses.

Chairman Lindsay called for citizen comments and there were none. Chairman Lindsay called for Board or Commissioner comments and there were none.

Chairman Lindsay recessed the meeting into Executive Session at 9:20 a.m. per Texas Government Code: Section 551.071 (2). Consultation with City Attorney on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any: Section 551.074. Personnel Matters as listed on the posted agenda. Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Chairman Lindsay reconvened to open session at 10:15 a.m.

Board members approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve PestRoutes II, as discussed in executive session, by a vote of 5-1-0, Secretary/Treasurer Burress voting against.

Board members approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve Project Bowl, as discussed in executive session with a vote of 5-1-0, Secretary/Treasurer Burress voting against.

Board members unanimously approved the motion by Board member Page, seconded by Board member Sipiora, to approve Project Open Fire, as discussed in executive session.

MEDC MINUTES

March 15, 2016

PAGE 5

Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to adjourn. Chairman Lindsay adjourned the meeting at 10:20 a.m.

LANCE LINDSAY
Chairman

16-422



TITLE: Board and Liaison Updates
Board Chairman
City of McKinney
McKinney Chamber
MCVB

SUPPORTING MATERIALS:

[MCVB Report](#)

Talking Points April 2016 for March 2016

MCVB Updates:

- **Hot Tax Collections: March 2016 – Sales Report**
 - **SMERF Totals: (completed in March 2016) TTL Room Nights: 621, TTL Rev: \$77,941**
 - Education Groups:
 - Destination Imagination: Hampton Inn – 55 Room Nights; TTL Rev: \$ 7700; Sheraton – 306 Room Nights, TTL Rev: \$39,474; Holiday Inn – 122 Room Nights, TTL Rev: \$ 13,299
 - Social Groups:
 - Federal Judges Group: Grand Hotel - 56 Room Nights, TTL Rev: \$ 6824
 - Weddings:
 - Woodruff Wedding: Sheraton – 9 Room Nights, TTL Rev \$1107
 - Stoner Wedding: Grand Hotel – 40 Room Nights, TTL Rev: \$ 6210, 1 Comp room
 - Raboy/Boswell Wedding: Grand Hotel
 - Mallory Meyer Wedding: Holiday Inn – 33 Room Nights, TTL Rev 3327
 - Goodman Wedding: *pending info*
 - Site Visit:1
 - Dairy Practices Council-Board Meeting 2018
 -
 - RFPS: 4
 - Associations: 4
 - Texas Association of Assessing Officers-Fall Leadership Meeting Site Visit w/ Planner (5/13 &14/16), Sheraton: 55 room nights, 35 attendees.
 - Texas Association of Sports Annual State Meeting- Michael Fitch-1/6-7/17 (DFWAE LEAD): **Lost Business City Wide- No availability in the Collin College Conference Center (McKinney, Frisco, or Plano; not able to accommodate. Softball: 150 room nights/250 attendees. Baseball: 400 room nights/650 attendees.**
 - Texas Association of Counties-(TX Connect Lead): **Lost To Graham & Glen Rose, TX, Sheraton 50 room nights, 35 attendees.**
 - Tae Kwando Tournament (Vasquez facility), 5/13-14/16: Townplace Suites, 15 room nights (referees- hotels the

planner asked to work with are booked for attendees).
250 attendees.

- Corporate: 0
- SMERF: 6- Weddings
 - Walker Wedding – May 2016
 - Jennings Wedding – June 2016
 - Spunck/Ryan Wedding – July 2016
 - Namey Wedding – September 2016
 - Tavera Wedding – September 2016
 - Stoner Wedding – October 2016

Hotel Updates:

- Holiday Inn & Suites (Craig Ranch) - June 2016- completion date.
- Craig Ranch Proposing: Spa Hotel Resort to Council on 4/18/16 during Council Work Session in Council Chambers -5:30 pm.
- Proposed Springhill Suites off of Central Expressway & Country Club

Advertising:

- Texas Municipal Leagues-Texas Town & city: Spring Issue-Advertised meeting space.
- Southern Living Spring Issue-Co-op: City Communications, MCDC, &N MCVB.
- Texas Meetings & Events Ad
- Trip Info.Com: Group Dining ad special section(Farm to Table Dinners/Dining on the Downtown Square):Meeting & Event Planners
- Blog:
 - Madi Davis
 - Bed & Breakfasts: 14 (in addition to the 150 last month!)
 - McKinney's Historic District, Then and Now: - 126
 - Easter Sunday Brunch Offerings: 116
 - Texas Wildflowers & Spring Gardening: 32 (new last week)
- Submitted photos and text:
 - New photos for Quinciañera refresh ad
 - Sestercentennial press release (after revising it for Angie Bado)
 - Revised online text for 2016 Texas Tour & Meeting Guide
- Ads created and submitted in March
 - Daytripper April newsletter piece – banner and text
 - Pandora banner ads and script (started April1st-Austin Area runs through Amy 9, 2016. We have received 15 Sweepstakes Entries lots of page views. We have an ad in Austin Monthly in May to really push McKinney as a weekend stay to the Austin Market.

16-423



TITLE: Director of Business Development Report

SUPPORTING MATERIALS:

[Business Development Report](#)

The last month has been an active one. I attended the Industrial Asset Management Council conference in New Orleans, the Dallas Regional Chamber marketing trip in Chicago, and the TEDC Sales Tax workshop in Tyler. There has been a great deal of interest shown in the remaining land MEDC owns in the University Business Park, and there will be a discussion of this property in Executive Session.

Business Development Activities:

- Attended IAMC Spring Forum in New Orleans 3/13-3/16
- Conference call with site consultant on 3/23
- Toured Craig Ranch sublease space with JLL brokers 3/28
- Attended Dallas Regional Chamber quarterly luncheon 3/30
- Attended the MYP professional development luncheon on 3/31
- Conference call with site consultant/project representative on 4/1
- Attended Dallas Regional Chamber Chicago marketing trip – 4/5-4/8
- Attended TEDC Sales Tax Workshop in Tyler – 4/8
- Conference call with site consultant on 4/12
- Attended Townplace Suites Grand opening on 4/12
- Attended McKinney Chamber quarterly lunch on 4/14

Projects:

Project Cumulonimbus loan docs have been executed. Active projects will be discussed in Executive Session.

Upcoming Activities:

- Area Development Advanced Technology Forum – 4/24-4/26
- Bisnow Future of Downtown event – 5/5
- Dallas Regional Chamber Spring Local Brokers' Event – 5/14

16-424



TITLE: Director of BRE/Emerging Tech Report

SUPPORTING MATERIALS:

[BREP Report](#)

[McKinney At A Glance](#)



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

April 12, 2016

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: April 19, 2016 MEDC Board Meeting; BREP Report/Update

Business Retention & Expansion Program

Blount Fine Foods has signed their offer letter and documentation is being worked. Their East Coast Teams have been in town on and off and are fully engaged in getting their new production area and products up and going. They are also getting involved in the community as they are a major sponsor this year with Empty Bowls McKinney supporting the Community Lifeline Center.

Encore continues their construction at the northwest corner of Industrial Blvd. and Airport Rd. This is defined as an addition and named Building D. The footprint is 160,771 sf and is scheduled to have a CO on July 4.

Another expansion is in discussion, but at this time this project has been quiet.

After so many years of the Bray Central land being quiet, finally the activity level has really picked up and multiple projects are now competing for it!

In this section let me share the attached McKinney at a Glance for March 2016. This is produced by the Planning Department and is pretty comprehensive of what is happening in McKinney. Rather than try and explain it all, it is pretty self-explanatory, but certainly questions may come up, as one I had in this month's edition! I'm working with the department on how some information might be better shown. In any event, the numbers are very cool to read through.

Emerging Technology

At this time, we have four (4) active companies in the Program. They are: Sure Shot Media, Pest Routes, Health Quest and Munzee. Pest Routes signed a new commercial lease for space at 2750 Virginia Parkway, suite 101 and will be moving in on April 21st.

Other

I was invited to attend the MRO Americas conference at the Kay Bailey Hutchins Convention Center in Dallas for the day earlier this month. In wearing my MEDC logo shirt, I was able to promote McKinney and share where I could. (The real advantage was that it was held here locally, so we took advantage)

MRO Americas is the flagship of Aviation Week Network's MRO event series. For 21 years, the commercial air transport maintenance, repair and overhaul community has recognized MRO Americas as the industry's premiere event. The three day conference and exhibition provide top thought leadership and the ultimate networking venue.

Networking is the heart and soul of MRO Americas. Develop and solidify relationships with industry leaders.

Vital Information for:

- Airlines • OEMs • MRO Service Providers • Leasing Companies • Aviation Authorities and Regulators
- All suppliers to the MRO industry – IT, logistics, technology, interiors, airframe, engine, components, personnel, parts, services, consultants, repairs, training, equipment.
- And all managers, directors and other personnel focused on: business development, contracts, customer service, engineering, inventory, IT/software, logistics, maintenance, materials, purchasing, supply chain, logistics.

Thank you John for helping celebrate 21 years of MRO Americas, in Dallas, Texas last week. The 2016 conference and exhibition brought in over 13,000 registered industry professionals. The conference and exhibition drew representatives from 49 states, as well as Washington D.C. and Puerto Rico. Missing was South Dakota, so we have a goal for 2017! Attendees came from 83 countries!

More than 830 exhibiting companies filled the show floor. The conference featured 113 speakers representing the airlines and industry including opening remarks from MRO chairman **Ed Walton, Director, Engineering, UPS Airlines; A4A Engineering Maintenance and Materiel Council Chairman** and keynote speeches from **Kevin McAllister, President and CEO, Services, GE Aviation** and **Doug Parker, CEO, American Airlines**. Sessions included state of the airlines' summaries from **American Airlines, FedEx, jetBlue, United, UPS and Southwest** and conference content ranged from technology to best practices for partnerships to hacker avoidance tips and tactics!

This year also brought back MRO Military. **Lt. Gen. Lee K. Levy II, Commander of the Air Force Sustainment Center, Air Force Materiel Command** delivered the keynote speech. The MRO Military Defense Needs Collaboration Roundtable was led by **Brig. Gen. Mark Johnson, Commander, Oklahoma City Air Logistics Complex** and **Rear Adm. Paul Verrastro, Commander, NAVSUP Weapon Systems Support**. The conference was also supported by **Brig. Gen. Walter Lindsley, Commander, Warner Robbins Air Logistics Complex** as well as DoD; **Col. Dennis Dabney, Acting Deputy Assistant Secretary of Defense for Maintenance Policy & Programs**.

In addition, MRO Americas featured complimentary sessions hosted by Hewlett-Packard on Cyber Security and UPS, along with FedEx, Omega Airline Software, Realization, Uptake and CapGemin. These sessions were open to all delegates of the event.

We hope that you found MRO Americas and MRO Military to be exciting and informative and of value to your business operations! We invite you to share your thoughts and feedback about the conference and exhibition and look forward to seeing you at a future MRO event.

The Team here continues to work hard in promoting our wonderful community. These are exciting times and look to have a great 2016!

Respectfully Submitted,

John Valencia

Director of Business Retention, Expansion & Emerging Technology
MCKINNEY ECONOMIC DEVELOPMENT CORP.

March
2016

McKinney at a Glance

A monthly development report prepared by the McKinney Planning Department

City of McKinney
Planning Department

221 N. Tennessee St.
McKinney, TX 75069

Phone: 972.547.7409
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Hours:
8 am - 5 pm
Mon-Fri
www.mckinneytexas.org

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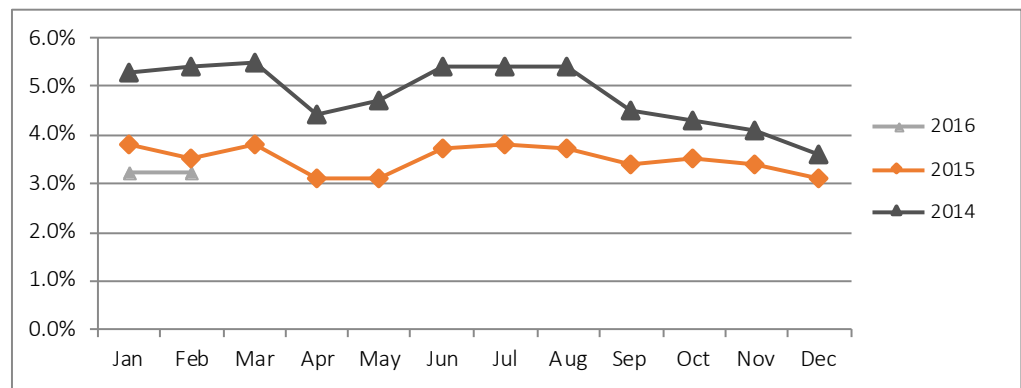
www.mckinneytexas.org/reports

McKinney Population Summary

Year	Population	Year	Population	Year	Population	Year	Population
1900*	4,342	1990*	21,283	1999	44,000	2008	120,978
1910*	4,714	1991	23,138	2000*	54,369	2009	122,083
1920*	6,677	1992	24,261	2001	58,438	2010*	131,117
1930*	7,307	1993	25,953	2002	66,990	2011	133,399
1940*	8,555	1994	29,706	2003	76,907	2012	136,666
1950*	10,560	1995	30,173	2004	85,865	2013	140,826
1960*	13,763	1996	31,783	2005	94,733	2014	149,082
1970*	15,193	1997	34,150	2006	104,853	2015	155,142
1980*	16,256	1998	38,700	2007	115,198	2016	161,905

*Official Census figure

McKinney Unemployment Rate



Unemployment Rate
published by the Texas Workforce Commission
for February 2016

Unemployment Rates	
McKinney:	3.2%
Collin County:	3.3%
Texas:	4.4%

Texas Unemployment Rate is seasonally adjusted

Building Permit Summary

Development Type	This Month ¹		Year to Date ¹	
	Permits Issued	Construction Dollars	Permits Issued	Construction Dollars
Single Family	142	\$47,891,360	432	\$148,976,943
Multi-Family	0 @ 0	\$0	1 @ 200	\$22,081,870
Non-Residential	2	\$1,412,671	10	\$14,723,451
Vertical Mixed-Use	0	\$0	0	\$0

¹ 2016 Single Family and Non-Residential permits include permits issued in the Trinity Falls Municipal Utility District. In March 2016, 30 single family permits valued at \$9,845,180 were issued in the Trinity Falls MUD. In the 2016 calendar year, 69 single family permits valued at \$24,347,200 have been issued in the Trinity Falls MUD and 0 non-residential permits valued at \$0 have been issued.

Note: Non-Residential permits include commercial, institutional, and recreational permits.



March
2016

McKinney at a Glance

Planning Submittal Summary

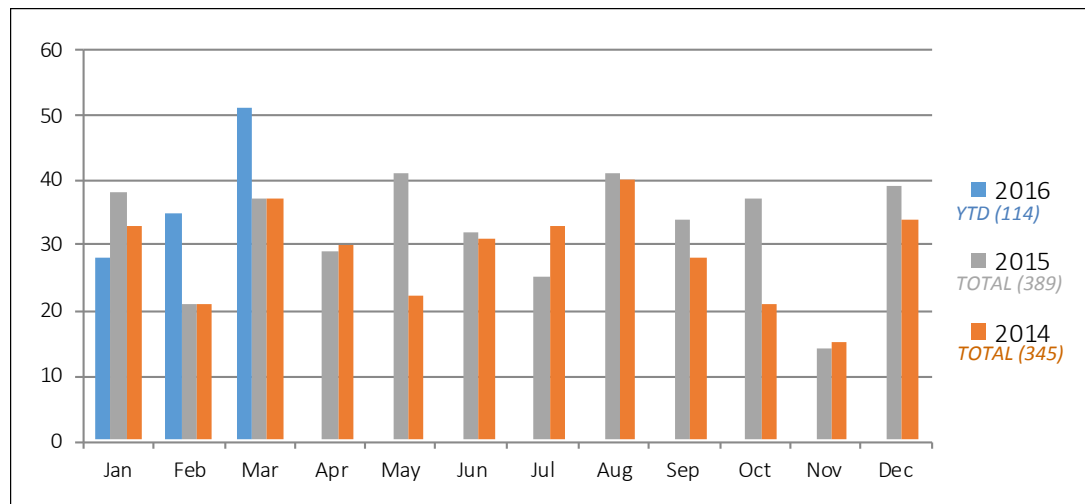
Case Type	This Month				Year to Date			
	Submitted	Approved			Submitted	Approved		
		P&Z	City Council	Staff Review Only		P&Z	City Council	Staff Review Only
<i>Pre-Development Meetings</i> ¹	19	n/a	n/a	n/a	47	n/a	n/a	n/a
Zoning ²	2	0	5	n/a	5	0	7	n/a
Site Plans	14	3	1	6	35	7	2	14
Plats	21	2	0	9	49	13	1	18
Architectural Elevations	14	2	0	1	20	3	0	7
Other	0	0	4	0	5	1	6	0
Totals	51	7	10	16	114	24	16	39

¹ Pre-Development Meetings are not included in submittal totals.

² All zoning requests require a recommendation by the Planning and Zoning Commission and final approval by City Council.

Planning Submittal Comparison

Planning Submittals



Engineering & Parks

Engineering & Parks Summary

Development Type	This Month	Year to Date
Engineering Development Plans Reviewed	42	94
Engineering CIP Payments Made	27	93
Park CIP Payments Made	18	42

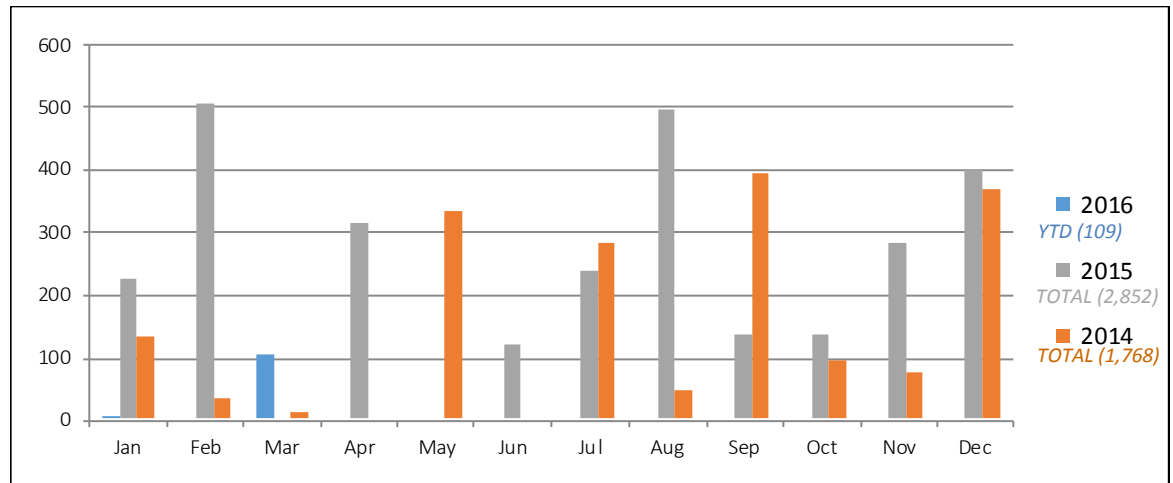
March
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McKinney at a Glance

Approved Single Family Lots

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2016	5	0	104										109
2015	225	505	0	315	0	118	239	497	134	135	283	401	2,852
2014	131	32	12	0	335	0	282	46	394	94	74	368	1,768

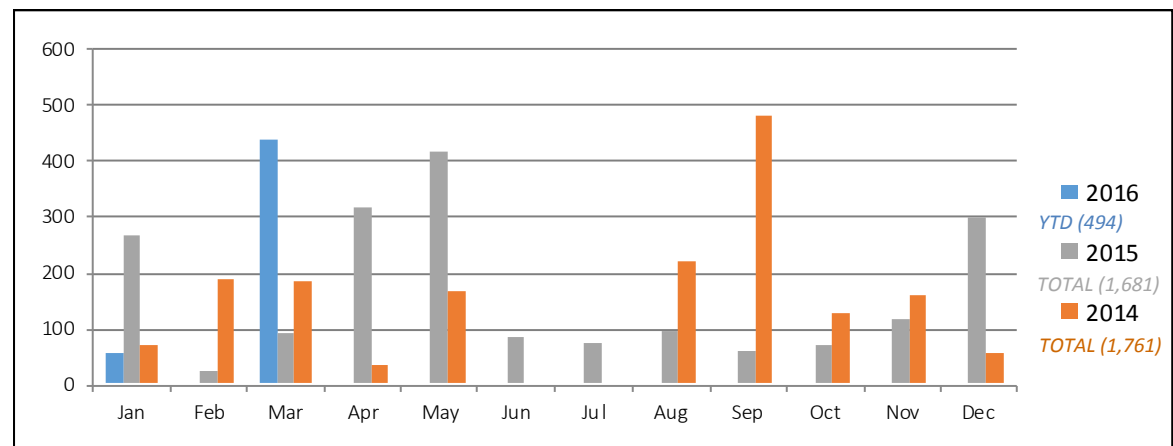
Approved Single Family Lots Comparison



Filed Single Family Lots

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2016	56	0	438										494
2015	71	187	184	33	165	0	0	220	479	126	160	56	1,681
2014	237	98	100	352	0	289	0	64	102	0	301	218	1,761

Filed Single Family Lots Comparison



March
2016

McKinney at a Glance

Building Permit Comparison

Single Family Permits (2012-2016)

	2012		2013		2014		2015 ¹		2016 ²	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	261	\$88,437,310	419	\$141,467,863	415	\$139,221,302	464	\$159,619,856	432	\$148,976,943
Q2	440	\$150,586,422	678	\$223,774,220	493	\$165,301,479	536	\$179,787,881		
Q3	442	\$147,018,920	402	\$142,829,655	359	\$125,081,104	568	\$191,108,421		
Q4	347	\$117,917,809	363	\$121,164,524	436	\$152,374,960	513	\$173,027,832		
Total	1,490	\$503,960,461	1,862	\$629,236,262	1,703	\$581,978,845	2,081	\$703,543,990	432	\$148,976,943

Multi-Family Permits (2012-2016)

	2012		2013		2014		2015		2016	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	1@334	\$20,000,000	0@0	\$0	1@164	\$12,000,000	1@245	\$21,000,000	1 @200	\$22,081,870
Q2	0@0	\$0	0@0	\$0	0	\$0	1@182	\$16,140,948		
Q3	0@0	\$0	1@418	\$28,859,713	1@7	\$3,360,000	3 @ 884	\$59,845,641		
Q4	1@334	\$26,877,763	0@0	\$0	2@377	\$31,858,075	4 @ 891	\$95,566,810		
Total	2@668	\$46,877,763	1@418	\$28,859,713	4@548	\$47,218,075	9 @ 2,202	\$192,553,399	1 @ 200	\$22,081,870

Non-Residential Permits (2012-2016)

	2012		2013		2014		2015 ¹		2016 ²	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	2	\$255,000	15	\$14,771,400	12	\$20,283,000	10	\$8,309,154	10	\$14,723,451
Q2	11	\$90,639,388	7	\$26,415,000	11	\$26,926,188	18	\$35,825,718		
Q3	16	\$38,797,657	15	\$24,117,500	12	\$51,095,883	24	\$102,586,757		
Q4	10	\$24,771,750	13	\$23,387,500	9	\$14,022,500	19	\$41,205,391		
Total	39	\$154,463,795	50	\$88,691,400	43	\$111,907,571	71	\$187,927,020	10	\$14,723,451

Vertical Mixed-Use Permits (2012-2016)

	2012		2013		2014		2015		2016	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	2@26	\$7,000,000	2@211	\$18,500,000	0@0	\$0	0@0	\$0	0@0	\$0
Q2	0@0	\$0	0@0	\$0	0	\$0	0@0	\$0		
Q3	0@0	\$0	0@0	\$0	0@0	\$0	0@0	\$0		
Q4	0@0	\$0	0@0	\$0	0@0	\$0	0@0	\$0		
Total	2@26	\$7,000,000	2@211	\$18,500,000	0@0	\$0	0@0	\$0	0@0	\$0

¹ 2015 Single Family and Non-Residential permits include permits issued in the Trinity Falls Municipal Utility District. In the 2015 calendar year, 241 single family permits, valued at \$83,148,016 were issued in the Trinity Falls MUD and 1 non-residential permit, valued at \$45,000 was issued.

² 2016 Single Family and Non-Residential permits include permits issued in the Trinity Falls Municipal Utility District. In the 2016 calendar year, 69 single family permits, valued at \$24,347,200 have been issued in the Trinity Falls MUD and 0 non-residential permits valued at \$0 have been issued.

Notes: Non-Residential permits include commercial, institutional, and recreational permits. Permit activity listed by calendar year. Non-residential permits only include new buildings and major additions and do not include minor additions or alterations.

March
2016

Commercial Construction at a Glance

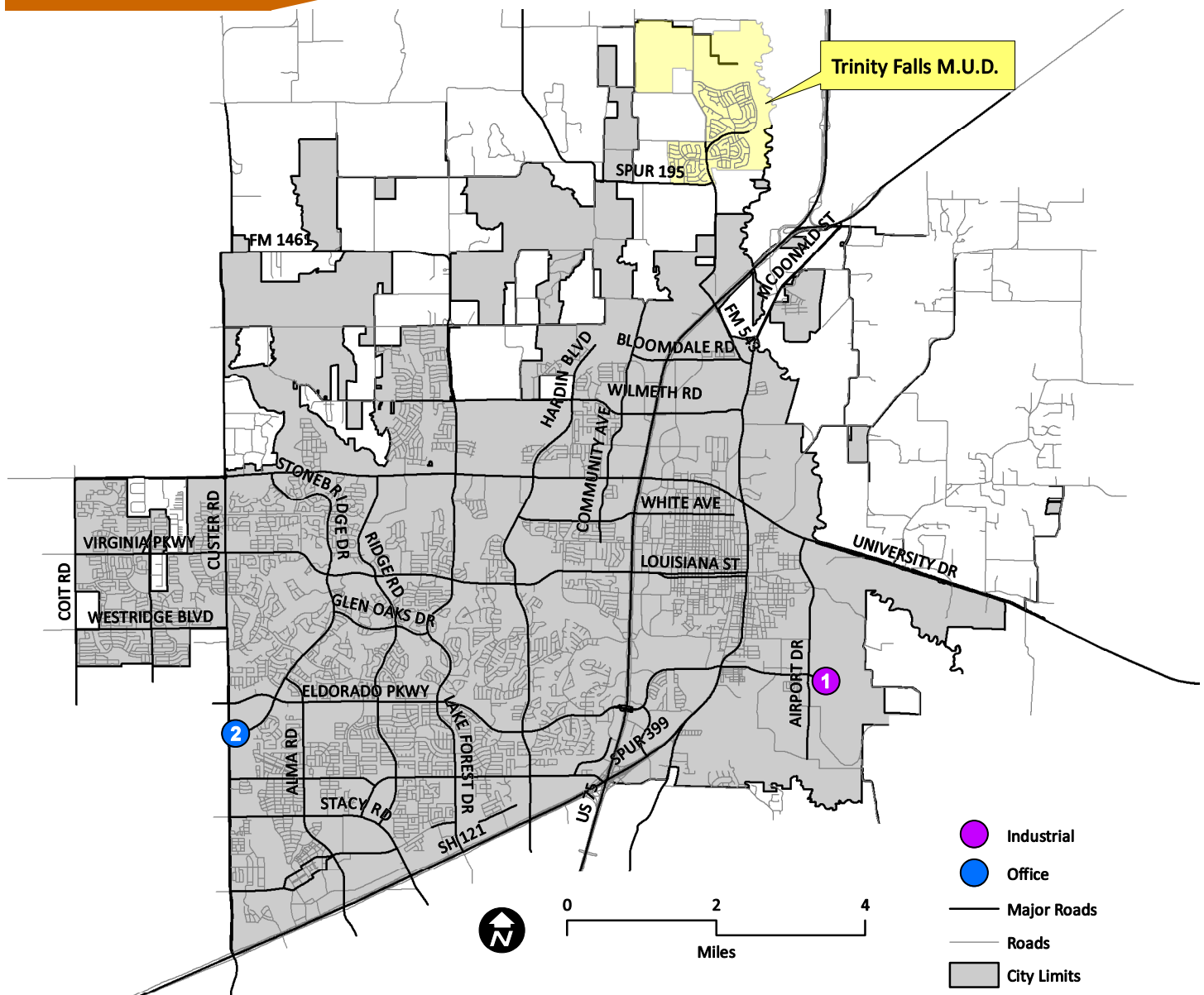
Commercial Construction in McKinney (as of March 31, 2016)

New Construction Summary

The commercial construction summary below reflects new development projects that have received an approved building permit by the City of McKinney.

Project Name	Type	Address	New Sq. Ft.	Valuation	Date Permit Issued
1. McKinney National Airport (Maintenance Building)	Industrial	1500 Industrial Blvd.	10,079	\$1,056,000	3/17/2016
2. Stonebridge Ranch Office (Bldg. 8)	Office	3900 S. Stonebridge Dr.	4,900	\$356,671	3/14/2016
New Construction Totals			14,979	\$1,412,671	

New Construction Map



Note: New development projects include non-residential, multi-family, and vertical mixed-use projects only.

March
2016

Commercial Construction at a Glance

Development Quarterly Summary
(Quarter 1: January—March)

Development Type	January 2016	February 2016	March 2016	Qtr 1 Totals (as of March 31)
Office				
New Building Square Footage	4,900	0	4,900	9,800
Interior Finish-Out Square Footage	183,398	31,510	12,518	227,426
Construction Valuation	\$4,549,600	\$479,910	\$1,604,671	\$6,634,181
Retail/Service				
New Building Square Footage	0	4,650	0	4,650
Interior Finish-Out Square Footage	5,049	26,599	9,803	41,451
Construction Valuation	\$958,417	\$1,539,439	\$654,305	\$3,152,161
Restaurant				
New Building Square Footage	0	7,111	596	7,707
Interior Finish-Out Square Footage	2,989	9,103	3,250	15,342
Construction Valuation	\$220,500	\$2,200,000	\$889,000	\$3,309,500
Recreation				
New Building Square Footage	0	0	0	0
Interior Finish-Out Square Footage	0	6,287	2,650	8,937
Construction Valuation	\$0	\$675,000	\$1,375,000	\$2,050,000
Industrial				
New Building Square Footage	3,600	3,600	10,079	17,279
Interior Finish-Out Square Footage	160	226,224	0	226,384
Construction Valuation	\$710,000	\$750,000	\$1,056,000	\$2,516,000
Institutional				
New Building Square Footage	97,845	18,747	0	116,592
Interior Finish-Out Square Footage	0	0	0	0
Construction Valuation	\$11,312,625	\$4,700,000	\$0	\$16,012,625
Medical				
New Building Square Footage	0	5,654	0	5,654
Interior Finish-Out Square Footage	6,915	1,950	22,558	31,423
Construction Valuation	\$820,000	\$449,163	\$1,473,000	\$2,742,163

2016 Summary	New Building Sq Ft			Interior Finish Out Sq Ft		Construction Valuation	
	Q1 (Jan - Mar 2016)	161,682		550,963		\$36,416,630	
	Q2 (Apr - June 2016)						
	Q3 (July - Sept 2016)						
	Q4 (Oct - Dec 2016)						
	Grand Total (2016)	161,682		550,963		\$36,416,630	

March
2016

Commercial Construction at a Glance

Commercial building permits issued in McKinney (as of March 31, 2016)

Development Monthly Summary

The projects below reflect non-residential building permits that have been approved by the City of McKinney. Existing businesses may be listed for additions and/or alterations.

Office	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Stonebridge Ranch Office (Bldg. 8)	Construction	3900 S. Stonebridge Dr.	4,900		\$356,671	3/14/2016
	Raytheon Executive Office	Alteration	2501 W. University Dr.		6,668	\$1,200,000	3/8/2016
	The Mitas Group	Finish Out	230 E. Hunt St. (Suite 300)		5,850	\$48,000	3/18/2016
TOTAL:				4,900	12,518	\$1,604,671	

Retail/Service	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Camp Bow Wow	Finish Out	448 N. Custer Rd. (Suite B)		8,103	\$350,000	3/4/2016
	Stonefield Assisted Living (reroof)	Alteration	2701 Alma Rd.		0	\$233,261	3/15/2016
	Top of the World Preschool (reroof)	Alteration	451 S. Lake Forest Dr.		0	\$48,044	3/25/2016
	Ettine Market	Finish Out	115 W. Louisiana St.		1,700	\$23,000	3/11/2016
TOTAL:				0	9,803	\$654,305	

Restaurant	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Chick-Fil-A	Addition	8700 SH 121	596		\$850,000	3/18/2016
	Starwood Café	Finish Out	2821 Craig Dr. (Suite 101)		3,250	\$39,000	3/8/2016
TOTAL:				596	3,250	\$889,000	

Recreation	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Stonebridge Ranch Country Club Aquatics Center	Alteration	7501 Coronado Dr.		2,000	\$1,300,000	3/23/2016
	Stonebridge Ranch County Club	Alteration	7003 Beacon Hill Rd.		650	\$75,000	3/3/2016
TOTAL:				0	2,650	\$1,375,000	

Industrial	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	McKinney National Airport (Maintenance Building)	Construction	1500 Industrial Blvd.	10,079		\$1,056,000	3/17/2016
TOTAL:				10,079	0	\$1,056,000	

March
2016

Commercial Construction at a Glance

Commercial permits issued in McKinney (as of March 31, 2016)

Development Monthly Summary (cont.)

Institutional	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	n/a						
TOTAL:				0	0	\$0	

Medical	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Dr. Bhargava	Finish Out	4801 Medical Center Dr.		6,320	\$500,000	3/16/2016
	Dr. Benae	Finish Out	8000 W. Eldorado Pkwy. (Suite A)		3,176	\$500,000	3/2/2016
	OrthoTexas	Alteration	1444 N. Central Expy.		8,596	\$300,000	3/4/2016
	Trinity Health Solutions	Finish Out	5801 Virginia Pkwy. (Bldg. A)		3,700	\$147,000	3/21/2016
	Best Kids' Care	Alteration	4200 S. Lake Forest Dr.		766	\$26,000	3/23/2016
TOTAL:				0	22,558	\$1,473,000	

TOTAL NON-RESIDENTIAL: 15,575 50,779 \$7,051,976

March
2016

Vertical Mixed-Use at a Glance

Vertical Mixed-Use Projects in McKinney (as of March 31, 2016)

Vertical Mixed-Use Quarterly Summary (Quarter 1: January - March)

Development Type	January 2016	February 2016	March 2016	Qtr 1 Totals (as of March 31)
Office				
New Building Square Footage	0	0	0	0
Interior Finish-Out Square Footage	0	0	0	0
Construction Valuation	\$0	\$0	\$0	\$0
Retail/Service				
New Building Square Footage	0	0	0	0
Interior Finish-Out Square Footage	0	0	0	0
Construction Valuation	\$0	\$0	\$0	\$0
Multi-Family				
New Building Square Footage	0	0	0	0
Interior Finish-Out Square Footage	0	0	0	0
Construction Valuation	\$0	\$0	\$0	\$0
Other				
New Building Square Footage	0	0	0	0
Interior Finish-Out Square Footage	0	0	0	0
Construction Valuation	\$0	\$0	\$0	\$0

2016 Summary

	New Building Sq Ft	Interior Finish Out Sq Ft	Construction Valuation
Q1 (Jan - Mar 2016)	0	0	\$0
Q2 (Apr - June 2016)			
Q3 (July - Sept 2016)			
Q4 (Oct - Dec 2016)			
Grand Total (2016)	0	0	\$0

March
2016

Vertical Mixed-Use at a Glance

Vertical Mixed-Use Projects in McKinney (as of March 31, 2016)

New Vertical Mixed-Use

Office	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	n/a						
	TOTAL:			0	0	\$0	

Retail/Service	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	n/a						
	TOTAL:			0	0	\$0	

Multi-Family	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	n/a						
	TOTAL:			0	0	\$0	

Other	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	n/a						
	TOTAL:			0	0	\$0	

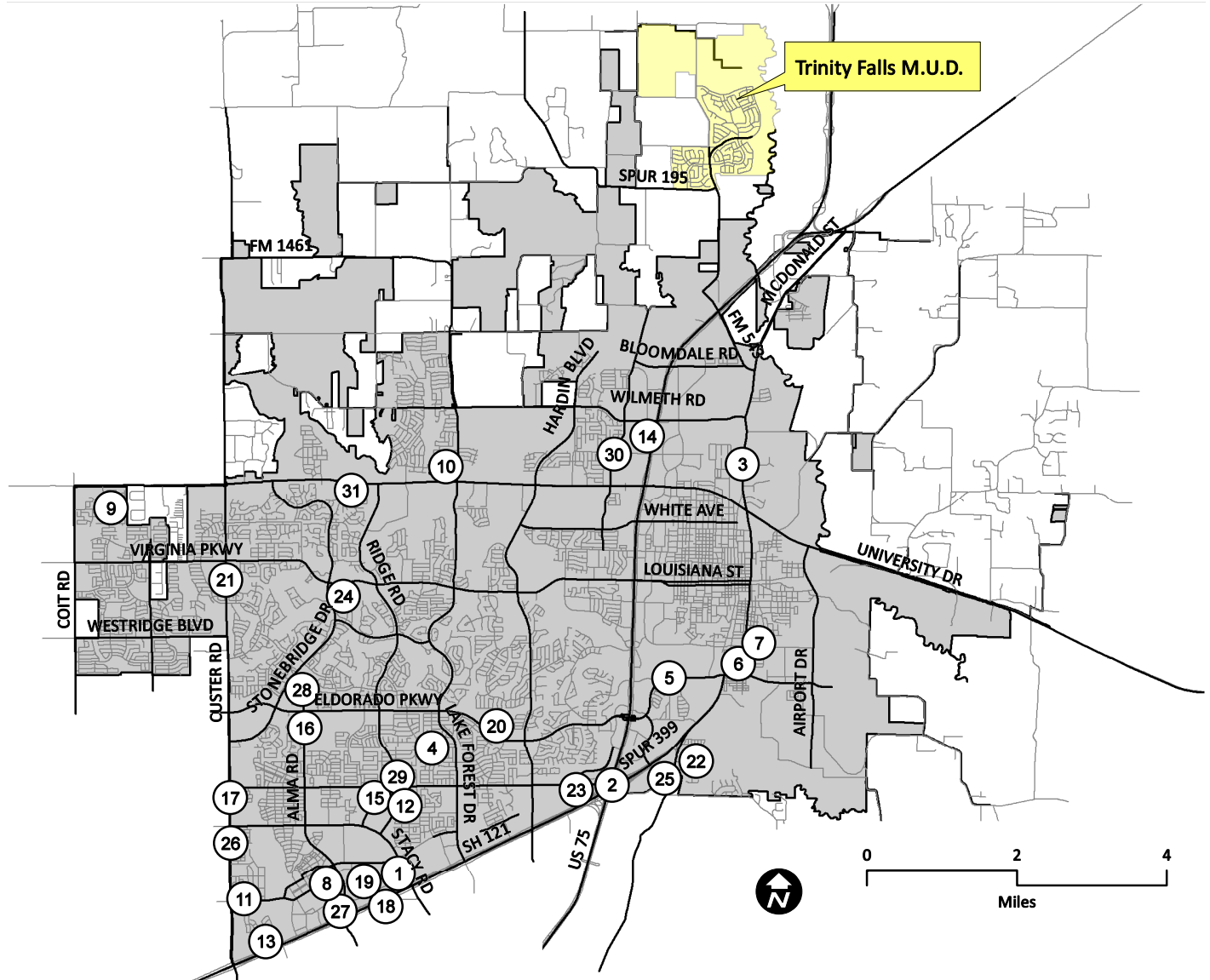
TOTAL VERTICAL MIXED-USE 0 0 \$0

Note: Existing businesses may be listed for additions and/or alteration permits. Construction valuation for vertical mixed-use developments does not include a breakdown by use type.

March
2016

Major Projects at a Glance

Major Projects Map



— Major Roads
— Roads
■ City Limits

1 Life Fellowship Church

2 McKinney Pointe

3 Samaritan Inn

4 Johnson Elementary

5 Malvern Elementary

6 Newsome Homes (Bldg. A)

7 Newsome Homes (Bldg. B)

8 Parkside at Craig Ranch Ph III

9 Prosper ISD Elementary School

10 Baylor Medical Office (Bldg. 2)

11 Southern Hills Office Park

12 Raleigh House

13 Moviehouse & Eatery

14 Mercedes-Benz of McKinney

15 Mansions of McKinney

16 McKinney Aquatics and Fitness

17 The Venue at Craig Ranch

18 Sewell Audi of McKinney

19 Right Now Media

20 Oxford Grand Assisted Living

21 LA Fitness

22 HarborChase Assisted Living

23 Post Oak Apartments

24 St. Paul's Senior Living

25 McKinney Urban Village

26 Children's Learning Adventure

27 Parkside at Craig Ranch Ph II

28 Emerald Cottages

29 Out of Space Storage

30 Collin College Conference Center

31 Long-term Acute Care Hospital

March
2016

Major Projects at a Glance

Major Projects Descriptions

Project numbers correspond to map legend on page 11.



Life Fellowship Church
6400 Henneman Way
Valuation: \$4.7 million
Permit Issuance: February 2016



McKinney Pointe
2401 McKinney Ranch Pkwy.
Valuation: \$22 million
Permit Issuance: January 2016



Samaritan Inn
1514 McDonald St.
Valuation: \$5.5 million
Permit Issuance: January 2016



Johnson Elementary (MISD)
3400 Ash Ln.
Valuation: \$3.2 million
Permit Issuance: January 2016



Malvern Elementary (MISD)
1100 Eldorado Pkwy.
Valuation: \$2.6 million
Permit Issuance: January 2016



Newsome Homes (Bldg. A)
1450 Amcott St.
Valuation: \$9.4 million
Permit Issuance: December 2015



Newsome Homes (Bldg. B)
203 McMakin St.
Valuation: \$6.2 million
Permit Issuance: December 2015



Parkside at Craig Ranch Phase III
6130 Alma Rd.
Valuation: \$48.4 million
Permit Issuance: November 2015



Prosper ISD Elementary School
1551 Prestwick Hollow Dr.
Valuation: \$20 million
Permit Issuance: November 2015



Baylor Scott & White Medical Office (Bldg 2)
2550 W. University Dr.
Valuation: \$8.9 million
Permit Issuance: November 2015



Southern Hills Office Park
8951 Collin McKinney Pkwy.
Valuation: \$1.7 million
Permit Issuance: November 2015



Raleigh House
4450 S. Ridge Rd.
Valuation: \$31.5 million
Permit Issuance: October 2015



Moviehouse & Eatery
8450 SH 121
Valuation: \$5.5 million
Permit Issuance: October 2015



Mercedes-Benz of McKinney
2080 N. Central Expwy.
Valuation: \$12 million
Permit Issuance: September 2015



Mansions of McKinney
6600 McKinney Ranch Pkwy.
Valuation: \$37 million
Permit Issuance: August 2015



McKinney Aquatics and Fitness
3003 Alma Rd.
Valuation: \$30.2 million
Permit Issuance: August 2015

March
2016

Major Projects at a Glance

Major Projects Descriptions

Project numbers correspond to map legend on page 11.



The Venue at Craig Ranch
4651 S. Custer Rd.
Valuation: \$21 million
Permit Issuance: August 2015



Sewell Audi of McKinney
6650 SH 121
Valuation: \$12.4 million
Permit Issuance: August 2015



Right Now Media
6300 Henneman Way
Valuation: \$6 million
Permit Issuance: August 2015



Oxford Grand Assisted Living
2851 Orchid Dr.
Valuation: \$9.3 million
Permit Issuance: July 2015



LA Fitness
9050 Falcon View Dr.
Valuation: \$3.7 million
Permit Issuance: July 2015



HarborChase Assisted Living
265 Plateau Dr.
Valuation: \$6.6 million
Permit Issuance: June 2015



Post Oak Apartments
2601 McKinney Ranch Pkwy.
Valuation: \$16.1 million
Permit Issuance: May 2015



St. Paul's Square Senior Living
375 Adriatic Pkwy.
Valuation: \$15.1 million
Permit Issuance: May 2015



McKinney Urban Village
2500 S. McDonald St.
Valuation: \$21 million
Permit Issuance: January 2015



Children's Learning Adventure
5151 S. Custer Rd.
Valuation: \$2.1 million
Permit Issuance: January 2015



Parkside at Craig Ranch Phase II
7300 Henneman Way
Valuation: \$28.3 million
Permit Issuance: December 2014



Emerald Cottages
2551 Alma Rd.
Valuation: \$3.6 million
Permit Issuance: November 2014



Out of Space Storage
3920 S. Ridge Rd.
Valuation: \$3 million
Permit Issuance: October 2014



Collin College Conference Center
2300 Community Ave.
Valuation: \$4.6 million
Permit Issuance: August 2014



Long-term Acute Care Hospital
6601 W. University Dr.
Valuation: \$10 million
Permit Issuance: July 2014

For any questions or suggestions about this publication, please contact Steven Doss, Planning Department at (972) 547-7403 or at sdoss@mckinneytexas.org. This publication can be made available upon request in alternative formats, such as Braille, large print, audiotape or computer disk. Requests can be made by calling 972-547-2694 (Voice) or email at contact-adacompliance@mckinneytexas.org. Please allow at least 48 hours for your request to be processed.

16-425



TITLE: Interim President Report

SUPPORTING MATERIALS:

[Interim President Report](#)

[Chamber Quarterly Luncheon](#)

[Dinner with President Ma of Taiwan](#)



Economic Development Highlights

Interim President Liu

April 2016

Administration

- Interim City Manager Tom Muehlenbeck, Chamber President Hermes and Staff attended a Legislative Affairs updates meeting led by Angela Hale, McKinney contracted legislative lobbyist. Hale encouraged me to have a written (and/or oral) testimony to share with the House Economic and Small Business Development Committee about the importance of international business recruitment and the State's international recruitment resources. On behalf of McKinney, Staff submitted the written testimony on March 31. Hale and Staff attended the hearing led by Chairwoman State Representative Angie Chen Button at Richland College Garland Campus on April 6. Chairwoman Button recognized my attendance on behalf of McKinney as well as the written testimony at the hearing.
- Barry Shelton, Assistant City Manager and Staff met with Kevin Santaularia, of Bradford Commercial Real Estate to discuss land for a potential industrial spec building.
- The 7th MEDC Executive Committee and City Manager monthly meeting was held on April 7.
- The new Audio/Visual equipment which included an updated projector and speaker system, was installed on April 11 in the Dowdy Board Room.

Marketing/Networking

- Staff was invited and attended Republic of China (Taiwan) President Ma Ying-jeou Dinner at Omni Hotel in Houston on Sunday, March 13. This is the very first time President Ma formally visited the State of Texas. It is a great honor to be invited for the President's formal dinner among 200 invited guests. McKinney is the North America Headquarters for Tong Yang Group and Wistron GreenTech Texas Corporation. Both companies are globally headquartered in Taiwan. (See attached Picture)
- Board Members Kenneth Sipiora, Sheila Johnson and Walter Chen attended Bisnow Platinum Corridor in Plano on March 31. John Valencia, Director of Business Retention & Expansion and Emerging Technology,

Madison Clark, Economic Development Coordinator and Staff also joined the meeting. There were 763 registered attendees at the meeting including real estate brokers, EDC staff and professional service group.

- Vice Chairman Robbie Clark and Board Member Sheila Johnson attended McKinney Chamber Quarterly Luncheon featured by keynote speaker Tracye McDaniel, President & CEO, TexasOne. MEDC has been a TexasOne member and Staff has worked with TexasOne for national and international business recruitments since 2010. Chad Walker, Director of Business Development, Madison Clark, Economic Development Coordinator and Staff also joined the meeting at Eldorado Country Club. The Quarterly Luncheon was well attended on April 14. (See attached Invite & Picture)

Event Reminder

- Upcoming TEDC Sales Tax Workshop to be held June 8 at the Omni Mandalay Hotel at Las Colinas from 8 am to 4 pm. Registration Deadline is May 27.

Economic Development

- Staff hosted executives from Project Bright from China on March 29. Staff gave them an overview of McKinney, reviewed MEDC/City incentives offer and toured the prospective sites for Project Bright future operations. In addition, President Jeff Chen with Tong Yang Group gave the group a tour of their facility. Mayor Loughmiller hosted a welcome dinner at Rick's Chophouse on March 30. Chairman Lindsay, Mayor Pro Tem Ussery, City Council Liaison Pogue, City Manager Muehlenbeck and Staff attended the dinner.
- Staff hosted a lunch meeting with Jason Sun, President of Hisun Motors, to discuss the company's future plan on March 28. To follow up, Staff called a meeting with City Manager Tom Muehlenbeck, Assistant City Manager Barry Shelton and the Development Service staff at City Hall on April 1.

Projects Compliance

- Staff called a meeting with City Manager Muehlenbeck, Legal Counsel Mark Houser, Senior Financial Service Manager Trudy Mathis at City Hall to discuss Hisun's Phase I Project Compliance at City Hall on April 4.

New/Expansion Projects Updates

- Project Bright - Will be discussed in Executive Session.
- Project Jaguar - Will be discussed in Executive Session.
- Hisun Phase II Expansion - Will be discussed in Executive Session.

McKINNEY CHAMBER OF COMMERCE — QUARTERLY LUNCHEON

APRIL 14, 2016

**McKinney Chamber
Quarterly Luncheon**

Keynote Speaker:
Tracye McDaniel

Tracye is the President and CEO of Texas Economic Development Corporation, Inc. She has more than 30 years of state and regional level experience as a widely recognized strategist in all facets of economic development





**McKINNEY
CHAMBER**
Unique by nature.

**Thursday
April 14, 2016
11:30 a.m. – 1 p.m.**

Eldorado Country Club
2604 Country Club Dr.
McKinney, TX 75070

\$25 Chamber Members
\$35 Not-Yet-Members

Join us for our Quarterly Luncheon as we learn about what the State of Texas is doing to attract business and spur economic development across the state, and specifically, North Texas.

sponsored by



**Medical Center
of McKinney™**

Visit McKinneyChamber.com to register or call 972-542-0163



Tracye McDaniel, President and CEO of Texas Economic Development Corporation, Inc. was the keynote speaker (pictured above, third from the right) of the McKinney Chamber Quarterly Luncheon. McDaniel's vast experience in the field of economic development was insightful as she shared on the function of TexasOne and the greatness the state of Texas has to offer businesses.

DINNER WITH PRESIDENT MA OF REPUBLIC OF CHINA (TAIWAN)

MARCH 13, 2016

HOUSTON, TEXAS



President Ma of Republic of China (Taiwan) visited the southern United States and hosted a dinner of 200 invited guests in Houston, Texas. McKinney Economic Development Corporation Interim President, Abby Liu was invited to attend the special event.

16-426



TITLE: Consider/Discuss/Act on February Financials

SUPPORTING MATERIALS:

[February Transmittal Letter](#)

[February Financials](#)

[February Checks Issued](#)

February Monthly Financial Report

March 15, 2016

Each month, city staff provides a financial report to the McKinney Economic Development Corporation's board to apprise them of the financial status of the corporation. In an effort to continue providing meaningful financial updates, this transmittal letter includes links to the interactive online financial tool for the month of February. The following is a brief analysis of each section of the corporation's financials.

February Analysis

MEDC Revenue-

Revenue of the McKinney Economic Development Corporation is above budget YTD by 13.09%. Sales tax figures came in 7.48% above last year's collection through February. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues – YTD through February](#)

MEDC Expenditures-

Expenditures of the McKinney Economic Development Corporation are significantly under budget due to savings in rebate expenditures paid out for various incentives. MEDC paid Accentcare, Inc. \$291,090 for meeting certain initial employment requirements of their incentive agreement. Personnel expenses are continuing to be below budget due to vacant positions. Below is a link to the current year-to-date expenses of the MEDC:

[MEDC Expenditures – YTD through February](#)

Sales Tax Analysis-

Below are three links that show some unique analysis for the sales tax of the McKinney Economic Development Corporation and the City of McKinney at large. The first two links relate directly to the sales tax performance, and the third is a picture of the city's collection by industry:

[FY2016 Monthly Sales Tax Comparison](#)

[MEDC – Historic Monthly Sales Tax Comparison](#)

[City of McKinney – Sales Tax by Industry](#)

Project Details-

Project details for the McKinney Economic Development Corporation are provided as an attachment.

Checks Issued-

Below is a link to the checks that were issued by the McKinney Economic Development Corporation during the month of February:

[MEDC February Checks Issued](#)

Conclusion-

The information included in the interactive monthly financial report is intended to provide a status update on the operations of the McKinney Economic Development Corporation. Staff is available to answer any additional questions you may have.

Sincerely,

Mark Holloway

Acting Chief Financial Officer

City of McKinney

McKinney Economic Development Corporation
Summary Operating Statement
February 2016 (42% of FY Complete)

Revenues	FY16 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 10,250,000	\$ 1,231,183	\$ 4,914,274	\$ 5,335,726	47.9%	\$ 854,167	\$ 377,016	\$ 4,270,833	\$ 643,441
Interest Income	23,000	7,807	24,666	(1,666)	107.2%	1,917	5,890	9,583	15,083
Total Revenues	\$ 10,273,000	\$ 1,238,990	\$ 4,938,940	\$ 5,334,060	48.1%	\$ 856,083	\$ 382,907	\$ 4,280,417	\$ 658,523
Expenditures	FY16 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
MEDC Operations									
Personnel	\$ 951,800	\$ 41,985	\$ 245,647	\$ 706,153	25.8%	\$ 79,317	\$ 37,331	\$ 396,583	\$ 150,936
Supplies	58,000	1,289	13,059	44,941	22.5%	4,833	3,544	24,167	11,108
Maintenance	29,000	5	3,885	25,115	13.4%	2,417	2,412	12,083	8,198
Services/Sundry	816,276	40,244	236,870	579,406	29.0%	68,023	27,779	340,115	103,245
Total MEDC Operational Exp.	\$ 1,855,076	\$ 83,523	\$ 499,462	\$ 1,355,614	26.9%	\$ 154,590	\$ 71,066	\$ 772,948	\$ 273,487
Projects									
Committed Projects	\$ 7,114,806	\$ 531,608	\$ 1,316,338	\$ 5,798,468	18.5%	\$ 592,901	\$ 61,292	\$ 2,964,503	\$ 1,648,165
Other Project Expenses	210,000	-	1,251	208,749	0.6%	17,500	17,500	87,500	86,249
Total Project Expenses	\$ 7,324,806	\$ 531,608	\$ 1,317,589	\$ 6,007,217	18.0%	\$ 610,401	\$ 78,792	\$ 3,052,003	\$ 1,734,414
Non-Departmental									
Other - Adm Fee	\$ 230,000	\$ 19,167	\$ 95,833	\$ 134,167	41.7%	\$ 19,167	\$ -	\$ 95,833	\$ -
MEDC I & S Fund	2,396,937	199,745	998,724	1,398,213	41.7%	199,745	-	998,724	-
Downtown Redevelopment	25,000	2,083	10,417	14,583	41.7%	2,083	-	10,417	-
Total Non-Departmental Expenses	\$ 2,651,937	\$ 220,995	\$ 1,104,974	\$ 1,546,963	41.7%	\$ 220,995	\$ -	\$ 1,104,974	\$ -
Total Expenses	\$ 11,831,819	\$ 836,126	\$ 2,922,024	\$ 8,909,795	24.7%	\$ 985,985	\$ 149,859	\$ 4,929,925	\$ 2,007,900
Net	\$ (1,558,819)	\$ 402,864	\$ 2,016,916			\$ (129,902)	\$ 532,765	\$ (649,508)	\$ 2,666,424
FY16 Beginning Fund Balance	\$ 25,372,200								
Add FY16 Budgeted Revenue	10,273,000								
Less FY16 Budgeted Expense	(11,831,819)								
FY16 Proj. End Fund Balance	\$ 23,813,381								

Debt Service / Project Details

February 2016

Debt Service Payments	Project Code	FY16 Adopted Budget	FY16 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Spent
Gateway	E00010	939,765	-	78,314	391,569	548,196	41.7%
University Park	E97030	824,159	-	68,680	343,400	480,759	41.7%
Replacement Runway	n/a	633,013	-	52,751	263,755	369,258	41.7%
Total Debt Service Payments		\$ 2,396,937	\$ -	\$ 199,745	\$ 998,724	\$ 1,398,213	41.7%

Committed Projects		FY16 Adopted Budget	FY16 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Traxxas	E09006	400,000	-	-	-	400,000	0.0%
Perfectly Green	E12019	110,000	-	-	-	110,000	0.0%
Raytheon	E13005	1,530,000	-	-	-	1,530,000	0.0%
Popular Ink	E12022	34,986	-	-	-	34,986	0.0%
O'Hara Flying Service	E14003	120,000	-	-	-	120,000	0.0%
Hisun	E13011	36,000	204,000	-	-	240,000	0.0%
Experian	E06021	596,877	-	212,902	212,902	383,975	35.7%
Barclays	E14001	400,000	-	-	-	400,000	0.0%
Playful	E14006	-	225,000	-	75,000	150,000	33.3%
Lawton Mechanical	E14007	87,500	-	-	-	87,500	0.0%
Project Brown - UPS	E14009	300,000	305,000	-	605,000	-	100.0%
Project Geo	E14010	20,000	-	-	-	20,000	0.0%
AIM	E14021	69,000	-	-	-	69,000	0.0%
Wright IMC	E15007	108,000	-	-	-	108,000	0.0%
Accent Care	E15008	-	460,110	291,090	291,090	169,020	63.3%
Undesignated FY 16		2,240,000	(1,194,110)	-	-	1,045,890	0.0%
Total Committed Projects		\$ 6,052,363	\$ -	\$ 503,992	\$ 1,183,992	\$ 4,868,371	19.6%

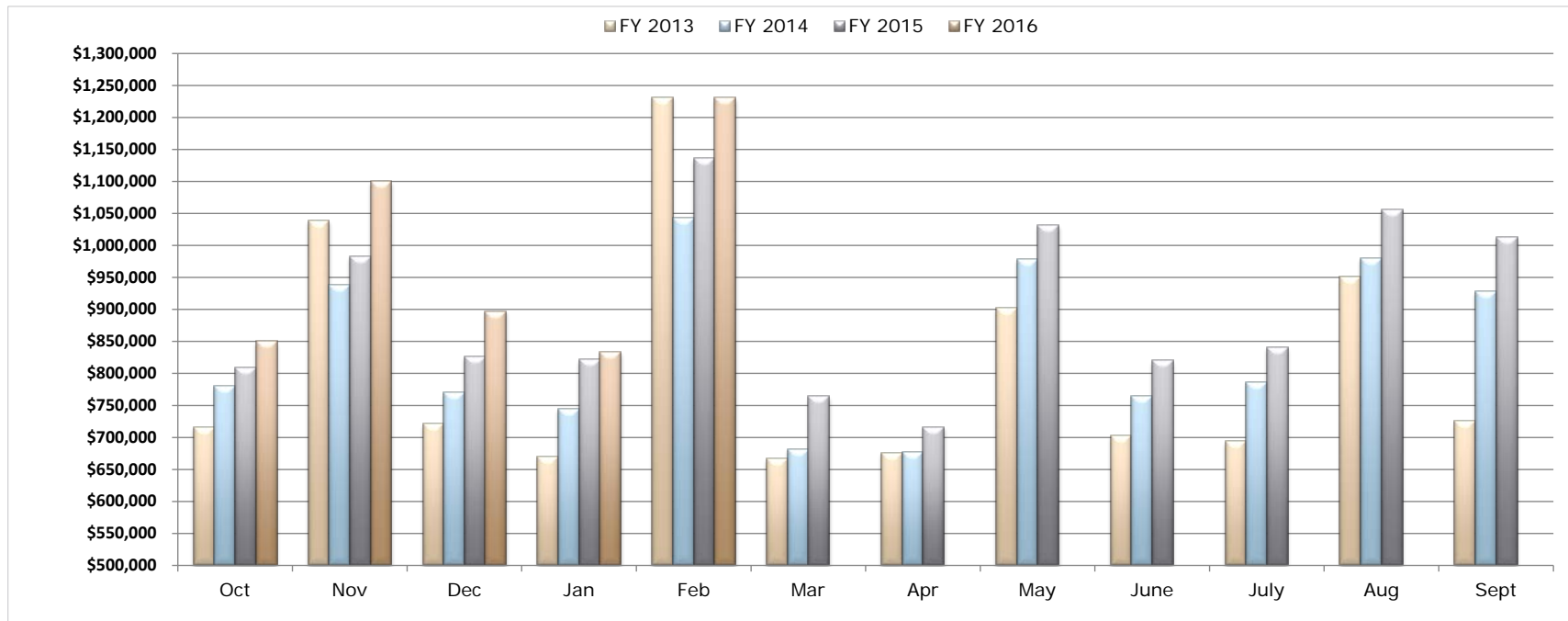
Emerging Technologies		FY16 Adopted Budget	FY16 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Sureshot Media	E14005	17,877	-	3,015	15,073	2,804	84.3%
Adelphoi LLC	E14013	2,065	1,770	3,835	3,835	-	100.0%
Munzee	E14015	-	50,000	4,167	16,667	33,333	33.3%
Werx in McKinney Inc,	E15001	150,000	-	11,000	55,000	95,000	36.7%
Boss Fight Entertainment	E15003	15,448	-	-	12,503	2,945	80.9%
Pest Routes	E15006	50,000	-	5,600	12,600	37,400	25.2%
Health Quest Alliance II	E15009	41,670	-	-	16,668	25,002	40.0%
Undesignated FY 16		785,383	(51,770)	-	-	733,613	0.0%
Total Emerging Technologies		\$ 1,062,443	\$ -	\$ 27,616	\$ 132,346	\$ 930,097	12.5%
Total Projects		\$ 7,114,806	\$ -	\$ 531,608	\$ 1,316,338	\$ 5,798,469	18.5%

McKinney Economic Development Corporation

Sales Tax Revenue

February 2016

Month Received	FY 2011 Received	FY 2012 Received	FY 2013 Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	Difference to FY 2015	Variance to FY 2015	% of Budget
October	\$618,027	\$677,019	\$716,718	\$780,694	\$809,613	\$851,178	\$41,564	5.1%	8.3%
November	782,350	788,763	1,039,163	938,090	982,351	1,101,106	\$118,755	12.1%	19.0%
December	596,953	590,569	722,045	770,221	826,009	897,304	\$71,295	8.6%	27.8%
January	635,746	652,773	669,397	744,988	821,731	833,503	\$11,773	1.4%	35.9%
February	913,054	900,507	1,231,993	1,043,205	1,136,044	1,231,183	\$95,139	8.4%	47.9%
March	551,228	582,592	666,620	681,914	764,445				
April	564,781	563,639	676,334	677,086	716,258				
May	802,920	837,767	903,002	978,399	1,031,572				
June	607,652	646,007	703,897	765,309	820,908				
July	625,389	678,542	694,500	787,000	840,355				
August	767,331	845,911	951,437	980,251	1,055,774				
September	635,984	995,666	725,552	928,323	1,013,186				
Total	\$8,101,418	\$8,759,753	\$9,700,659	\$10,075,479	\$10,818,246	\$4,914,274	\$338,526	3.1%	47.9%

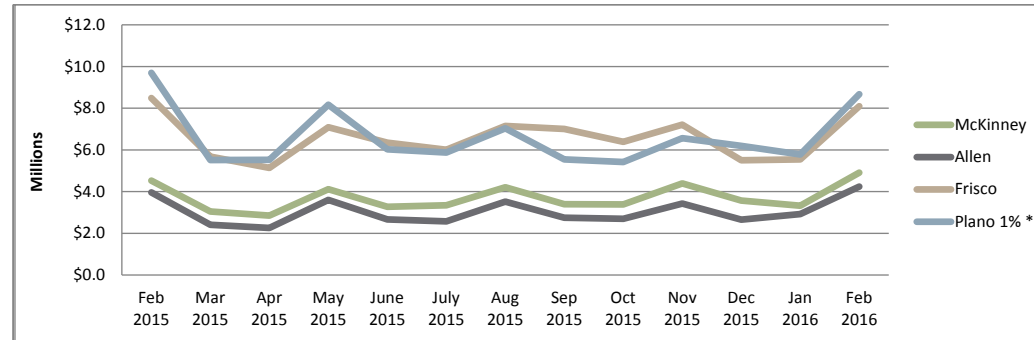


TOTAL SALES TAX COLLECTED

Sister City Comparison

Feb 16	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$380,089	\$281,521	-\$387,018	-\$1,024,290
Var to LY	8.4%	7.1%	-4.6%	-10.6%

Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$1,351,634	\$682,963	-\$386,575	-\$2,029,614
Var to LY	3.2%	1.9%	-0.5%	-2.6%



Year-to-Date Collections

FY 2015	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
Dec 2014	3,289,692	2,602,597	5,877,112	5,713,086
Jan 2015	3,272,569	2,952,971	6,059,107	5,997,871
Feb 2015	4,529,724	3,958,728	8,487,636	9,696,211
FY 2015 Total	\$18,231,344	\$15,258,922	\$33,149,474	\$34,660,946

FY 2016	McKinney	Allen	Frisco	Plano 1% *
Oct 2015	\$3,389,959	\$2,697,390	\$6,390,476	\$5,419,975
Nov 2015	4,389,632	3,428,833	7,212,966	6,559,191
Dec 2015	3,574,431	2,655,217	5,508,523	6,194,708
Jan 2016	3,319,142	2,920,196	5,550,315	5,785,538
Feb 2016	4,909,813	4,240,249	8,100,618	8,671,921
FY 2016 Total	\$19,582,978	\$15,941,885	\$32,762,899	\$32,631,332

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

McKinney Economic Development Corporation

Balance Sheet

February 2016

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
Assets						
Cash and Cash Equivalents	\$ 2,098,057	\$ 718,277	\$ 12,150	\$ -	\$ -	\$ 2,828,484
Investment Pools	23,570,178	-	1,581,052	-	-	25,151,229
Accounts Receivable/Other Taxes & Franchise Fees	1,948,586	-	-	-	-	1,948,586
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Deferred Charges/Prepaid Items	1,167	-	-	-	-	1,167
Land	-	-	-	-	15,007,272	15,007,272
Land Improvements (Net of Depreciation)	-	-	-	-	32,223	32,223
Machinery & Equipment (Net of Depreciation)	-	-	-	-	2,242	2,242
GASB 68 TMRS/Investment	-	-	-	16,486	-	16,486
GASB 68 TMRS/Contributions	-	-	-	71,518	-	71,518
Total Assets	\$ 27,623,516	\$ 718,277	\$ 1,593,202	\$ 88,004	\$ 15,041,736	\$ 45,064,734
Other Debits						
Amount Available for Debt Service	\$ -	\$ -	\$ -	\$ 1,592,827	\$ -	\$ 1,592,827
Amount Provided for Retirement of Long-term Debt	-	-	-	14,642,265	-	14,642,265
Total Other Debits	\$ -	\$ -	\$ -	\$ 16,235,092	\$ -	\$ 16,235,092
Total Assets and Other Debits	\$ 27,623,516	\$ 718,277	\$ 1,593,202	\$ 16,323,096	\$ 15,041,736	\$ 61,299,826
Liabilities						
Vouchers Payable	\$ 234,400	\$ -	\$ -	\$ -	\$ -	\$ 234,400
Compensated Absences Payable	-	-	-	38,359	-	38,359
Accrued Interest Payable	-	-	-	47,925	-	47,925
Note Payable to Primary Government	-	-	-	3,215,841	-	3,215,841
Bonds Payable	-	-	-	12,720,000	-	12,720,000
TMRS Pension Liability	-	-	-	285,026	-	285,026
TMRS Actuarial Experience	-	-	-	15,944	-	15,944
Total Liabilities	\$ 234,400	\$ -	\$ -	\$ 16,323,096	\$ -	\$ 16,557,496
Fund Balances/Equity						
Reserve for Encumbrances	\$ 220,660	\$ -	\$ -	\$ -	\$ -	\$ 220,660
Unreserved Fund Balance	27,168,456	718,277	1,593,202	-	-	29,479,934
Investment and Capital Assets	-	-	-	-	15,041,736	15,041,736
Total Fund Balances/Equity	\$ 27,389,116	\$ 718,277	\$ 1,593,202	\$ -	\$ 15,041,736	\$ 44,742,330
Total Liabilities and Fund Balances	\$ 27,623,516	\$ 718,277	\$ 1,593,202	\$ 16,323,096	\$ 15,041,736	\$ 61,299,826

McKINNEY ECONOMIC DEVELOPMENT CORPORATION

Checks Issued: February 2016

DATE	NUMBER	DESCRIPTION	AMOUNT	FPO #	PO #
2/2/2016	602	Ricoh Copy Machine Rental	\$562.38		160174
2/2/2016	603	Ricoh Copy Overages	\$121.47	F29738	
2/2/2016	604	John Valencia January Mileage Reimbursement	\$198.18	F29749	
2/2/2016	605	Chad Walker January Mileage Reimbursement	\$131.77	F29748	
2/8/2016	606	Mark Goldstucker, Law Office (Legal Fees, P&A Graphics)	\$857.50	F29794	
2/8/2016	607	ROI, Research on Investment Lead Generator	\$5,666.67		160351
2/8/2016	608	Abby Liu January Mileage Reimbursement	\$52.31	F29793	
2/10/2016	609	Dallas Regional Chamber Annual Meeting (C.Walker)	\$100.00	F29808	
2/10/2016	610	4-D Property Maintenance (MEDC properties)	\$3,500.00		160926
2/10/2016	611	Lindale EDC (IAMC Spring Forum Dinner Host)	\$600.00	F29809	
2/10/2016	612	OfficeTeam(Temporary Personnel)	\$1,911.89		160995
2/11/2016	613	Adelphoi LLC (Project #E14013: Final Rent Reimbursement)	\$3,835.00		150395
2/12/2016	614	McKinney Chamber of Commerce (MEDC Membership)	\$275.00	F29792	
2/12/2016	615	Sure Shot Media (Proj #E14005 Rent Reimbursement)	\$3,014.59		160620
2/15/2016	616	AccentCare, Inc. (Proj #E15008 Loan Agreement)	\$291,090.00	F29831	
2/16/2016	617	The WERX (Proj ##15001 Grant Agreement)	\$11,000.00		160139
2/19/2016	618	PestRoutes, LLC (Proj #E15006 Rent Reimbursement)(Nov 15-Feb 16)	\$5,600.00		160616
2/19/2016	619	Lam, Po & Xu, CPA (Proj Bright Financial Review/Translation)	\$937.50	F29868	
2/19/2016	620	Purchase Power (load postage machine)	\$99.59	F29862	
2/19/2016	621	Foliage Design (Office Plant Maintenance)	\$95.00		160269
2/19/2016	622	Azimuth Group (Management Audit)	\$13,431.09		160644
2/19/2016	623	Munzee, Inc. (Project #E14015) Rent Reimbursement	\$4,166.67		160912
2/29/2016	624	Dallas Regional Chamber February Local Broker Day (C.Walker)	\$170.52	F29923	
2/29/2016	625	Experian (Project #E06021) Final Tax Yr Reimbursement (2015)	\$212,902.00	F29908	
2/29/2016	626	Standard Coffee Service	\$30.61		160268
2/29/2016	627	Lake Forest McKinney Investors			
		Rent	\$5,039.21		160232
		Electric	\$497.12		160232

16-427



TITLE: Consider/Discuss/Act on March Financials

SUPPORTING MATERIALS:

[March Transmittal Letter](#)

[March Financials](#)

[March Checks Issued](#)

March Monthly Financial Report

April 19, 2016

Each month, city staff provides a financial report to the McKinney Economic Development Corporation's board to apprise them of the financial status of the corporation. In an effort to continue providing meaningful financial updates, this transmittal letter includes links to the interactive online financial tool for the month of March. The following is a brief analysis of each section of the corporation's financials.

March Analysis

MEDC Revenue-

Revenue of the McKinney Economic Development Corporation is above budget YTD by 9.42%. Sales tax figures came in 4.60% above last year's collection through March. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues – YTD through March](#)

MEDC Expenditures-

Expenditures of the McKinney Economic Development Corporation are significantly under budget due to savings in rebate expenditures paid out for various incentives. MEDC paid Experian, Inc. \$212,902 for meeting certain requirements of their incentive agreement. Personnel expenses are continuing to be below budget due to vacant positions. Below is a link to the current year-to-date expenses of the MEDC:

[MEDC Expenditures – YTD through March](#)

Sales Tax Analysis-

Below are three links that show some unique analysis for the sales tax of the McKinney Economic Development Corporation and the City of McKinney at large. The first two links relate directly to the sales tax performance, and the third is a picture of the city's collection by industry:

[FY2016 Monthly Sales Tax Comparison](#)

[MEDC – Historic Monthly Sales Tax Comparison](#)

[City of McKinney – Sales Tax by Industry](#)

As a note, a construction contractor in the City of McKinney had a state mandated audit adjustment during the month of March. This adjustment is reflected in the construction section of the Sales Tax by Industry report. This adjustment caused March 2016 to be 12.57% below March 2015.

Project Details-

Project details for the McKinney Economic Development Corporation are provided as an attachment.

Checks Issued-

Below is a link to the checks that were issued by the McKinney Economic Development Corporation during the month of March:

[MEDC March Checks Issued](#)

Conclusion-

The information included in the interactive monthly financial report is intended to provide a status update on the operations of the McKinney Economic Development Corporation. Staff is available to answer any additional questions you may have.

Sincerely,

Mark Holloway

Acting Chief Financial Officer

City of McKinney

McKinney Economic Development Corporation

Summary Operating Statement

March 2016 (50% of FY Complete)

Revenues	FY16 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 10,250,000	\$ 671,518	\$ 5,585,793	\$ 4,664,207	54.5%	\$ 854,167	\$ (182,648)	\$ 5,125,000	\$ 460,793
Interest Income	23,000	9,702	34,368	(11,368)	149.4%	1,917	7,786	11,500	22,868
Total Revenues	\$ 10,273,000	\$ 681,221	\$ 5,620,161	\$ 4,652,839	54.7%	\$ 856,083	\$ (174,863)	\$ 5,136,500	\$ 483,661
Expenditures	FY16 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
MEDC Operations									
Personnel	\$ 951,800	\$ 41,106	\$ 286,753	\$ 665,047	30.1%	\$ 79,317	\$ 38,211	\$ 475,900	\$ 189,147
Supplies	58,000	1,893	14,952	43,048	25.8%	4,833	2,940	29,000	14,048
Maintenance	29,000	-	3,885	25,115	13.4%	2,417	2,417	14,500	10,615
Services/Sundry	816,276	46,787	283,657	532,619	34.8%	68,023	21,236	408,138	124,481
Total MEDC Operational Exp.	\$ 1,855,076	\$ 89,786	\$ 589,248	\$ 1,265,828	31.8%	\$ 154,590	\$ 64,804	\$ 927,538	\$ 338,290
Projects									
Committed Projects	\$ 7,114,806	\$ 18,181	\$ 1,334,519	\$ 5,780,287	18.8%	\$ 592,901	\$ 574,719	\$ 3,557,403	\$ 2,222,884
Other Project Expenses	210,000	1,992	3,243	206,757	1.5%	17,500	15,508	105,000	101,757
Total Project Expenses	\$ 7,324,806	\$ 20,173	\$ 1,337,762	\$ 5,987,044	18.3%	\$ 610,401	\$ 590,227	\$ 3,662,403	\$ 2,324,641
Non-Departmental									
Other - Adm Fee	\$ 230,000	\$ 19,167	\$ 115,000	\$ 115,000	50.0%	\$ 19,167	\$ -	\$ 115,000	\$ -
MEDC I & S Fund	2,396,937	199,745	1,198,469	1,198,469	50.0%	199,745	-	1,198,469	-
Downtown Redevelopment	25,000	2,083	12,500	12,500	50.0%	2,083	-	12,500	-
Total Non-Departmental Expenses	\$ 2,651,937	\$ 220,995	\$ 1,325,969	\$ 1,325,969	50.0%	\$ 220,995	\$ -	\$ 1,325,969	\$ -
Total Expenses	\$ 11,831,819	\$ 330,954	\$ 3,252,978	\$ 8,578,841	27.5%	\$ 985,985	\$ 655,031	\$ 5,915,910	\$ 2,662,931
Net	\$ (1,558,819)	\$ 350,267	\$ 2,367,183			\$ (129,902)	\$ 480,168	\$ (779,410)	\$ 3,146,592
FY16 Beginning Fund Balance	\$ 25,372,200								
Add FY16 Budgeted Revenue	10,273,000								
Less FY16 Budgeted Expense	(11,831,819)								
FY16 Proj. End Fund Balance	\$ 23,813,381								

Debt Service / Project Details

March 2016

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Gateway	E00010	939,765	-	78,314	469,883	469,883	50.0%
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Replacement Runway	n/a	633,013	-	52,751	316,506	316,507	50.0%
Total Debt Service Payments		\$ 2,396,937	\$ -	\$ 199,745	\$ 1,198,469	\$ 1,198,469	50.0%

Committed Projects		FY16 Adopted Budget	FY16 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
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Perfectly Green	E12019	110,000	-	-	-	110,000	0.0%
Raytheon	E13005	1,530,000	-	-	-	1,530,000	0.0%
Popular Ink	E12022	34,986	-	-	-	34,986	0.0%
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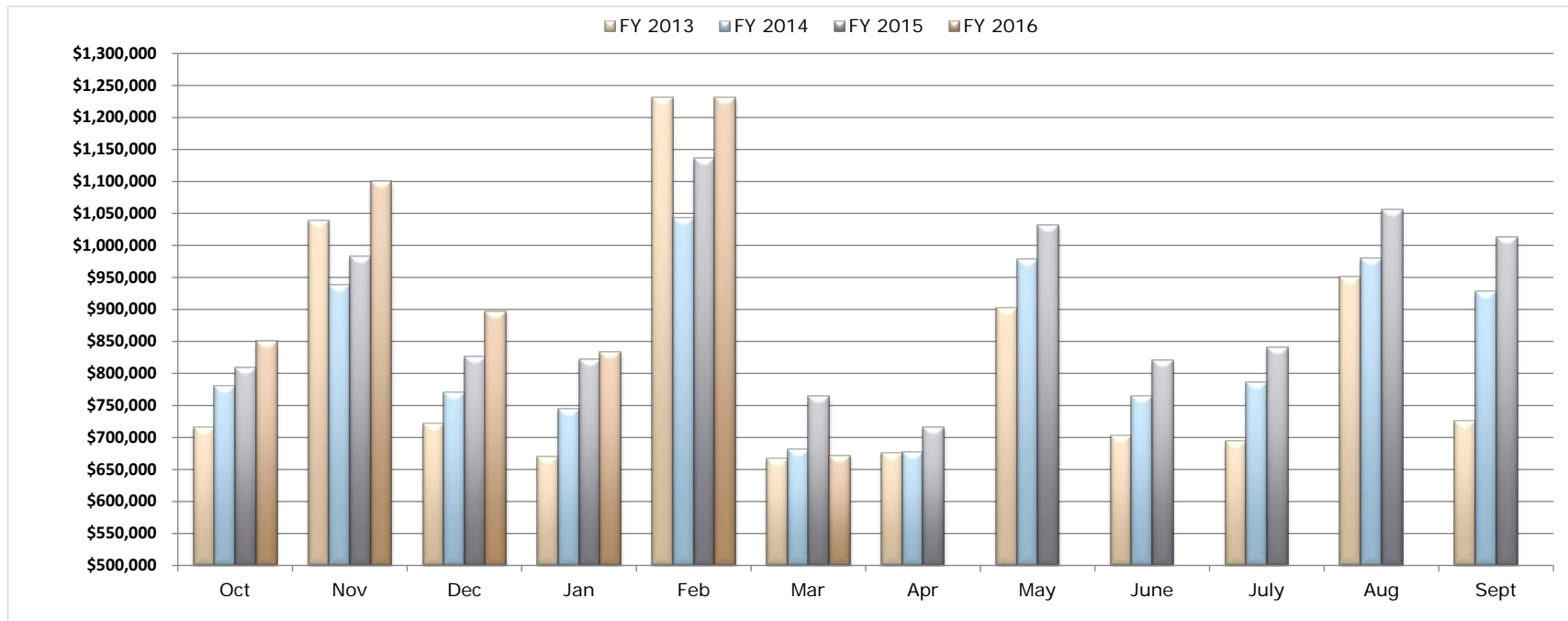
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Munzee	E14015	-	50,000	4,167	20,833	29,167	41.7%
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Pest Routes	E15006	50,000	-	-	12,600	37,400	25.2%
Health Quest Alliance II	E15009	41,670	-	-	16,668	25,002	40.0%
Undesignated FY 16		785,383	(51,980)	-	-	733,403	0.0%
Total Emerging Technologies		\$ 1,062,443	\$ -	\$ 18,181	\$ 150,527	\$ 911,916	14.2%
Total Projects		\$ 7,114,806	\$ -	\$ 18,181	\$ 1,334,519	\$ 5,780,287	18.8%

McKinney Economic Development Corporation

Sales Tax Revenue

March 2016

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November	782,350	788,763	1,039,163	938,090	982,351	1,101,106	\$118,755	12.1%	19.0%
December	596,953	590,569	722,045	770,221	826,009	897,304	\$71,295	8.6%	27.8%
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February	913,054	900,507	1,231,993	1,043,205	1,136,044	1,231,183	\$95,139	8.4%	47.9%
March	551,228	582,592	666,620	681,914	764,445	671,518	(\$92,927)	-12.2%	54.5%
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September	635,984	995,666	725,552	928,323	1,013,186				
Total	\$8,101,418	\$8,759,753	\$9,700,659	\$10,075,479	\$10,818,246	\$5,585,793	\$245,599	2.3%	54.5%

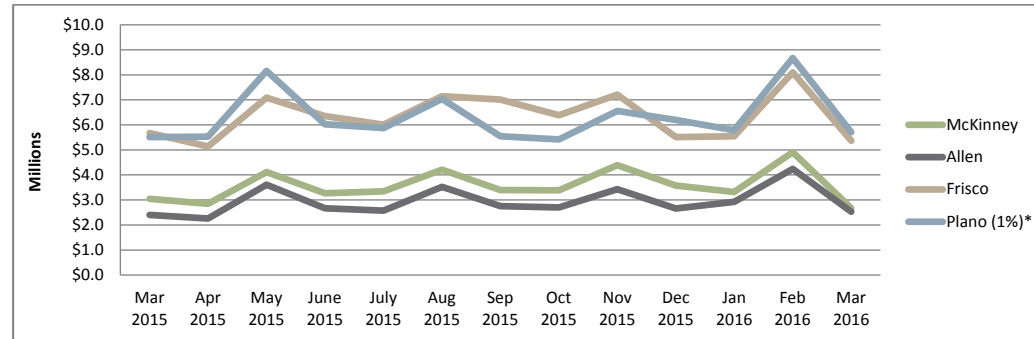


TOTAL SALES TAX COLLECTED

Sister City Comparison

Mar 2016	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	-\$372,140	\$125,216	-\$307,401	\$191,936
Var to LY	-12.2%	5.2%	-5.4%	3.5%

Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$979,493	\$808,179	-\$693,976	-\$1,837,678
Var to LY	2.3%	2.3%	-0.9%	-2.3%



Year-to-Date Collections

FY 2015	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
Dec 2014	3,289,692	2,602,597	5,877,112	5,713,086
Jan 2015	3,272,569	2,952,971	6,059,107	5,997,871
Feb 2015	4,529,724	3,958,728	8,487,636	9,696,211
Mar 2015	3,043,330	2,405,289	5,675,812	5,514,098
FY 2015 Total	\$21,274,674	\$17,664,210	\$38,825,285	\$40,175,044

FY 2016	McKinney	Allen	Frisco	Plano 1% *
Oct 2015	\$3,389,959	\$2,697,390	\$6,390,476	\$5,419,975
Nov 2015	4,389,632	3,428,833	7,212,966	6,559,191
Dec 2015	3,574,431	2,655,217	5,508,523	6,194,708
Jan 2016	3,319,142	2,920,196	5,550,315	5,785,538
Feb 2016	4,909,813	4,240,249	8,100,618	8,671,921
Mar 2016	2,671,190	2,530,504	5,368,411	5,706,034
FY 2016 Total	\$22,254,168	\$18,472,390	\$38,131,310	\$38,337,366

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

McKinney Economic Development Corporation

Balance Sheet

March 2016

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
Assets						
Cash and Cash Equivalents	\$ 3,217,707	\$ 918,106	\$ 13,323	\$ -	\$ -	\$ 4,149,135
Investment Pools	22,579,585	-	1,580,606	-	-	24,160,191
Accounts Receivable/Other Taxes & Franchise Fees	1,948,586	-	-	-	-	1,948,586
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Deferred Charges/Prepaid Items	1,167	-	-	-	-	1,167
Land	-	-	-	-	-	-
Land Improvements (Net of Depreciation)	-	-	-	-	-	-
Machinery & Equipment (Net of Depreciation)	-	-	-	-	-	-
GASB 68 TMRS/Investment	-	-	-	16,486	-	16,486
GASB 68 TMRS/Contributions	-	-	-	71,518	-	71,518
Total Assets	\$ 27,752,573	\$ 918,106	\$ 1,593,928	\$ 88,004	\$ -	\$ 30,352,611
Other Debits						
Amount Available for Debt Service	\$ -	\$ -	\$ -	\$ 1,592,827	\$ -	\$ 1,592,827
Amount Provided for Retirement of Long-term Debt	-	-	-	14,642,265	-	14,642,265
Total Other Debits	\$ -	\$ -	\$ -	\$ 16,235,092	\$ -	\$ 16,235,092
Total Assets and Other Debits	\$ 27,752,573	\$ 918,106	\$ 1,593,928	\$ 16,323,096	\$ -	\$ 46,587,703
Liabilities						
Vouchers Payable	\$ 13,191	\$ -	\$ -	\$ -	\$ -	\$ 13,191
Compensated Absences Payable	-	-	-	38,359	-	38,359
Accrued Interest Payable	-	-	-	47,925	-	47,925
Note Payable to Primary Government	-	-	-	3,215,841	-	3,215,841
Bonds Payable	-	-	-	12,720,000	-	12,720,000
TMRS Pension Liability	-	-	-	285,026	-	285,026
TMRS Actuarial Experience	-	-	-	15,944	-	15,944
Total Liabilities	\$ 13,191	\$ -	\$ -	\$ 16,323,096	\$ -	\$ 16,336,286
Fund Balances/Equity						
Reserve for Encumbrances	\$ 190,830	\$ -	\$ -	\$ -	\$ -	\$ 190,830
Unreserved Fund Balance	27,548,553	918,106	1,593,928	-	-	30,060,587
Investment and Capital Assets	-	-	-	-	-	-
Total Fund Balances/Equity	\$ 27,739,382	\$ 918,106	\$ 1,593,928	\$ -	\$ -	\$ 30,251,416
Total Liabilities and Fund Balances	\$ 27,752,573	\$ 918,106	\$ 1,593,928	\$ 16,323,096	\$ -	\$ 46,587,703

McKINNEY ECONOMIC DEVELOPMENT CORPORATION

Checks Issued: March 2016

DATE	NUMBER	DESCRIPTION	AMOUNT	FPO #	PO #
3/4/2016	628	The WERX (Proj# E15001 Grant Reimbursement)	\$11,000.00		160139
3/4/2016	629	John Valencia Mileage Reimbursement	\$162.00	F29980	
3/4/2016	630	Madison Clark Mileage Reimbursement	\$108.83	F29981	
3/4/2016	631	Greater Dallas Taiwanese Chinese Gala (16 guests)	\$960.00	F29986	
3/9/2016	632	Dallas Regional Chamber (Yearly MEDC Membership)	\$931.00	F30007	
3/9/2016	633	D Magazine (Inside Front Cover Feb 2016)	\$6,800.00	F30006	
3/9/2016	634	Brown & Hofmeister (Tupps Brewery)(Jan)	\$405.00	F30014	
3/9/2016	635	Brown & Hofmeister (Munzee)(Jan)	\$45.00	F30013	
3/9/2016	636	Brown & Hofmeister (High Well Holdings)(Jan)	\$822.00	F30012	
3/9/2016	637	Brown & Hofmeister (Accentcare)(Jan)	\$1,021.00	F30011	
3/9/2016	638	Brown & Hofmeister (Strateq)(Jan)	\$32.00	F30010	
3/9/2016	639	Brown & Hofmeister (Horizon Data)(Jan)	\$336.00	F30009	
3/9/2016	640	Brown & Hofmeister (Project Cookies and Milk)(Jan)	\$235.00	F30008	
3/10/2016	641	TPC Craig Ranch (Lunch J.Valencia/D.Rippy)	\$103.88	F30025	
3/10/2016	642	Brown & Hofmeister (Monarch Air)(Jan)	\$32.00	F30032	
3/10/2016	643	Brown & Hofmeister (JPMorgan Chase)(Jan)	\$32.00	F30026	
3/10/2016	644	Brown & Hofmeister (The WERX)(Jan)	\$512.00	F30027	
3/10/2016	645	Brown & Hofmeister (P&A Graphics)(Jan)	\$272.00	F30028	
3/10/2016	646	Brown & Hofmeister (Traxxas)(Jan)	\$32.00	F30029	
3/10/2016	647	Brown & Hofmeister (General)(Jan)	\$1,024.00	F30030	
3/10/2016	648	Brown & Hofmeister (Board Meetings)(Jan)	\$560.00	F30031	
3/14/2016	649	Brown & Hofmeister (P&A Graphics)(Feb)	\$256.00	F30050	
3/14/2016	650	Brown & Hofmeister (The WERX)(Feb)	\$352.00	F30049	
3/14/2016	651	Brown & Hofmeister (Board Meetings)(Feb)	\$880.00	F30051	
3/14/2016	652	Brown & Hofmeister (Munzee)(Feb)	\$30.00	F30054	
3/14/2016	653	Brown & Hofmeister (Tupps Brewery)(Feb)	\$315.00	F30055	
3/14/2016	654	Brown & Hofmeister (General)(Feb)	\$2,134.00	F30052	
3/14/2016	655	Brown & Hofmeister (High Well Holdings)(Feb)	\$1,142.00	F30056	
3/14/2016	656	Brown & Hofmeister (Horizon Data)(Feb)	\$256.00	F30057	
3/14/2016	657	Brown & Hofmeister (Strateq)(Feb)	\$30.00	F30058	

3/14/2016	658	Brown & Hofmeister (Project Cookies and Milk)(Feb)	\$77.00	F30059	
3/14/2016	659	NTX Magazine (Volume 6, Full page Ad)	\$3,825.00	F30048	
3/14/2016	660	Abby Liu Mileage Reimbursement	\$161.33	F30047	
3/14/2016	661	Sure Shot Media (Proj#E14005 Rent Reimbursement)FINAL	\$3,014.59		160620
3/14/2016	662	Foliage Design (Office Plant Care)	\$95.00		160269
3/14/2016	663	Munzee, Inc. (Proj# E14015) Rent Reimbursement	\$4,166.67		160912
3/21/2016	664	Chad Walker Mileage Reimbursement (Feb)	\$144.95	F30114	
3/21/2016	665	Angelou Economic Advisors (FAM Tour Reimbursement)	\$245.55	F30121	
3/21/2016	666	Matt Lowell (FAM Tour Reimbursement)	\$746.91	F30120	
3/21/2016	667	Susan Liberty (FAM Tour Reimbursement)	\$446.58	F30119	
3/21/2016	668	Eric Geisler (FAM Tour Reimbursement)	\$595.96	F30118	
3/23/2016	669	Patrick Wilcox (FAM Tour Reimbursement)	\$972.20	F30139	
3/23/2016	670	Texas Economic Development Council (C.Walker Membership)	\$500.00	F30142	
3/23/2016	671	Impact DataSource (Presentation Fee/Paul Scheuren)	\$500.00	F30141	
3/24/2016	672	Ricoh (Printer Lease)	\$584.25		160174
3/24/2016	672	Ricoh (Yrly Property Tax)	\$223.31		160174
3/30/2016	673	John Valencia Mileage Reimbursement (March)	\$327.19	F30187	
3/30/2016	674	TPC Craig Ranch (Site Selectors Lunch)	\$200.08	F30186	
3/30/2016	675	Lake Forest McKinney Investors			
		Rent	\$5,039.21		160232
		Electric	\$492.75		160232

16-428



TITLE: Consider/Discuss Direction for Strategic Planning Meeting

SUPPORTING MATERIALS:

[Strategic Planning Workshop Memo](#)

Memo

To: Abby Liu, Interim President & CEO of McKinney EDC
Tom Muehlenbeck, Interim City Manager of City of McKinney
From: Allison Larsen CECD – Principal of TadZo
Date: April 13, 2016
Re: 2016 MEDC Board of Directors Strategic Planning Workshop

Abby and Tom,

It was a pleasure to meet with you on Monday, April 11th. Per our discussion and subsequent review of materials and conversation with Board Chair Lance Lindsay, I have prepared the following suggested approach to the MEDC Strategic Planning Workshop.

Desired Outcome: consensus for MEDC's direction – where to focus efforts and goals

Current Situation:

- 4 new MEDC Board Members
- Interim MEDC President & CEO – search in progress
- Interim City Manager
- No current formal Economic Development Strategic Plan
- No Target Industry Analysis completed in last 5 years, perhaps longer
- Many questions and new ideas for MEDC generated by Board Members and Staff driving a lot of topics for the Strategic Planning Workshop

Reality of Current Situation as it applies to Strategic Planning Workshop: It is unrealistic to accommodate productive discussion for the all desired topics and agreement on direction within a 3 to 4-hour session based on the variety of experience and knowledge of participants. There is no formal strategic plan to leverage for a short planning session. Preparation of strategic plans for economic development usually occur over a multi-month timeline. However, with an expanded planning workshop, the MEDC Board could effectively set the direction for staff to prepare a more detailed plan of action.

Suggested Approaches:

Based on this reality, I am outlining two suggested approaches for expanded planning that will yield your desired results for consensus and clarity.

Option I – Two Session Approach

The rationale behind splitting into two half-day workshops is to better accommodate MEDC Board Members and, most importantly, to accommodate an educational and highly-interactive assessment workshop prior to development of strategic initiatives for MEDC's focused work. By scheduling the second session a week or so after the first session, participants will be able to reflect on the discussion and outcomes of the first session and apply those ideas to the development of strategic initiatives.

Session #1 (half-day)

A. McKinney's Current Situation

- Site Selection Process (also applies to existing businesses' decisions to expand)
- Getting into the head of your business clients
- What's involved for McKinney to be successful – Competitiveness of Location Factors
 - What's important to companies and site selectors as criteria for each factor?
 - How competitive is McKinney? Participants will discuss McKinney's current state of competitiveness for location factors and "grade" McKinney on a scale of A to F.

Session #2 (half-day)

B. Your charge

- MEDC Board Member Executive Committee roles & responsibilities
- Executive Committee roles & responsibilities

C. Program Review: Dashboard

- Business attraction
- Business retention & expansion
- Emerging Tech

D. Strategic Priorities & Alignment to "McKinney First" - Initiatives may center around improving competitiveness (i.e. improving weaknesses identified in Session #1), local business growth, targeting, go-to-market strategies, lead conversion, reporting, communications, etc.

- Capacity to implement
- Goals/Metrics

E. Incentive Guidelines for attraction, expansion and entrepreneur projects. This could be addressed in workshop or a strategic initiative itself to study, revise and approve incentive policy that strengthens competitiveness.

F. Wrap-up & Next Steps

Option II – Full-day Approach

Alternatively, the agenda could be handled in one full-day planning retreat. I would be open to scheduling on a weekend if necessary to accommodate participant's schedules.

Morning

A. McKinney's Current Situation

- Site Selection Process (also applies to existing business decisions to expand)
- Getting into the head of your Business Clients
- What's involved for McKinney to be successful – Competitiveness of Location Factors
 - What's important to companies and site selectors as criteria for each factor?
 - How competitive is McKinney? Participants will discuss McKinney's current state of competitiveness for location factors and "grade" McKinney on a scale of A to F.

Afternoon

B. Your charge

- MEDC Board Member Executive Committee roles & responsibilities
- Executive Committee roles & responsibilities

C. Program Review: Dashboard

- Business attraction
- Business retention & expansion
- Emerging Tech

D. Strategic Priorities & Alignment to "McKinney First" - Initiatives may center around improving competitiveness (i.e. improving weaknesses identified in Session #1), local business growth, targeting, go-to-market, lead conversion, reporting, communications, etc.

- Capacity to implement
- Goals/Metrics

E. Incentive Guidelines for attraction, expansion and entrepreneur projects. This could be addressed in workshop or a strategic initiative itself to study, revise and approve incentive policy that strengthen competitiveness.

F. Wrap-up & Next Steps

Contract Adjustment: These proposed approaches would be a change in scope. The current contract is for a half-day workshop plus travel expenses for prep meeting (April 11) and workshop (date TBD).

- Option I: additional \$2,500 (facilitation rate for second half-day session) plus travel expenses for Session #2
- Option II: Additional \$1,500 for full-day facilitation rate.