



McKinney Economic Development Corporation Agenda

Tuesday, August 29, 2017

8:00 AM

John and Judy Gay Library
6861 Eldorado Parkway
McKinney, TX 75070

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.

17-798 [Minutes of the McKinney Economic Development Corporation Meeting of June 20, 2017](#)

Attachments: [Minutes](#)

17-799 [Minutes of the McKinney Economic Development Corporation Meeting of July 18, 2017](#)

Attachments: [Minutes](#)

17-800 [Minutes of the McKinney Economic Development Corporation Special Meeting of July 24, 2017](#)

Attachments: [Minutes](#)

REPORTS

17-801 [Board and Liaison Updates](#)
 [Board Chairman](#)
 [City of McKinney](#)
 [Chamber of Commerce](#)
 [Main Street/MPAC](#)
 [MCDC](#)

[MCVB](#)

Attachments: [MCDC Report](#)
[MCVB Report](#)

17-802 [Consider/Discuss MEDC Staff Monthly Reports](#)

Attachments: [President Report](#)
[Executive Vice President Report](#)
[Director of BREP Report](#)
[Business Development Specialist Report](#)

17-852 [Update on the Southgate McKinney Project from Master Developer KDC](#)

REGULAR AGENDA

17-803 [Consider/Discuss/Act on June Financials](#)

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

17-804 [Consider/Discuss/Act on July Financials](#)

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

17-805 [Consider/Discuss/Act on Final FY18 Budget for Submission to City Council for Approval](#)

Attachments: [MEDC Budget FY18-Final](#)

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:
- B. Section 551.072. Deliberations about Real Property
 - Spec Light Industrial Update
- C. Section 551.087. Deliberation Regarding Economic Development Matters
 - Southgate McKinney (formerly Gateway)
 - Playful Corporation
 - Project A180-Family
 - Project A181-Edith Ann
 - Project A178-Sweet
 - Project A144-Red River
 - Project A175-Flying Eagle 25
 - Wistron McKinney Technology Campus
 - The WERX

ACTION ON EXECUTIVE SESSION

ADJOURN

Posted in accordance with the Texas Government Code, Chapter 551, on the 25th day of August, 2017 at or before 5:00 p.m.

Darrell W. Auterson
President/CEO

In accordance with the Americans with Disabilities Act, it is the policy of the City of McKinney to offer its public programs, services, and meetings in a manner that is readily accessible to everyone, including individuals with disabilities. If you are a person with a disability and require information or materials in an appropriate alternative format; or if you require any other accommodation, please contact the ADA Coordinator at least 48 hours in advance of the event. Phone 972-547-2694 or email contact-ada.compliance@mckinneytexas.org. Advance notification within this guideline will enable the City to make reasonable arrangements to ensure accessibility. ADA grievances may also be directed to the ADA Coordinator or filed online at <http://www.mckinneytexas.org/ada>.

17-798



TITLE: Minutes of the McKinney Economic Development Corporation Meeting of June 20, 2017

SUPPORTING MATERIALS:

[Minutes](#)

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

JUNE 20, 2017

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on June 20, 2017 at 8:00 a.m.

Board members Present: Chairman Jason Burress, Vice Chairman Paul Merritt, Secretary/Treasurer Walter Chen, Kenneth Sipiora, Robert Clark and Sharon Denny.
Absent: Randy Page

Council members Present: Mayor George Fuller, Council members Chuck Branch and Scott Elliott

Staff present: President Darrell Auterson, Director of BRE/Emerging Tech John Valencia, Business Development Specialist Madison Clark, Operations/Compliance Administrator Sheri Van Slycke, MEDC Temporary Administrative Assistant Sterrett Coleman and MEDC Intern Einar Longva, City Manager Paul Grimes, Assistant to the City Manager Trevor Minyard, MCVB Director Dee-dee Guerra, Senior Financial Analyst Eric Corder, Chief Financial Officer Mark Holloway, Chamber President Lisa Hermes and MEDC Attorney Mark Houser.

Chairman Burress called the meeting to order at 8:00 a.m. after determining a quorum was present. Chairman Burress called for action on the consent items.

17-610 Minutes of the McKinney Economic Development Corporation Meeting of May 16, 2017. Board members approved, by a vote of 6-0, the motion by Board member Sipiora, seconded by Board member Denny, to approve the Minutes of the McKinney Economic Development Corporation Meeting of May 16, 2017.

17-611 Chairman Burress called for Board and Liaison Updates.

Board Chairman – Chairman Burress reported a busy month for the MEDC, which included finalizing the Strategic Plan along with the approval process. Mr. Burress stated the Serve McKinney event was well attended, including Mayor George Fuller. Several Board members, MEDC staff and City staff toured the PACCAR plant in Denton.

Chairman Burress requested a meeting with a construction/site selection company that focuses on new market tax credits which proved to be a productive meeting and President Auterson was in attendance with Chairman Burress. Mr. Burress expressed his appreciation for Mayor Fuller's engagement with the economic development of McKinney and his support of the MEDC.

City of McKinney – City Manager Paul Grimes reported staff is busy onboarding three new City Council members. A special legislative session begins July 18th that include issues of annexation and local level tax restrictions. Texas Municipal League is keeping all involved abreast of the issues. City of McKinney has been honored with several awards including First Place for the Best Website in the entire state, Second Place award of Excellence for the Electronic Annual Report, and a Second Place award of Excellence for the MCDC's Buy Local Marketing Campaign. Staff intends to present the City's final 2017/2018 Budget to City Council on August 4th and then prepare for adoption of that budget on September 19th.

Chamber of Commerce - Chamber President Lisa Hermes reported the Chamber is reapplying for accreditation through the U.S. Chamber of Commerce and are aiming at a five star rating. The Business to Business Guide is in process and the goal is to have this excellent resource completed this summer. The Chamber has scheduled a Hail and Farewell event for the outgoing and incoming City Council members on July 27th. The Chamber sponsored Leadership McKinney program is entering its 30th year of service with 46 applicants this year. The up to 28 candidates will be selected and announced in early July. The Chamber will be rolling out a soft launch of their new logo and brand that will partner well with the City of McKinney's branding images at the next Quarterly Luncheon.

MCVB – MCVB Executive Director Dee-dee Guerra expressed her gratitude to Wendy Gallagher for her years of partnership as manager of the Made in McKinney store. MCVB has a new agreement with the McKinney Shop and continues to have a retail presence. In the month of May, MCVB secured 421 room nights with a revenue of \$46,615, which consisted of about 12 weddings, two social events, two corporate events and one sporting event. Special thanks to MEDC Executive Vice President Abby Liu for referring the PACCAR staff to MCVB to assist them with accommodation's for the PACCAR groundbreaking.

17-612 Chairman Burress called for Consideration/Discussion on MEDC Staff Monthly Reports. President Auterson introduced the new MEDC Intern Einar Longva and shared the hopes of a continuing MEDC internship program. Mr. Auterson stated that the gentleman of whom accepted the position of Director of Business Development informed staff he would have to decline the position due to an unforeseen family situation. The Director of Marketing position is in the phone interview stage. President Auterson assured Board members that their participation in the Spec Light Industrial RFP evaluation process will be welcomed and encouraged. Vice Chairman Merritt along with Board members Clark and Sipiora volunteered to be part of the Spec Light Industrial RFP evaluation process. Board member Clark expressed his concerns over delays in the Spec Light Industrial RFP process.

17-613 Chairman Burress called for Consideration/Discussion on a Proposed FY18 Budget for Submission to the City Manager for Review. President Auterson explained his budget presentation procedure to the Board and asked for the Board's patience since this is his first stab at the MEDC Budget process. President Auterson discussed the staffing needs and adjustments necessary for the future, which is one element that affects the upcoming budget year. In addition, the office lease has been renewed for another five years and there has been an incremental

increase in that budget item. Overall, between the line items that were re-evaluated and reduced, and the few items that were increased, the yearly budget has expanded over last year's budget by only about \$8,800. The Strategic Plan drove a number of the line item increases that included marketing material and programming. Board members requested a more detailed spreadsheet and presentation, as well as more information on the marketing and grant budgets. Board members approved, by a vote of 6-0, the motion by Chairman Burress, seconded by Board member Denny, to approve Chairman Burress appointing a Finance sub-committee to help with the FY18 budget decisions with Board members Clark, Sipiora and Secretary/Treasurer Chen.

17-614 Chairman Burress called for Consideration/Discussion on TIRZ Overlay Incentive Opportunities. President Auterson stated the Strategic Plan has a Goal category related to competitiveness, and McKinney's competitiveness hinges on the ability to improve our product. Unfortunately, McKinney has severe deficiencies in infrastructure, ready sites and ready buildings. As a result, President Auterson would like to explore the possibilities of utilizing a TIRZ Overlay, in combination with the resources of the MEDC, as a tool to encourage development or re-development. Other cities in Texas use this tool commonly, however the funds created are limited to use within that TIRZ area only.

17-615 Chairman Burress called for Consideration/Discussion/Action on May Financials. Chief Financial Officer Mark Holloway reported the revenue of the MEDC is above budget YTD by 18.95%. Sales tax figures came in 17.36% above last year's collection through May. Expenditures continue to be under budget due to savings in rebate expenditures paid out for incentives. However, during the month of May, MEDC paid \$205,000 to Horizon Data Centers and \$24,000 to O'hara Flying Service. Board members approved, by a vote of 6-0, the motion by Board member

Clark, seconded by Vice Chairman Merritt, to approve the May Financials.

- 17-616** Chairman Burress called for Consideration/Discussion/Action on an Amendment to Articles V and VI and Related Sections on the Sixth Amended Bylaws of the McKinney Economic Development Corporation to Modify the Operational/Supervisory Relationship Between the President and the City Manager. Board member Sipiora expressed his support of the amendment as good governance and Board stewardship. Board members approved, 6-0, the motion by Chairman Burress, seconded by Secretary/Treasurer Chen, to approve an amendment to MEDC's Sixth Amended Bylaws to revise and reverse all of the language added or deleted in 2015 regarding the MEDC President's Organizational and Supervisory relationship to the City Manager; and further revising the bylaws provision on training to allow for economic development training from our general counsel to prepare and circulate the bylaws revisions to the MEDC Board in accordance with the Notice provisions for amendment in furtherance of conducting a formal Board vote thereon at the earliest of our July Board meeting or any special Board meeting that may be called.

Chairman Burress called for citizen comments and there were none. Chairman Burress called for Board or Commissioner comments. Chairman Burress expressed his appreciation of the united efforts of the current MEDC Board, and expressed special thanks to Board member Sipiora for the relationship that they have built.

Chairman Burress recessed the meeting in Executive Session at 9:11 a.m. Texas Government Code: A. Section 551.071 (2). Consultation with MEDC 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 and legal consultation on the following item(s), if any: Section 551.072. Deliberations about Real Property: Spec Light Industrial RFP Update, and Section 551.087. Deliberation

MEDC MINUTES

June 20, 2017

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Regarding Economic Development Matters as listed on the posted agenda. Chairman Burress reconvened the meeting to open session at 9:57 a.m.

Board members, by a vote of 6-0, to approve the motion by Board member Denny, seconded by Secretary/Treasurer Chen, to adjourn. Chairman Burress adjourned the meeting at 9:58 a.m.

JASON BURRESS
Chairman

17-799



TITLE: Minutes of the McKinney Economic Development Corporation Meeting of July 18, 2017

SUPPORTING MATERIALS:

[Minutes](#)

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

JULY 18, 2017

The McKinney Economic Development Corporation met in regular session in the Council Chambers at 222 N. Tennessee Street, McKinney, Texas, on July 18, 2017 at 8:00 a.m.

Board members Present: Chairman Jason Burress, Secretary/Treasurer Walter Chen, Kenneth Sipiora, Robert Clark, Randy Page and Sharon Denny. Absent: Vice Chairman Paul Merritt.

Council members Present: Mayor George Fuller and Council member Scott Elliott.

Chairman Burress called the meeting to order after determining a quorum present.

Staff present: President Darrell Auterson; Executive Vice President Abby Liu; Business Development Specialist Madison Clark; City Secretary Sandy Hart; City Manager Paul Grimes; Assistant to the City Manager Trevor Minyard; MCVB Director Deedee Guerra; MEDC Attorney Mark Houser; Intern Einar Longva; MEDC Temporary Administrative Assistant Sterrett Coleman; Communications and Marketing - Michelle Feldker and Frances LaRue; McKinney Community Development Corporation President Cindy Schneible; and Chief Financial Officer Mark Holloway.

There was one guest present.

17-713 Board and Liaison Updates:

Board Chairman – Chairman Burress stated that the MEDC Facebook page and Twitter is up and running.

City of McKinney – City Manager Paul Grimes stated that the Legislative Special Session started today. There are a number of items of interest to us. The primary ones involve property tax reform, constraining the growth of local and state governments, and municipal and regulatory annexation reforms. We will continue to be involved in that and keep you apprised. We have a budget presentation scheduled for Council for August 4. After that, the budget schedule will have a series of public

hearings required by state statute and the budget will be slated for adoption in late September for an October 1 fiscal year.

McKinney Convention and Visitors Bureau – Director Deedee Guerra noted that the McKinney Shop is now open. If anyone needs a McKinney item, please think about coming to the shop to purchase items because that money goes back into the budget to be used to showcase McKinney. We are still assisting Paccar with their groundbreaking ceremony, transportation and hotel rooms for about 50 of their staff. Last month, as far as advertising goes, staff was able to send photos to the Dallas Morning News for an article in their travel section about cool road trip destinations.

MCDC – McKinney Community Development Corporation President Cindy Schneible stated that their final cycle for promotional and community grants closed at the end of May. We received 10 applications requesting over \$70,000 and we have a little over \$50,000 to award. We will make the decisions at our next Board meeting. The final project grant cycle closed on June 30th. We received several applications and we will hold public hearings on four of those at the meeting next week. One of the priorities of the Board this year has been to communicate and educate residents about the impact of buying and shopping locally with respect to sales tax revenue and quality of life. We continue to place ads and new this year is online advertising with the Chamber and digital ads within the Apex Centre so we have an opportunity to share the message with folks who visit there. The City's communication team submitted and won a second place award for the campaign we have on buying local.

17-714 Chairman Burress called for Consideration/Discussion on MEDC Staff Monthly Reports. President Darrell Auterson noted that we have adopted a new uniform template for our report that is tied directly to the goals and structure of our strategic plan. We will continue to refine the reporting system as we go forward. Business Development Specialist Madison

Clark stated that the MEDC launched a social media Twitter and Facebook platforms with a June 1st prelaunch for the July launch. Both accounts are under the name McKinney, Texas EDC for ease of marketing purposes. I encourage you to follow us and share some content. These dashboards are used to figure out how the audience who is following us on the platforms, how the content resonates with them.

17-715 Chairman Burress called for Consideration/Discussion/Action on the Seventh Amended and Restated Bylaws of McKinney Economic Development Corporation. MEDC Attorney Mark Houser stated that the MEDC requested two substantive revisions. One dealt with training, a less stringent requirement for how and what types of training and the other was the supervisory structure of the President. The revision is basically the former version of the bylaws that were in effect prior to the 2015 changes with one nuance which deals with Mr. Auterson's employment contract. The new language includes that the MEDC Board would still do the performance evaluation of the President. The issues of hiring and termination still go through you but, as you know, the Charter of the City of McKinney requires City Council ratification. Board member Clark stated that we have a very good relationship with the City Council and the City Manager and returning to the old bylaws has nothing to do with that relationship. MEDC Attorney Houser stated that any amendment of the bylaws by this Board must also be ratified by the City Council at its meeting. Chairman Burress stated he appreciates City Manager Grimes and all he has done. This is a structure change that I feel is a healthier structure with more checks and balances. Board members unanimously approved the motion by Board member Sipiora, seconded by Secretary/Treasurer Chen, to approve the Seventh Amended and Restated Bylaws of McKinney Economic Development Corporation.

17-716 Chairman Burress called for Consideration/Discussion/Action on FY18

Budget for Submission to the City Manager for Approval. President Auterson presented the proposed FY 2017/2018 budget. He noted that he received information yesterday that does amend this budget proposal slightly. The City's Finance Department indicated that the revenue line item will increase by a total of \$1,125,000. Instead of it being \$12,507,272 for the total revenue, that will go up to \$13,357,272. Most of the changes that had occurred from the current fiscal year budget were driven by the new goals and strategies. The budget and finance committee members were comfortable with the discussion we had concerning the programmatic line items in the budget. They felt we were still deficient in the staffing capacity. I had originally requested supplemental funding to increase staffing to a total of nine, including one full-time and two part-time personnel. The Finance Committee felt that was not adequate. They recommended I increase the personnel line item by \$250,000 and submit a supplemental request that will bring us up to 10.5 full-time equivalents and give us more capacity in the business attraction area. Senior Budget Analyst Eric Corder confirmed that the total would be around \$307,000 with the cost of personnel and additional benefits. Board member Clark stated that the Committee felt the need to add personnel so that we could be competitive in the market to bring the tax base and new jobs to McKinney now, while we are in the current business cycle. Board member Sipiora stated that the operating expenses of the agency versus top line revenue is a rough yardstick of organizational efficiency. This new budget, as proposed, still brings our operating expenses to about 16% of the top line number. Board members unanimously approved the motion by Vice Chair Clark, seconded by Board member Denny, to approve the FY18 Budget for submission to the City Manager for approval.

Chairman Burress called for Citizen Comments and there were none.

Chairman Burress called for Board or Commissioner Comments and there were none.

Chairman Burress recessed the meeting into Executive Session at 8:28 a.m. 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 and legal consultation on the following item(s), if any: Section 551.072. Deliberations about Real Property, and Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Chairman Burress returned to the open meeting at 10:38 a.m.

Chairman Burress called for Action on Executive Session.

The Board unanimously approved the motion by Board member Page, seconded by Vice Chairman Clark, to approve Project Lily as discussed in Executive Session.

The Board unanimously approved the motion by Board member Page, seconded by Secretary/Treasurer Chen, to approve Project Llama as discussed in Executive Session.

Board members unanimously approved the motion by Board member Clark, seconded by Chairman Burress, to approve the name Southgate McKinney as the new name for the old Gateway development and that the Board tentatively approve the logo with the stipulation that we look at the "G" to determine if there is a better way in which to present it and the logo colors.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Clark, to adjourn. Chairman Burress adjourned the meeting at 10:45 a.m.

JASON BURRESS
Chairman

17-800



TITLE: Minutes of the McKinney Economic Development Corporation Special Meeting of July 24, 2017

SUPPORTING MATERIALS:

[Minutes](#)

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

JULY 24, 2017

The McKinney Economic Development Corporation met in special session at the John and Judy Gay Library, 6861 Eldorado Parkway, McKinney, Texas, on July 24, 2017 at 8:00 a.m.

MEDC Board Present: Chairman Jason Burress; Vice Chairman Paul Merritt; Board members: Robert Clark and Ken Sipiora. Absent: Secretary/Treasurer Walter Chen, Randy Page, and Board member Sharon Denny.

Staff Present: President Darrell Auterson; Vice President Abby Liu; Business Development Specialist Madison Clark; Business Retention, Expansion & Emerging Technology John Valencia; City Secretary Sandy Hart; Board Attorney Mark Houser; City Manager Paul Grimes; IT Network Analyst Chris Milligan; Communications and Marketing - Joey Barr; and Council member Chuck Branch.

There were 21 guests present.

Chairman Burress called the MEDC Special meeting to order at 8:18 a.m.

17-743 Chairman Burress called for Consideration/Discussion/Action on the Selection of One or More Development Partners to Construct Speculative Light Industrial Buildings in the City of McKinney. Presentations were made by Hunt Southwest, Bradford, Dalfen America Corporation, and Sentinel Capital regarding their proposals for Speculative Light Industrial Buildings in the City of McKinney.

17-744 Chairman Burress called for Consideration/Discussion/Action on the Selection of a Brand/Logo for the Southgate McKinney (Formerly Gateway) Development. No action was taken.

Chairman Burress recessed the meeting into executive session at 10:19 a.m. per Texas Government Code Section 551.071 (2) Consultation with MEDC 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 Section 551.087 Discuss Economic Development Matters as listed on the posted agenda. Chairman Burress recessed back into open session at 11:34 a.m.

17-743 Chairman Burress called for Consideration/Discussion/Action on the Selection of One or More Development Partners to Construct Speculative Light Industrial Buildings in the City of McKinney. Board members unanimously approved the motion by Board member Clark, seconded by Vice Chairman Merritt, to authorize President Darrell Auterson to enter into negotiations with Hunt Southwest for Speculative Light Industrial Building(s) on the MEDC site.

Board members unanimously approved the motion by Board member Kenneth Sipiora, seconded by Vice Chairman Merritt, to adjourn. Chairman Burress adjourned the meeting at 11:39 a.m.

JASON BURRESS
Chairman

17-801



TITLE: Board and Liaison Updates
Board Chairman
City of McKinney
Chamber of Commerce
Main Street/MPAC
MCDC
MCVB

SUPPORTING MATERIALS:

[MCDC Report](#)

[MCVB Report](#)



August 10, 2017

TO: MEDC Board

FROM: Cindy Schneible, MCDC

RE: MCDC Update

Project Grants

The final cycle for project grants closed June 30, 2017. Below is a summary of the applications submitted that are under consideration by the board:

Public hearings were conducted on the following items at the July 27th meeting. Board action will be scheduled for the August meeting.

North Collin County Habitat for Humanity \$ \$331,072

Land Acquisition – 5 lots (5@25,000 each); Lot prep and survey (\$35,850) total \$160,850
Home repair – 15 homes \$112,500 (15 @ \$7,500 each)
MISD/Job Corp Home Build Project - \$57,722 (finished home will be provided to NCCHF client)
Request represents 36% of project total.

McKinney Housing Authority - \$500,000

Merritt McGowan Manor renovation, reconstruction and expansion
Amount requested represents 50% of estimated gap left after 9% tax credit award and equity loan.

Heritage Guild of Collin County - \$65,000

Repairs to "Two Bit" Taylor Inn and campus-wide irrigation system.
Request represents 100% of project cost. Utilizing volunteer labor and individual contractor HGCC estimates a project savings of 10-15%.

D&L Farm and \$140,177

Targeted infrastructure improvements for new store – that will be located at 1502 Church Street. Request represents 50% of total.
Currently 26% of their sales are taxable. Future projections estimate that will increase to 40%
Request represents 50% of total.

Total Requested - \$1,036,249

Promotional and Community Event Grants

MCDC board awarded Promotional and Community Event grants to the organizations/events listed below at the July 27th meeting:

Crape Myrtle Trails Run	\$ 4,000
Main Street – Oktoberfest	\$15,000
McKinney Rotary Foundation – Christmas Parade of Lights	\$ 3,500
Mission Regan Golf Tournament	\$ 1,000
Volunteer McKinney – Santa on the Square	\$ 2,000
Embrace Texas – Child to Family Event	\$ 1,000
McKinney Art Studio Tour	\$ 5,000
NCCHFH – Birthday Bash and Monster Mash	\$ 3,500
Collin County Master Gardeners – 2018 Spring Garden Show	\$ 6,000
Chestnut Square – Farmers Market (fall), Ghost Walk, Holiday Tour of Homes	\$ 9,000

Total: \$50,000

Marketing/Promotion/Advertising

MCDC continues to place print ads, with a buy local/impact to the community – message. Publications/outlets include: McKinney Historic Preservation Calendar; Parks and Rec Guide; Craig Ranch and Stonebridge Ranch HOA News; Community Impact News; McKinney (Chamber) Online advertising; Apex Centre – digital ads and radio spots; PSA sponsorship; Texas Real Estate Business – ad promoting McKinney for retail development/recruitment in the May issue, distributed at ICSC in addition to regular channels.

Funding support for collaborative advertising initiatives promoting McKinney for a visit, shop, dine experience includes: See McKinney First (City, MCVB, MCDC); DMagazine (City, MCDC); Modern Luxury (City, MCDC); USA Today (MCVB, MCDC); Visit Widget (MCVB, MCDC).

Talking Points August 2017 for July 2017

MCVB Room Nights Generated: 507 TTL Room Nights; TTL Revenue \$ 54,077:

WEDDINGS COMPLETED in July 2017 - TTL Room Nights: 159 TTL Rev: \$16,910

- Rosier/Lees Wedding – Comfort Suites, TTL Rooms: 15, TTL Rev: \$1410
- R Tallud Wedding - Hampton, TTL Rooms: 22, TTL Rev: \$2508
- Harvey Wedding – Sheraton, TTL Rooms: 16, TTL Rev: \$1728
- Emily Malloy Wedding – Towne Place Suites, TTL Rooms: 11, TTL Rev: \$1199; Hampton Inn, TTL Rooms: 21, TTL Rev: \$2394
- Lynn Jones (MOB) Wedding – Hampton Inn, TTL Rooms: 15, TTL Rev: 1710
- Dannie Teese Wedding – Towne Place Suites, TTL Rooms: 12, TTL Rev: \$1308
- Howard/Hope Wedding – Holiday Inn, TTL Rooms: 5, TTL Rev: \$ 495
- Sigman/Grossman Wedding – Holiday Inn, TTL Rooms: 42, TTL Rev: \$ 4,158

ASSOCIATION/CORPORATE/SMERF COMPLETED in July 2017: 348 TTL Room Nights, TTL Revenue: \$ 37,167

Associaton: 0 TTL Rooms: TTL Rev: \$ 0

Corporate: TTL Rooms: 156 TTL Rev: \$ 16,239

- Torchmark- Grand Hotel 7/30-8/1/2017; 73 TTL Room nights; \$6282 TTL Revenue
- Emerson- Holiday Inn 7//11-13/17; 20 TTL Room nights; \$ 2020 TTL Revenue
- The Seed Company, Grand Hotel - TTL Room Nights: 27 , TTL Rev: \$3293
- Chico's/White House Black Market – TTL Room Nights: 36, TTL Rev: \$ 4644

SMERF: TTL Rooms: 192 TTL Rev: \$ 20,928

- UUS Belle Grove, Holiday Inn – Holiday Inn, TTL Room Nights: 192 TTL Rev \$20,928
- Rug Fest – Hampton Inn, Lana stated that most rooms were booked outside of the block due to (using points or getting lower rates via AAA Travel Club)

Sports: 0 TTL Rooms: TTL Rev: \$ 0

Sales/Events:

- Met with Cathy Lopez a meeting planner from Torchmark. We discussed moving any business they are sending to Allen & Frisco, & Plano. She asked about dining places and we went over a few out of the box ideas. She was amazed that we had so many different options that she was unaware of. We also discussed team building opportunities. Kathy is getting back to me with a date to do a site visit. (Lead from Jacque Meeks from the Grand Hotel)
- 7/10-12/17: Exhibited & Sponsored at the Oklahoma Association of Executives Annual Conference in Enid, Oklahoma. McKinney was the only Texas CVB represented.
- Two young filmmakers from Rome, Italy, visited our office Wednesday and Thursday gathering research and location ideas for an independent film they are working on that will be set in a small Texas town. They fell in love with downtown McKinney – everything from the people to the buildings to the stories and especially Hugs Café as there is, coincidentally and much to their surprised, a close connection with the movie they are working on. Mayor Fuller made time for them Wednesday to

MEDC-MCDC-MAIN ST.

meet with him as well and we toured spots in and near downtown following a meeting with them at the MCVB offices. Great connections. FYI - We did vet these young men and they are the real deal as they have a film recently completed that will be shown at the Venice Film Festival this year.

Visitors: FYTD Total (October '16-September '17): 2163

July Total: (includes all individuals that have come through the visitor's center)

- Out of State: 43
- Out of Country: 13
- Texas Residents: 44
- McKinney Residents: 23
- Register Total: 123
- Ticker Counter: 244

RFP's: 17 (0-Association, 10-Corporate, 7-Weddings, 0-Social (0-Religious), 0 -Sports, 0-Day Trips)

Corporate: Torchmark-10

<u>4TH Q MTG</u> <u>Name</u>	<u>Dates</u>	<u>Attendees</u>	<u>Location</u>	<u>Rm</u> <u>Nights</u>
LNL 301	July 30- Aug. 1	20	Grand	60
AIL 201	Aug. 14-15	50	Sheraton	100
LNL 101	Aug. 27-30	100	Sheraton	400
LNL 201	Sept. 17-20	30	Sheraton	120
AIL 101	Sept. 24-26	100	Sheraton	300
Total Rm Nights				1000

<u>1ST Q MTG Name</u>	<u>Dates</u>	<u>Attendees</u>	<u>Location</u>	<u>Rm</u> <u>Nights</u>
FHL 201	Oct. 11-13	23	Sheraton	69
AIL 301	Oct. 16-17	15	Sheraton	30
LNL 101	Oct. 22-25	100	Sheraton	400
FHL 101	Oct. 8-11	36	Sheraton	144
LNL 301	Nov. 5-8	10	Grand	40
Total Rm Nights				683

Weddings: 7

- Heather Mitchell Wedding – September 2017, Rock Creek Ranch
- Jeremy Love Wedding – September 2017, The Springs
- Nisha Rajay Wedding – February 2018, Stone Crest
- Eric Burgett Wedding – March 2018, The Springs
- Kristina Schkade Wedding – March 2018, Stone Crest
- Jenny Checks Wedding – April 2018, Stone Crest
- Crystal Eaton Wedding – April 2018, Stone Crest

Site Visits: 3

- Alshia Byers – Wedding (Stone Crest) – Visited: Hampton Inn, Comfort Suites, Holiday Inn, Sheraton, Grand Hotel, and Town Place Suites.
- Saray & Dylan Harbor – Wedding, Visited: Comfort Inn and Towne Place Suites.
- Areté Volleyball – Met with Lance Black from Vazata. He opened up Areté Athletics-a club volleyball facility (camps, clinics, & tryouts) for girls ages 8-18 in the old Orthofix building off of Redbud. The CVB is assisting them with the following:
 - Promote the facility for corporate use during the weekdays.
 - Press Release
 - Introduction to Shawn Pratt (MISD Athletic Coach)Special thanks to Madison Clark (MEDC) for this lead.

Advertising: Ads/materials created and submitted: Created/submitted materials (photos and text)

Blogs on our website

- Farmhouse Fresh Blog - 2
- Visiting Duck Family – 1
- World's Largest Collection (Ice cream freezers) – (still waiting for clarification)
- Great Music Fills McKinney's Summer Calendar – (still waiting for clarification)
- Farmers Market Moves - 242
- The McKinney Shop Now Open - 48
- Areté Volleyball Facility – 1

Visits on Homepage News Flash buttons & landing pages:

- Weekend Update – 36
- World War I Exhibit - 28
- GetSocial – 69
- Plan Your Visit Button - (still waiting for clarification)

Photos, Text Written, Marketing Materials and Ads Submitted

- Facebook photos
 - Red White & BOOM parade
 - Photos of Explorers Club
 - Photos for McKinney Shop
- Materials Submitted
 - Faster2First materials/landing page for tournament
 - Posters for USS Belle Grove visiting group
 - Ads/editorial/photos to Polka News
 - AD for historic calendar
 - Web banners ads to Oxford American (Oktoberfest)

MEDC-MCDC-MAIN ST.

Free Publicity:

FY 16-17	Budgeted Amount
Adv.	\$64,526
Promo.	\$88,757
Total	\$153,283

July 2017 - MCVB Publicity/Free Media Coverage					
Publication	Article/Topic/Writer	Print Value	Web Value	PR Value	Impressions
Dallas Observer online	10 DFE Staycations	\$0	\$4,000	\$12,000	2,134,423
BubbleLife Collin Co.	Shared Blog/web posts (3 times)	\$0	\$ 6,000	\$ 18,000	1,100,000
Voyage Dallas	Feature on McKinney B&B	\$0	\$ 600	\$ 1,800	42,000
Texas living Magazine	Getaway article by Maudet	\$15,000	\$3,500	\$55,500	3,400,000
Vintage Style Magazine	McKinney B&B article	\$21,000	\$4,000	\$75,000	4,100,000
Dallas Child Online	Staycation Article	\$ 0	\$ 600	\$ 1,800	525,000
Community Impact	McKinney Shop	\$1,000	\$400	\$4,200	225,000
TOTALS for Month		\$ 37,000	\$ 19,100	\$168,300	11,527,423
FY 16-17 YTD Totals:		\$ 90,973	\$ 275,993	\$ 732,154	233,784,168

LOST BUSSINESS-2

- Wells Fargo Regional Holiday/Christmas Party – Branches opted to hold their own individual parties instead of a regional gathering.
- 2017 International Assoc. of Tour Directors & Guides – This would have been a day trip in which we would have also needed to assist in with costs (sponsorship). We did not have the funds and also the wineries are not fully developed and able to accommodate group size.

17-802



TITLE: Consider/Discuss MEDC Staff Monthly Reports

SUPPORTING MATERIALS:

[President Report](#)

[Executive Vice President Report](#)

[Director of BREP Report](#)

[Business Development Specialist Report](#)



McKinney Economic Development Corporation

Darrell Auterson – President/CEO

August 2017

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Met with representatives of Order 66 Toys in response to a concern that the company plans to move their operations out of McKinney to Allen. The company is expanding into Allen but plans to keep their McKinney location. Facilitated a meeting with CVB & other City staff to assist with efforts for attracting a major convention to the Sheraton.
- Independent Bank (Project Llama), announced plans to construct a 150,000 class A corporate headquarters facility in Craig Ranch. The details of the incentive/380 agreement are being worked out. The project will bring some significant office presence/scale along the SH 121 corridor and contribute significantly to the job & tax base of McKinney.
- An offer letter has been presented to Project Lilly for a proposed expansion project. The company is currently evaluating the options for accommodating their growth needs.

B. Business Attraction

- Conducted a prospect/site tour on 8/1 for Project Kiwi. This project represents a capital investment of around \$40 million & 145 jobs. The Dallas Regional Chamber is spearheading the search process.
- Met with developers of the proposed Village at McKinney project & opened a conversation about the potential for a class A office component & how MEDC might help facilitate that option. The company is currently working through a number of planning issues but has indicated the level of development interest in McKinney has grown substantially in recent months.
- Currently working with the Dallas Regional Chamber on a trade mission to London/Paris in September. In addition to the appointments being planned as part of the regional mission, I am organizing McKinney presentations with London and Partners/London Co-Investment Fund to



introduce DFW/McKinney to a number of technology companies with interests in expanding operations into the U.S.

- Met with Whitestone REIT representatives this week. Whitestone recently purchased Eldorado Plaza & is interested in other potential acquisitions in the area. Arranging introductions to City & MCDC staff to assist with identifying other opportunities in McKinney.
- Met with Johnathan Probst (Trammell Crow) to keep them apprised/interested regarding development in McKinney. They will be competing for development of the Independent Bank project along with numerous others from around the region as Independent Bank has selected Avison Young to facilitate a process for the bank to recruit a development partner.

C. Entrepreneurship

- We have a scheduled meeting with the WERX group & the Dallas Entrepreneur Center (DEC) to discuss a potential collaborative model that could bring greater stability/potential for the entrepreneurial ecosystem in McKinney.

D. Competitiveness

- Have commenced negotiations with Hunt Southwest for development of their spec industrial project. An incentive offer letter is being tweaked & Mark Houser & I are in regular communications with Preston Herold to keep the project moving forward in a timely fashion. The other spec development proposers that were not selected for this project have also expressed continued interest in developing in McKinney. In fact, I will be meeting with Greg Nelson of Sentinel Capital today to discuss their potential plans for moving forward with development on a site near the airport.
- Working on the draft MDA for Southgate & will be meeting with the KDC team today to go over the proposed development milestones & timelines. Negotiation & execution of the agreement will be completed by November. The final version of the new Southgate logo & color scheme will be presented at the August MEDC Board meeting for approval & subsequent rebranding.

Marketing/Promotion/Connection Activities:

- MEDC sponsored the BisNow 121 Corridor event on 8/8 & moderated one of the panel discussions. This was very good exposure for McKinney as over 400 were in attendance & feedback implied this was the best event of the year. We will also be sponsoring an upcoming data center BisNow event.
- MEDC staff met with representatives from Atmos Energy to express appreciation for their prompt assistance on responding to industrial inquiries.
- Now holding monthly meetings with MEDC Council liaisons.
- Attended a Team Texas event at Globe Life Park on 8/1, the TexasOne Investors luncheon in Austin on 8/2 & the LegacyTexas Bank reception on 8/7.
- Attended the MEDC Board Candidate interviews on 8/2. The room was filled with many highly qualified candidates.

Other:

- Have selected a candidate for the Director of Marketing & Research position & she will commence employment with MEDC on 8/28. Currently conducting phone interviews with eight candidates for the Business Development Director position.
- Participated in the City Council's Budget Work Session on 8/4. The MEDC 2017-18 budget request will be on the August agenda for MEDC Board approval & does include all the supplemental requests recommended by the MEDC Finance Committee.
- Met with representatives of Si Energy as they are exploring expanding into this territory.

BISNOW 121 CORRIDOR DEVELOPMENT UPDATE

Plano, TX | August 8, 2017



MEDC Board Members and Staff in attendance: J. Valencia, D. Auterson, A. Liu, M. Clark, with Board Members R. Clark and K. Sipiora.



D. Auterson moderated the discussion regarding the status of the 121 Corridor. David Craig of Craig International was a speaker at the event (second from left).



A. Liu, Board Member R. Clark, D. Craig, Board Member K. Sipiora, and City Manager P. Grimes attended BISNOW on the 7th floor of One Legacy West in Plano.



McKinney Economic Development Corporation

Abby Liu, Executive Vice President

August, 2017

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Staff worked with Wistron GreenTech General Manager Hsu about the idea of Wistron McKinney Technology Campus.

B. Business Attraction

- Staff hosted the first meeting with a new international prospect, Project Pear, on August 3. Staff called the second meeting at MEDC and invited Assistant City Manager Barry Shelton, Executive Director of Development Services Michael Quint and Engineering Director Gary Graham to join the prospect meeting on August 9.
- Staff had a conference call with Texas Secretary of State Pablos to follow up May TexasOne World Forum in China on August 8 to discuss Texas China and Asia Strategy and business missions in 2018 .
- Assistant City Manager Barry Shelton and Staff continued working with PACCAR staff to assist PACCAR/Dynacraft development process. Three meeting were held in the week of August 7 to facilitate the development-related issues.

Marketing/Promotion/Connection Activities:

- Business Development Specialist Madison Clark and Staff attended McKinney Chamber Quarterly Luncheon at Eldorado Country Club on July 27.



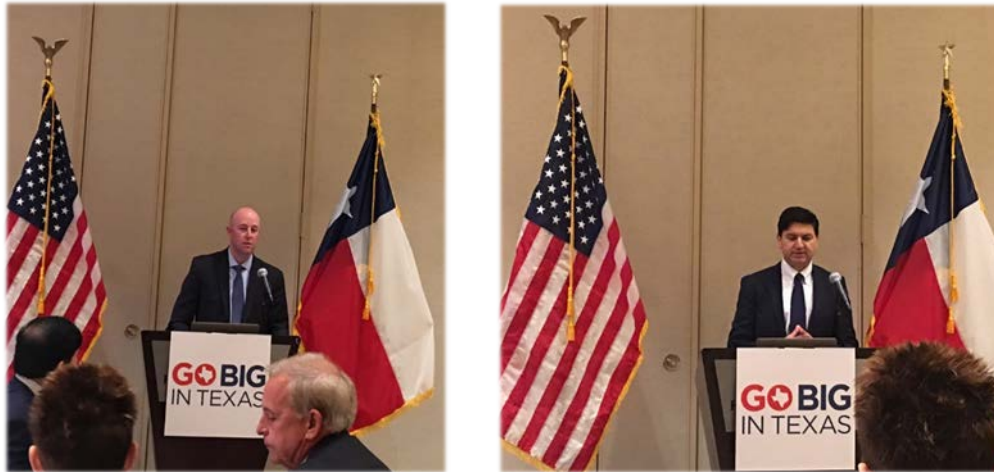
- President Darrell Auterson and Staff attended TexasOne Investors Luncheon in Austin on August 2. TexasOne President and CEO Robert Allen announced the new TexasOne web site, "Go Big in Texas" and the 2018 business mission calendar. (Photo Array attached)
- Staff attended BISNOW "121 Corridor Development Update" at One Legacy West in Plano on August 8. President Auterson moderated the first panel discussion. David Craig of Craig International is one of the four panelists in the second session. During his comments, Mr. Craig recognized the long-term support from MEDC and the City of McKinney for the development of Craig Ranch as well as the business recruitment activity at Craig Ranch. MEDC Board Member Robbie Clark, Member Sipiora, Business Retention/Expansion Director John Valencia, Business Development Specialist Clark, City Manager Paul Grimes, MCDL President Cindy Schneible and Communications/Media Specialist Michelle Feldker also attended. This is a successful event with 420+ attendance from the real estate community. (Photo Array attached)

Other:

- Executive Session Agenda Items:
 - Project A144-Red River
 - Project A175-Flying Eagle 25
 - Wistron McKinney Technology Campus

TEXASONE INVESTORS LUNCHEON

Austin, TX | August 2, 2017



(Left) R. Allen, President and CEO of Texas Economic Development Corporation and (right) Sanjiv Yajnik, Chairman of the Board of Texas Economic Development Corporation and President of Financial Services at Capital One, presided over the quarterly luncheon to celebrate investors and provided an update on TexasOne new web site and 2018 business mission calendar.



D. Auterson and A. Liu pose with Fausto Mattioli, a contact made by Ms. Liu when she travelled with the TexasOne Europe Mission to Milan, Italy, in 2013. Mr. Mattioli is the owner of an Italian restaurant enterprise.

BISNOW 121 CORRIDOR DEVELOPMENT UPDATE

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A. Liu, Board Member R. Clark, D. Craig, Board Member K. Sipioria, and City Manager P. Grimes attended BISNOW on the 7th floor of One Legacy West in Plano.



McKinney Economic Development Corporation

John Valencia

Aug 2017

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Blount continues with their soup cup line installation. Schedule is still behind original timeline, but they push on. They do have two of their five pound bag lines up and running, with two more on deck. Current expansion is now complete. Working under short production run, with a TCO and anticipate a Full CO any day. Labor continues to really haunt them in finding workforce.
- Simpson Strong-Tie expansion continues. Office and training center is now complete and they are “loving” it! The Remodel of existing areas to be complete next week. The Warehouse and plant expansion on the north end to be complete first week of December. The CO on that phase is scheduled for end of this year.
- Lone Star Reel has signed documents and now we are working on a Press Release.
- Project Raise - New Retention & Expansion opportunity is in discussion. Initial talks are for a Class A office building in the 80-100K sf range. Ongoing...
- Project Sweet - New Retention & Expansion opportunity is in discussion. Initial talks are for a Flex Space for a multiple of uses, building in the 130K to 150K sf range. This project is scheduled in Executive Session. Ongoing...
- Project Lilly - Offer Letter has been presented. Ongoing...
- Project Edith Ann (formally Project TRx) - new opportunity to retain a local technology company in job creation. This project is scheduled in Executive Session. Ongoing...

Marketing/Promotion/Connection Activities:

N/A

Other:

- Planning of a Ground Breaking Ceremony for Playful Corp on August 28 at 9:30 am.
- Texas entrepreneurs unite: The DEC taps into resources at Austin accelerator
- <https://www.bizjournals.com/dallas/news/2017/08/08/texas-entrepreneurs-unite-the-dec-taps-into.html>
- DEC, Capital Factory: Leaders Say Partnership is Just the Beginning
- <https://dallasinnovates.com/dec-capital-factory-partnership-leaders-say-deal-just-beginning/>
- DFW Rises on List of World's 'Most High-Tech Cities' Dallas-Fort Worth has seen growth as a startup hub, the number of venture capitalists, and integration of technology.
- <https://dallasinnovates.com/dfw-rises-on-list-of-worlds-most-high-tech-cities/>
- Don't mess with Texas startups: Why the Dallas tech scene is set to explode.
- <https://www.geekwire.com/2015/dont-mess-with-texas-startups-why-the-dallas-tech-scene-is-set-to-explode/>
- The Entrepreneur's Arsenal: Interactive Maps for the DFW Innovation Ecosystem. Put Dallas-Fort Worth accelerators and incubators, innovation centers, makerspaces, executive offices, coworking, and more at your fingertips:
- <http://www.drcinteractive.com/startups/>



McKinney Economic Development Corporation

Madison Clark

August 2017

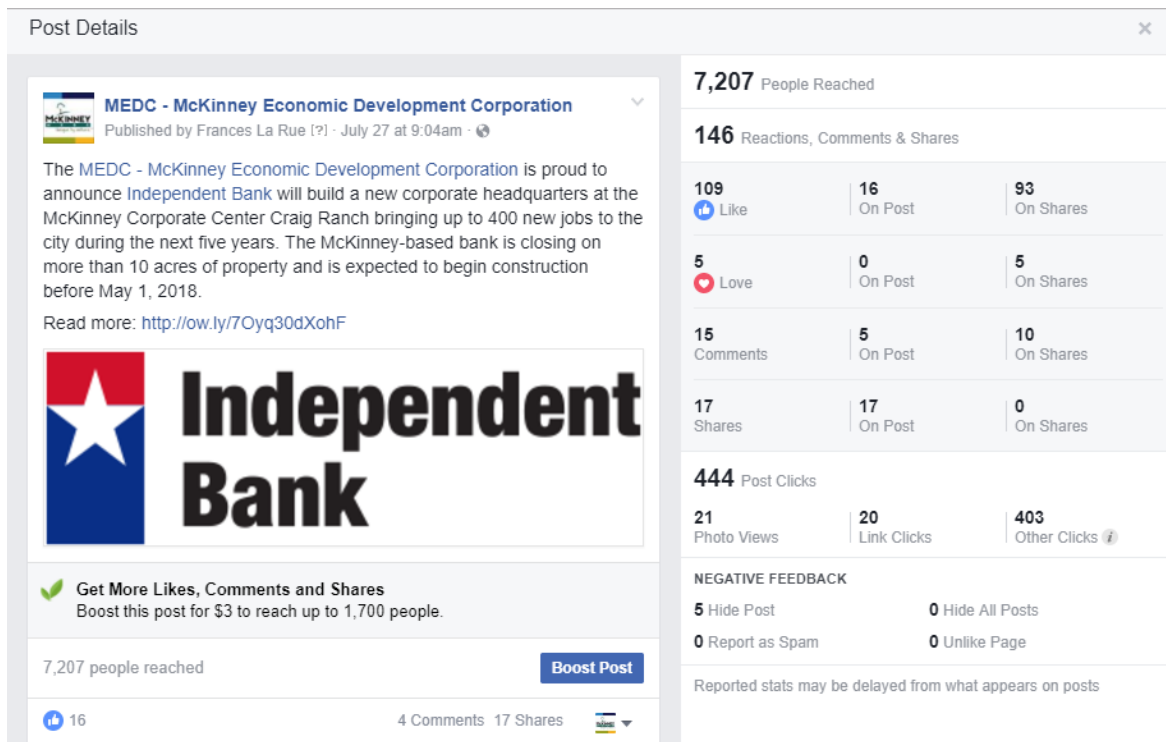
Reporting Period: July 1-31, 2017

Facebook and Twitter screenname: McKinneyTxEDC.

The dashboards below are tools to learn how our Tweets and posts resonate with our audience. The recent announcements this month, such as the new corporate campus of Independent Bank and the news release on the expansion of Simpson Strong-Tie, proved to gain many impressions and interaction from followers on both Facebook and Twitter.

Facebook Insights:

Top Facebook post by reach^a:



- Daily average of unique page impressions^b: 1,056
- Monthly average of unique page impressions^b: 17,983

Twitter Insights:

Top Tweets by impressions^c:

Jul 2017 • 31 days

TWEET HIGHLIGHTS

Top Tweet earned 1,199 impressions

A new 98,000-square-foot warehouse expansion is underway to the [@strongtie](#) McKinney location. [ow.ly/WZef30dmRlZ](#)

🔗 2 ❤️ 2

[View Tweet activity](#)

[View all Tweet activity](#)

Top media Tweet earned 927 impressions

. [@IndependBank](#) to build new corporate headquarters at the McKinney Corporate Center Craig Ranch. More info: [ow.ly/7Oyq30dXohF](#)
[pic.twitter.com/8DhDijOm4Z](#)

**Independ
Bank**

JUL 2017 SUMMARY

Tweets	11	Tweet Impressions	5,500
Profile visits	41	Mentions	1
New followers	5		

- Monthly Average Impressions^c: 516
- Monthly Average Engagements^d: 6.4

Glossary of Terms:

- **^aReach:** number of unique people who saw your content
- **^bUnique Page Impressions:** The number of people who have seen any content associated with your Page. (Unique Users)
- **^cTweet Impressions:** Number of times users saw the tweet on Twitter
- **^dEngagements:** Total number of times a user interacted with a Tweet. Clicks anywhere on the Tweet, including Retweets, replies, follows, likes, links, cards, hashtags, embedded media, username, profile photo, or Tweet expansion

17-852



TITLE: Update on the Southgate McKinney Project from Master Developer KDC

SUPPORTING MATERIALS:

17-803



TITLE: Consider/Discuss/Act on June Financials

SUPPORTING MATERIALS:

[June Transmittal Letter](#)

[June Financials](#)

[June Checks Issued](#)

June Monthly Financial Report

July 20, 2017

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 April. The following is a brief analysis of each section of the corporation's financials.

June Analysis

MEDC Revenue-

Revenue of the McKinney Economic Development Corporation is above budget YTD by 17.64%. Sales tax figures came in 11.1% above last year's collection through June. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues - YTD through June](#)

MEDC Expenditures-

Expenditures of the McKinney Economic Development Corporation continue to be under budget due to savings in rebate expenditures paid out for incentives. However, during the month of June MEDC paid \$1.1 Million for project E17004.

[MEDC Expenditures - YTD through June](#)

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:

[FY2017 Monthly Sales Tax Comparison](#)

[MEDC – Historic Sales Tax Comparison: June](#)

[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 June:

[MEDC June 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

Chief Financial Officer

City of McKinney

McKinney Economic Development Corporation
Summary Operating Statement
June 2017 (75% of FY Complete)

Revenues	FY17 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 10,750,000	\$ 932,936	\$ 9,343,690	\$ 1,406,310	86.9%	\$ 895,833	\$ 37,103	\$ 8,062,500	\$ 1,281,190
Interest Income	75,300	29,674	203,420	(128,120)	270.1%	6,275	23,399	56,475	146,945
Sale of Land	-	4,300	4,300	(4,300)		-	4,300	-	4,300
Total Revenues	\$ 10,825,300	\$ 966,910	\$ 9,551,411	\$ 1,273,889	88.2%	\$ 902,108	\$ 64,801	\$ 8,118,975	\$ 1,432,436
Expenditures	FY17 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	\$ 878,819	\$ 80,050	\$ 661,043	\$ 217,777	75.2%	\$ 73,235	\$ (6,815)	\$ 659,114	\$ (1,928)
Supplies	58,000	1,114	15,795	42,205	27.2%	4,833	3,719	43,500	27,705
Maintenance	29,000	-	-	29,000	0.0%	2,417	2,417	21,750	21,750
Services/Sundry	871,519	34,759	465,670	405,849	53.4%	72,627	37,868	653,639	187,970
Total MEDC Operational Exp.	\$ 1,837,338	\$ 115,923	\$ 1,142,507	\$ 694,831	62.2%	\$ 153,112	\$ 37,188	\$ 1,378,004	\$ 235,496
Projects									
Committed Projects	\$ 11,817,086	\$ -	\$ 539,515	\$ 11,277,571	4.6%	\$ 984,757	\$ 984,757	\$ 8,862,815	\$ 8,323,300
Other Project Expenses	140,000	11,930	13,924	126,077	9.9%	11,667	(263)	105,000	91,077
Land Acquisition	-	1,100,000	1,100,000	(1,100,000)		-	(1,100,000)	-	(1,100,000)
Total Project Expenses	\$ 11,957,086	\$ 1,111,930	\$ 1,653,439	\$ 10,303,648	13.8%	\$ 996,424	\$ 984,494	\$ 8,967,815	\$ 7,314,376
Non-Departmental									
Other - Adm Fee	\$ 290,000	\$ 24,167	\$ 217,500	\$ 72,500	75.0%	\$ 24,167	\$ -	\$ 217,500	\$ -
Bond Issuance Costs	-	-	54,792	(54,792)		-	-	-	(54,792)
Insurance & Risk Fund	1,708	142	1,281	427	75.0%	142	-	1,281	-
MEDC I & S Fund	2,405,887	200,491	1,804,415	601,472	75.0%	200,491	-	1,603,925	(200,491)
Total Non-Departmental Expenses	\$ 2,697,595	\$ 224,800	\$ 2,077,988	\$ 619,607	77.0%	\$ 226,883	\$ 2,083	\$ 1,822,706	\$ (255,283)
Total Expenses	\$ 16,492,019	\$ 1,452,653	\$ 4,873,934	\$ 11,618,085	29.6%	\$ 1,376,418	\$ 1,023,766	\$ 12,168,524	\$ 7,294,590
Net	\$ (5,666,719)	\$ (485,743)	\$ 4,677,477			\$ (474,310)	\$ (11,433)	\$ (4,049,549)	\$ 8,727,026
FY17 Beginning Fund Balance	\$ 31,518,766								
Add FY17 Budgeted Revenue	10,825,300								
Less FY17 Budgeted Expense	(16,492,019)								
FY17 Proj. End Fund Balance	\$ 25,852,047								

Debt Service / Project Details

June 2017

Debt Service Payments	Project Code	FY17 Adopted Budget	FY17 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Spent
Gateway	E00010	946,765	-	78,897	710,074	236,691	75.0%
University Park	E97030	824,159	-	68,680	618,119	206,040	75.0%
Replacement Runway	n/a	634,963	-	52,914	476,222	158,741	75.0%
Total Debt Service Payments		\$ 2,405,887	\$ -	\$ 200,491	\$ 1,804,415	\$ 601,472	75.0%

Committed Projects		FY17 Adopted Budget	FY17 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Perfectly Green	E12019	110,000	-	-	-	110,000	0.0%
Raytheon	E13005	1,530,000	-	-	-	1,530,000	0.0%
Statlab	E13007	157,500	-	-	-	157,500	0.0%
Hisun	E13011	126,000	-	-	-	126,000	0.0%
Wistron II	E14002	240,000	-	-	-	240,000	0.0%
O'Hara Flying Service	E14003	120,000	-	-	24,000	96,000	20.0%
Ag-Power, Inc	E14004	160,000	-	-	-	160,000	0.0%
Project Brown - UPS	E14009	-	85,000	-	85,000	-	100.0%
Headington Energy	E14010	160,000	-	-	-	160,000	0.0%
Playful	E14016	75,000	-	-	75,000	-	100.0%
Encore Wire	E14017	930,000	-	-	-	930,000	0.0%
AIM	E14021	69,000	-	-	-	69,000	0.0%
Popular Ink II	E15005	24,000	-	-	-	24,000	0.0%
Wright IMC	E15007	108,000	-	-	-	108,000	0.0%
Accent Care	E15008	169,020	-	-	-	169,020	0.0%
Horizon Data Center	E15010	256,000	-	-	205,000	51,000	80.1%
Blount Fine Food Corp	E16001	510,000	-	-	-	510,000	0.0%
Cookies-N-Milk	E16002	44,480	-	-	-	44,480	0.0%
Werx (Grant Match)	E17001	-	162,145	-	54,048	108,097	33.3%
SFMC	E17002	-	768,000	-	-	768,000	0.0%
TPUSA	E17003	-	610,000	-	-	610,000	0.0%
Paccar	E17004	-	3,300,000	-	-	3,300,000	0.0%
Cotiviti USA	E17005	-	792,000	-	-	792,000	0.0%
Simpson Strong Tie	E17006	-	467,000	-	-	467,000	0.0%
Playful	E17007	-	180,000	-	-	180,000	0.0%
Undesignated FY 17		6,477,486	(6,364,145)	-	-	113,341	0.0%
Total Committed Projects		\$ 11,266,486	\$ -	\$ -	\$ 443,048	\$ 10,823,438	3.9%

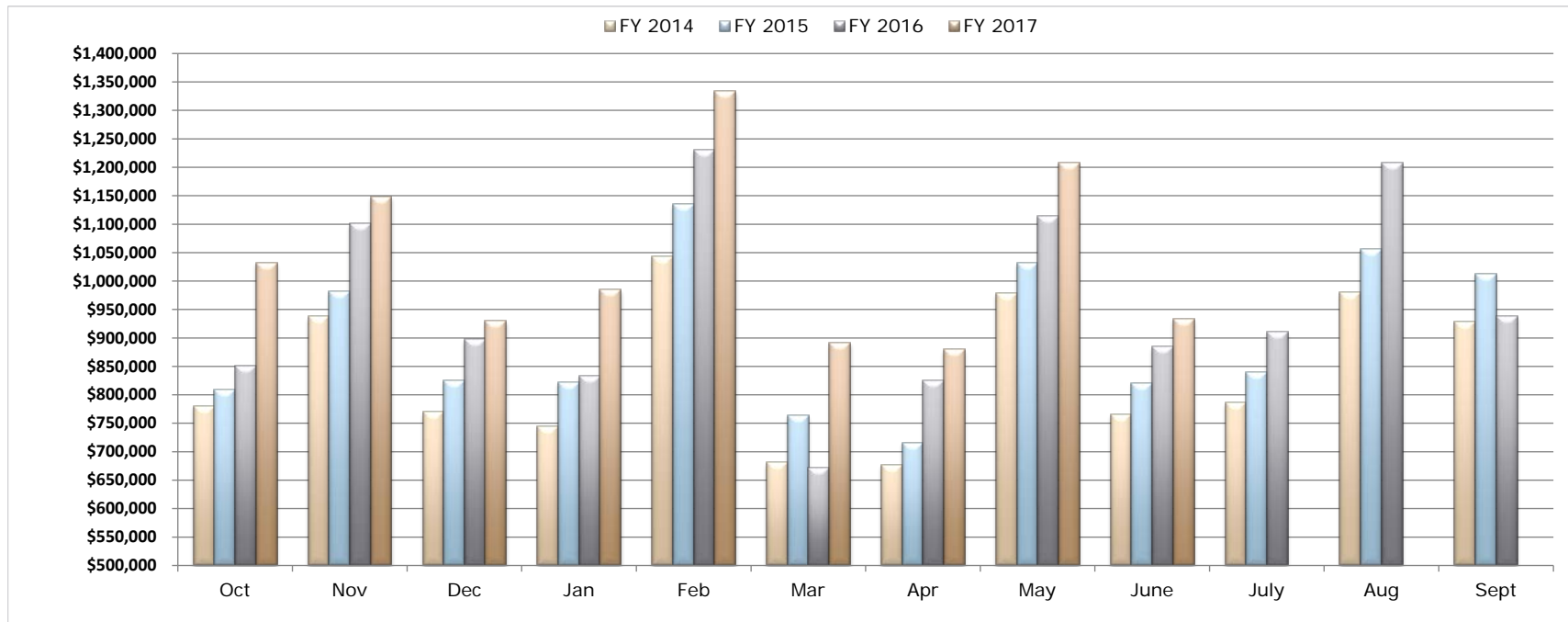
Emerging Technologies		FY17 Adopted Budget	FY17 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Munzee	E14015	-	4,167	-	4,167	-	100.0%
Tupps Brewery	E14019	-	12,500	-	12,500	-	100.0%
Werx in McKinney Inc,	E15001	23,000	47,000	-	70,000	-	100.0%
Pest Routes	E15006	27,600	-	-	9,800	17,800	35.5%
Undesignated FY 17		500,000	(63,667)	-	-	436,333	0.0%
Total Emerging Technologies		\$ 550,600	\$ -	\$ -	\$ 96,467	\$ 454,133	17.5%
Total Projects		\$ 11,817,086	\$ -	\$ -	\$ 539,515	\$ 11,277,571	4.6%

McKinney Economic Development Corporation

Sales Tax Revenue

June 2017

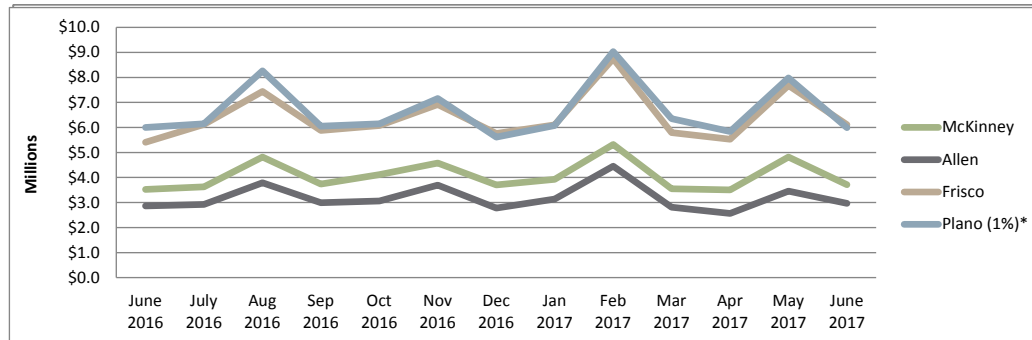
Month Received	FY 2012 Received	FY 2013 Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	Difference to FY 2016	Variance to FY 2016	% of Budget
October	\$677,019	\$716,718	\$780,694	\$809,613	\$851,178	\$1,032,847	\$181,669	21.3%	9.6%
November	788,763	1,039,163	938,090	982,351	1,101,106	1,148,939	\$47,832	4.3%	20.3%
December	590,569	722,045	770,221	826,009	897,304	929,699	\$32,395	3.6%	28.9%
January	652,773	669,397	744,988	821,731	833,503	985,393	\$151,890	18.2%	38.1%
February	900,507	1,231,993	1,043,205	1,136,044	1,231,183	1,334,043	\$102,860	8.4%	50.5%
March	582,592	666,620	681,914	764,445	671,518	891,649	\$220,131	32.8%	58.8%
April	563,639	676,334	677,086	716,258	825,953	880,093	\$54,139	6.6%	67.0%
May	837,767	903,002	978,399	1,031,572	1,114,575	1,208,091	\$93,516	8.4%	78.2%
June	646,007	703,897	765,309	820,908	884,501	932,936	\$48,435	5.5%	86.9%
July	678,542	694,500	787,000	840,355	910,886				
August	845,911	951,437	980,251	1,055,774	1,207,558				
September	995,666	725,552	928,323	1,013,186	938,767				
Total	\$8,759,753	\$9,700,659	\$10,075,479	\$10,818,246	\$11,468,033	\$9,343,690	\$932,868	11.1%	86.9%



TOTAL SALES TAX COLLECTED

Sister City Comparison

Jun 2017	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$193,374	\$109,980	\$706,016	-\$16,262
Var to LY	5.5%	3.8%	13.1%	-0.3%
Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$3,726,738	\$1,643,287	\$3,100,503	\$3,109,575
Var to LY	11.1%	6.0%	5.6%	5.4%



Year-to-Date Collections

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
Apr 2016	3,288,815	2,522,420	5,082,521	5,141,742
May 2016	4,443,548	3,427,481	6,995,779	7,595,316
June 2016	3,522,696	2,861,306	5,408,488	6,004,470
FY 2016 Total	\$33,509,226	\$27,283,596	\$55,618,098	\$57,078,893

FY 2017	McKinney	Allen	Frisco	Plano 1% *
Oct 2016	\$4,116,182	\$3,061,944	\$6,075,708	\$6,150,300
Nov 2016	4,580,493	3,694,686	6,916,761	7,160,454
Dec 2016	3,703,478	2,778,371	5,757,723	5,614,224
Jan 2017	3,926,250	3,140,385	6,099,342	6,077,156
Feb 2017	5,320,725	4,451,976	8,750,238	9,031,811
Mar 2017	3,551,101	2,809,013	5,794,852	6,352,638
Apr 2017	3,504,877	2,564,044	5,530,571	5,834,092
May 2017	4,816,789	3,455,179	7,678,904	7,979,585
June 2017	3,716,070	2,971,286	6,114,504	5,988,208
FY 2017 Total	\$37,235,964	\$28,926,883	\$58,718,601	\$60,188,469

* 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
June 2017

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
Assets						
Cash and Cash Equivalents	\$ 206,055	\$ 1,729,107	\$ 11,287	\$ -	\$ -	\$ 1,946,449
Investment Pools	33,805,639	-	1,523,634	-	-	35,329,273
Accounts Receivable/Other Taxes & Franchise Fees	2,177,970	-	-	-	-	2,177,970
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Deferred Charges/Prepaid Items	8,023	-	-	-	-	8,023
Land	-	-	-	-	15,007,272	15,007,272
Land Improvements (Net of Depreciation)	-	-	-	-	15,038	15,038
Machinery & Equipment (Net of Depreciation)	-	-	-	-	807	807
GASB 68 TMRS/Actuarial	-	-	-	15,101	-	15,101
GASB 68 TMRS/Investment	-	-	-	110,441	-	110,441
GASB 68 TMRS/Contributions	-	-	-	69,624	-	69,624
Total Assets	\$ 36,203,215	\$ 1,729,107	\$ 1,534,921	\$ 195,166	\$ 15,023,116	\$ 54,685,525
Other Debits						
Amount Available for Debt Service	\$ -	\$ -	\$ -	\$ 1,600,637	\$ -	\$ 1,600,637
Amount Provided for Retirement of Long-term Debt	-	-	-	13,022,385	-	13,022,385
Total Other Debits	\$ -	\$ -	\$ -	\$ 14,623,021	\$ -	\$ 14,623,021
Total Assets and Other Debits	\$ 36,203,215	\$ 1,729,107	\$ 1,534,921	\$ 14,818,187	\$ 15,023,116	\$ 69,308,546
Liabilities						
Vouchers Payable	\$ 6,973	\$ -	\$ -	\$ -	\$ -	\$ 6,973
Compensated Absences Payable	-	-	-	66,549	-	66,549
Accrued Interest Payable	-	-	-	44,383	-	44,383
Note Payable to Primary Government	-	-	-	2,423,840	-	2,423,840
Bonds Payable	-	-	-	11,820,000	-	11,820,000
TMRS Pension Liability	-	-	-	449,979	-	449,979
TMRS Actuarial Experience	-	-	-	13,436	-	13,436
Total Liabilities	\$ 6,973	\$ -	\$ -	\$ 14,818,187	\$ -	\$ 14,825,160
Fund Balances/Equity						
Reserve for Encumbrances	\$ 49,339	\$ -	\$ -	\$ -	\$ -	\$ 49,339
Unreserved Fund Balance	36,146,903	1,729,107	1,534,921	-	-	39,410,931
Investment in Capital Assets	-	-	-	-	15,023,116	15,023,116
Total Fund Balances/Equity	\$ 36,196,242	\$ 1,729,107	\$ 1,534,921	\$ -	\$ 15,023,116	\$ 54,483,386
Total Liabilities and Fund Balances	\$ 36,203,215	\$ 1,729,107	\$ 1,534,921	\$ 14,818,187	\$ 15,023,116	\$ 69,308,546

McKINNEY ECONOMIC DEVELOPMENT CORPORATION

Checks Issued: June 2017

DATE	NUMBER	DESCRIPTION	AMOUNT	FPO #	PO #
6/1/2017	13	J. Valencia Reimbursement (Mileage)	\$110.21	F33313	
6/5/2017	14	Foliage Design System (Office Plant Care)	\$105.00		170049
6/6/2017	15	Conway Data Inc. (Advertising)	\$6,600.00	F33346	
6/6/2017	16	OfficeTeam (S Coleman Temp Services) (6/1/17 & 6/6/17)	\$1,100.39		171234
6/6/2017	17	Capital Title of Texas (Title Fee)	\$100.00	F33368	
6/9/2017	18	Vianco Enterprises (Promotional Item)	\$1,480.00		171448
6/9/2017	19	MinuteMan Press of McKinney (Door Sign)	\$483.00		171512
6/9/2017	20	MinuteMan Press of McKinney (Office Supplies)	\$318.16	F33386	
6/12/2017	21	Surdukan Surveying Inc	\$2,700.00		171519
6/12/2017	22	Kimley Horn & Assoc (Hydrologic/Hydraulic Analysis)	\$1,166.00		170745
6/15/2017	23	Jackson Claborn (Appraisal)	\$500.00		171576
6/15/2017	24	Pitney Bowes (Quarterly Lease)	\$243.00		170843
6/15/2017	25	Pitney Bowes (Postage Addition)	\$100.00	F33432	
6/15/2017	26	Brown & Hofmeister (Project Fishing)	\$1,371.50	F33433	
6/15/2017	27	Brown & Hofmeister (Project 3 Tab)	\$192.00	F33434	
6/15/2017	28	Brown & Hofmeister (E17-005)	\$192.00	F33435	
6/15/2017	29	Brown & Hofmeister (Project Fox 3)	\$2,503.00	F33436	
6/15/2017	30	Brown & Hofmeister (E14-021)	\$64.00	F33437	
6/15/2017	31	Brown & Hofmeister (Board Meetings)	\$624.00	F33438	
6/15/2017	32	Brown & Hofmeister (General)	\$2,864.00	F33439	
6/15/2017	33	A. Liu (Mileage Reimbursement)	\$68.51	F33440	
6/15/2017	34	Standard Coffee Service	\$34.40		170140
6/15/2017	35	Brown & Hofmeister (E17-004)	\$8,810.30	F33444	
6/15/2017	36	Brown & Hofmeister (E17-006)	\$64.00	F33443	
6/15/2017	37	Dimaco (Advertising Materials)	\$95.00		170436
6/15/2017	38	Dimaco (Advertising Materials)	\$101.40		170436
6/15/2017	39	Dimaco (Advertising Materials)	\$323.44		170436
6/22/2017	40	OfficeTeam (S Coleman Temp Services)	\$684.34		171234
6/22/2017	41	OfficeTeam (S Coleman Temp Services)	\$692.75		171234
6/26/2017	42	OfficeTeam (S Coleman Temp Services)	\$693.00		171234

6/26/2017	43	Carrington, Coleman, Sloman (Gateway Initiative)	\$4,700.00	F33515	
6/29/2017	44	OfficeTeam (S Coleman Temp Services)	\$685.82		171234
6/29/2017	45	TEDC (A. Liu Mid Year Conference)	\$300.00	F33532	
6/30/2017	46	Lake Forest McKinney Investors			
		Rent	\$5,103.00		170165
		Electric	\$362.92		170165
		Yearly Operating Expense Reimbursement	\$2,729.53		170165

17-804



TITLE: Consider/Discuss/Act on July Financials

SUPPORTING MATERIALS:

[July Transmittal Letter](#)

[July Financials](#)

[July Checks Issued](#)

July Monthly Financial Report

August 23, 2017

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 July. The following is a brief analysis of each section of the corporation's financials.

July Analysis

MEDC Revenue-

Revenue of the McKinney Economic Development Corporation is above budget YTD by 17.54%. Sales tax figures came in 11.1% above last year's collection through July. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues - YTD through July](#)

MEDC Expenditures-

Expenditures of the McKinney Economic Development Corporation continue to be under budget due to savings in rebate expenditures paid out for incentives. However, during the month of July MEDC paid \$180,000 for project E17006.

[MEDC Expenditures - YTD through July](#)

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:

[FY2017 Monthly Sales Tax Comparison](#)

[MEDC – Historic Sales Tax Comparison: July](#)

[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 July:

[MEDC July 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

Chief Financial Officer

City of McKinney

McKinney Economic Development Corporation
Balance Sheet
July 2017

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
Assets						
Cash and Cash Equivalents	\$ 701,300	\$ 1,930,416	\$ 12,707	\$ -	\$ -	\$ 2,644,422
Investment Pools	33,838,151	-	1,523,747	-	-	35,361,899
Accounts Receivable/Other Taxes & Franchise Fees	2,177,970	-	-	-	-	2,177,970
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Deferred Charges/Prepaid Items	11,517	-	-	-	-	11,517
Land	-	-	-	-	16,107,272	16,107,272
Land Improvements (Net of Depreciation)	-	-	-	-	13,963	13,963
Machinery & Equipment (Net of Depreciation)	-	-	-	-	717	717
GASB 68 TMRS/Actuarial	-	-	-	15,101	-	15,101
GASB 68 TMRS/Investment	-	-	-	110,441	-	110,441
GASB 68 TMRS/Contributions	-	-	-	69,624	-	69,624
Total Assets	\$ 36,734,467	\$ 1,930,416	\$ 1,536,454	\$ 195,166	\$ 16,121,952	\$ 56,518,455
Other Debits						
Amount Available for Debt Service	\$ -	\$ -	\$ -	\$ 1,600,637	\$ -	\$ 1,600,637
Amount Provided for Retirement of Long-term Debt	-	-	-	13,022,385	-	13,022,385
Total Other Debits	\$ -	\$ -	\$ -	\$ 14,623,021	\$ -	\$ 14,623,021
Total Assets and Other Debits	\$ 36,734,467	\$ 1,930,416	\$ 1,536,454	\$ 14,818,187	\$ 16,121,952	\$ 71,141,476
Liabilities						
Vouchers Payable	\$ 10,559	\$ -	\$ -	\$ -	\$ -	\$ 10,559
Compensated Absences Payable	-	-	-	66,549	-	66,549
Accrued Interest Payable	-	-	-	44,383	-	44,383
Note Payable to Primary Government	-	-	-	2,423,840	-	2,423,840
Bonds Payable	-	-	-	11,820,000	-	11,820,000
TMRS Pension Liability	-	-	-	449,979	-	449,979
TMRS Actuarial Experience	-	-	-	13,436	-	13,436
Total Liabilities	\$ 10,559	\$ -	\$ -	\$ 14,818,187	\$ -	\$ 14,828,747
Fund Balances/Equity						
Reserve for Encumbrances	\$ 29,315	\$ -	\$ -	\$ -	\$ -	\$ 29,315
Unreserved Fund Balance	36,694,593	1,930,416	1,536,454	-	-	40,161,463
Investment in Capital Assets	-	-	-	-	16,121,952	16,121,952
Total Fund Balances/Equity	\$ 36,723,907	\$ 1,930,416	\$ 1,536,454	\$ -	\$ 16,121,952	\$ 56,312,729
Total Liabilities and Fund Balances	\$ 36,734,467	\$ 1,930,416	\$ 1,536,454	\$ 14,818,187	\$ 16,121,952	\$ 71,141,476

McKinney Economic Development Corporation
Summary Operating Statement
July 2017 (83% of FY Complete)

Revenues	FY17 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 10,750,000	\$ 1,019,409	\$ 10,363,100	\$ 386,900	96.4%	\$ 895,833	\$ 123,576	\$ 8,958,333	\$ 1,404,766
Interest Income	75,300	32,809	236,230	(160,930)	313.7%	6,275	26,534	62,750	173,480
Sale of Land	-	-	4,300	(4,300)		-	-	-	4,300
Total Revenues	\$ 10,825,300	\$ 1,052,218	\$ 10,603,629	\$ 221,671	98.0%	\$ 902,108	\$ 150,110	\$ 9,021,083	\$ 1,582,546
Expenditures	FY17 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	\$ 878,819	\$ 78,449	\$ 739,491	\$ 139,328	84.1%	\$ 73,235	\$ (5,214)	\$ 732,349	\$ (7,142)
Supplies	44,000	1,016	16,811	27,189	38.2%	3,667	2,650	36,667	19,855
Maintenance	29,000	-	-	29,000	0.0%	2,417	2,417	24,167	24,167
Services/Sundry	885,519	35,745	501,414	384,105	56.6%	73,793	38,049	737,933	236,518
Total MEDC Operational Exp.	\$ 1,837,338	\$ 115,210	\$ 1,257,717	\$ 579,621	68.5%	\$ 153,112	\$ 37,902	\$ 1,531,115	\$ 273,398
Projects									
Committed Projects	\$ 11,817,086	\$ 180,000	\$ 719,515	\$ 11,097,571	6.1%	\$ 984,757	\$ 804,757	\$ 9,847,572	\$ 9,128,057
Other Project Expenses	140,000	4,544	18,468	121,533	13.2%	11,667	7,123	116,667	98,199
Land Acquisition	-	-	1,100,000	(1,100,000)		-	-	-	(1,100,000)
Total Project Expenses	\$ 11,957,086	\$ 184,544	\$ 1,837,983	\$ 10,119,104	15.4%	\$ 996,424	\$ 811,880	\$ 9,964,238	\$ 8,126,256
Non-Departmental									
Other - Adm Fee	\$ 290,000	\$ 24,167	\$ 241,667	\$ 48,333	83.3%	\$ 24,167	\$ -	\$ 217,500	\$ (24,167)
Bond Issuance Costs	-	-	54,792	(54,792)		-	-	-	(54,792)
Insurance & Risk Fund	1,708	142	1,423	285	83.3%	142	-	1,281	(142)
MEDC I & S Fund	2,405,887	200,491	2,004,906	400,981	83.3%	200,491	-	1,603,925	(400,981)
Total Non-Departmental Expenses	\$ 2,697,595	\$ 224,800	\$ 2,302,788	\$ 394,807	85.4%	\$ 226,883	\$ 2,083	\$ 1,822,706	\$ (480,082)
Total Expenses	\$ 16,492,019	\$ 524,554	\$ 5,398,487	\$ 11,093,532	32.7%	\$ 1,376,418	\$ 851,865	\$ 13,318,059	\$ 7,919,572
Net	\$ (5,666,719)	\$ 527,665	\$ 5,205,142			\$ (474,310)	\$ 1,001,975	\$ (4,296,976)	\$ 9,502,118
FY17 Beginning Fund Balance	\$ 31,518,766								
Add FY17 Budgeted Revenue	10,825,300								
Less FY17 Budgeted Expense	(16,492,019)								
FY17 Proj. End Fund Balance	\$ 25,852,047								

Debt Service / Project Details

July 2017

Debt Service Payments	Project Code	FY17 Adopted Budget	FY17 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Spent
Gateway	E00010	946,765	-	78,897	788,971	157,794	83.3%
University Park	E97030	824,159	-	68,680	686,799	137,360	83.3%
Replacement Runway	n/a	634,963	-	52,914	529,136	105,827	83.3%
Total Debt Service Payments		\$ 2,405,887	\$ -	\$ 200,491	\$ 2,004,906	\$ 400,981	83.3%

Committed Projects		FY17 Adopted Budget	FY17 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Perfectly Green	E12019	110,000	-	-	-	110,000	0.0%
Raytheon	E13005	1,530,000	-	-	-	1,530,000	0.0%
Statlab	E13007	157,500	-	-	-	157,500	0.0%
Hisun	E13011	126,000	-	-	-	126,000	0.0%
Wistron II	E14002	240,000	-	-	-	240,000	0.0%
O'Hara Flying Service	E14003	120,000	-	-	24,000	96,000	20.0%
Ag-Power, Inc	E14004	160,000	-	-	-	160,000	0.0%
Project Brown - UPS	E14009	-	85,000	-	85,000	-	100.0%
Headington Energy	E14010	160,000	-	-	-	160,000	0.0%
Playful	E14016	75,000	-	-	75,000	-	100.0%
Encore Wire	E14017	930,000	-	-	-	930,000	0.0%
AIM	E14021	69,000	-	-	-	69,000	0.0%
Popular Ink II	E15005	24,000	-	-	-	24,000	0.0%
Wright IMC	E15007	108,000	-	-	-	108,000	0.0%
Accent Care	E15008	169,020	-	-	-	169,020	0.0%
Horizon Data Center	E15010	256,000	-	-	205,000	51,000	80.1%
Blount Fine Food Corp	E16001	510,000	-	-	-	510,000	0.0%
Cookies-N-Milk	E16002	44,480	-	-	-	44,480	0.0%
Werx (Grant Match)	E17001	-	162,145	-	54,048	108,097	33.3%
SFMC	E17002	-	768,000	-	-	768,000	0.0%
TPUSA	E17003	-	610,000	-	-	610,000	0.0%
Paccar	E17004	-	3,300,000	-	-	3,300,000	0.0%
Cotiviti USA	E17005	-	792,000	-	-	792,000	0.0%
Simpson Strong Tie	E17006	-	467,000	-	-	467,000	0.0%
Playful	E17007	-	180,000	180,000	180,000	-	100.0%
Undesignated FY 17		6,477,486	(6,364,145)	-	-	113,341	0.0%
Total Committed Projects		\$ 11,266,486	\$ -	\$ 180,000	\$ 623,048	\$ 10,643,438	5.5%

Emerging Technologies		FY17 Adopted Budget	FY17 Budget Transfers	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Munzee	E14015	-	4,167	-	4,167	-	100.0%
Tupps Brewery	E14019	-	12,500	-	12,500	-	100.0%
Werx in McKinney Inc,	E15001	23,000	47,000	-	70,000	-	100.0%
Pest Routes	E15006	27,600	-	-	9,800	17,800	35.5%
Undesignated FY 17		500,000	(63,667)	-	-	436,333	0.0%
Total Emerging Technologies		\$ 550,600	\$ -	\$ -	\$ 96,467	\$ 454,133	17.5%

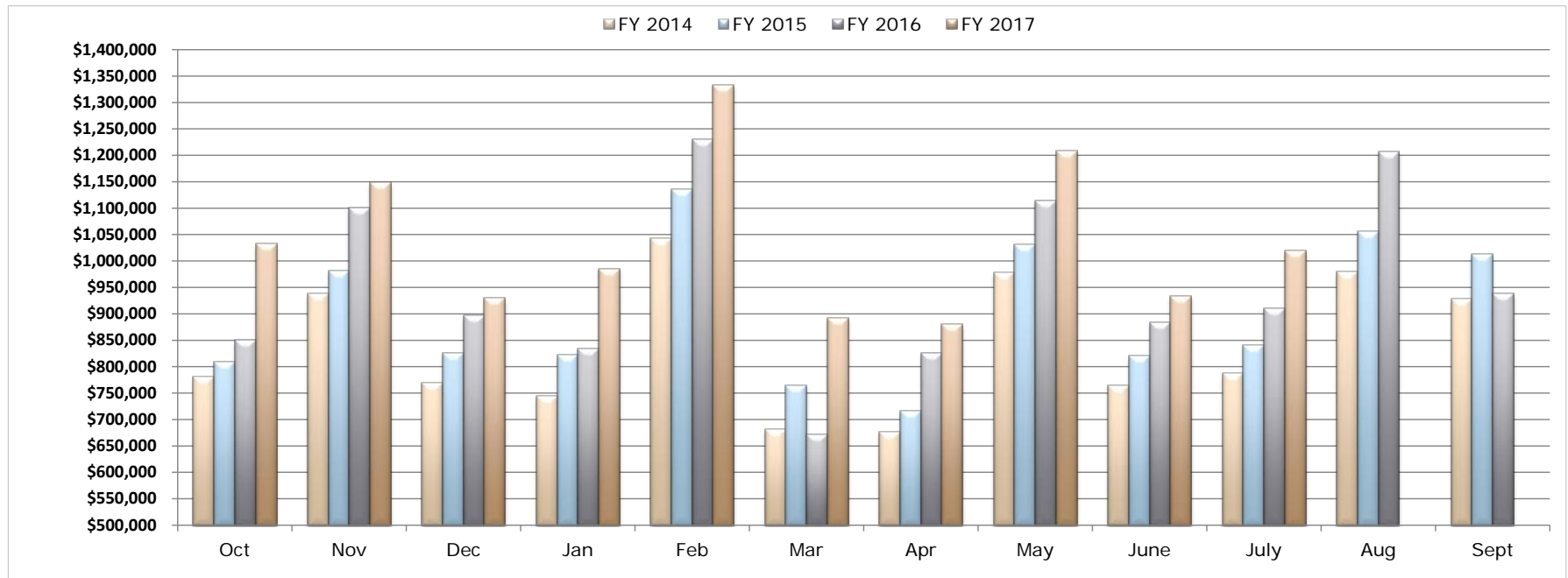
Total Projects		\$ 11,817,086	\$ -	\$ 180,000	\$ 719,515	\$ 11,097,571	6.1%
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McKinney Economic Development Corporation

Sales Tax Revenue

July 2017

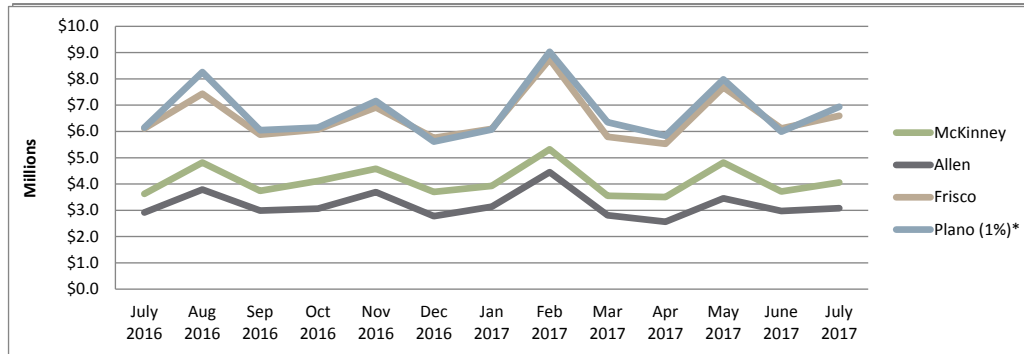
Month Received	FY 2012 Received	FY 2013 Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	Difference to FY 2016	Variance to FY 2016	% of Budget
October	\$677,019	\$716,718	\$780,694	\$809,613	\$851,178	\$1,032,847	\$181,669	21.3%	9.6%
November	788,763	1,039,163	938,090	982,351	1,101,106	1,148,939	\$47,832	4.3%	20.3%
December	590,569	722,045	770,221	826,009	897,304	929,699	\$32,395	3.6%	28.9%
January	652,773	669,397	744,988	821,731	833,503	985,393	\$151,890	18.2%	38.1%
February	900,507	1,231,993	1,043,205	1,136,044	1,231,183	1,334,043	\$102,860	8.4%	50.5%
March	582,592	666,620	681,914	764,445	671,518	891,649	\$220,131	32.8%	58.8%
April	563,639	676,334	677,086	716,258	825,953	880,093	\$54,139	6.6%	67.0%
May	837,767	903,002	978,399	1,031,572	1,114,575	1,208,091	\$93,516	8.4%	78.2%
June	646,007	703,897	765,309	820,908	884,501	932,936	\$48,435	5.5%	86.9%
July	678,542	694,500	787,000	840,355	910,886	1,019,409	\$108,523	11.9%	96.4%
August	845,911	951,437	980,251	1,055,774	1,207,558				
September	995,666	725,552	928,323	1,013,186	938,767				
Total	\$8,759,753	\$9,700,659	\$10,075,479	\$10,818,246	\$11,468,033	\$10,363,100	\$1,041,392	11.2%	96.4%



TOTAL SALES TAX COLLECTED

Sister City Comparison

Jul 2017	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$433,493	\$159,917	\$474,906	\$791,965
Var to LY	11.9%	5.5%	7.8%	12.9%
Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$4,160,231	\$1,803,204	\$3,575,409	\$3,901,541
Var to LY	11.2%	6.0%	5.8%	6.2%



Year-to-Date Collections

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
Apr 2016	3,288,815	2,522,420	5,082,521	5,141,742
May 2016	4,443,548	3,427,481	6,995,779	7,595,316
June 2016	3,522,696	2,861,306	5,408,488	6,004,470
July 2016	3,628,455	2,920,296	6,117,169	6,145,855
FY 2016 Total	\$37,137,681	\$30,203,892	\$61,735,267	\$63,224,748

FY 2017	McKinney	Allen	Frisco	Plano 1% *
Oct 2016	\$4,116,182	\$3,061,944	\$6,075,708	\$6,150,300
Nov 2016	4,580,493	3,694,686	6,916,761	7,160,454
Dec 2016	3,703,478	2,778,371	5,757,723	5,614,224
Jan 2017	3,926,250	3,140,385	6,099,342	6,077,156
Feb 2017	5,320,725	4,451,976	8,750,238	9,031,811
Mar 2017	3,551,101	2,809,013	5,794,852	6,352,638
Apr 2017	3,504,877	2,564,044	5,530,571	5,834,092
May 2017	4,816,789	3,455,179	7,678,904	7,979,585
June 2017	3,716,070	2,971,286	6,114,504	5,988,208
July 2017	4,061,949	3,080,214	6,592,074	6,937,820
FY 2017 Total	\$41,297,912	\$32,007,096	\$65,310,675	\$67,126,289

* 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

Checks Issued: July 2017

DATE	NUMBER	DESCRIPTION	AMOUNT	FPO #	PO #
7/6/2017	47	J. Valencia Reimbursement (Mileage)	\$129.47	F33562	
7/6/2017	48	Foliage Design System (Office Plant Care)	\$105.00		170049
7/10/2017	49	Loan Agreement - Retention (#E17-007)	\$180,000.00	F33574	
7/10/2017	50	Conway Data (Advertising)	\$7,400.00		171663
7/10/2017	51	OfficeTeam (S Coleman Temp Services)	\$652.91		171234
7/10/2017	52	Brown & Hofmeister (#E13-007)	\$32.00	F33578	
7/10/2017	53	Brown & Hofmeister (#E17-006)	\$352.00	F33577	
7/10/2017	54	Brown & Hofmeister (#E17-007)	\$480.00	F33579	
7/10/2017	55	Brown & Hofmeister (#E14-021)	\$128.00	F33580	
7/10/2017	56	Brown & Hofmeister (#E17-004)	\$3,520.00	F33581	
7/10/2017	57	Brown & Hofmeister (#E17-005)	\$32.00	F33582	
7/10/2017	58	Brown & Hofmeister (Raytheon Company)	\$128.00	F33583	
7/10/2017	59	Brown & Hofmeister (Wistron Greentech)	\$192.00	F33584	
7/10/2017	60	Brown & Hofmeister (Project Fishing)	\$112.00	F33585	
7/10/2017	61	Brown & Hofmeister (Project Lilly)	\$310.50	F33588	
7/10/2017	62	Brown & Hofmeister (Project 3-Tab)	\$480.00	F33589	
7/10/2017	63	Brown & Hofmeister (General Legal Fees)	\$3,520.46	F33586	
7/10/2017	64	Brown & Hofmeister (Board Meeting)	\$96.00	F33587	
7/10/2017	65	A. Liu Reimbursement (Mileage)	\$82.68	F33590	
7/12/2017	66	4-D Property Maintenance (MEDC Land Maintenance)	\$1,872.00		170924
7/17/2017	67	Standard Coffee Service	\$34.40		170140
7/17/2017	68	OfficeTeam (S Coleman Temp Services)	\$411.59		171234
7/20/2017	69	Dun & Bradstreet Info (Hoover's Online)	\$1,198.55		170923
7/20/2017	70	Kimley Horn & Assoc (Hydrologic/Hydraulic Analysis)	\$2,332.00		170745
7/26/2017	71	4-D Property Maintenance (MEDC Land Maintenance)	\$1,872.00		170924
7/26/2017	72	Vianco Enterprises (Groundbreaking Items)	\$1,103.60		171680

17-805



TITLE: Consider/Discuss/Act on Final FY18 Budget for Submission to City Council for Approval

SUPPORTING MATERIALS:

[MEDC Budget FY18-Final](#)

CITY OF MCKINNEY, BUDGET FY 2017-2018 LINE ITEM DETAIL													
Account Number	F	Account Description	Actual FY 13-14	Actual FY 14-15	Actual FY 15-16	Original FY 16-17	Revised FY 16-17	Y-T-D 5/31/17	Adjusted FY 16-17	EOY Estimate FY 16-17	Continuation FY 17-18	Supplemental FY 17-18	Proposed FY 17-18
MCKINNEY ECONOMIC DEVELOPMENT CORPORATION													
Economic Development Revenues													
059-0000-313-1001	1001	Sales Taxes	10,075,479	10,818,246	11,697,417	10,750,000	10,750,000	8,410,754	2,081,201	12,831,201	13,482,272		13,482,272
059-0000-361-1000	1000	Interest Income	9,673	18,432	108,472	75,300	75,300	173,747	199,700	275,000	275,000		275,000
059-0000-365-4001	4001	Donations/Contributions	0	0	0	0	0	0		0	0		0
059-0000-369-1001	1001	Other Income	3,417,016	0	0	0	0	0	0	0	0		0
059-0000-369-1002	1002	Cash Over / Short	0	0	0	0	0	0		0	0		0
059-0000-369-1004	1004	Prior Years Expense	0	262,733	20,325	0	0	0		0	0		0
059-0000-391-4600	4600	Transfer from MEDC Debt Service Fund	0	0	0	0	0	0		0	0		0
059-0000-392-2000	2000	Sale of Land	610,978	1,410,067	0	0	0	0		0	0		0
TOTAL-Rev	Rev	MEDC Revenue Total	14,113,146	12,509,478	11,826,214	10,825,300	10,825,300	8,584,501	2,280,901	13,106,201	13,757,272	0	13,757,272
z MEDC Revenues													
1255 MEDC Economic Development													
059-1255-461-8001	8001	Administrative	450,761	693,799	384,911	533,213	533,213	304,218	41,978	575,191	675,682	250,000	925,682
		Supplemental:											
		Research Director											
		Business Attraction Director											
		110,000											
		140,000											
		250,000											
059-1255-461-8002	8002	Clerical	17,578	19,533	74,933	92,583	92,583	46,367	(26,546)	66,037	51,413	44,524	95,937
		Supplemental:											
		Admin Assistant											
		44,524											
059-1255-461-8005	8005	Part-Time	0	8,329	4,925	0	0	0		0	0	16,066	16,066
		Supplemental:											
		Intern											
		16,066											
		16,066											
059-1255-461-8006	8006	Car Allowance	6,600	4,950	2,250	0	0	6,000	9,000	9,000	9,000		9,000
059-1255-461-8007	8007	Bonus / Incentive	20,000	0	0	0	0	0		0	0		0
059-1255-461-8008	8008	Cell Phone Allowance	5,200	5,100	4,250	6,000	6,000	3,000		6,000	6,000		6,000
		Continuation:											
		MEDC President											
		MEDC Vice President											
		Director of BREP & Emerging Technology											
		Director of Business Development											
		Director of Marketing & Research											
		1,200											
		1,200											
		1,200											
		1,200											
		1,200											
		6,000											
059-1255-461-8010	8010	Overtime	2,843	52	56	0	0	0		0	0		0
059-1255-461-8011	8011	Stability	380	895	704	1,124	1,124	1,076	(48)	1,076	1,496		1,496
059-1255-461-8012	8012	Vacation	15,002	47,714	13,372	0	0	28,701	27,914	27,914	0		0
059-1255-461-8013	8013	Sick	8,985	17,682	5,085	0	0	8,864	5,101	5,101	0		0
059-1255-461-8015	8015	Holiday	16,231	18,560	16,252	0	0	14,950	14,950	14,950	0		0
059-1255-461-8016	8016	Bereavement	0	0	2,192	0	0	0	0	0	0		0
059-1255-461-8017	8017	Continuous Compensation Benefit	0	(59)	1,624	0	0	0		0	0		0
059-1255-461-8018	8018	Workers Compensation Reimb	0	4,497	(1,630)	0	0	0		0	0		0
059-1255-461-8019	8019	Bilingual Pay	600	600	600	600	600	400		600	600		600
059-1255-461-8020	8020	FICA	35,897	44,895	36,314	48,464	48,464	29,830	5,535	53,999	56,931		56,931
059-1255-461-8021	8021	TMRS	83,022	115,888	77,737	96,826	96,826	63,630	11,164	107,990	114,346		114,346
059-1255-461-8022	8022	Hospital & Life Ins	91,133	78,114	78,498	95,809	95,809	71,857		95,809	103,012		103,012
059-1255-461-8023	8023	Workers Compensation	0	0	0	0	0	0		0	0		0
059-1255-461-8024	8024	Wellness Dollars	4,200	3,600	3,600	4,200	4,200	2,100		4,200	4,200		4,200
059-1255-461-8080	8080	Adjustments	0	0	0	0	0	0		0	0		0
Subtotal: Personnel			758,432	1,064,149	705,673	878,820	878,819	580,992	89,048	967,867	1,022,680	310,590	1,333,270
059-1255-463-8101	8101	Office	2,468	4,174	5,107	5,000	5,000	3,296		5,000	5,000		5,000
059-1255-463-8103	8103	Food (non-travel)	19,643	15,505	20,236	15,000	15,000	9,316		15,000	17,000		17,000
059-1255-463-8106	8106	Minor Tools & Equipment	2,321	331	5,124	15,000	15,000	918		15,000	5,000		5,000
059-1255-463-8115	8115	Postage	823	443	524	2,000	2,000	284		2,000	700		700
059-1255-463-8140	8140	Computer Hardware/Software	1,824	8,378	767	5,000	5,000	1,640		5,000	5,000		5,000
059-1255-463-8144	8144	Communications Supplies	0	1	0	1,000	1,000	0		1,000	1,000		1,000
059-1255-463-8177	8177	Printed Material	0	0	264	15,000	15,000	877		15,000	0		0
Subtotal: Supplies			27,079	28,832	32,022	58,000	58,000	16,331	0	58,000	33,700	0	33,700
059-1255-463-8301	8301	Maintenance-Buildings & Structures	0	0	0	0	0	0		0	0		0
059-1255-463-8314	8314	Maintenance-Miscellaneous	0	0	5	2,000	2,000	0		2,000	2,000		2,000
059-1255-463-8420	8420	Maintenance-Computer Software	0	527	3,881	27,000	27,000	0		27,000	27,000		27,000
Subtotal: Maintenance			0	527	3,885	29,000	29,000	0	0	29,000	29,000	0	29,000
059-1255-463-8501	8501	Communications Services	7,994	5,069	4,999	5,300	5,300	2,612		5,300	7,000		7,000

CITY OF MCKINNEY, BUDGET FY 2017-2018 LINE ITEM DETAIL													
Account Number	F	Account Description	Actual FY 13-14	Actual FY 14-15	Actual FY 15-16	Original FY 16-17	Revised FY 16-17	Y-T-D 5/31/17	Adjusted FY 16-17	EOY Estimate FY 16-17	Continuation FY 17-18	Supplemental FY 17-18	Proposed FY 17-18
		Continuation:											
059-1255-463-8502	8502	Phone/cable/internet/wireless											
		Mileage	7,000										
			5,654	5,837	5,948	7,000	7,000	3,048		7,000	7,000		7,000
059-1255-463-8503	8503	Insurance for Office Lease	884	0	0	1,000	1,000	0		1,000	1,000		1,000
059-1255-463-8504	8504	Office Rent	58,366	60,077	60,662	61,000	61,000	61,236		61,000	77,000		77,000
059-1255-463-8506	8506	Travel/Training	15,338	18,774	44,052	140,000	140,000	50,071		140,000	160,000		160,000
		Continuation:											
		Travel to HQ's	10,000										
		Asia Strategy (China, Taiwan, Korea, Japan)	40,000										
		Europe Strategy (UK, France, Germany)	30,000										
		Domestic Strategy	40,000										
		-IAMC											
		-Site Selectors Guild											
		-Team Texas											
		-Texas One											
		-Dallas Regional Chamber											
		-Other State/Regional Partners											
		Other Travel (IEDC, SelectUSA, etc.)	40,000										
			160,000										
059-1255-463-8507	8507	Publications	1,379	775	817	1,000	1,000	757		1,000	1,000		1,000
059-1255-463-8508	8508	Utilities-Electric	6,560	6,879	5,752	7,500	7,500	5,503		7,500	7,500		7,500
059-1255-463-8510	8510	Other	2,070	168	227	36,500	36,500	309		36,500	1,000		1,000
059-1255-463-8511	8511	Associations	55,956	24,192	35,503	32,000	32,000	40,081		32,000	42,000		42,000
		Continuation:											
		Texas One	25,000										
		IEDC	5,250										
		Other (Team Texas, DRC, NTCAR, etc.)	11,750										
			42,000										
059-1255-463-8513	8513	Web Software Service	0	0	0	0	0	4,632		0	0		0
059-1255-463-8515	8515	Equipment Rental	11,627	11,727	14,092	10,000	10,000	5,410		10,000	10,000		10,000
059-1255-463-8516	8516	Ret Fee/Prof Service	99,157	69,300	145,748	177,000	177,000	134,609		177,000	150,000		150,000
		Continuation:											
		Operational surveys, appraisals, engineering, etc.	50,000										
		Lead Generation Consultant	20,000										
		Misc. Professional Services	70,000										
		International Marketing Materials	10,000										
			150,000										
059-1255-463-8517	8517	Promotional	0	0	16,588	35,000	35,000	11,624		35,000	20,000		20,000
		Continuation:											
		McKinney Magnet	5,000										
		Employer Appreciation Event	10,000										
		MVP Program	2,000										
		Promotional Collateral	3,000										
			20,000										
059-1255-463-8520	8520	Advertising / Legal Notices	0	0	75,807	180,000	180,000	67,275		180,000	228,000		228,000
		Continuation:											
		Misc. BREP Marketing	12,000										
		General Marketing Materials	6,000										
		Website/Social Media	10,000										
		New Marketing Plan	200,000										
			228,000										
059-1255-463-8526	8526	Auditing / Accounting Fee	0	0	0	0	0	0		0	0		0
059-1255-463-8528	8528	Recruitment	0	0	7,782	0	0	0		0	0		0
059-1255-463-8538	8538	Temporary Personnel Services	257	0	4,118	1,000	1,000	6,906		1,000	16,800		16,800
059-1255-463-8539	8539	Other Legal Fees	21,489	64,260	67,157	40,000	110,000	39,870		110,000	100,000		100,000
059-1255-463-8547	8547	Airport Marketing	200	0	60,432	62,000	62,000	36,211		62,000	62,000		62,000
059-1255-463-8595	8595	Information Services Fee	0	10,176	10,176	5,219	5,219	3,479		5,219	5,219		5,219
Subtotal: Services/Sundry			286,931	277,234	559,860	801,519	871,519	473,633	0	871,519	895,519	0	895,519
059-1255-466-9001	9001	Land Acquisition	0	0	0	0	0	0		0	0		0
059-1255-466-9201	9201	Furniture/Fixtures	0	0	0	0	0	0		0	0		0
Subtotal: Capital			0	0	0	0	0	0	0	0	0	0	0
1255 Economic Dev D			1,072,442	1,370,742	1,301,440	1,767,339	1,837,338	1,070,956	89,048	1,926,386	1,980,899	310,590	2,291,489
1256 MEDC Promotional			MOVED TO ADMINISTRATION (059-1255) IN FY16										

CITY OF MCKINNEY, BUDGET FY 2017-2018 LINE ITEM DETAIL													
Account Number	F	Account Description	Actual FY 13-14	Actual FY 14-15	Actual FY 15-16	Original FY 16-17	Revised FY 16-17	Y-T-D 5/31/17	Adjusted FY 16-17	EOY Estimate FY 16-17	Continuation FY 17-18	Supplemental FY 17-18	Proposed FY 17-18
059-1256-463-8177	8177	Printed Material	12,744	11,651	0	0	0	0		0	0		0
Subtotal: Supplies			12,744	11,651	0	0	0	0	0	0	0	0	0
059-1256-463-8420	8420	Maintenance-Computer Software	3,016	50	0	0	0	0		0	0		0
Subtotal: Maintenance			3,016	50	0	0	0	0	0	0	0	0	0
059-1256-463-8506	8506	Travel & Promotions	22,087	42,557	0	0	0	0		0	0		0
059-1256-463-8510	8510	Other (Community Relations)	23,266	0	0	0	0	0		0	0		0
059-1256-463-8516	8516	Ret Fee/Prof Service	16,909	112,269	0	0	0	0		0	0		0
059-1256-463-8517	8517	Promotional	15,309	5,831	0	0	0	0		0	0		0
059-1256-463-8520	8520	Advertising / Legal Notices	144,007	129,716	0	0	0	0		0	0		0
059-1256-463-8547	8547	Airport Marketing	64,874	53,222	0	0	0	0		0	0		0
Subtotal: Services/Sundry			286,452	343,595	0	0	0	0	0	0	0	0	0
059-1256-463-9201	9201	Furniture/Fixtures	0	0	0	0	0	0		0	0		0
Subtotal: Capital			0	0	0	0	0	0	0	0	0	0	0
1256 Promotional T D			302,212	355,296	0	0	0	0	0	0	0	0	0
1257 MEDC Projects													
059-1257-463-8103	8103	Food (non-travel)	0	0	0	0	0	0		0	0		0
Subtotal: Supplies			0	0	0	0	0	0	0	0	0	0	0
059-1257-463-8201	8201	Maintenance-Land	0	0	0	0	0	0		0	0		0
Subtotal: Maintenance			0	0	0	0	0	0	0	0	0	0	0
059-1257-463-8504	8504	Office Rent	0	0	0	0	0	0		0	0		0
059-1257-463-8508	8508	Utilities-Electric	57,016	0	0	0	0	0		0	0		0
059-1257-463-8510	8510	Projects	3,603,027	813,486	1,715,921	6,977,486	11,817,086	540,915		11,817,086	7,000,000		7,000,000
		Continuation:											
		Anticipated Project Obligations (est.)	4,500,000										
		Spec Industrial Initiative (est.)	2,500,000										
			7,000,000										
059-1257-463-8516	8516	Ret Fee/Prof Service	40,329	4,550	0	100,000	100,000	0		100,000	100,000		100,000
		Continuation:											
		Project related surveys, engineering, announcement logistics, etc.											
059-1257-463-8526	8526	Auditing / Accounting Fee	0	0	0	10,000	10,000	0		10,000	10,000		10,000
059-1257-463-8539	8539	Other Legal Fees	73,345	19,010	10,350	100,000	30,000	1,994		30,000	40,000		40,000
059-1257-463-8558	8558	Utilities-Gas	5,062	0	0	0	0	0		0	0		0
059-1257-463-8568	8568	Utilities-Water	275	0	0	0	0	0		0	0		0
Subtotal: Services/Sundry			3,779,054	837,046	1,726,271	7,187,486	11,957,086	542,909	0	11,957,086	7,150,000	0	7,150,000
059-1257-466-9001	9001	Land Acquisition	0	217,859	0	0	0	0		0	0		0
Subtotal: Capital			0	217,859	0	0	0	0	0	0	0	0	0
1257 Projects Total D			3,779,054	1,054,905	1,726,271	7,187,486	11,957,086	542,909	0	11,957,086	7,150,000	0	7,150,000
1271 MEDC International Marketing													
MOVED TO ADMINISTRATION (059-1255) IN FY16													
059-1271-463-8101	8101	Office	0	0	0	0	0	0		0	0		0
059-1271-463-8103	8103	Food (non-travel)	57	0	0	0	0	0		0	0		0
059-1271-463-8115	8115	Postage	0	0	0	0	0	0		0	0		0
059-1271-463-8177	8177	Printed Material	0	0	0	0	0	0		0	0		0
Subtotal: Supplies			57	0	0	0	0	0	0	0	0	0	0
059-1271-463-8501	8501	Communications Services	0	0	0	0	0	0		0	0		0
059-1271-463-8502	8502	Mileage	0	0	0	0	0	0		0	0		0
059-1271-463-8506	8506	Travel/Training	21,497	4,743	0	0	0	0		0	0		0
059-1271-463-8510	8510	Other	0	0	0	0	0	0		0	0		0
059-1271-463-8511	8511	Associations	500	60	0	0	0	0		0	0		0
059-1271-463-8515	8515	Equipment Rental	0	0	0	0	0	0		0	0		0
059-1271-463-8516	8516	Ret Fee/Prof Service	160	0	0	0	0	0		0	0		0
059-1271-463-8517	8517	Promotional	2,413	0	0	0	0	0		0	0		0
059-1271-463-8520	8520	Advertising / Legal Notices	775	1,943	0	0	0	0		0	0		0
Subtotal: Services/Sundry			25,345	6,746	0	0	0	0	0	0	0	0	0
1271 International N D			25,402	6,746	0	0	0	0	0	0	0	0	0
1272 MEDC BREP - Emerging Technology													
MOVED TO ADMINISTRATION (059-1255) IN FY16													
059-1272-463-8101	8101	Office	601	446	0	0	0	0		0	0		0
059-1272-463-8103	8103	Food (non-travel)	4,339	179	0	0	0	0		0	0		0
059-1272-463-8106	8106	Minor Tools & Equipment	0	3,400	0	0	0	0		0	0		0
059-1272-463-8115	8115	Postage	0	0	0	0	0	0		0	0		0
Subtotal: Supplies			4,940	4,025	0	0	0	0	0	0	0	0	0
059-1272-463-8501	8501	Communications Services	10,715	1,679	0	0	0	0		0	0		0
059-1272-463-8502	8502	Mileage	552	243	0	0	0	0		0	0		0
059-1272-463-8504	8504	Office Rent	55,147	25,641	0	0	0	0		0	0		0

CITY OF MCKINNEY, BUDGET FY 2017-2018 LINE ITEM DETAIL													
Account Number	F	Account Description	Actual FY 13-14	Actual FY 14-15	Actual FY 15-16	Original FY 16-17	Revised FY 16-17	Y-T-D 5/31/17	Adjusted FY 16-17	EOY Estimate FY 16-17	Continuation FY 17-18	Supplemental FY 17-18	Proposed FY 17-18
059-1272-463-8506	8506	Travel/Training	0	307	0	0	0	0		0	0		0
059-1272-463-8508	8508	Utilities-Electric	5,269	2,275	0	0	0	0		0	0		0
059-1272-463-8510	8510	Other	1,172	0	0	0	0	0		0	0		0
059-1272-463-8515	8515	Rental Fee	0	0	0	0	0	0		0	0		0
059-1272-463-8516	8516	Ret Fee/Prof Service	37,740	5,648	0	0	0	0		0	0		0
059-1272-463-8517	8517	Promotional	0	0	0	0	0	0		0	0		0
059-1272-463-8539	8539	Other Legal Fees	1,952	3,024	0	0	0	0		0	0		0
Subtotal: Services/Sundry			112,547	38,817	0	0	0	0	0	0	0	0	0
1272 BREP - Emerg D			117,487	42,842	0	0	0	0	0	0	0	0	0
9999 MEDC Non-Departmental													
059-9999-463-8510	8510	Other (Administrative Fee to General Fund)	94,614	150,000	230,000	290,000	290,000	193,333		290,000	290,000		290,000
059-9999-463-8549	8549	Bond Issuance Costs	0	0	0	0	0	54,792		0	0		0
059-9999-463-8815	8815	Transfer to Risk/Insurance Fund	0	0	0	1,708	1,708	1,139		1,708	1,708		1,708
059-9999-463-8845	8845	Transfer to MEDC I&S Fund	3,154,228	2,396,737	2,396,937	2,405,887	2,405,887	1,603,925		2,405,887	2,307,118		2,307,118
		Continuation:											
		2002 Sales Tax-Exempt Loan (E97030-Univ	824,159										
		2011 Sales Tax-Exempt (Airport Runway Re	641,463										
		2016 Sales Tax Refunding Taxable (Land A	841,497										
			2,307,118										
059-9999-463-8854	8854	Transfer to Central Business District Marketing Initiative	25,000	25,000	25,000	0	0	0		0	0		0
Subtotal: Services/Sundry			3,273,842	2,571,737	2,651,937	2,697,595	2,697,595	1,853,189	0	2,697,595	2,598,826	0	2,598,826
9999 MEDC Non-De D			3,273,842	2,571,737	2,651,937	2,697,595	2,697,595	1,853,189	0	2,697,595	2,598,826	0	2,598,826
TOTAL-Exp	Exp	MEDC Total Expenditures	8,570,439	5,402,268	5,679,648	11,652,420	16,492,019	3,467,053	89,048	16,581,067	11,729,725	310,590	12,040,315
z	SD	MEDC Surplus/(Deficits)	5,542,707	7,107,210	6,146,566	(827,120)	(5,666,719)	5,117,448	2,191,853	(3,474,866)	2,027,547	(310,590)	1,716,957
		MEDC											