



# McKinney Community Development Corporation Agenda

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Thursday, April 26, 2018

8:00 AM

Council Chambers  
222 N. Tennessee Street  
McKinney, TX 75069

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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.

**18-361**      [Minutes of the McKinney Community Development Corporation Meeting of March 22, 2018](#)

**Attachments:**    [Minutes](#)

**18-363**      [Minutes of the McKinney Community Development Corporation and Promotional and Community Events Grant Committee of January 8, 2018](#)

**Attachments:**    [Minutes](#)

**18-362**      [Minutes of the McKinney Community Development Corporation Finance Committee Meeting of April 10, 2018](#)

**Attachments:**    [Minutes](#)

## REPORTS

**18-367**      [March Financial Reports](#)

**Attachments:**    [March 2018 Financials](#)  
                          [MCDC Transmittal Letter](#)  
                          [March 2018 Invoices Processed](#)

- 18-364**      [Board Liaison Updates](#)  
                  [Board Chairman](#)  
                  [City of McKinney](#)  
                  [McKinney Convention and Visitors Bureau](#)  
                  [McKinney Economic Development Corporation](#)  
                  [McKinney Main Street/MPAC](#)  
                  [McKinney Parks and Recreation](#)  
  
                  **Attachments:**    [MCVB Report](#)  
                                      [MEDC Report](#)  
                                      [Moss Ribbon Cutting Ceremony](#)
- 18-365**      [President's Report](#)  
  
                  **Attachments:**    [Potential Projects](#)  
                                      [Grants Awarded](#)  
                                      [Master Gardeners Final Report](#)

**REGULAR AGENDA**

- 18-366**      [Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Boys and Girls Club of Collin County \(#18-02\) in the Amount of \\$40,000.00 for Reimbursement of a Portion of Costs Incurred for Roof Repair at the McKinney Club](#)  
  
                  **Attachments:**    [Application Packet](#)
- 18-368**      [Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Boys and Girls Club of Collin County \(#18-03\) in the Amount of \\$30,000.00 for Refurbishment and Repair of Programming Rooms, Replacement of Damaged Recreational Equipment and Removal of Non-Functional A/C Unit](#)  
  
                  **Attachments:**    [Application Packet](#)
- 18-369**      [Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Collin County History Museum \(#18-04\) in the Amount of \\$3,900.00 for the](#)

Purchase of UV and Solar Glass Coatings for Museum  
Windows to Protect Museum Assets and Collections

**Attachments:** Application Packet

- 18-370** Conduct a Public Hearing to Consider/Discuss/Act on a  
Project Grant Application Submitted by McKinney HUB 121,  
LLC (#18-05) in the Amount of \$400,000.00 (\$200,000 Grant;  
\$200,000 Type B Sales/Use Tax-based Grant from Revenue  
Generated by the Project) for the Construction of a Privately  
Owned, Public Access Pavilion that will Provide  
Landscaping, Shade Structures, Amphitheater, Electrical  
System, Sound System and Seating Areas for the HUB 121  
Entertainment, Retail, Restaurant Mixed-Use Development in  
Craig Ranch

**Attachments:** Application Packet  
Presentation

- 18-371** Conduct a Public Hearing to Consider/Discuss/Act on a  
Project Grant Application Submitted by North Collin County  
Habitat for Humanity (#18-06) in the Amount of \$877,521.00  
for Infrastructure Costs, Demolition of Vacant Structure and  
Lot Preparation, Professional Design, and Structural,  
Mechanical, Electrical and Plumbing Services for the Cotton  
Groves Community

**Attachments:** Application Packet

- 18-372** Conduct a Public Hearing to Consider/Discuss/Act on a  
Project Grant Application Submitted by Essentialz dba  
Elemental Essentialz (#18-07) in the Amount of \$40,000.00  
for Water, Electric and Gas Utility Improvements for a Retail  
Market to be Located at 110 N. Tennessee Street,  
McKinney, Texas

**Attachments:** Application Packet

- 18-373** Consider/Discuss/Act on Proposed FY 19 MCDC Budget for  
Submission to the City Manager for Review

**Attachments:** Budget Packet

## **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:

Section 551.087. Deliberation Regarding Economic Development Matters

Project #17-04 Craig Ranch Resort Hotel and Conference Center

Project #18-02 Boys and Girls Club

Project #18-03 Boys and Girls Club

Project #18-04 Collin County History Museum

Project #18-05 HUB 121

Project #18-06 North Collin County Habitat for Humanity

Project #18-07 Elemental Essentialz

## **ACTION ON EXECUTIVE SESSION**

## **ADJOURN**



Posted in accordance with the Texas Government Code, Chapter 551, on the 19th day of April, 2018 at or before 5:00 p.m.

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Cindy Schneible  
MCDC President

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-adacompliance@mckinneytexas.org](mailto:contact-adacompliance@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>.

18-361



**TITLE:** Minutes of the McKinney Community Development Corporation Meeting of  
March 22, 2018

**SUPPORTING MATERIALS:**

[Minutes](#)

## **MCKINNEY COMMUNITY DEVELOPMENT CORPORATION**

**MARCH 22, 2018**

The McKinney Community Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on March 22, 2018 at 8:00 a.m.

Board members Present: Chairman Kurt Kuehn, Vice Chairman David Clarke, Secretary Hamilton Doak, Treasurer David Myers, Jackie Brewer, Michelle Gamble and Rick Glew.

City Council members Present: Councilman Chuck Branch

Staff Present: President Cindy Schneible; City Manager Paul Grimes; Assistant to the City Manager Trevor Minyard; Director of Parks and Recreation Mike Kowski; Chief Financial Officer Mark Holloway; MPAC/Main Street Director Amy Rosenthal; MCVB Communications & Marketing Manager Beth Shumate; City Secretary Sandy Hart; MEDC Interim President Abby Liu and MEDC Operations and Compliance Administrator Melissa Dixon.

There were three guests present.

Chairman Kuehn called the meeting to order at 8:00 a.m. after determining that a quorum was present.

- 18-262** Minutes of the McKinney Community Development Corporation Meeting of February 22, 2018. Board members unanimously approved the motion by Board member Gamble, seconded by Vice Chairman Clarke, to approve the February 22, 1018 minutes.
- 18-263** Chairman Kuehn called for the February Financial Report. Chief Financial Officer Mark Holloway reported that MCDRC revenue is above budget, year-to-date by 2.64%. Sales tax revenue, is above budget year-to-date by 3.9%. February sales tax figures came in at 1.6% below last fiscal year. Looking ahead, it appears March numbers will come in at almost 10% above last fiscal year putting the entire year at 4.8% over

last fiscal year. There were no notable expenditures outside of normal operations for the month

**18-264** Chairman Kuehn called for Board Liaison Updates.

City of McKinney – City Manager Paul Grimes reported that the new city transit services web pages are live and can be viewed via the city's website. Transit services provided by DCTA, the city's contract provider, have been updated to include a low-income pilot program. The transit authority has adopted a program for low-income individuals and is expanding the transit program to provide services to those individuals. The pilot program will evaluate the usage and data points associated with the usage in order to make recommendations and share findings. Residents can apply for low-income transit subsidy program through DCTA or the city's website. The McKinney population rose by 6.8% in 2018. The January estimate was 179,000 and February brings us over 180,000. The city issued 2,500 single-family building permits, received 400 planning case submittals and issued 97 new commercial building permits. TxDOT is conducting a feasibility study for improvements to the US 380 alignment. The intent is to increase the traffic capacity of US 380. TxDOT intends to have a public meeting on April 26<sup>th</sup>; representatives will come to a City Council work session on April 30<sup>th</sup> to share preliminary findings of the alignment options. The city postponed the completion of its comprehensive plan until the alignment of the roads is determined. North Texas Municipal Water District has issued a statement on water quality. You can find the statement on the city's website or by going directly to the NTMWD's website where you'll find quite a bit of information on the chlorination of public water. Due to the amount of misinformation circulating, they city wants to make sure that residents have access to good information.

McKinney Convention and Visitors Bureau - MCVB Communications and Marketing Manager Beth Shumate updated the Board on two applicants for the MCVB's second grant cycle; the first was the Yellowwood Festival, held during Memorial Day weekend, and second was the Star Spangled Salsa Festival, scheduled for July 4th. The MCVB has \$11,500 to give this grant cycle since there was \$1,500 left over from the last grant cycle. The CVB did a site tour of downtown McKinney with the Texas State Society of American Medical Technologists; the Sheraton was awarded that RFP for May 4<sup>th</sup>-5<sup>th</sup>. This event will draw 70 attendees and 40-50 room nights. An RFP for Texas AgriLife's annual conference was awarded to the Sheraton for July 2019 after a site visit with fourteen of their planners of downtown McKinney. The event is expected to bring 300 attendees with 100 room nights. This organization is also looking to bring another event to McKinney at a later date. McKinney now has two new food tour companies; the first is Paul and Lali Miles with the McKinney Food Tours of Texas, and the second is We Ate Well Food Tours. Each company's tours take participants to visit six different restaurant locations in McKinney to sample items from each restaurant. MCVB will be partnering with Ripen, a group that connects college students with corporations and organizations for internship-type opportunities and will be working with a group of marketing students from the University of Texas in Arlington. These students will be updating the CVB's press kit and creating blogs on the organization's website. There were 824 room nights and a total revenue of \$80,036 in February. In addition to normal marketing, the MCVB was given two full pages in the Spring Issue of the Travel South magazine, focusing on the Farmer's Market, Arts in Bloom and the Heard Museum.

McKinney Economic Development Corporation – Interim President Abby Liu updated that on February 27<sup>th</sup>, the MEDC attended an event

hosted by the Dallas Regional Chamber for the Tokyo Chamber of Commerce delegates. On March 1<sup>st</sup>, the MEDC attended an event hosted by Dr. Matkin with Collin College; the event focused on the new plan for the Technical Campus and for EDC's and BREP's in local communities partnering with Collin College's workforce program.

MPAC/Main Street - MPAC/Main Street Director Amy Rosenthal shared that the Community Band will be performing on Sunday and encouraged Board Members to attend. Eric Marienthal and the Texas Instruments Jazz Band is performing on Saturday evening. Free popsicles are available to those that ride the Dash on Saturday. Dash has had over 3,500 riders since the program was kicked off last summer. The Juried Art Show will be hosted on Saturday, April 7<sup>th</sup>. Arts in Bloom will take place on Friday, April 13<sup>th</sup> – Sunday, April 15<sup>th</sup>; there will be 163 artists showcased from 16 states and Canada. Entertainment will include artists like The Derailers and Hard Nights Day. The Cultural District had two successful meetings regarding goals, challenges and vision; the MCDC Board was asked to participate in an upcoming planning meeting.

Parks and Recreation – Director Michael Kowski was happy to report that the Gabe Nesbitt fields are now open. The tennis facility is underway and on track to be open and operational by this time next year. There will be several upcoming park public input meetings specific to Cottonwood Park and Gray Branch Park. There will be a new Parks Planner starting in April. This position will be focusing on projects such as the digital signage program and park rehabilitation and renovation. The MCDC Board and the Parks Advisory Board will be meeting in April to discuss common goals and priorities.

Secretary Doak commended the Parks and Recreation team on the Trout Derby in February.

**18-265** Chairman Kuehn called for the President's Report. MCDC President Cindy Schneible asked the Board to review the reports on grants awarded and funds remaining for the rest of the year and potential projects. There is also an update to the strategic priorities that were adopted last summer. A report on the Santa on the Square event is included for the Board's review, as well as several marketing pieces used to promote that event. The deadline for the current grant cycle is 5:00 p.m. on March 30<sup>th</sup>; several application are expected to be submitted and will be presented to the Board during the April meeting. The TxDOT input meeting regarding US 380 will be held at the Sheraton on April 26<sup>th</sup> from 6:00 – 8:00 p.m.

Chairman Kuehn called for citizen comments and there were none. Chairman Kuehn called for Board member comments and there were none.

Board members unanimously approved the motion by Secretary Doak, seconded by Vice Chairman Clarke, to adjourn the meeting. Chairman Kuehn adjourned the meeting at 8:27 a.m.

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KURT KUEHN  
Chairman

18-363



**TITLE:** Minutes of the McKinney Community Development Corporation and Promotional and Community Events Grant Committee of January 8, 2018

**SUPPORTING MATERIALS:**

[Minutes](#)



McKinney Community Development Corporation  
Promotional and Community Event Grant Committee Meeting  
January 8, 2018

The McKinney Community Development Corporation Promotional and Community Event Grant Committee met at 4:30 p.m. on January 8, 2017, in the MCDC offices at 5900 S. Lake Forest Blvd., Ste. 110, McKinney, Texas.

Board members present were Dave Clarke, David Myers and Michelle Gamble. President City Schneible was also present.

The subcommittee reviewed twelve applications seeking grant funds for promotional and community events, totaling \$127,782. A maximum of \$75,000 is allocated for funding promotional grants during the current cycle.

Following review and discussion, the committee made the following recommendations for funding of the Promotional and Community Event Grant applications submitted in Cycle I, for advertising, marketing and promotional expenses.

Collin County History Museum – WWI Commemoration	\$ 8,532
McKinney Main Street – Arts in Bloom	\$15,000
Elemental Essentialz – Three events to promote store opening	\$ -0-
St. Peter’s Episcopal – Empty Bowls	\$ 7,500
Kiwanis of McKinney – Historic Triathlon, Duathlon, Kids Tri	\$ 2,750
ManeGait Therapeutic Horsemanship – Country Fair	\$ 5,000
McKinney Garden Club – Garden and Home Tour	\$ 3,000
Heritage Guild of Collin County – Farmers Market, Tour de Coop, Ice Cream Crank-off	\$15,000
McKinney Project Graduation	\$ -0-
Smiles Charity Concert	\$ 7,500
Community Garden Kitchen – Star Spangled Salsa Fest	\$ 5,268
McKinney Parks & Recreation – Holiday Light Display	\$ 5,450

Total: \$75,000

The committee recommendations will be presented to the full board for action at the meeting on January 26, 2018 with a request for approval.

The meeting adjourned at 5:30 p.m.

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Kurt Kuehn, Chairman

18-362



**TITLE:** Minutes of the McKinney Community Development Corporation Finance Committee Meeting of April 10, 2018

**SUPPORTING MATERIALS:**

[Minutes](#)

McKinney Community Development Corporation  
Finance Committee Meeting  
April 10, 2018

Members of the MCDC Finance Committee met at 8:30 a.m. on April 10, 2018 in the MCDC offices located at 5900 S. Lake Forest Boulevard, Ste. 110, McKinney, Texas.

Members present included Kurt Kuehn, Hamilton Doak and David Myers. Cindy Schneible, MCDC President was also present.

The purpose of the meeting was to review the draft budget for MCDC for FY 19 and prepare a recommendation for full board consideration.

A summary of the information reviewed appears on the following page. Questions were addressed and discussion regarding specific line items included the operations subsidy of \$375,000 for MPAC; funds allocated for board iPads and data service; travel and training budget; operations subsidy for Apex; and an increase in the allocation for discretionary grants from the proposed \$1,300,000 to \$1,364,926 which would represent 10% of the total projected sales tax revenue for 2019.

The MCDC board will be updated regarding the Finance Committee discussion at the meeting scheduled for April 26, 2018. Input and further discussion will take place at that time. If there are additional changes requested, the Financial Services department will be advised.

The meeting concluded at 9:40 a.m.

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Kurt Kuehn, Chairman

## MCDC Proposed Budget - FY 18-19

### Revenue

Sales Tax	\$13,649,258.00
Interest	\$ 320,000.00
<b>Total Revenue</b>	<b>\$13,969,258.00</b>

### Admin & Op Expense

Personnel	\$ 280,916.00
Supplies	\$ 16,250.00
Maintenance	\$ 3,000.00
Services/Sundry	\$ 180,835.00
Advertising and Promotion, Marketing, Events, Sponsorship, Recognition	\$ 140,000.00
Information Service Fee	\$ 4,567.00
<b>Total Adm &amp; Ops</b>	<b>\$ 625,568.00</b>

### Debt Service

McKinney Aquatic and Fitness Center	<b>\$ 1,721,876.00</b>
Loan principal; Loan Interest; Agent Fees	

### Project Costs and Fees

Legal, prof. services, etc.	\$ 28,000.00
MPAC Operations Subsidy	\$ 375,000.00
City Admin Fee	\$ 170,000.00
MAFC Operations Subsidy	\$ 775,270.00
Risk/Insurance Fund	\$ 565.00
<b>Total Project Costs &amp; Fees</b>	<b>\$ 1,348,835.00</b>

<b>Total Expense</b>	<b>\$ 3,696,279.00</b>
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### Net available for grants

	<b>\$10,272,979.00</b>
Parks & Recreation CIP	\$ 5,500,000.00
Discretionary Projects	\$ 1,364,926.00
Promotional and Community Events	\$ 150,000.00
Bicycle Share	\$ 75,000.00
<b>Grant Total</b>	<b>\$ 7,089,926.00</b>
<b>Future Projects (fund balance)</b>	<b>\$ 3,183,053.00</b>
<b>Total</b>	<b>\$10,272,979.00</b>

**\$13,969,258.00**

18-367



**TITLE:** March Financial Reports

**SUPPORTING MATERIALS:**

[March 2018 Financials](#)

[MCDC Transmittal Letter](#)

[March 2018 Invoices Processed](#)

**McKinney Community Development Corporation**  
**Summary Operating Statement**  
March 2018 (50% of FY Complete)

Revenues	FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax Receipts	\$ 13,482,272	\$ 980,238	\$ 6,631,133	\$ 6,851,139	49.2%	\$ 1,123,523	\$ (143,285)	\$ 6,741,136	\$ (110,003)
Interest Income	320,000	62,111	314,246	5,754	98.2%	26,667	35,444	160,000	154,246
Miscellaneous Revenue	-	-	-	-	-	-	-	-	-
<b>Total Revenues</b>	<b>\$ 13,802,272</b>	<b>\$ 1,042,349</b>	<b>\$ 6,945,380</b>	<b>\$ 6,856,892</b>	<b>50.3%</b>	<b>\$ 1,150,189</b>	<b>\$ (107,841)</b>	<b>\$ 6,901,136</b>	<b>\$ 44,244</b>

Expenses	FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
MCDC Operations									
Personnel Expense	\$ 271,983	\$ 13,952	\$ 99,348	\$ 172,635	36.5%	\$ 22,665	\$ 8,714	\$ 135,992	\$ 36,644
Supplies Expense	15,110	51	1,420	13,690	9.4%	1,259	1,208	7,555	6,135
Maintenance Expense	3,000	-	-	3,000	0.0%	250	250	1,500	1,500
Services/Sundry	332,517	24,807	83,307	249,210	25.1%	27,710	2,903	166,259	82,951
Total Administrative	\$ 622,610	\$ 38,809	\$ 184,075	\$ 438,535	29.6%	\$ 51,884	\$ 13,075	\$ 311,305	\$ 127,230

<b>Projects</b>									
Community Grants & Projects	\$ 3,597,788	56,401	\$ 495,111	\$ 3,102,677	13.8%	\$ 299,816	\$ 243,414	\$ 1,798,894	\$ 1,303,783
Airport FBO/Terminal	4,000,000	-	4,000,000	-	100.0%	333,333	333,333	2,000,000	(2,000,000)
Star Center Expansion	3,500,000	-	-	3,500,000	0.0%	291,667	291,667	1,750,000	1,750,000
Other Project Expenses	28,000	-	672	27,328	2.4%	2,333	2,333	14,000	13,328
<b>Total Projects</b>	<b>\$ 11,125,788</b>	<b>\$ 56,401</b>	<b>\$ 4,495,783</b>	<b>\$ 6,630,005</b>	<b>40.4%</b>	<b>\$ 927,149</b>	<b>\$ 870,748</b>	<b>\$ 5,562,894</b>	<b>\$ 1,067,111</b>

<b>Non-Departmental</b>									
Administrative Fee to GF	\$ 170,000	\$ 14,167	\$ 85,000	\$ 85,000	50.0%	\$ 14,167	\$ (0)	28,333	\$ (56,667)
Insurance & Risk Fund	565	47	283	282	50.0%	47	0	94	(188)
Park Construction Fund	14,195,407	37,262	291,080	13,904,327	2.1%	1,182,951	1,145,689	7,097,704	6,806,623
Aquatic Center - Neutrality	775,270	-	-	775,270	0.0%	64,606	64,606	387,635	387,635
MPAC	375,000	31,250	187,500	187,500	50.0%	31,250	-	187,500	-
MCDC Debt Service Payments	975,000	-	-	975,000	0.0%	81,250	81,250	487,500	487,500
MCDC Debt Service I & S	745,876	-	372,938	372,938	50.0%	62,156	62,156	372,938	0
Paying Agent	1,000	-	200	800	20.0%	83	83	500	300
Capital Equipment-Aquatic Center	75,267	3,728	23,849	51,418	31.7%	6,272	2,544	37,634	13,784
Capital Equip/Construction-Aquatic Center	117,346	61,898	70,052	47,294	59.7%	9,779	(52,120)	58,673	(11,379)
<b>Total Non-Departmental</b>	<b>\$ 17,430,731</b>	<b>\$ 148,352</b>	<b>\$ 1,030,902</b>	<b>\$ 16,399,829</b>	<b>5.9%</b>	<b>\$ 1,452,561</b>	<b>\$ 1,304,208</b>	<b>\$ 8,658,511</b>	<b>\$ 7,627,609</b>

<b>Total Expenses</b>	<b>\$ 29,179,129</b>	<b>\$ 243,563</b>	<b>\$ 5,710,760</b>	<b>\$ 23,468,369</b>	<b>19.6%</b>	<b>\$ 2,431,594</b>	<b>\$ 2,188,031</b>	<b>\$ 14,532,710</b>	<b>\$ 8,821,949</b>
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<b>Net</b>	<b>\$ (15,376,857)</b>	<b>\$ 798,786</b>	<b>\$ 1,234,620</b>			<b>\$ (1,281,405)</b>	<b>\$ 2,080,191</b>	<b>\$ (7,631,574)</b>	<b>\$ 8,866,193</b>
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<b>FY18 Beginning Fund Balance</b>	<b>\$ 43,659,631</b>
<b>Add FY18 Budgeted Revenue</b>	<b>13,802,272</b>
<b>Less FY18 Budgeted Expenses</b>	<b>(29,179,129)</b>
<b>FY18 Projected Ending Fund Balance</b>	<b>\$ 28,282,774</b>

**McKinney Community Development Corporation**  
Project Details - March 2018

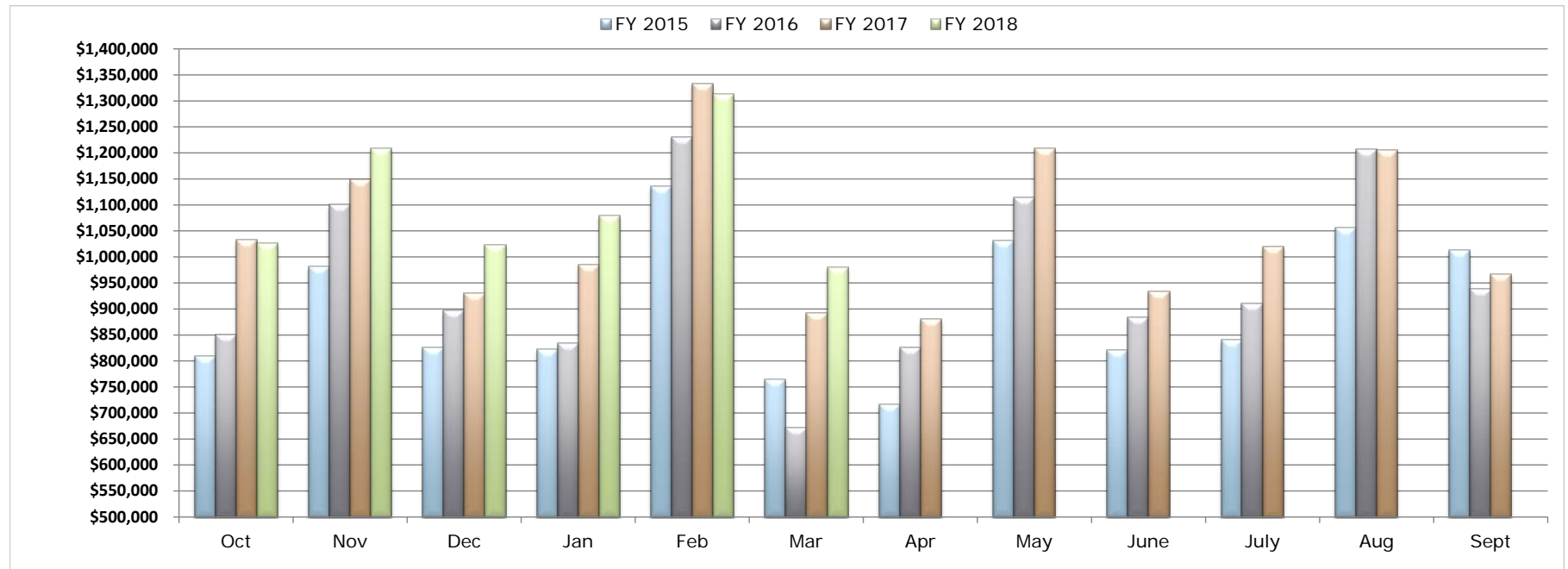
Community Projects	FY Board Approved	Project Code	Budget FY18	Monthly Actual	YTD Actual	Budget Balance
Habitat for Humanity	2014-2015	4B1506	\$ -	\$ -	\$ -	\$ -
Heard Natural Science Museum	2015-2016	4B1602	-	-	-	-
Armed Services Memorial Board	2015-2016	4B1603	165,000	-	-	165,000
McKinney Rotary Foundation (Special Abilities Playground)	2015-2016	4B1606	275,000	-	-	275,000
Heritage Guild of Collin County	2015-2016	4B1607	-	-	-	-
Heritage Guild of Collin County	2015-2016	4B1610	-	-	-	-
Collin County Historical Society	2015-2016	4B1611	86	-	-	86
North Collin County Habitat for Humanity	2015-2016	4B1612	137,460	-	137,460	(0)
Collin County Historical S&M	2016-2017	4B1703	7,062	-	7,062	-
North Collin County Habitat for Humanity (MISD/North Texas Job C	2016-2017	4B1706	331,072	39,366	239,796	91,276
McKinney Housing Authority (Merritt McGowan Manor)	2016-2017	4B1707	500,000	-	-	500,000
Heritage Guild of Collin County (Chestnut Square)	2016-2017	4B1708	65,000	3,620	51,386	13,614
Collin County History Museum (McKinney Then and Now)	2017-2018	4B1801	11,550	-	-	11,550
Undesignated FY 2018 Budget			138,450	-	-	138,450
<b>Total Community Projects</b>			<b>\$ 1,630,680</b>	<b>\$ 42,986</b>	<b>\$ 435,704</b>	<b>\$ 1,194,976</b>
Discretionary Promotional and Community Grant	FY Board Approved	Project Code	Budget FY18	Monthly Actual	YTD Actual	Budget Balance
Run for Cover	2016-2017	PC1701	-	-	\$ -	\$ -
Collin Cty Historical Society & Museum WWI	2016-2017	PC1702	1,025	-	1,025	(0)
Heard Craig Center for the Arts	2016-2017	PC1703	-	-	-	-
Tour de Coop, Ice Cream Crank-off	2016-2017	PC1704	5,260	-	5,195	65
Arts in Bloom	2016-2017	PC1706	-	-	-	-
DEAR Texas (Drop Everything and Read)	2016-2017	PC1707	2,404	-	-	2,404
Santa on the Square	2016-2017	PC1708	2,000	-	2,000	-
Monster Mash Birthday Bash	2016-2017	PC1709	3,500	-	3,500	-
Parade of Lights	2016-2017	PC1710	3,500	-	3,500	-
Farmers Market	2016-2017	PC1711	9,000	-	9,000	-
McKinney Artists Studio Tour	2016-2017	PC1712	5,000	3,600	5,000	-
2018 Garden Show	2016-2017	PC1713	6,000	-	-	6,000
Oktoberfest	2016-2017	PC1714	15,000	-	15,000	-
Golf Tournament	2016-2017	PC1715	1,000	-	373	627
Child to Family Event	2016-2017	PC1716	1,000	-	1,000	-
Crape Myrtle Trails Run	2016-2017	PC1717	4,000	-	4,000	-
Collin County History Museum - WWI Commemoration	2017-2018	PC1801	8,532	5,700	5,700	2,832
McKinney Main Street - Arts in Bloom	2017-2018	PC1802	15,000	-	-	15,000
Empty Bowls - St. Peters Episcopal	2017-2018	PC1804	7,500	4,115	4,115	3,385
Kiwanis Club - Historic McKinney Triathlon	2017-2018	PC1805	2,750	-	-	2,750
ManeGait - Country Fair	2017-2018	PC1806	5,000	-	-	5,000
McKinney Garden Club - Garden and Home Tour	2017-2018	PC1807	3,000	-	-	3,000
Heritage Guild - Tour de Coop, Farmers Market, Ice Cream Crank-	2017-2018	PC1808	15,000	-	-	15,000
Smiles Charity Concert	2017-2018	PC1810	7,500	-	-	7,500
Star-Spangled Salsa Fest - Community Garden Kitchen	2017-2018	PC1812	5,268	-	-	5,268
McKinney Holiday Light Display - Apex	2017-2018	PC1813	5,450	-	-	5,450
Undesignated FY 2018 Budget			1,833,419	-	-	1,833,419
<b>Total Promotional Grants</b>			<b>\$ 1,967,108</b>	<b>\$ 13,415</b>	<b>\$ 59,408</b>	<b>\$ 1,907,700</b>
Special Projects	FY Board Approved	Project Code	Budget FY18	Monthly Actual	YTD Actual	Budget Balance
Star Center Expansion	2016-2017	4B1701	\$ 3,500,000	\$ -	\$ -	\$ 3,500,000
Airport FBO Terminal	2016-2017	4B1710	4,000,000	-	4,000,000	-
<b>Total Special Projects</b>			<b>\$ 7,500,000</b>	<b>\$ -</b>	<b>\$ 4,000,000</b>	<b>\$ 3,500,000</b>
Park Construction Fund	FY Board Approved	Project Code	Budget FY18	Monthly Actual	YTD Actual	Budget Balance
Finch Park Phase IV	2017-2018	PK1211	1,250,000	\$ -	\$ -	\$ 1,250,000
Hike & Bike Trail Construction	2016-2017	PK1213	270,000	-	-	270,000
Prosper ISD Neighborhood Park	2016-2017	PK1643	705,000	-	-	705,000
Land Acquisition 2016-17	2016-2017	PK1701	2,296,841	-	1,375	2,295,466
Gabe Nesbitt Community Park Improvements	2017-2018	PK1806	1,250,000	-	-	1,250,000
Gray Branch Community Park Phase I	2016-2017	PK2206	1,270,000	-	-	1,270,000
Frisco ISD Neighborhood Park (Westridge 3)	2015-2016	PK3224	1,325,000	-	-	1,325,000
Community Ctr Patio & Playground	2015-2016	PK4252	87,295	-	65,737	21,558
FY 15 PROS Master Plan	2015-2016	PK4324	0	-	-	-
Parks Accessibility	2016-2017	PK4325	500,000	-	-	500,000
Comeqy's Creek Hike & Bike Trail	2016-2017	PK4326	90,000	28,788	28,788	61,212
Gabe Nesbitt MAPC Parking Lot	2015-2016	PK4395	0	-	-	-
Rauschhaupt PK Restroom Renovation	2017-2018	PK4392	500,000	-	-	500,000
Senior Center Exp (15K SF New+23K SF)	2017-2018	PK4394	1,500,000	-	2,229	1,497,771
Gabe Nesbitt Tennis CTR Expansion	2015-2016	PK4396	2,698,768	-	-	2,698,768
Rowlett CK H&B	2016-2017	PK4413	179,658	8,474	146,067	33,591
Aquatic Center - City Design & Pre-const.	2013-2014	PK7102	-	-	-	-
Wilson Creek Hike & Bike Trail	2016-2017	PK8062	72,845	-	46,883	25,962
Erwin Park Development - Phase I	2016-2017	PK9143	200,000	-	-	200,000
<b>Total Parks Construction Projects</b>			<b>\$ 14,195,407</b>	<b>\$ 37,262</b>	<b>\$ 291,080</b>	<b>\$ 13,904,327</b>
<b>Aquatic Center Finishout</b>	<b>2014-2015</b>	<b>4B1800</b>	<b>\$ 192,613</b>	<b>\$ 65,627</b>	<b>\$ 93,901</b>	<b>\$ 98,712</b>
* Other City of McKinney Projects in Eco/Comm Project Allocations						

# McKinney Community Development Corporation

## Sales Tax Revenue

March 2018

Month Received	FY 2013 Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	FY 2018 Received	Difference to FY 2017	Variance to FY 2017	% of Budget
October	\$716,718	\$780,694	\$809,613	\$851,178	\$1,032,847	<b>\$1,026,985</b>	<b>(\$5,862)</b>	<b>-0.6%</b>	<b>7.6%</b>
November	1,039,163	938,090	982,351	1,101,106	1,148,939	<b>1,208,295</b>	<b>\$59,356</b>	<b>5.2%</b>	<b>9.0%</b>
December	722,045	770,221	826,009	897,304	929,699	<b>1,023,356</b>	<b>\$93,657</b>	<b>10.1%</b>	<b>7.6%</b>
January	669,397	744,988	821,731	833,503	985,393	<b>1,079,316</b>	<b>\$93,923</b>	<b>9.5%</b>	<b>8.0%</b>
February	1,231,993	1,043,205	1,136,044	1,231,183	1,334,043	<b>1,312,944</b>	<b>(\$21,099)</b>	<b>-1.6%</b>	<b>9.7%</b>
March	666,620	681,914	764,445	671,518	891,649	<b>980,238</b>	<b>\$88,588</b>	<b>9.9%</b>	<b>7.3%</b>
April	676,334	677,086	716,258	825,953	880,093			<b>0.0%</b>	<b>0.0%</b>
May	903,002	978,399	1,031,572	1,114,575	1,208,091			<b>0.0%</b>	<b>0.0%</b>
June	703,897	765,309	820,908	884,501	932,936			<b>0.0%</b>	<b>0.0%</b>
July	694,500	787,000	840,355	910,886	1,019,409			<b>0.0%</b>	<b>0.0%</b>
August	951,437	980,251	1,055,774	1,207,558	1,206,441			<b>0.0%</b>	<b>0.0%</b>
September	725,552	928,323	1,013,186	938,767	967,150			<b>0.0%</b>	<b>0.0%</b>
<b>Total</b>	<b>\$9,700,659</b>	<b>\$10,075,479</b>	<b>\$10,818,246</b>	<b>\$11,468,033</b>	<b>\$12,536,690</b>	<b>\$6,631,133</b>	<b>\$308,563</b>	<b>4.7%</b>	<b>49.2%</b>





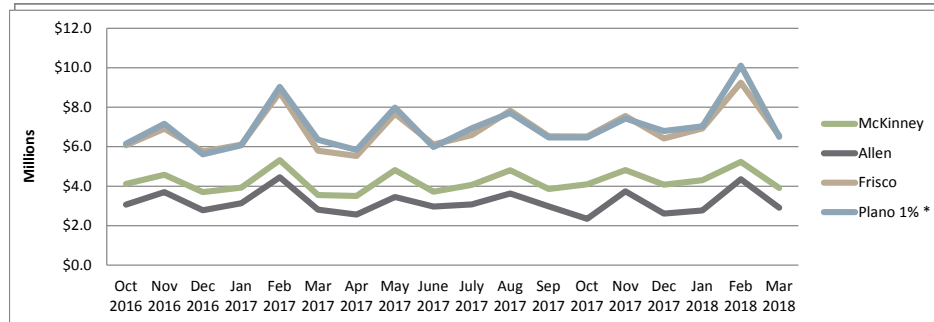
# TOTAL SALES TAX COLLECTED

## Sister City Comparison

Feb 2018	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$354,154	\$97,370	\$758,635	\$149,586
Var to LY	10.0%	3.5%	13.1%	2.4%

Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$1,235,517	-\$1,205,321	\$3,828,438	\$3,952,766
Var to LY	4.9%	-6.0%	9.7%	9.8%



## Year-to-Date Collections

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
<b>Mar 2017</b>	<b>3,551,101</b>	<b>2,809,013</b>	<b>5,794,852</b>	<b>6,352,638</b>
<b>FY 2017 Total</b>	<b>\$25,198,229</b>	<b>\$19,936,374</b>	<b>\$39,394,623</b>	<b>\$40,386,584</b>

FY 2018	McKinney	Allen	Frisco	Plano 1% *
Oct 2017	\$4,095,706	\$2,345,746	\$6,516,345	\$6,469,308
Nov 2017	4,817,501	3,743,244	7,560,058	7,425,871
Dec 2017	4,077,717	2,609,680	6,423,786	6,797,189
Jan 2018	4,301,538	2,769,814	6,925,012	7,035,464
Feb 2018	5,236,029	4,356,186	9,244,372	10,109,294
<b>Mar 2018</b>	<b>3,905,255</b>	<b>2,906,383</b>	<b>6,553,487</b>	<b>6,502,224</b>
<b>FY 2018 Total</b>	<b>\$26,433,746</b>	<b>\$18,731,053</b>	<b>\$43,223,060</b>	<b>\$44,339,349</b>

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

**McKinney Community Development Corporation**  
Balance Sheet  
March 2018

	MCDC Operations	MCDC Long Term Debt	General Fixed Assets	Consolidated
<b>Assets</b>				
Cash and Cash Equivalents	\$ 152,742	\$ -	\$ -	\$ 152,742
Investments	42,513,152	-	-	42,513,152
Interest Receivable - Investments	26,055	-	-	26,055
Accounts Receivable	2,231,360	-	-	2,231,360
Security Deposits	4,852	-	-	4,852
Prepaid Items	-	-	-	-
Discounts on Investments	(10,121)	-	-	(10,121)
Capital/Land	-	-	4,970,062	4,970,062
Capital/Land Improvements (Net of Depreciation)	-	-	1,924,898	1,924,898
Capital/Construction in Progress*	-	-	-	-
GASB 68 TMRS/Actuarial	-	4,712	-	4,712
GASB 68 TMRS/Investment	-	16,520	-	16,520
GASB 68 TMRS/Contributions	-	15,671	-	15,671
General Long Term Debt	-	22,555,562	-	22,555,562
<b>Total Assets</b>	<b>\$ 44,918,040</b>	<b>\$ 22,592,465</b>	<b>\$ 6,894,959</b>	<b>\$ 74,405,465</b>
<b>Liabilities</b>				
Vouchers Payable	\$ 23,789	\$ -	\$ -	\$ 23,789
Accrued Payroll Payable	-	-	-	-
Compensated Absences	-	37,597	-	37,597
Retainage Payable	-	-	-	-
Bonds Payable Interest	-	93,234	-	93,234
Bonds Payable Current	-	975,000	-	975,000
Bonds Payable	-	21,380,000	-	21,380,000
TMRS Pension Liability	-	95,720	-	95,720
TMRS Actuarial Experience	-	2,200	-	2,200
<b>Total Liabilities</b>	<b>\$ 23,789</b>	<b>\$ 22,583,751</b>	<b>\$ -</b>	<b>\$ 22,607,540</b>
<b>Fund Equity</b>				
Unreserved Fund Balance *	\$ 44,745,715	8,714	\$ -	\$ 44,754,429
Reserved for Encumbrances	143,010	-	-	143,010
Reserved for Prepalds	5,527	-	-	5,527
Investment in Capital Assets	-	-	6,894,959	6,894,959
<b>Total Fund Equity</b>	<b>\$ 44,894,251</b>	<b>\$ 8,714</b>	<b>\$ 6,894,959</b>	<b>\$ 51,797,924</b>
<b>Total Liabilities and Equity</b>	<b>\$ 44,918,040</b>	<b>\$ 22,592,465</b>	<b>\$ 6,894,959</b>	<b>\$ 74,405,465</b>
<b>Unreserved Fund Balance *</b>				
	<b>\$ 44,745,715</b>			
Committed Projects Reserve:				
Community Projects	\$ 1,056,526			
Discretionary Prom & Comm Grants	74,281			
Special Projects	3,500,000			
Parks Construction Projects	13,904,327			
Craig Ranch Loan Resort Hotel/Conf. Cntr	5,000,000			
Craig Ranch Grant Resort Hotel/Conf. Cntr	3,000,000			
Aquatic Center Finishout	98,712			
<b>Total Committed Projects</b>	<b>\$ 26,633,846</b>			
<b>Unreserved Fund Balance after Project Commit.</b>	<b>\$ 18,111,869</b>			
Undesignated Reserve:				
Community Projects (FY18)	138,450			
Discretionary Prom & Comm Grants (FY18)	1,833,419			
<b>Total Undesignated Allocations</b>	<b>\$ 1,971,869</b>			
<b>Final Unreserved Fund Balance</b>	<b>\$ 16,140,000</b>			

# March Monthly Financial Report

April 12, 2018

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

## March Analysis

### ***MCDC Revenue-***

Revenue of the McKinney Community Development Corporation is above budget YTD by .64%. Sales tax figures came in 4.90% above last year's collection through March. Below is a link to the current year-to-date revenue of the MCDC:

[MCDC Revenues - YTD through March](#)

### ***Sales Tax Analysis-***

Below are three links that show some unique analysis for the sales tax of the McKinney Community 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:

[FY2018 Monthly Sales Tax Comparison](#)

[MCDC - Historic Monthly Sales Tax - March](#)

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

### ***MCDC Expenditures-***

Expenditures of the McKinney Community Development Corporation for the month of March were \$244K. There were no notable expenditures outside of normal operations for the month. Below is a link to the current year-to-date expenses of the MCDC:

[MCDC Expenditures - YTD through March](#)

***Checks Issued-***

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

[MCDC March Checks Issued](#)

***Project Details-***

Project details for the McKinney Community Development Corporation are provided as an attachment. The project expenditures for this month were:

- North Collin County Habitat for Humanity (MISD/North Texas Job Corp), \$39,366
- Heritage Guild of Collin County (Chestnut Square), \$3,620
- McKinney Artists Studio Tour, \$3,600
- Collin County History Museum – WWI Commemoration, \$5,700
- Empty Bowls – St. Peters Episcopal, \$4,115
- Various Park Projects, \$102,889

***Conclusion-***

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

Sincerely,

Mark Holloway

Chief Financial Officer

City of McKinney

# McKINNEY COMMUNITY DEVELOPMENT CORPORATION

<https://mckinneytexas.opengov.com/transparency>

- 1) Choose "Checkbook" from the left column
- 2) Choose the dropdown arrow in the "Funds" column and search for "McKinney Community Development Corporation"

DATE	#	DESCRIPTION	AMOUNT	INVOICE #	FPO #	PO #	P-Card
		Rent	\$ 3,189.37			180671	
		Electric	\$ 222.69			180671	
3/12/2018	93	Ad in Stonebridge Ranch News	\$ 225.00	33717	F35456		
3/12/2018	94	Ad in Craig Ranch Telegram	\$ 162.00	1627	F35457		
3/15/2018	95	Spirit of McKinney Awards Sponsorship	\$ 1,500.00	6033	F35465		
3/15/2018	96	NCC Habitat for Humanity (4B17-06)	\$ 39,366.24	NNCHA031418	F35466		
3/19/2018	97	St Peters Episcopal/Empty Bowls (P&C18-04)	\$ 2,295.18	STPET03012018	F35496		
3/21/2018	98	Tickets for VFW Golf Tournament	\$ 400.00	VFW03202018	F35511		
3/23/2018	99	Standard Coffee Service	\$ 21.91	11952659-021618		180352	
3/26/2018	100	Consulting/The Retail Coach	\$ 6,250.00	2826		181465	
3/27/2018	101	McKinney Art Studio Tour (P&C17-12)	\$ 3,600.00	F35554			
3/27/2018	102	Collin County Historical Museum (P&C18-01)	\$ 5,700.00	F35555			
3/27/2018	103	Brown & Hofmeister	\$ 96.00	F35547			
3/27/2018	104	Tickets for MCA Golf Tournament	\$ 1,000.00	F35546			
		Rent	\$ 3,189.37			180671	
		Electric	\$ 230.33			180671	
3/27/2018	105	St Peters Episcopal/Empty Bowls (P&C18-04)	\$ 1,820.00	STPET032718	F35611		
3/29/2018	106	Heritage Guild Grant (#4B17-08)	\$ 3,620.00	HERIT032918	F35603		



**TITLE:** Board Liaison Updates

Board Chairman

City of McKinney

McKinney Convention and Visitors Bureau

McKinney Economic Development Corporation

McKinney Main Street/MPAC

McKinney Parks and Recreation

**SUPPORTING MATERIALS:**

[MCVB Report](#)

[MEDC Report](#)

[Moss Ribbon Cutting Ceremony](#)

## MEDC-MCDC-MAIN ST.

### **I. MCVB Room Nights Generated: TTL Room Nights: 172; TTL Revenue: \$ 19,881**

#### **WEDDINGS COMPLETED in March 2018 - TTL Room Nights: 124; TTL Rev: \$ 14,692**

- Eric Burgett Wedding – Holiday Inn: 3 TTL room nights, \$327 TTL rev, Hampton Inn & Suites: 9 TTL room nights, \$1071 TTL rev
- Martin Chapman Wedding – Sheraton : 18 TTL room nights, \$2220 TTL rev, Comfort Suites: 10 TTL room nights, \$816 TTL rev
- Grossman/Urias Wedding – Holiday Inn: 6 TTL room nights, \$624 TTL rev
- Morgan McGrew Wedding - Sheraton: 52 TTL room nights, \$6900 TTL rev; Holiday Inn: 18 TTL room nights, \$1782 TTL rev.
- Kush Shrestha Wedding – Hampton Inn & Suites: 2 TTL room nights, \$238 TTL rev
- Bernice Medellin Wedding – Hampton Inn & Suites: 6 TTL room nights, \$714 TTL rev

#### **No Pick-ups on the following weddings:**

- Aja Walker Wedding – provided hotel info, no bags
- Kristina Schkade Wedding – block at Hampton Inn, no pick up
- Stephanie Cantu Wedding – provided hotel info, no bags

#### **ASSOCIATION/CORPORATE/SMERF COMPLETED in March 2018: TTL Room nights: 48; TTL Revenue: \$ 5,189**

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

**Corporate: TTL Rooms: 0; TTL Revenue: \$ 0**

- Emerson- Holiday Inn-1100 Regulator- March 20-22, 2018. TTL room nights: ; TTYL Rev. \$ Cancelled
- Emerson- Holiday Inn- 1106 Regulator- March 20-22, 2018. TTL room nights: ; TTYL Rev. \$ Cancelled
- Jet Support – Grand Hotel: 20 TTL room nights, \$2463 TTL rev
- Mitel – Grand Hotel: 28 TTL room nights, \$2726 TTL rev

**SMERF: TTL Rooms: 0 TTL; Rev: \$ 0**

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

### **II. Visitors: FYTD Total (Oct. - Mar. '18): 2,672**

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

- Out of State: 145
- Out of Country: 26
- Texas Residents: 99
- McKinney Residents: 73
- Register Total: 343
- Ticker Counter: 579

- Top Five States requesting information:
  - Top Five States requesting information:
    - Texas
    - California
    - Alabama
    - North Carolina
    - Arkansas

**III. RFP's: 9 (0-Association, 0-Corporate, 5 -Weddings, 4-Social (1-Religious, 3 -Sports, 0-Day Trips)**

**Association: 0**

**Corporate: 0**

**SMERF: 9**

- Emily Wolfe – April 2018 – Bella Donna
- Karmen Acencio – July 2018, The Springs
- Samantha Guerra – August 2018, The Springs
- Priscilla Arriaga – December 2018, The Springs
- Dana Curry (MOB) – January 2019, Rustic Grace
- Strikes Against Cancer – May 2018, Holiday Inn, Holiday Inn Express, Best Western
- Texas Best Gymnastics – May 2018, Holiday Inn Express, Holiday Inn & Suites
- McKinney Soccer Association Flamefest – June 2018. Holiday Inn, Holiday Inn Express Best Western, La Quinta,
- Allen CVB – Overflows for religious conference July 2019

**IV. Site Visits: 0**

**V. Lost Business-2**

- Copart Intl, - Chose to use hotels in Legacy West where there is walkability of shops and dining.
- National Guard Association of Texas Annual Conference 2021, Attendees: 100-1200, largest function to hold 700 with trade show space.

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

**Blogs on our website:**

- MCVB Grants: 3
- Food Walks of Texas: 5
- Cooking and Sharing on the Square – 3
- Meet Fair & Square Imports: 2
- Breakfasting McKinney Style: 27
- Easter egg hunts/brunch: 196
- Second Saturday Blog: 155



**Visits on Homepage News Flash buttons & landing pages:**

- MCVB Grants: 3
- Food Walks of Texas: 5
- Cooking and Sharing on the Square – 3
- Meet Fair & Square Imports: 2
- Breakfasting McKinney Style: 27
- Easter egg hunts/brunch: 196
- Second Saturday Blog: 155

#GETSOCIAL - 2017-18	
FY 17-18	Views
OCT. 17	77
NOV. 17	55
DEC. 17	40
JAN. 18	78
FEB.18	45
<b>TOTALS</b>	<b>295</b>

- **Note: Moving to a new vendor (Crowd Riff). Staff was not satisfied with what Get Social was delivering nor its performance. Crowd Riff offers better features for public generated content.**

**Photos, Text Written, Marketing Materials and Ads Submitted**

- **Materials Submitted**
  - Event information for TACVB industry newsletter
  - Texas Meetings + Events – text & Photos for editorial space
  - Texas Meetings + Events – social media post materials
  - Reverse Marketplace itinerary/info sheet for Vanesa to distribute
  - Small Market Meetings ad submitted
  - Set out March Organ recital (NTX Chapter of Organ Society) press release
  - Order/submit Certified Folder map ad
  - Submit newsletter info and blurb for April Daytripper
  - Created list of blog ideas to submit to the UTA student team

**Advertising- Website & Publication ROI Tracking:**

- MCVB Grants: 3
- Food Walks of Texas: 5
- Cooking and Sharing on the Square – 3
- Meet Fair & Square Imports: 2
- Breakfasting McKinney Style: 27
- Easter egg hunts/brunch: 196
- Second Saturday Blog: 155

**Visits on Homepage News Flash buttons & landing pages:**

- Arts in Bloom: 65
- Plan Your Visit: 25
- Weekend Update page: 148
- Weather: 1
- Breakfast: 8
- Newcomers Guide to Gardening: 20
- Easter Egg Hunt/Brunch blog landing page: 68

#GETSOCIAL - 2017-18	
FY 17-18	Views
OCT. 17	77
NOV. 17	55
DEC. 17	40
JAN. 18	78
FEB.18	45
<b>TOTALS</b>	<b>295</b>

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  - Created list of blog ideas to submit to the UTA student team
- **Advertising- Website & Publication ROI Tracking:**
  - Welcome to McKinney (Visitor Map): 7
  - Meeting Planners Guide: 16
  - Dallas Cowboys Program: 1
  - McKinney Lions Program: 1
  - Boyd Broncos Program: 1

## MEDC-MCDC-MAIN ST.

- TourTexas.com: 2
- Talk Business 360: 1
- TSAE Members: 11
- County Line Magazine: 11

### Free Publicity:

<b>FY 17-18</b>	<b>Budgeted Amount</b>
<b>Adv.</b>	<b>\$42,655</b>
<b>Promo.</b>	<b>\$83,710</b>
<b>Total</b>	<b>\$ 126,365</b>

- *Does not include \$20,000 for Grant*

<b>MARCH 2018- MCVB Publicity/Free Media Coverage</b>					
<b>Publication</b>	<b>Article/Topic/Writer</b>	<b>Print/Broad-cast Value</b>	<b>Web Value</b>	<b>PR Value</b>	<b>Impressions</b>
BubbleLife Collin Co.	Shared Blog/web posts (3 times)	\$ -	\$7,000.00	\$21,000	845,000
BubbleLife Collin Co.	Shared web updates/home page 2 times	\$ -	\$5,000.00	\$10,000	600,000
Courier Gazette	Upcoming organ recital press release	\$ -	\$1,100.00	\$3,300	100,000
Community Impact	Upcoming organ recital press release	\$ 400.00	\$350.00	\$2,250	120,000
North Texas E-News	Upcoming organ recital press release	\$ -	\$240.00	\$720	60,000
Community Impact	2-page wedding spread; info from our site	\$ 7,500.00	1400	\$26,700	120,000
<b>TOTALS</b>		<b>\$7,900</b>	<b>\$15,090</b>	<b>\$63,970</b>	<b>1,845,000</b>
<b>FY 17-18 Totals</b>		<b>\$20,003</b>	<b>\$83,840</b>	<b>\$909,190</b>	<b>\$11,062,384</b>

**SOCIAL MEDIA TRACKING**

FACEBOOK - 2017-18					
FY 17-18	New Likes	TTL Likes	Engaged Users	Total Reach	Impressions
Oct. 17	47	6217	92,814	850,774	4,382,210
Nov. 17	80	6295	66,475	751,207	4,365,662
DEC. 17	56	6351	38,610	242,212	2,449,176
JAN. 18	175	6526	93,363	532,078	3,879,202
FEB. 18	59	6585	69,527	759,268	3,289,228
MAR. 18	76	6664	80,690	567,892	3,499,942
TOTALS	493	N/A	441,479	3,703,431	21,865,420

**OTHER SOCIAL MEDIA TRACKING – MARCH 2018**

Type	Number	Increase #
<i>Twitter</i>		
Followers	4685	+7
Tweets	6097	+59
Tweet Impressions	21.2K	(not given)
Profile Visits	217	-61
Mentions by other users	25	+4
<i>Google Sites</i>	<i>Views</i>	<i>Subscribers</i>
YouTube	5122	25

## Web Analytics – MARCH 2018

Month	Sessions	Pageviews	Users
Oct. 17	3,613	9,034	3,018
Nov. 17	3456	8370	2868
Dec. 17	2892	6591	2462
Jan. 18	2561	6820	2009
Feb. 18	2360	6537	1949
March-18	3404	7926	2811
TOTALS 17-18	18,286	45,278	15,117

## Top Pages in March 2018

Page	Pageviews	Unique Page Views	Avg. Time on Page	Entrances	Bounce Rt.	Exit %
Home	1,289	1,014	0:01:05	976	38.32%	38.17%
Calendar	974	733	0:01:14	630	42.54%	41.99%
Shopping Centers	220	193	0:03:48	180	86.67%	80.45%
Easter Blog	196	173	0:01:51	129	89.92%	77.04%
Mo. Ann. Events	161	152	0:01:51	110	84.55%	75.16%
Events	157	126	0:00:18	11	18.18%	6.37%
2nd Sat. Blog	155	135	0:02:20	98	84.69%	76.77%
Calendar	152	141	0:05:39	95	91.58%	85.53%
Visitors Guide	149	123	0:02:01	30	56.67%	44.97%
Weekend Update	147	123	0:02:21	46	71.74%	48.98%
Stay	117	62	0:00:17	5	20.00%	4.27%
About McKinney	111	84	0:01:33	7	28.57%	23.42%
Dining	99	66	0:00:28	6	50.00%	15.15%

# MEDC-MCDC-MAIN ST.

Explore	94	74	0:00:20	2	0.00%	18.09%
Staff Directions	74	52	0:01:02	18	38.89%	36.49%
Calendar	73	57	0:01:03	6	66.67%	26.03%
Wedd./Rec./Venues	64	48	0:00:26	29	44.83%	37.50%
Dining & Nightlife	62	55	0:00:35	41	73.17%	54.84%
Shopping	62	56	0:01:00	38	60.53%	54.84%
GetSocial	62	55	0:04:09	20	85.00%	51.61%
NTTA Blog	54	43	0:03:38	43	81.40%	79.63%
Easter/.Home pg. button	53	40	0:01:38	14	42.86%	26.42%
Event Planning	47	40	0:00:17	5	40.00%	17.02%
2nd Sat./home pg. button	44	39	0:00:23	3	33.33%	25.00%
Calendar	43	40	0:00:56	3	66.67%	30.23%

# MEDC-MCDC-MAIN ST.

Country Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. sess. Duration
United States	2,707	2,508	3,281	58.58%	2.33	0:01:45
India	15	14	15	86.67%	1.33	0:00:33
Canada	14	14	19	63.16%	1.79	0:01:57
Peru	14	14	14	100.00%	1	0:00:00
South Korea	8	8	8	100.00%	1	0:00:00
Philippines	8	8	9	77.78%	2.67	0:01:06
Australia	5	5	6	83.33%	3.17	0:01:01
China	4	4	4	100.00%	1	0:00:00
United Kingdom	4	4	4	50.00%	2	0:02:58
Ireland	2	2	2	50.00%	1.5	0:08:44

State Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Sess. Duration
Texas	2,262	2,079	2,783	57.78%	2.37	0:01:51
California	58	56	61	60.66%	2.03	0:01:03
Oklahoma	33	29	43	65.12%	1.86	0:00:48
New York	27	26	28	78.57%	1.57	0:00:34
Florida	26	25	27	66.67%	2.22	0:01:13
Illinois	23	22	24	41.67%	2.71	0:02:00
Kansas	20	19	25	72.00%	1.72	0:02:11
Virginia	18	18	18	55.56%	2.22	0:01:39
Tennessee	16	15	17	70.59%	2.29	0:01:24
Georgia	15	13	16	68.75%	1.62	0:00:20

# MEDC-MCDC-MAIN ST.

City Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Visit Duration
McKinney	665	559	867	58.48%	2.6	0:02:12
Dallas	592	539	664	64.01%	1.9	0:01:11
Plano	122	112	141	55.32%	2.23	0:01:29
Allen	82	78	89	64.04%	2.26	0:01:29
Frisco	79	68	86	59.30%	2.42	0:01:24
Prosper	62	56	89	64.04%	1.76	0:01:34
Arlington	54	40	81	32.10%	3.93	0:06:53
Houston	51	48	53	54.72%	2.38	0:02:16
Melissa	42	39	49	91.84%	1.2	0:00:08
Richardson	41	37	45	53.33%	2.53	0:02:09

## Visit Widget - March 2018

Mar 1 - 31, 2018					
	Sessions	Users	Page Views	Pages/Session	Bounce Rate
Widget	126	80	937	1.58	30%
iOS App	62	40	533	13	N/A
Android App	8	9	17	1.9	N/A
Total/AVG	196	129	1487	5.49333333	N/A





## McKinney Economic Development Corporation

Abby Liu, Interim President

April, 2018

### Strategic Plan Management & Communicating Results:

#### A. Business Retention & Expansion

- Staff held a meeting with VanTrust executives, Assistant City Manager Shelton and Development Services Executive Director Quint to discuss the potential new development opportunities in McKinney at City Hall on March 26.
- City Manager Grimes hosted a meeting with Assistant City manager Shelton, Staff and Beck executives to discuss the updates of Sheraton Hotel and Southgate development.
- Staff continues working with Chairman Burress, City Manager Grimes, Assistant City Manager Shelton and Legal Counsel Houser to respond the request from Hunt Southwest. A Hunt Southwest meeting was held at City Hall on April 4.

#### B. Business Attraction

- Staff hosted a site visit as well as a lunch meeting with Project Sunny executives and the real estate broker on March 22. McKinney was selected to be one of the finalist cities for Project Sunny's relocation. Project Sunny is an international prospect.
- Staff hosted a meeting with Project Hearty executive at MEDC office on March 28. Project Hearty is interested in establishing the company's first operation in the U.S. McKinney was selected to be one of the finalist cities for the establishment.
- Staff hosted a meeting with Project Empire executive to discuss the company's investment interests at MEDC office on March 26. And



followed up with a second meeting with City Manager Grimes, Assistant City Manager Shelton and Project Empire executive on April 3.

- Staff attended North Texas Commercial Association of Realtors (NCTAR) “Corporate Relocation in the Age of HQ2” at Frontier of Flight Museum on April 5.
- Staff attended McKinney Chamber “Get Plugged in Series – McKinney National Airport” at McKinney National Airport Hangar on April 10.
- Southgate Meeting was held at City Hall on April 10. City Council Member, City Manager/Staff, Legal Counsel, MEDC Board Members/Staff were in attendance. They were joined by the representatives from KDC, ATR Corinth Partners, Altschuler and Company and Columbus Realty Partners. It was a productive meeting.

### Marketing/Promotion/Connection Activities:

- Staff hosted a Marketing meeting with Michelle Feldker, City Communications & Media Specialist, and Madison Clark, MEDC Business Development Specialist, to discuss MEDC marketing initiatives on March 29. It was a productive meeting and made substantial progress on Request for Proposal (RFP) Template.
- The Ribbon Cutting Ceremony was held to celebrate Moss relocation its regional Texas office to McKinney on April 4. Moss occupies the 10,500 sq. ft. office space at the newly constructed 2 Greenside near Craig Ranch. Mayor Fuller had the honor of the Ribbon Cutting along with Moss President Scott Moss. MEDC Board Secretary/Treasurer Clark, Board Member Jones, Board Member Minissale and Staff attended the successful and well-attended Ribbon Cutting. MEDC Board Secretary/Treasurer Clark made a special effort to recognize MEDC Staff’s efforts in brining Moss to McKinney. MEDC staff sincerely appreciates Secretary/Treasurer Clark’s recognition. Staff has worked with Moss executive to recruit its office relocation to McKinney since last September. Moss is a valued company to add to McKinney corporate community.(Photo attached)

## Administration:

- Staff signed an added service from CoStar on April 10 which includes the access to real estate database in one county in California to assist with MEDC business mission in May.
- Staff worked with Finance staff to prepare MEDC budget. The first meeting was held at City Hall on March 30.

### Executive Session Agenda Items:

- Project Hunt Southwest
- Project Southgate

# MOSS RIBBON CUTTING CEREMONY

McKinney, TX | April 4th, 2018

The ribbon cutting ceremony was held to celebrate Moss' relocation of its regional Texas office to the newly constructed 10,500 square feet of office space near Craig Ranch. Moss plans to bring up to 35 new jobs to McKinney within the next three years.



Executive Vice President Tom Philley (Left) and Moss President Scott Moss (Right) gave McKinney Mayor George Fuller the honor of cutting the ribbon.



Several MEDC staff and board members were fortunate to meet Vice President Gerald Young. **Pictured from left to right** - MEDC staff member Madison Clark, Vice President Gerald Young, and MEDC Secretary/Treasurer of the Board Robert Clark, McKinney Mayor George Fuller and his wife Maylee Fuller, MEDC Board Member Michael Jones, City Manager Paul Grimes, and MEDC Interim President Abby Liu.



MEDC Interim President Abby Liu, 2 Greenside developer Mark Smith, and MEDC Board Member Joe Minissale.

18-365



**TITLE:** President's Report

**SUPPORTING MATERIALS:**

[Potential Projects](#)

[Grants Awarded](#)

[Master Gardeners Final Report](#)

### Potential Projects for MCDC Funding

<b>Prospective Project</b>	<b>Description</b>	<b>Request</b>	<b>Timeframe</b>
Aimbridge Hospitality	Craig Ranch Resort Hotel & Conf Center	\$8,000,000	Q2 2018
City of McKinney	Signage	?	?
City of McKinney Parks & Rec	Bike Share Program	\$60,000	?
City of McKinney Parks & Rec	Signage Project - Digital, Park, Building	?	Q2 2018
Southgate	Quality of Life Site Amenities	\$1,500,000	?
Hub 121 - Restaurant and Retail Destination	Pavilion, performance space, shade structures	\$400,000	Q2 2018
Elemental Essentialz	Utility, water improvements at retail location - 110 N. Tennessee Street	\$40,000	Q2 2018
North Collin County Habitat for Humanity	Infrastructure, lot preparation, design, MEP for Cotton Groves Community project	\$880,000	Q2 2018
Boys and Girls Club	McKinney club repairs	\$30,000	Q2 2018
Boys and Girls Club	Roof repair	\$40,000	Q2 2018
Collin County History Museum	UV Protective Window Coverings	\$3,900	Q2 2018

**McKinney Community Development Corporation  
Grants and Transfers - FY 17-18**

Category	Grant/Transfer	Amount
<b>Promotional &amp; Community Events</b>	<b>MCDC Discretionary</b>	<b>\$ 150,000.00</b>
	Collin County History Museum - WWI Commemoration	\$ (8,532.00)
	McKinney Main Street - Arts in Bloom	\$ (15,000.00)
	St. Peter's Episcopal - Empty Bowls	\$ (7,500.00)
	Kiwanis Club of McKinney - Historic Triathlon, Kids Triathlon, Duathlon	\$ (2,750.00)
	ManeGait Therapeutic Horsemanship - Country Fair	\$ (5,000.00)
	McKinney Garden Club - Garden and Home Tour	\$ (3,000.00)
	Heritage Guild of Collin County - Farmers Market, Tour de Coop, Ice Cream Crank-off	\$ (15,000.00)
	Smiles Charity - 2018 Smiles Community Concert	\$ (7,500.00)
	Community Garden Kitchen - Star-Spangled Salsa Fest	\$ (5,268.00)
	McKinney Parks & Rec - Holiday Light Tour	\$ (5,450.00)
	<b>Balance</b>	<b>\$ 75,000.00</b>
<b>Community Projects</b>	<b>MCDC Discretionary</b>	<b>\$ 1,259,745.00</b>
	18-01 Collin County Historical Museum - McKinney Then and Now Exhibit	\$ (11,550.00)
	<b>Balance</b>	<b>\$ 1,248,195.00</b>
<b>Projects - Parks &amp; Recreation</b>	<b>Project #15-04</b>	<b>\$ 5,500,000.00</b>
	Finch Park Phase IV	\$ (1,250,000.00)
	Hike and Bike Trails (\$750,000 reallocated to Gabe Nesbitt project)	\$ (250,000.00)
	Land Acquisition (Reallocated to Gabe Nesbitt project)	\$ -
	Gray Branch Park Phase I	\$ (500,000.00)
	Park Accessibility/ADA Compliance Plan	\$ (250,000.00)
	Al Ruschhaupt Park Restroom Renovation	\$ (500,000.00)
	Senior Center Expansion	\$ (1,500,000.00)
	Gabe Nesbitt Park Amenities, Pedestrian and Vehicle Connections, Parking and Landscape	\$ (1,250,000.00)
	<b>Balance</b>	<b>\$ -</b>
<b>City of McKinney Administrative Fee</b>		<b>\$ 170,000.00</b>
		\$ (170,000.00)
	<b>Balance</b>	<b>\$ -</b>
<b>MPAC Operations</b>		<b>\$ 375,000.00</b>
		\$ (375,000.00)
	<b>Balance</b>	<b>\$ -</b>
<b>MAFC Operations</b>		<b>\$ 775,270.00</b>
	<b>Balance</b>	<b>\$ 775,270.00</b>
<b>Community/Partnership Projects</b>	<b>Fund Balance</b>	<b>\$ 14,923,420.00</b>
	<b>Balance</b>	<b>\$ 14,923,420.00</b>



# The Garden Show 2018



## **The Garden Show 2018 Grant Report Narrative and Financial Report**

*Bonnie Landon and Dawn Oldfield  
The Garden Show 2018 Co-chairs  
Collin County Master Gardeners Association*

The Garden Show 2018 was held the weekend of March 17-18, 2018 at Myers Park & Event Center in McKinney and involved 10 sponsors, 47 vendors, one charity partner and 10 non-profits. This event generated \$23,680 in revenue and \$18,344.75 in expenses.



# McKinney Community Development Corporation

## Grant Report Narrative and Financial Report



Organization:	Collin County Master Gardeners Association
Funding Amount	\$6,000
Project/Promotion/Community Event	The Garden Show 2018
Start Date	March 17, 2018
Completion Date	March 18, 2018
Location	Myers Park & Event Center 7117 County Road 166 McKinney, TX 75071

The Garden Show 2018 was held the weekend of March 17-18, 2018 and involved ten sponsors, 47 vendors, one charity partner, and ten non-profits. The Show Barn at beautiful Myers Park & Event Center was home to the event and welcomed about 6,500 visitors over a two-day period.

During the event, attendees shopped for garden-related products and services from our sponsors and vendors, as well as some of the non-profits. Other non-profits distributed literature and created awareness of their Collin County-based organizations. Collin County Master Gardeners and specialists, the City of McKinney's Environmental Education & Community Outreach Coordinator, and Texas A&M AgriLife Extension representatives offered several educational programs on topics that included vegetable/tomato gardening, preserving your harvest, creating container gardens and tablescape, garden pests, living green, and viticulture.

Our Garden Show 2018 charity partner, Volunteer McKinney, received the gate proceeds raising a total of \$4,766.50 during the two-day event.

## Promoting the Event

We used a multi-channel marketing approach to promote The Garden Show 2018 by creating Facebook ads, print advertising, digital advertising, radio advertising as well as collateral materials such as flyers and brochures. We also utilized our own website, [ccmgatx.org](http://ccmgatx.org) to promote the event.



**Collin County Master Gardeners**  
The Texas A&M AgriLife Extension Service, Collin County

Home Community Service Earth-Kind Gardening Gardening Resources FAQ About Us

### The Garden Show March 17-18

Get your wagons ready!  
This year's Garden Show will be better than ever - more vendors, more plants, more gardening presentations and more activities for the whole family.  
[View Event Details](#)

**Grape and Fruit Tree Propagation Workshop**  
Friday, March 23, 2018 9am-3pm  
[Register Now](#)

**UPCOMING PUBLIC EVENTS**

- UPDATED! Texas State Master Gardener's Annual Conference 2018  
Apr 03 | College Station
- Earthkind Garden Party  
Apr 14 | 11:00 AM | Plano Whole Foods
- Container Gardening - Resurrection Lutheran Church  
Apr 15 | 01:15 PM | Resurrection Lutheran Church 1919 Independence Pkwy, Plano, Texas (Celebration Center)
- Snapple Earth Day Fair  
Apr 19 | 10:30 AM | Snapple, 5301 Legacy Dr, Plano
- Plant Sale Info Booth  
Apr 21 | 09:00 AM | Show Barn, Myers Park

[View Event Calendar >](#)

**POPULAR GARDEN TOPICS**

- Water Conservation Tips
- Vegetable Gardening Basics
- Rose Rosette Disease
- Amending Your Soil

**GARDENING IN COLLIN COUNTY**

- Discover Texas Superstar® Plants
- Check Out Our Vegetable Picker
- Get into Earth-Kind® Gardening
- Adding Seasonal Color
- Earth-Kind Dwarf Ornamental Trial Gardens in Prosper

**Planning your spring veggie garden?**  
Learn what varieties grow best in Collin County.

**Join Our Mailing List**  
Would you like to receive occasional email about upcoming classes, events, and/or the Garden Wise Gazette? Then click on "Join Our Mailing List" in sidebar.


**Who are Collin County Master Gardeners?**  
Learn more about the Collin County Master Gardeners and our upcoming events.

**This Month's Garden Checklist**  
See the list of things to do this month to keep your garden gorgeous.

**What's Blooming in the Demo Gardens?**  
Come out to Myers Park and visit the Earth-Kind® Research and Demonstration Gardens. There's always something in bloom.

**Read the latest Garden Wise Gazette.**  
Check out the current issue of our newsletter about gardening in Collin County.

Collin County Master Gardeners Association Website Home Page



# Collin County Master Gardeners

The Texas A&M AgriLife Extension Service, Collin County

Search

[Home](#)
[Community Service](#)
[Earth-Kind Gardening](#)
[Gardening Resources](#)
[FAQ](#)
[About Us](#)


## THE GARDEN SHOW 2018

What a garden show should be.

**SATURDAY, MARCH 17, 2018**  
9:00 AM TO 5:00 PM

**SUNDAY, MARCH 18, 2018**  
11:00 AM TO 5:00 PM

by Dawn Oldfield, CCMGA Public Relations Chairperson



Shop for everything you need for a beautiful garden.

A perennial favorite for residents of Collin County, the eighth annual event will showcase new and creative ideas, informative classes, vetted vendors, activities for the whole family, and fun entertainment. There is no better place than **The Garden Show** to learn about North Texas gardening and Earth-Kind® gardening principles. **The Garden Show**, presented by the Collin County Master Gardeners Association, will take place on March 17 & 18, 2018 at beautiful Myers Park & Event Center in McKinney, Texas.

This year's fun-filled two-day event features a "Seed to Table" theme. Demonstrations and presentations will run throughout the show on a variety of topics that include:

- **KEYNOTE PRESENTATION: From Vineyard to Glass Jar or Mouth - Growing Grapes in North Texas** – presented by Michael Cook, Viticulture Program Specialist - North Texas, Texas A&M AgriLife Extension Service
- Garden Pests: The Who, What, and Why – presented by Jim Ewoldsen
- Vegetable Gardening – presented by Linda Hornbaker
- Canning Your Harvest – presented by Chef Sandra Jones
- Tablescape from your Garden – presented by Kadette LaGro
- Container Gardening – presented by Joyce Cleary
- Earth-Kind® Perennials – presented by Diane Sharp
- 35 Shades of Green – presented by Martha Cavazos-Fipps
- Let's Ketchup on Tomatoes – presented by Daniel Cunningham, The Texas Plant Guy and Horticulturist at AgriLife Water U

**The Garden Show 2018** is an indoor event, so come rain or shine! Find room to grow at **The Garden Show!**

Hours are from 9:00 a.m. – 5:00 p.m. on Saturday, March 17 and from 11:00 a.m. – 5:00 p.m. Sunday, March 18. The price of entry on both days is a donation of \$2 per person. **All proceeds will benefit Volunteer McKinney.** Parking is free! Visit <http://www.ccmgtx.org/TheGardenShow> for up-to-date information.

Join our [email list](#) to receive updated information.

**WHERE:**

Myers Park & Event Center  
7117 County Road 166  
McKinney, TX 75071  
[Click here for a printable map](#)

**FEATURING:**

Presentations for Homeowners  
Local Vendors  
Speakers  
Tours of Earth-Kind® Research and Demonstration Gardens  
Children's Activities

**FOR MORE INFORMATION [CLICK HERE.](#)**

(Please check back often as we update this page with information for The Garden Show 2018.)

The Collin County Master Gardeners Association is an educational service organization of volunteers who are trained in horticulture, landscaping, soil improvement, water conservation, and many other topics important to Collin County gardeners. The CCMGA volunteer program is administered by the Texas A&M AgriLife Extension Service through the Horticulture Agent in Collin County.

**Community Service**

- A Walk In The Park
- Adult Educational Programs
- Allen Heritage Village
- Bulb & Perennial Mart
- CCMGA Academic Scholarship
- **The Garden Show**
- Heritage Farmstead Victorian Garden
- Horticulture Therapy
- Information Booth
- Information Center
- Plant Sale
- Research & Demonstration Gardens
- Speakers Bureau
- Water Related Education
- Youth Educational Programs

**Like us on Facebook**  
Like us on Facebook and get the latest on CCMGA events and workshops

**Publications**

- The Garden Wise Gazette
- Aggie Horticulture Update
- AgriLife Online Bookstore


**Texas A&M AgriLife Links**

- Collin County AgriLife Extension
- Local AgriLife Events
- Aggie Horticulture Website

**Contact Us**

- Gardening Information Center
- Become a Master Gardener
- Directions to Myers Park
- Join our eMail List

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# The Garden Show Earth-Kind® Gardening

*presented by the Collin County Master Gardeners*

**March 17 and 18, 2018 | Myers Park & Event Center | McKinney, TX**

**Saturday, March 17, 9am-5pm**

**Sunday, March 18, 11am-5pm**

**Myers Park and Event Center  
7117 County Road 166, McKinney, TX 75071**

JOIN US AND LEARN ABOUT EARTH-KIND® GARDENING IN COLLIN COUNTY

The Garden Show is an indoor event packed with exciting and informative educational events with hands on activities and demos from local experts. Speakers will present timely information on outdoor living in North Texas.

**Bring your wagons and carts to fill with your purchases!**

Presentations for Homeowners • Local Vendors • Speakers

Hands-on Demonstrations • Children's Activities

Tours of Research and Demonstration Gardens at Myers Park

**Free Parking**

Much, Much More!

\$2 donation per person to enter — Proceeds benefit our Charity Partner

Volunteer McKinney – <http://volunteermckinney.org/>

## Our Speakers

Presentations will be made by well-known speakers, Texas A&M AgriLife Extension Specialists, Sponsors, and Collin County Master Gardeners and will emphasize Earth-Kind® living in North Texas.

Joyce Cleary | Diane Sharp | Jim Ewoldsen | Linda Hornbaker | Martha Cavazos-Fipps | **Chef Sandra Jones** | Daniel Cunningham | Erin Hoffer | **Michael Cook** | Kadette LaGro

## Schedule Highlights

### Saturday

**09:30** Earth-Kind Perennials - Diane Sharp

**09:30** Garden Pests: The Who, The What and Why - Jim Ewoldsen

**11:00** Vegetable Gardening - Linda Hornbaker

**11:00** 35 Shades of Green - Martha Cavazos-Fipps

**12:30** Vineyard to Glass Jar or Mouth - Michael Cook\*

**02:00** Thriller, Filler, Spiller: Container Gardening 101 - Joyce Cleary

**02:00** **Fresh From the Gardens: Preserving Your Harvest - Chef Sandra Jones\***

**03:30** Growing Healthy Trees - Erin Hoffer

**03:30** From Your Garden to Your Tablescapes - Kadette LaGro

### Sunday

**11:30** Let's Ketchup on Tomatoes - Daniel Cunningham

**11:30** Garden Pests: The Who, The What and Why - Jim Ewoldsen

**12:30** **Fresh from the Gardens: Preserving Your Harvest - Chef Sandra Jones\***

**12:30** 35 Shades of Green - Martha Cavazos-Fipps

**02:00** Earth-Kind Perennials - Diane Sharp

**02:00** Thriller, Filler, Spiller: Container Gardening 101 - Joyce Cleary

\*Keynote Speaker




[View/Print the Full Event Schedule](#)

## Resources



[Save the Date](#)

### Our 2018 Sponsors






#### Gold Sponsors

#### Silver Sponsors

#### Bronze Sponsors

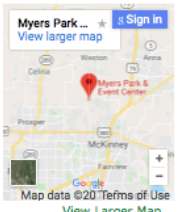






### Resources

[Save the Date](#)


[Follow The Garden Show on Facebook](#)

[Map to Myers Park](#)



Map data ©20 Terms of Use  
[View Larger Map](#)

Gate proceeds will benefit Volunteer McKinney.



### Our 2018 Vendors

380 Chiropractic & Wellness

[Ag Power](#)

[Angee and Teresa's Gardening Stones](#)

[Bare Naked Bee Co.](#)

[Barris Pottery & Ceramics](#)

[Basket Jacket by Charlotte](#)

[Beldon](#)

[Best Bug Bait](#)

[Brigid Brammer Bags](#)

[Canticle Farm](#)

[CF Sharpening Services](#)

[Chambersville Tree Farms](#)

[City of Allen](#)

[City of McKinney](#)

[City of Richardson](#)

[Collin County Farm Museum](#)

[Collin County Feed and Seed](#)

[Collin County Hobby Beekeepers Association](#)

[Crape Myrtle Trails](#)

[Dallas County Master Gardeners](#)

[Daylight Rangers](#)

[Designs by Debbie](#)

[Diggin It](#)

[Don Felipe Designs](#)

[Eden Hill Vineyard](#)

[Fannin Tree Farm](#)

[Fresh from the Gardens/Chef Sandra](#)

[Garden Gems](#)

[Grandma's Cupboard, LLC](#)

[Greater Dallas/Ft. Worth Bromeliad Society](#)

[Heritage Tree Service](#)

[Heritage Tree Service of Texas](#)

[Hollyberry Herb Farm](#)

[Home Grown Plants](#)

[Hot Rita's Party Starters](#)

[Hugs Cafe, Inc.](#)

[JoJo's Sweet Treats](#)

[Joy Farm/Texas Olive Ranch](#)

[Kaleidoscope Farm](#)

[Landmark Equipment, Inc.](#)

[Lavender Ridge Farms](#)

[Luscombe Farm](#)

[Specialty Foods](#)

[Lush Landscape Concepts](#)

[Matrix Ministries - Crafts for Orphans](#)

[McKinney Garden Club](#)

[McKinney Tour de Coop \(Chestnut Square\)](#)

[Michael Cook](#)

[Mister's Garden \(JellyBean Publishing, LLC\)](#)

[Mix It Up](#)

[Native](#)

[Native Plant Society - Collin County Chapter](#)

[North Texas Municipal Water District/Enviromedia](#)

[Outdoor Wooden Furniture by Stan](#)

[Ozarklake Copper Garden Art](#)

[Puckett's Lawn & Garden Center](#)

[Rain Lilies Boutique, LLC](#)

[Ready, Set, Grow](#)

[Shades of Green](#)

[Sky Homes](#)

[Spell Bound](#)

[Texas A&M AgriLife Water](#)

[Texas Olive Ranch](#)

[Texas Pure Products](#)

[The Amazing Dip Company](#)

[The Greater Dallas/Ft. Worth Bromeliad Society](#)

[Trinity Lightweight Expanded Shale](#)





[Unique Yard Art](#)

[Volunteer McKinney](#)

[Web Permaculture](#)

[Whole Foods Market](#)

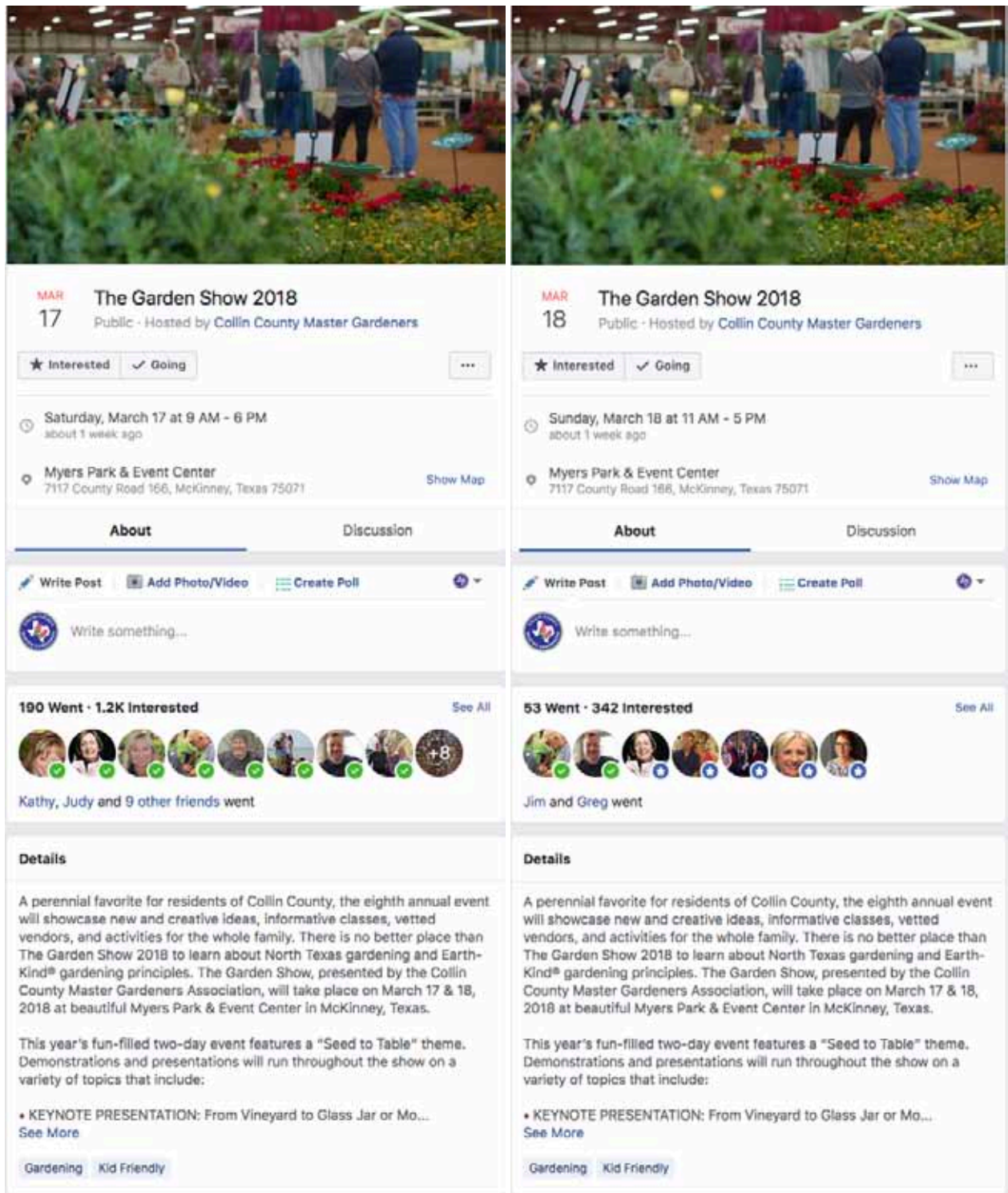
[Wild Birds Unlimited](#)

Collin County Master Gardeners Association Garden Show — bottom of child page



We promoted the event heavily on our Facebook page,  
<https://www.facebook.com/ccmgatx/>, as well as including posts on Instagram and Twitter.



The image displays two side-by-side screenshots of Facebook event pages for "The Garden Show 2018", hosted by the Collin County Master Gardeners. Both pages feature a top banner image showing people at a garden show. The left page is for Saturday, March 17, from 9 AM to 6 PM, while the right page is for Sunday, March 18, from 11 AM to 5 PM. Both events are held at the Myers Park & Event Center in McKinney, Texas. The pages show the event's location, date, time, and a list of attendees. The left page shows 190 people who went and 1.2K who are interested, with a list of attendees including Kathy, Judy, and 9 others. The right page shows 53 people who went and 342 who are interested, with a list of attendees including Jim and Greg. Both pages include a "Details" section with a description of the event and a "Keynote Presentation" titled "From Vineyard to Glass Jar or Mo...".

**Left Page (March 17):**

- Event:** The Garden Show 2018
- Host:** Public - Hosted by Collin County Master Gardeners
- Date/Time:** Saturday, March 17 at 9 AM - 6 PM
- Location:** Myers Park & Event Center, 7117 County Road 166, McKinney, Texas 75071
- Attendees:** 190 Went · 1.2K Interested
- Details:** A perennial favorite for residents of Collin County, the eighth annual event will showcase new and creative ideas, informative classes, vetted vendors, and activities for the whole family. There is no better place than The Garden Show 2018 to learn about North Texas gardening and Earth-Kind® gardening principles. The Garden Show, presented by the Collin County Master Gardeners Association, will take place on March 17 & 18, 2018 at beautiful Myers Park & Event Center in McKinney, Texas.
- Keynote Presentation:** From Vineyard to Glass Jar or Mo...
- Tags:** Gardening, Kid Friendly

**Right Page (March 18):**

- Event:** The Garden Show 2018
- Host:** Public - Hosted by Collin County Master Gardeners
- Date/Time:** Sunday, March 18 at 11 AM - 5 PM
- Location:** Myers Park & Event Center, 7117 County Road 166, McKinney, Texas 75071
- Attendees:** 53 Went · 342 Interested
- Details:** A perennial favorite for residents of Collin County, the eighth annual event will showcase new and creative ideas, informative classes, vetted vendors, and activities for the whole family. There is no better place than The Garden Show 2018 to learn about North Texas gardening and Earth-Kind® gardening principles. The Garden Show, presented by the Collin County Master Gardeners Association, will take place on March 17 & 18, 2018 at beautiful Myers Park & Event Center in McKinney, Texas.
- Keynote Presentation:** From Vineyard to Glass Jar or Mo...
- Tags:** Gardening, Kid Friendly

*Collin County Master Gardeners Association Facebook Event Pages*

As we have done in years past, we created a Facebook ad targeted towards our desired demographic, bringing McKinney and Collin County residents with horticultural needs together with research-based gardening information delivered by Collin County Master Gardeners and Texas A&M AgriLife experts, as well as products and services offered by vendors at the show.



*Collin County Master Gardeners Association Facebook Ad*

This ad ran from March 3<sup>rd</sup> through March 17<sup>th</sup> for a budgeted amount of \$200 and reached 25,294 people with 35,018 impressions and 996 clicks at an average cost per click of \$.20. The age range of our audience for this ad was 18–65 living in North Texas, with interests including the following: home and garden, gardening, flower garden, landscape, garden design, perennial plants, vegetable gardening, container gardening, trees, lawns, shrubs, mulch, herbs, tomatoes and flowering plants.

During the weeks and months leading up to The Garden Show 2018, we created and scheduled Facebook, Instagram and Twitter posts that featured our sponsors and speakers, and reminded attendees to save the date, bring their own carts, and linked to our website for additional information about the show.

This year we purchased ads in the following publications:

Allen Image  
¼ page ad

Edible DFW  
¼ page ad

Dallas Morning News Guide  
¼ page ad

Plano Magazine  
½ page ad

Prosper Living  
¼ page ad

Frisco Style  
¼ page ad



The distribution and readership of each of these magazines is:

Allen Image	Reach: 45,000 Allen, Fairview, Lucas and Parker
Dallas Morning News Guide	Reach: 600,000 print subscribers (average in Collin County is 270,710) Digital Reach: 1.4 million monthly views with 600,00 unique visitors with a 1.3 minute average visit
Edible DFW	Reach: 105,500 per quarter DFW Metro area
Frisco Style	Reach 65,500 (approximately 175,000+ readers) Frisco, McKinney (Stonebridge Ranch and Craig Ranch), North Plano, South Prosper
Plano Magazine	Reach: 434,000 Monthly Readers Plano (residential delivery)
Prosper Living	Reach: 24,000 Prosper and Celina



In addition, we purchased radio spots on KLAK 97.5FM to run the week leading up to the show along with a live, three-hour appearance by Alan Fremont on Saturday morning from 9:00am – Noon. Here is the copy for the radio spots:

*It's that time of the year again ... The Garden Show 2018 presented by the Collin County Master Gardeners Association, and **partially funded by the McKinney Community Development Corporation**. In its 8<sup>th</sup> year, this annual event will showcase new and creative ideas, informative classes, vendors – many of them local – and activities for the whole family. The Garden Show will take place on March 17<sup>th</sup> and 18<sup>th</sup> at beautiful Myers Park & Event Center in McKinney. Join me, Alan Freemont on Saturday, March 17<sup>th</sup> from 9am to Noon as I'll be broadcasting live! The Garden Show is an indoor event, so come rain or shine! Find room to grow at The Garden Show! For more information, visit C C M G A TX.ORG back slash The Garden Show.*

Press releases were distributed to:

- Dallas Morning News
- Community Impact
- Star Local Media
- Plano Magazine
- Allen Image
- Prosper Living (also covers Celina)
- Little Elm Living
- North Texas eNews
- Click Allen ePublication
- Texas Gardeners Seeds eNewsletter
- TMGA eNewsletter
- KLAK Radio 97.5 FM
- Frisco Style Magazine
- Edible Magazine
- Richardson Living
- Good Life Family
- Sherman-Denison Herald newspaper
- McKinney CVB
- Denton Record Chronicle
- MCDC
- Anna-Melissa-Van Alstyne newspaper
- Prosper Press



Other promotional activities:

- Save the date flyers distributed by our members, sponsors and vendors
- *Garden Wise Gazette* (the Collin County Master Gardeners Association public newsletter)
- Road Signs
- The Garden Show 2018 brochure
- Word of mouth

## Performance Metrics

2016 Visitors — 6,000

2017 Visitors — 9,000

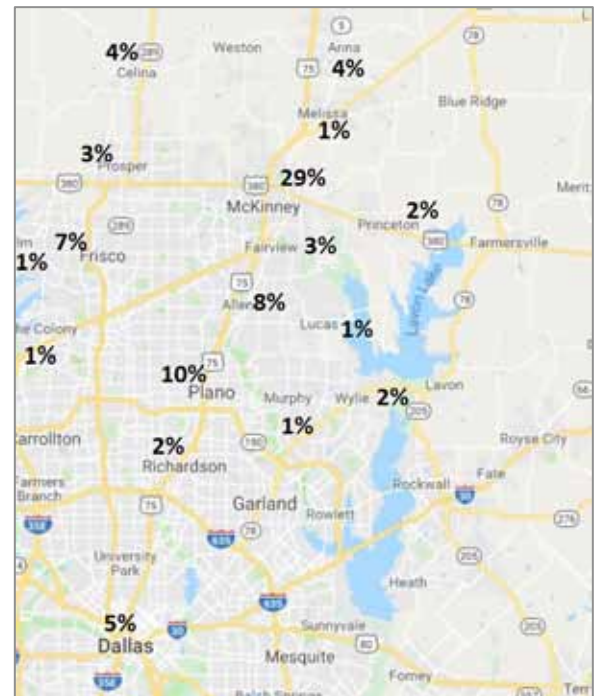
2018 Visitors — 6,500

Attendance on Saturday was on a par with 2017 numbers, however Sunday attendance was down. We believe this to be due to the forecast for severe storms, some with hail, happening around mid-day on Sunday.

To determine the origin of attendees, a fun “Human Bean Counting” Simple Random Survey (SRS) was conducted during the two days of the show. Attendees placed ‘beans’ in vases with area zip codes, (see photo upper right). Approximately 18% (1184) of the attendees participated in the “Human Bean Counting” survey.

Results of the “Human Bean Counting” (SRS) indicate the following origin of the show attendees:

- 29% of the attendees were from McKinney
- 54% of the attendees were from McKinney’s neighboring cities. (see map graphic)
- 14% of the attendees were from neighboring counties
  - Denton
  - Dallas
  - Grayson
  - Hunt
  - Rockwall
  - Tarrant
  - Parker
  - Fannin
- 3% of the attendees from out of the area
  - San Antonio
  - Oklahoma
  - Wisconsin
  - California



# From Seed to Table



## The 2018 Garden Show

Presented by The Collin County Master Gardeners Association

Saturday, March 17  
9 am – 5 pm

Sunday, March 18  
11 am – 5 pm

[www.ccmgatx.org/thegardenshow](http://www.ccmgatx.org/thegardenshow)



- Gardening Presentations
- Hands-on Demonstrations
- Children's Activities
- Local Vendors
- Tours of the International Award-winning Earth-Kind® Research and Demonstration Gardens in Myers Park
- FREE PARKING

Admission: \$2 per person  
donation to benefit  
Volunteer McKinney

Bring your own cart or wagon!

### The Garden Show 2018 Sponsors:

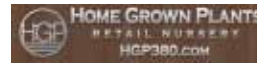
#### Gold Sponsors



#### Silver Sponsors



#### Bronze Sponsors



MYERS PARK & EVENT CENTER  
7117 County Road 166, McKinney, TX 75071



FUNDED IN PART BY  
McKINNEY  
COMMUNITY  
DEVELOPMENT  
CORPORATION

TEXAS A&M  
AGRI LIFE  
EXTENSION



Save the Date Flyer

April 13, 2018



## Save the Date

### Upcoming Collin County Master Gardeners Events

#### The 15<sup>th</sup> Annual CCMGA Plant Sale

Saturday, April 21, 2018 ~ 9:00am – 3:00pm

Hundreds of varieties of annuals, perennials, trees, shrubs, vegetables, herbs, vines, and grasses will be available for purchase at the 15<sup>th</sup> Annual CCMGA Plant Sale. Master Gardeners will be on hand all day to offer timely tips and research-based answers to your gardening questions.

#### A Walk in the Park

Saturday, June 2, 2018 ~ 9:00am – Noon

The Collin County Master Gardeners will host tours of the international award-winning Earth-Kind® research and demonstration gardens that include: perennials, annuals, crape myrtles, ornamental grasses, shrubs, grapes, vegetables and herbs, as well as the demonstration gardens around the office and at the park entrance. Activities for kids will also be available. Don't miss this FREE event!

#### The 15<sup>th</sup> Annual Bulb Sale

August 1–31, 2018

CCMGA will be selling a variety of bulbs online suited for our North Texas soils and climate during The 15<sup>th</sup> Annual Bulb Sale. Orders may be picked up at The 2018 Bulb & Perennial Mart.



#### The 2018 Bulb & Perennial Mart

Saturday, October 13, 2018 ~ 9:00am – 3:00pm  
During The Bulb & Perennial Mart CCMGA will be selling perennials that thrive in our area including some of the top performers found in the research and demonstration gardens at Myers Park. Also available for purchase will be a mixture of additional spring/summer blooming bulbs.

Watch for more information about these upcoming events on our website at <http://www.ccmga.org> and in our newsletter, The Garden Wise Gazette. Sign up for the newsletter at <http://ccmga.org/subscribe>. Follow us on Facebook at <https://www.facebook.com/ccmga> or Instagram at <https://www.instagram.com/ccmga/>



## 2018 Sponsors

### GOLD SPONSORS



(214) 544-2900  
<http://www.ag-power.com>



(972) 742-0413  
<http://www.wholefoodsmarket.com>



Whole Foods – Fairview  
Whole Foods – Plano  
<http://www.wholefoodsmarket.com>



(972) 837-4223  
<http://richambervillelandmarks.com>

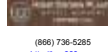


(972) 548-9803  
<http://www.landmark.com>

### SILVER SPONSORS



(972) 542-5011  
<http://www.collincountylandmark.com>



(866) 736-5285  
<http://thep360.com>



(469) 331-0011  
<http://www.lush.com>



(972) 727-1145  
<http://www.packer-nursery.com>



(972) 454-0966  
<http://www.shadesofgreen.com>

### IN-KIND SPONSORS



## **Financial Report**

### **Proposed Budget**

#### **Sponsor Fees**

Ag Power	\$5,000.00
Chambersville Tree Farms	2,000.00
Collin County Feed & Seed	1,500.00
Home Grown Plants	1,500.00
Landmark Equipment	2,500.00
Pucketts	1,000.00
Shades of Green	500.00

**Vendor Fees** 10,000.00

**MCDC Grant** 10,000.00

**Total Revenue** **\$34,750.00**

#### **Projected Expenses**

Advertising/Publicity	22,000.00
Chartered Buses	1,000.00
EMT/First Aid	500.00
Hospitality	2,300.00
Miscellaneous	400.00
Pipe & Drape	5,000.00
Security	1,500.00
Signage	1,000.00
Speakers Fee	500.00
Supplies	<u>500.00</u>

**Total Expenses** **\$34,700.00**

**Projected Net Profit/Loss** **\$50.00**



## **Financial Report**

### **Actual Financial Performance**

#### **Sponsor Fees**

Ag Power	\$5,000.00
Chambersville Tree Farms	2,500.00
Collin County Feed & Seed	1,500.00
Home Grown Plants	1,500.00
Landmark Equipment	2,500.00
Lush Landscape Concepts	750.00
Pucketts	1,000.00
Shades of Green	500.00

**Vendor Fees** 8,430.00

**MCDC Grant** 6,000.00

**Total Revenue** **\$29,680.00**

#### **Projected Expenses**

Advertising/Publicity	7,242.50
Chartered Buses	557.03
EMT/First Aid	360.00
Hospitality	2,143.21
Master Gardener Area Supplies	363.76
Miscellaneous ( <i>ATM Rental</i> )	100.00
Pipe & Drape	5,162.50
Security	1,280.00
Signage	288.94
Speakers/Entertainment	482.00
Supplies	220.35
Volunteers	<u>144.46</u>

**Total Expenses** **\$18,344.75**

**Projected Net Profit/Loss** **\$11,335.25**





18-366

**TITLE:** Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Boys and Girls Club of Collin County (#18-02) in the Amount of \$40,000.00 for Reimbursement of a Portion of Costs Incurred for Roof Repair at the McKinney Club

**COUNCIL GOAL:** Enhance Quality of Life in McKinney

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- Boys and Girls Clubs of Collin County is requesting a grant in the amount of \$40,000 for reimbursement of a portion of costs related to roof repair at the McKinney Club House.
- In 2005, the roof for the McKinney club was updated.
- In 2011, the roof began leaking and patches were applied over a period of seven years.
- In March 2018, functionality of the club was sacrificed as a result of roof leaks and water damage and work to replace the roof had to be immediately commenced.
- The cost for roof replacement totaled \$106,052.35. BGCCC budget allowed for \$66,052.35, \$40,000 short of total project cost.
- In order to cover the immediate need, funds were reallocated from other program areas to cover the \$40,000 shortfall.
- Approval of a grant, in the amount of \$40,000 from MCDCC, would allow replenishment of funds diverted from other program areas that were used for roof repair.

**BACKGROUND INFORMATION:**

- Boys and Girls Clubs of Collin County has a 50-year history in North Texas.
- Strategically located in low-income neighborhoods, BGCCC provides a safe, positive environment during after-school hours.



- The BGCCC serves 3,050 members and works with other local nonprofit organizations to identify youth that are in need of assistance.
- The McKinney club serves 928 youth. 69% qualify for free/reduced lunch.
- Programs offered through the McKinney club in 2017 included education about healthy lifestyle habits, tools for academic success, qualities to build character and leadership skills and recreational activities.

**FINANCIAL SUMMARY:**

- MCDC's allocation for Project Grants for FY 18 is \$1,259,745
- In previous years, MCDC awarded grants to Boys and Girls Club for a gym renovation (\$23,600 in 2006); and gym, kitchen and other building improvements (\$500,000 in 2009).
- Total Project Cost was \$106,052.35. The Amount Requested Represents 38% of the Total Project Cost.

**SUPPORTING MATERIALS:**

[Application Packet](#)

# MCKINNEY COMMUNITY DEVELOPMENT CORPORATION

## Grant Application

Fiscal Year 2018

### IMPORTANT:

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at [www.mckinneycdc.org](http://www.mckinneycdc.org); by calling 972.547.7653 or by emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)
- **Please call to discuss your plans for submitting an application in advance of completing the form.** A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at [www.mckinneycdc.org](http://www.mckinneycdc.org), by calling 972.547.7653 or emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org).*

***Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.***

**Please indicate the type of funding you are requesting:**



#### **Project Grant**

Projects that are eligible for funding in accordance with the Type B sales tax statute (refer to examples in Grant Guidelines) and that advance the mission of MCDC.



#### **Promotional or Community Event Grant (maximum \$15,000)**

Initiatives, activities or events that promote the City of McKinney for developing new or expanded business opportunities and/or tourism – and enhancing quality of life for McKinney residents.

### **Promotional and Community Event Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: November 30, 2017	December 2017	January 2018
Cycle II: May 31, 2018	June 2018	July 2018

### **Project Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: January 3, 2018	January 2018	February 2018
Cycle II: March 30, 2018	April 2018	May 2018
Cycle III: June 29, 2018	July 2018	August 2018

### **APPLICATION**

## INFORMATION ABOUT YOUR ORGANIZATION

Name: Boys & Girls Clubs of Collin County

Federal Tax I.D.: 75-1296869

Incorporation Date: April 21, 1969

Mailing Address: 7790 Main Street

City Frisco

ST: Texas

Zip: 75033

Phone: 469-888-4620

Fax: 469-888-4621

Email: lrogers@bgccc.org

Website: www.bgccc.org

### Check One:

- ☒ Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- ☐ Governmental entity
- ☐ For profit corporation
- ☐ Other

Professional affiliations and organizations to which your organization belongs:

Boys & Girls Clubs of America

## REPRESENTATIVE COMPLETING APPLICATION:

Name: Liliana Rogers

Title: Chief Development Officer

Mailing Address: 7790 Main Street

City: Frisco

ST: Texas

Zip: 75033

Phone: 469-888-4620

Fax: 469-888-4621

Email: lrogers@bgccc.org

**CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:**

Name: Liliana Rogers

Title: Chief Development Officer

Mailing Address: 7790 Main Street

City: Frisco

ST: Texas

Zip: 75033

Phone 469-888-4620

Fax: 469-888-4621

Email: lrogers@bgccc.org

**FUNDING**

Total amount requested: \$40,000

Matching Funds Available (Y/N and amount): No

Will funding be requested from any other City of McKinney entity (e.g. Arts Commission, City of McKinney Community Support Grant)?

☐ Yes

☒ No

Please provide details and funding requested:

Roof replacement

**PROJECT/PROMOTIONAL/COMMUNITY EVENT**

Start Date: 3/10/18

Completion Date: 3/18/18

**BOARD OF DIRECTORS** *(may be included as an attachment)*

Please see the attachment

**LEADERSHIP STAFF** (*may be included as an attachment*)

Please see the attachment

**Using the outline below, provide a written narrative no longer than 7 pages in length:**

**I. Applying Organization**

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project/Promotional/Community Event for which funds are requested.

**II. Project or Promotional/Community Event (whichever is applicable)**

- Outline details of the Project/Promotional/Community Event for which funds are requested. Include information regarding scope, goals, objectives, target audience.
- **For Promotional Grants/Community Events** – describe how this initiative will **promote the City of McKinney for the purpose of business development and/or tourism.**
- Describe how the proposed Project/Promotional/Community Event fulfills strategic goals and objectives for your organization.
- Please also include planned activities, time frame/schedule, and estimated attendance and admission fees if applicable.
- Include the venue/location for Project/Promotional/Community Event?
- Provide a timeline for the Project/Promotional/Community Event.
- Detail goals for growth/expansion in future years.

**Project Grants – please complete the section below:**

- |                             |   |                             |
|-----------------------------|---|-----------------------------|
| • An expansion/improvement? | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A replacement/repair?     | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A multi-phase project?    | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A new project?            | <input type="checkbox"/> Yes            | <input type="checkbox"/> No |

**Has a feasibility study or market analysis been completed for this proposed project?** *If so, please attach a copy of the Executive Summary.*

Not applicable

**Provide specific information to illustrate how this Project/Promotional/Event aligns with one or more of the goals and strategies adopted by McKinney City Council and McKinney Community Development:**

- Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code (refer to MCDC Grant Guidelines)
- Support cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and growth of McKinney sales tax revenue
- Highlight and promote McKinney as a unique destination for residents and visitors alike
- Meet citizen needs for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney
- Demonstrate informed financial planning – addressing long-term costs, budget consequences and sustainability of projects for which funding is requested
- Educate the community about the impact local dining and shopping has on investment in quality of life improvements in McKinney

**Indicate which goal(s) listed above will be supported by the proposed Project/Promotional/Event:**

Eligible project, supports residential youth, promotes the McKinney community

---

**Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?**

☐ Yes

☒ No

**Date(s):**

**Financial**

- Provide an overview of the organization's financial status including the impact of this grant request on organization mission and goals.
- Please attach your organization's budget for the current year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why.

**What is the total estimated cost for this Project/Promotional/Community Event?**

\$ 106,052.35

**(Please provide a budget specific to the proposed Project/Promotional/Community Event.)**

**What percentage of Project/Promotional/Community Event funding will be provided by the Applicant?**

38%

**Are Matching Funds available?** ☐ Yes

☒ No

Cash \$

Source

% of Total

In-Kind \$

Source

% of Total

***Please provide details regarding other potential sources for funding. Include name of organization solicited; date of solicitation; amount of solicitation and date that notice of any award is expected.***

#### **IV. Marketing and Outreach**

Describe marketing plans and outreach strategies for your organization, for the Project/Promotional/Community Event for which you are requesting funding – and how they are designed to help you achieve current and future goals.

#### **V. Metrics to Evaluate Success**

Outline the metrics that will be used to evaluate success of the proposed Project/Promotional/Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.

#### **Acknowledgements**

***If funding is approved by the MCDC board of directors, Applicant will assure:***

- The Project/Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used exclusively for the purpose described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Project/Promotional/Community Event. Specifics to be agreed upon by applicant and MCDC and included in an executed performance agreement.
- Organization's officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Project/Promotional/Community Event for which funds were received.
- A final report detailing the success of the Project/Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Project/Promotional/Community Event.
- Up to 80% of the approved grant may be provided, on a reimbursement basis, prior to conclusion of the Project/Promotional/Community Event with submission of invoices/receipts to MCDC. The final 20% may be paid following MCDC's receipt of unpaid invoices/receipts; documentation of fulfillment of obligations to MCDC; and final report on the Project/Promotional/Community Event.

- The required performance agreement will contain a provision certifying that the applicant does not and will not knowingly employ an undocumented worker in accordance with Chapter 2264 of the Texas Government Code, as amended. Further, should the applicant be convicted of a violation under 8 U.S.C. § 1324a(f), the applicant will be required to repay the amount of the public subsidy provided under the agreement plus interest, at an agreed to interest rate, not later than the 120<sup>th</sup> day after the date the MCDC notifies the applicant of the violation.

**We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.**

**Chief Executive Officer**



Signature

Printed Name

E. Michael Simpson

Date

3/29/18

**Representative Completing Application**



Signature

Printed Name

Liliana Rogers

Date

3/29/18

***INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.***





### **Attachments Included**

- **Narrative**
- **Project Budget**
- **IRS Determination Letter**
- **Board of Directors**
- **Leadership Staff**
- **BGCCC Balance Sheet YTD**
- **P&L February 2018**
- **BGCCC 2018 Approved Budget**
- **BGCCC 2016 Audited Financials**
- **BGCCC 2015 Audited Financials**



## **MCKINNEY COMMUNITY DEVELOPMENT CORPORATION - GRANT PROPOSAL**

### **Organization:**

<b>Boys &amp; Girls Clubs of Collin County</b>	<b>EIN #75-1296869</b>
Name and Title of Contact Person:	Liliana Rogers, Chief Development Officer
Address:	7790 Main Street
City, State and Zip Code:	Frisco, TX 75033
Phone:	469-888-4620
Email Address:	lr Rogers@bgccc.org
Website Address:	www.bgccc.org

*The mission of the Boys & Girls Clubs of Collin County is to enable all young people, especially those who need us most, to reach their full potential as productive, caring, responsible citizens.*

Boys & Girls Clubs of Collin County (BGCCC) has a 50-year history of creating great futures in North Texas. Strategically located in low-income neighborhoods, BGCCC provides a safe, positive environment during the most vulnerable hours of a child's day, the after-school hours. We convert these hours into time that helps children and teenagers reach their full potential. The clubs serve local Collin County youth in the Frisco, Plano and McKinney areas. BGCCC is the largest youth serving non-profit organization in Collin County. Our services are vital in helping create and sustain a healthy, safe, educated community in Collin County.

The clubs serve 3,050 members, giving them a safe place to learn and grow into productive and caring citizens. 46% of the members served are female and 54% are male. The majority of members in the program are African-American (56%); 19% are Hispanic; 15% are Caucasian; 2% are Asian; and 8% are multi-ethnicity. The primary population served is ages 5-18 with 65% of the youth between the ages of 5-12. BGCCC serves children from all levels of household income. 64% of members are eligible for free/reduced lunch and 26.1% of members come from households with an income level that is at or below the federal poverty line for a family of four. 55% of members live in a household with a single caregiver. BGCCC partners with other local non-profit agencies to help identify youth that are in need of assistance.

Specific to the McKinney branch, our club serves 928 youth. 69% of the members qualify for free/reduced lunch. With the assistance of the staff and volunteers, the youth completed 43,050 homework hours and were served 50,469 meals!

BGCCC offers daily access to a broad range of programs in five core program areas: Character and Leadership Development; Education and Career Development; Health and Life Skills; The Arts; and Sports, Fitness and Recreation; and, several specialized initiatives. All programs are designed to drive positive outcomes for youth and reinforce necessary life skills.



In 2017 at the McKinney location, our impressive portfolio of programs to educate the youth along with providing healthy lifestyle habits, tools for their academic success, and qualities to build their character and leadership skills included the following: Drama Matters, Project Learn, Triple Play Games Tournament, Club Tech: NetSmartz and SMART (Skills Mastery and Resistance Training) Moves.

Our organization is guided by our Board of Directors which consists of 21 members that reside and take pride in our three communities. Chief Executive Officer, E. Michael Simpson, is responsible for the strategic planning and operation of the Clubs in support of its mission and goals. The Chief Development Officer, Chief Financial Officer, and Chief Operations Officer help to oversee the remainder of the administrative positions. 45 full and part-time staff and over 5,000 volunteers support the clubs.

The majority of BGCCC's volunteer mentors and tutors are recruited through our collaborations with corporations such as Capital One and Toyota. All volunteers receive extensive orientation and training before working with members.

BGCCC is proud of the successes of our club members! The outstanding academic results and lifestyle accomplishments of the BGCCC youth participating in the many programs should be noted.

- **100% of high school seniors who were actively involved in the clubs graduated and moved on to higher education or enlisted in the military;**
- **100% of the club members were promoted to the next grade level;**
- **100% targeted youth became more knowledgeable of STEaM based jobs and career opportunities;**
- **100% of the alumni continue to utilize what they have learned at the club within their community; and,**
- **No members were affiliated with gangs or involved in the juvenile justice system.**

Boys & Girls Clubs of Collin County is committed to being an excellent steward of public trust and community resources. We pride ourselves on being one of the leanest nonprofit organizations in the region with 82 percent of expenses going directly to programming for our members with only 7 percent going to administrative expenses and 11 percent to fundraising expenses as reflected in our 2017 990.

### **Project description, purpose and outcome.**

In 2005, the roof for the McKinney club was updated. In 2011, the roof began leaking. Patches to the existing roof have been periodically applied since the leaks began. In March of this year, the roof was replaced at a cost of \$106,052.35. As the functionality of the club was being sacrificed due to the water leaks and damage, the work had to commence immediately. BGCCC budget allowed for \$66,052.35 for the replacement of the roof, approximately \$40,000 short of project completion. This necessitated use of other funds from designated programming areas.



These past couple of months the weather has been very rainy. During that time, our members missed out on quality programming time that typically occurs on a day-to-day basis due to the lack of space at the club plus having to be transported to another facility for sports activities. Therefore, the funds that were tapped, not only included the roof repairs, but also the associated expenditures tied to the repeated leaks that impacted the club.

BGCCC respectfully requests \$40,000 to replenish funds that were re-allocated to this roof repair from our programming needs.

By implementing the repairs, areas of the club that had been nonfunctional could again be utilized.

### **Promote the City of McKinney.**

Boys & Girls Clubs of Collin County would be thrilled to acknowledge the contributions of McKinney Community Development Corporation for their support of the roof restoration program in appropriate communications. This media acknowledgment includes, but is not limited to, our e-newsletter, Facebook, Twitter and the BGCCC website.

### **Specific goals and objectives fulfilled in regards to the project.**

By restoring the facility, our members can fully utilize that space to participate in the value-added programs that are necessary to their success, academically and physically. We continue to serve children to further their education to become more prepared as future citizens in their community while giving them a solid foundation of skills and tools for their tomorrow.

### **Time frame to completion. Location of the project.**

The replacement of the roof was completed March of this year due to urgency of the repair needs. However, some funds were pulled from our programming revenue that is crucial to the success of our youth. Therefore, we are seeking \$40,000 in funding to replenish this deficit.

The Boys & Girls Clubs of Collin County, McKinney Branch  
701 S. Church Street  
McKinney, Texas 75069

### **Timeline.**

March 10<sup>th</sup>-18<sup>th</sup> of 2018 – roof replaced

### **Future plans.**

Our vision is to provide a world-class Club experience that assures success is within reach of every young person who walks through our doors, with all members on track to graduate from high school with a plan for the future, demonstrating good character and citizenship, and living a healthy lifestyle.



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## **Financial**

Balance Sheet Year to Date and P&L as of Feb 2018 - attachments

If awarded the grant, these funds will alleviate the unexpected financial burden that we had to go through to complete the roof replacement. We will now be able to replenish the program funds and continue to provide our members with quality services.

Organization budget and audited financials - attachments

## **Other Funding Sources**

McKinney Community Development Corporation, \$40,000, Pending  
Boys & Girls Clubs of Collin County, \$66,052.35, Paid

## **Marketing and Outreach**

BGCCC's 50-year history of creating great futures for low-income and at-risk youth in the North Texas area will further drive our passion to provide beneficial programs to local youth. In addition to securing funds through grant writing, we fundraise with annual events including the following: gala, golf tournament, poker tournament and a cycling event. We procure funds through government grants as well. Support for our many, varied programs at the three clubs also comes from individual and corporate donors.

Our sustainability stems from a diverse revenue structure and strategy. Some of our major contributors include Capital One, Bank of America, Alliance Data, Dallas Women's Foundation, Bob & Joy Darling, Sean Lee, United Way of Metropolitan Dallas, Texas Health Presbyterian Hospital Plano, Toyota Financial Services, the City of Frisco, the City of McKinney, the City of Plano and the Andrea-Mennen Foundation.

## **Metrics to Evaluate Success**

Replacement of the McKinney club roof allows the members full access to the club space in order to provide them with efficient programming.



## Roof Replacement Budget January through December 2018

Ordinary Income/Expense		
Income		
	MCDC Grant	40,000
	BGCCC	66,052.35
	Total Income	<u>106,052.35</u>
	Gross Profit	<u>106,052.35</u>
Expense		
	Roof Replacement	<u>106,052.35</u>
	Total Expense	<u>106,052.35</u>
	Net Ordinary Income	0



CINCINNATI OH 45999-0038

In reply refer to: 0248222395  
Dec. 05, 2013 LTR 4168C 0  
75-1296869 000000 00  
00034179  
BODC: TE

BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069



027523

Employer Identification Number: 75-1296869  
Person to Contact: MISS CONVERSE  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Nov. 25, 2013, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(03) of the Internal Revenue Code in a determination letter issued in May 1970.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section 509(a)(2).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

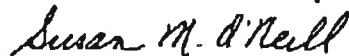
Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248222395  
Dec. 05, 2013 LTR 4168C 0  
75-1296869 000000 00  
00034180

BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069

If you have any questions, please call us at the telephone number  
shown in the heading of this letter.

Sincerely yours,



Susan M. O'Neill, Department Mgr.  
Accounts Management Operations





Department of the Treasury  
Internal Revenue Service

CINCINNATI OH 45999-0038

027523.392981.26491.1008 1 AT 0.384 530



BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069

027523

CUT OUT AND RETURN THE VOUCHER AT THE BOTTOM OF THIS PAGE IF YOU ARE MAKING A PAYMENT,  
EVEN IF YOU ALSO HAVE AN INQUIRY.



The IRS address must appear in the window.

0248222395

BODCD-TE

Use for payments

Letter Number: LTR4168C  
Letter Date : 2013-12-05  
Tax Period : 000000



\*751296869\*

INTERNAL REVENUE SERVICE

CINCINNATI OH 45999-0038



BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069

751296869 JA BOYS 00 2 000000 670 000000000000

2017 BGCCC Board Information

Revised: 1/15/2018

Board Member	Spouse	Joined Board	Officer/Committees	Company	Home Address	Phones	Email	Ethnicity
Von Best	Rosanne	9/22/2009	Past President	The Frisco Bar & Grill 4851 Legacy Drive #504 Frisco, TX 75034	4800 Star Ridge Lane Frisco, Texas 75034	Cell: 214-587-1125	<a href="mailto:thevonb@hotmail.com">thevonb@hotmail.com</a>	Caucasian
Tony Carver	Tara	1/26/2016		Encore Wire Corporation 1329 Millwood Rd McKinney, TX 75069	412 Benge St. McKinney, TX 75069	Cell: 903-452-0563	<a href="mailto:tony.carver@encorewire.com">tony.carver@encorewire.com</a>	Caucasian
Damon Chronis	Julie	2/21/2012	Treasurer	Ryan, LLC Three Galleria Tower, 13155 Noel Rd. # 100 Dallas TX 75240	5945 Kensington Drive Plano, TX 75093	Work: 972-934-0022 Home: 972-473-8789 Cell: 214-454-6477	<a href="mailto:damon.chronis@ryan.com">damon.chronis@ryan.com</a>	Caucasian
Angela Driggers		5/28/2014		Texas Instruments 12500 TI Boulevard MS 8686 Dallas, TX 75243	917 Granger Dr. Allen, TX 75013	Office: 214-479-3430 Cell: 972-754-9116 Home: 972-727-5951	<a href="mailto:a-driggers@ti.com">a-driggers@ti.com</a>	Caucasian
Christy Escandon	Richard	1/26/2016		Texas Health Presbyterian Hospital of Plano 6200 W. Parker Rd. Plano, TX 75093	11805 State Highway 205 Lavon, TX 75166	Cell: 469-338-8249 Work: 972-981-7200	<a href="mailto:christyescandon@texashhealth.org">christyescandon@texashhealth.org</a>	Hispanic
Michael Feeney	Sarah	2/24/2015		Capital One 8058 Dominion Pkwy Plano, TX 75024	5411 Buena Vista Frisco, TX 75034	H- 214-618-3550 C-469-261-6222 (Preferred)	<a href="mailto:michael.feeney@capitalone.com">michael.feeney@capitalone.com</a>	Caucasian
Jessica Fister Johnson	Tony	11/20/2013			5804 Garrett Drive Plano, TX 75093	Home: 972-473-7424 Cell: 925-351-8646	<a href="mailto:jessica.johnson@cbrands.com">jessica.johnson@cbrands.com</a>	Caucasian
Kristin Grammar	Matt	7/16/2017		TIG Commercial Real Estate 2600 Dallas Parkway, Suite 290 Frisco, TX 75034	3700 Legacy Drive #5204 Frisco, TX 75034	Mobile: 972-415-4158	<a href="mailto:kgrammar@tqusa.com">kgrammar@tqusa.com</a>	Caucasian
John Hoffman		Re-elected 01-21-2014	Secretary	Consultant 1001 Hyde Park Drive McKinney, TX 75069	1001 Hyde Park Drive McKinney, TX 75069	Home: 972-542-2961 Cell: 214-562-6235	<a href="mailto:jwhofma@msn.com">jwhofma@msn.com</a>	Caucasian
Chris Jamison	Carey	8/18/2014		Happy State Bank 700 Central Expressway South, Ste 120 Allen, TX 75013	2112 San Andres Frisco, TX 75033	Office: 214-383-5700 Direct: 214-383-5720 Cell: 214-717-8177	<a href="mailto:chrisjamison@sbcglobal.net">chrisjamison@sbcglobal.net</a>	Caucasian
Tomasz Kwiatkowski		5/22/2017		Plains Capital Bank 2500 Legacy Drive, #150 Frisco, TX 75034	4800 Printers Way Apt #4067 Frisco, TX 75033	Cell: 214-264-6720	<a href="mailto:tomasz.kwiatkowski@plainscapital.com">tomasz.kwiatkowski@plainscapital.com</a>	Caucasian
Randy Lawrence	Marianne	7/27/2010		Altria Reg. V.P. - Retired	4856 Orchard Park Drive Frisco, TX 75034	Home: 214-387-0460 Cell: 804-334-3571	<a href="mailto:rlr2247@icloud.com">rlr2247@icloud.com</a>	Caucasian
Brandi McKay		6/7/2017		Scheef & Stone, LLP 2600 Network Blvd, #400 Frisco, TX 75034	12645 Trolley Dr. Frisco, TX 75035	Work: 214-472-2145 Home: 214-725-7647	<a href="mailto:brandi.mckay@solidcounsel.com">brandi.mckay@solidcounsel.com</a>	Caucasian
Ken Moraif	Fay	1/22/2013		Money Matters with Ken Moraif 2820 Dallas Parkway Plano, TX 75093	1424 Eastwick Lane Plano, TX 75093	Cell: 972-365-0112 Work: 469-246-3604	<a href="mailto:ken@moneymatters.net">ken@moneymatters.net</a>	Caucasian
Richard Riccardi	Cathy	4/29/2016		Blount Fine Foods 2200 Redbud Blvd McKinney, TX 75069	661 Forest Oak Drive Fairview, TX 75069	Cell: 214-704-4590 Work: 972-548-9001	<a href="mailto:rriccardi@yahoo.com">rriccardi@yahoo.com</a>	Caucasian
Reed Schnitter	Cindy	2/16/2010		PTG 2400 Dallas Pkwy, Ste 260 Plano, TX 75093	5857 Bedrock Plano, TX 75093	Work: 972-943-9999 Home: 972-735-9711 Cell: 972-365-3500	<a href="mailto:reed@thepatsolution.com">reed@thepatsolution.com</a>	Caucasian
Bryan Sherman	Holli	2/17/2014	President	Bank of America Home Loans 6400 Legacy Drive, Plano Tx 75024	5835 Imperial Meadow Dr. Frisco, TX 75035	Work: 214-209-6486 Home: 214-705-7728 Cell: 214-786-6061	<a href="mailto:bshermanbgccc@att.net">bshermanbgccc@att.net</a>	Caucasian
Art Spitzer	Jodi	11/17/2014	V.P. Resource Development	FedEx Office 7900 Legacy Drive Plano, TX 75024	7802 Glenneagle Dr. Dallas, TX 75248	Work: 469-980-3211 Mobile: 602-750-1228	<a href="mailto:art.spitzer@fedex.com">art.spitzer@fedex.com</a>	Caucasian
Psychelia Terry	Von	9/19/2016		UI Global Brands 15222 King Rd, Suite 701 Frisco, TX 75034	1003 Swan Lake Dr Frisco, TX 75033	Work: 469-731-5640 Cell: 214-476-3169	<a href="mailto:psyche@uiglobalbrands.com">psyche@uiglobalbrands.com</a>	African American

## 2017 BGCCC Board Information

Vontoba Terry	Psychella	9/19/2016	UI Global Brands 15222 King Rd. Suite 701 Frisco, TX 75034	1003 Swan Lake Dr Frisco, TX 75033	Work: 469-731-5640 Cell: 214-476-3169	<a href="mailto:vontoba@uiglobalbrands.com">vontoba@uiglobalbrands.com</a>	African American
Cliff Whisenhunt	Brenda	1/26/2016	First National Bank Southwest 4500 Preston Rd. Frisco, TX 75034	2220 Canyon Trail Carrollton, TX 75007	Work: 469-633-8400 Cell: 214-693-8399	<a href="mailto:cwhisenhunt@firsouthwest.com">cwhisenhunt@firsouthwest.com</a>	Caucasian



**Staff Listing**

Jay Arreguin, Frisco Branch Director

Brenda Austin, Frisco Branch Director

Laura Bese, Director of Special Events

Kareem Evans, McKinney Branch Director

Karen Johnson, Plano Branch Director

Darion McCoy, Plano Branch Director

Malanie Miller, McKinney Assistant Branch Director

Vanessa Ramirez, Director of Volunteer Services

Joan Roe, Chief Financial Officer

Liliana Rogers, Chief Development Officer

Cristy Shirley, Operations Support Manager

Mike Simpson, Chief Executive Officer

Debra Sweezer, Chief Operations Officer

**Boys & Girls Clubs of Collin County**  
**Balance Sheet Prev Year Comparison**  
**As of February 28, 2018**

	Feb 28, 18	Feb 28, 17	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
BBVA Compass	94.00	0.00	94.00	100.0%
Checking--BGCCC North TX Camp	12,731.66	12,731.66	0.00	0.0%
Checking/Small Business/Capital	36,871.36	19,631.00	17,240.36	87.82%
Edward Jones	0.00	785,638.00	-785,638.00	-100.0%
Fidelity Investments	16.89	16.89	0.00	0.0%
Index Account/Capital One Bank	164,605.78	32,233.07	132,372.71	410.67%
Petty Cash	300.00	300.00	0.00	0.0%
U. S. Trust	802,397.19	0.00	802,397.19	100.0%
<b>Total Checking/Savings</b>	<b>1,017,016.88</b>	<b>850,550.62</b>	<b>166,466.26</b>	<b>19.57%</b>
<b>Accounts Receivable</b>				
Pledges	300.00	24,100.00	-23,800.00	-98.76%
<b>Total Accounts Receivable</b>	<b>300.00</b>	<b>24,100.00</b>	<b>-23,800.00</b>	<b>-98.76%</b>
<b>Other Current Assets</b>				
Clearing Account	-149,593.60	7,000.00	-156,593.60	-2,237.05%
Pre Paid Health Insurance	17,372.58	19,002.31	-1,629.73	-8.58%
Prepaid Auto, Liability Ins.	2,044.31	1,502.99	541.32	36.02%
<b>Total Other Current Assets</b>	<b>-130,176.71</b>	<b>27,505.30</b>	<b>-157,682.01</b>	<b>-573.28%</b>
<b>Total Current Assets</b>	<b>887,140.17</b>	<b>902,155.92</b>	<b>-15,015.75</b>	<b>-1.66%</b>
<b>Fixed Assets</b>				
Accumulated Depreciation	-2,383,998.92	-2,128,811.45	-255,187.47	-11.99%
Building	3,759,736.21	3,647,964.39	111,771.82	3.06%
Construction in Progress	40,000.00	30,126.85	9,873.15	32.77%
Equip/Computers/Software/Furn	832,414.37	809,698.74	22,715.63	2.81%
Land	510,435.00	510,435.00	0.00	0.0%
Leasehold Improvements	367,703.53	321,781.56	45,921.97	14.27%
Vehicles	632,385.84	632,385.84	0.00	0.0%
<b>Total Fixed Assets</b>	<b>3,758,676.03</b>	<b>3,823,580.93</b>	<b>-64,904.90</b>	<b>-1.7%</b>
<b>Other Assets</b>				
Employee Loan/Advance	0.00	350.00	-350.00	-100.0%
Security Deposits	3,550.00	3,550.00	0.00	0.0%
Series Z Preferred Stock	1,000.00	1,000.00	0.00	0.0%
<b>Total Other Assets</b>	<b>4,550.00</b>	<b>4,900.00</b>	<b>-350.00</b>	<b>-7.14%</b>
<b>TOTAL ASSETS</b>	<b>4,650,366.20</b>	<b>4,730,636.85</b>	<b>-80,270.65</b>	<b>-1.7%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	51,708.72	90,909.39	-39,200.67	-43.12%
<b>Total Accounts Payable</b>	<b>51,708.72</b>	<b>90,909.39</b>	<b>-39,200.67</b>	<b>-43.12%</b>
<b>Credit Cards</b>				
All Credit Cards				

**Boys & Girls Clubs of Collin County**  
**Balance Sheet Prev Year Comparison**  
**As of February 28, 2018**

	<b>Feb 28, 18</b>	<b>Feb 28, 17</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Capital One</b>	735.10	132.89	602.21	453.16%
<b>Fleet Services Exxon Mobil Univ</b>	189.55	254.60	-65.05	-25.55%
<b>Fleet Services Quik Trip cr crd</b>	328.37	408.52	-80.15	-19.62%
<b>Home Depot Cr Card</b>	0.00	195.17	-195.17	-100.0%
<b>Sam's Club Credit</b>	1,024.66	490.69	533.97	108.82%
<b>Total All Credit Cards</b>	<u>2,277.68</u>	<u>1,481.87</u>	<u>795.81</u>	<u>53.7%</u>
<b>Total Credit Cards</b>	2,277.68	1,481.87	795.81	53.7%
<b>Other Current Liabilities</b>				
<b>Payroll Liabilities</b>				
<b>Flexible Spending Account</b>	1,561.62	413.40	1,148.22	277.75%
<b>Pension</b>	10,992.52	-240.99	11,233.51	4,661.4%
<b>Total Payroll Liabilities</b>	<u>12,554.14</u>	<u>172.41</u>	<u>12,381.73</u>	<u>7,181.56%</u>
<b>Total Other Current Liabilities</b>	<u>12,554.14</u>	<u>172.41</u>	<u>12,381.73</u>	<u>7,181.56%</u>
<b>Total Current Liabilities</b>	<u>66,540.54</u>	<u>92,563.67</u>	<u>-26,023.13</u>	<u>-28.11%</u>
<b>Long Term Liabilities</b>				
<b>Loans</b>				
<b>Capital One Line of Credit</b>	0.00	100,000.00	-100,000.00	-100.0%
<b>Happy State Bank Loan</b>	9,450.50	27,898.77	-18,448.27	-66.13%
<b>Real Estate Loan - Capital One</b>	786,982.70	807,145.74	-20,163.04	-2.5%
<b>Total Loans</b>	<u>796,433.20</u>	<u>935,044.51</u>	<u>-138,611.31</u>	<u>-14.82%</u>
<b>Total Long Term Liabilities</b>	<u>796,433.20</u>	<u>935,044.51</u>	<u>-138,611.31</u>	<u>-14.82%</u>
<b>Total Liabilities</b>	<u>862,973.74</u>	<u>1,027,608.18</u>	<u>-164,634.44</u>	<u>-16.02%</u>
<b>Equity</b>				
<b>Fund Bal - Perm Restricted</b>	5,000.00	5,000.00	0.00	0.0%
<b>Fund Bal - Temp. Restricted</b>	798,238.00	12,608.00	785,630.00	6,231.2%
<b>Fund Bal - Unrestricted</b>	3,109,959.83	3,048,782.52	61,177.31	2.01%
<b>Retained Earnings</b>	76,992.16	846,807.31	-769,815.15	-90.91%
<b>Net Income</b>	-202,797.53	-210,169.16	7,371.63	3.51%
<b>Total Equity</b>	<u>3,787,392.46</u>	<u>3,703,028.67</u>	<u>84,363.79</u>	<u>2.28%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>4,650,366.20</u></u>	<u><u>4,730,636.85</u></u>	<u><u>-80,270.65</u></u>	<u><u>-1.7%</u></u>

**Boys & Girls Clubs of Collin County**  
**Profit & Loss**  
**February 2018**

**Ordinary Income/Expense**

**Income**

**Branch Income**

Field Trips	190.00
Late & NSF Fees	65.00
Membership Dues Income	1,930.00
Program Fees Income	195.00
Supply	35,061.00
T- Shirts	60.00

**Total Branch Income** 37,501.00

**Campaign Net**

Campaign Income	26,948.81
Campaign Income - Expense	-2,259.19

**Total Campaign Net** 24,689.62

**Contributions Income**

**Non - Cash (In-Kind)** 12,000.00

**Un-restricted**

Corporations - Un Restricted	1,653.11
Individuals - Un Restricted	4,360.42

**Total Un-restricted** 6,013.53

**United Way of Metro Dallas** 2,916.67

**Total Contributions Income** 20,930.20

**Grants**

**Government Grants** 9,776.32

**Total Grants** 9,776.32

**Investment Income**

Dividends	331.09
Interest	48.93
Other Income	142.38
Realized Gains/Losses /Short Te	-1,721.24
Unrealized Gains/Losses	-22,845.73

**Total Investment Income** -24,044.57

**Miscellaneous Income**

Commission/Dividends	5.75
Keystone/Torch Club/Peanut Patr	1,167.00
Parent Club Fundraising	1,731.00

**Total Miscellaneous Income** 2,903.75

**Total Income** 71,756.32

**Gross Profit** 71,756.32

**Expense**

Advertisement	140.00
Bank Chrgs/CrCard Fees/Late Fee	
U.S. Trust Fees	511.49
Bank Chrgs/CrCard Fees/Late Fee - Other	1,339.37
<b>Total Bank Chrgs/CrCard Fees/Late Fee</b>	<b>1,850.86</b>

**Boys & Girls Clubs of Collin County**  
**Profit & Loss**  
**February 2018**

Depreciation Expense	21,495.13
Dues/Membership/Subscrip./Fees	75.00
Entertainment	
Meals - Non Travel	94.97
Total Entertainment	94.97
Equipment Rental	1,638.19
Fringe Benefits	
Disability Insurance	710.96
FSA Forfeitures	-70.00
Medical/Life/Dental/Vision	13,216.18
Pension Plan	5,565.53
Total Fringe Benefits	19,422.67
Insurance	
D&O Ins	235.17
Liability Insurance	2,057.58
Property Insurance	1,404.83
Vehicle Insurance	3,330.57
Worker's Compensation	1,497.49
Total Insurance	8,525.64
Interest Expense	
Loan Interest	3,275.09
Total Interest Expense	3,275.09
Occupancy Expense	
Rent	3,550.00
Rent - Non Cash	12,000.00
Repairs & Maint.	680.38
Utilities	
Gas and Electric	7,258.16
Water	883.72
Total Utilities	8,141.88
Total Occupancy Expense	24,372.26
Payroll Expenses	
Admin Payroll Exp	
Payroll Taxes - Medicare	138.75
Payroll Taxes - Social Security	593.44
Payroll Taxes - Texas SUTA	24.78
Salary & Wages Expense-Holiday	326.99
Salary & Wages Expense-Overtime	0.00
Salary & Wages Expense-PTO	22.88
Salary & Wages Expense-Regular	9,728.96
Total Admin Payroll Exp	10,835.80
Fundraising Payroll Exp	
Payroll Taxes - Social Security	1,226.00
Payroll Taxes - Texas SUTA	39.41
Salary & Wages Expense-Holiday	952.22



# Boys & Girls Clubs of Collin County

## Profit & Loss

February 2018

Salary & Wages Expense-Overtime	0.00
Salary & Wages Expense-PTO	205.90
Salary & Wages Expense-Regular	19,770.66
Total Fundraising Payroll Exp	22,194.19
Programs Payroll Exp	
Payroll Taxes - Medicare	1,605.10
Payroll Taxes - Social Security	5,636.92
Payroll Taxes - Texas SUTA	539.28
Salary & Wages Expense-Holiday	3,377.39
Salary & Wages Expense-Overtime	156.74
Salary & Wages Expense-PTO	2,238.50
Salary & Wages Expense-Regular	88,292.73
Total Programs Payroll Exp	101,846.66
Total Payroll Expenses	134,876.65
Professional Fees	
Accounting	761.16
BackGround Checks/Drug Testing	642.54
Marketing	25.04
Services	2,518.85
Total Professional Fees	3,947.59
Program Expense/Not Supplies	1,032.48
Repair and Maintenance	
Computer Repairs	872.80
Total Repair and Maintenance	872.80
Supplies	
Marketing/Fundraising	748.50
Office	982.94
Operating	2,361.84
Total Supplies	4,093.28
T-Shirts/Uniforms/Clothing	104.03
Telephone	2,322.85
Training/Conferences/Convention	250.00
Travel/Transportation	
Travel	40.00
Total Travel/Transportation	40.00
Vehicles Expense	
Gas/Oil	2,236.38
Maintenance/Repair	1,629.03
Total Vehicles Expense	3,865.41
Total Expense	232,294.90
Net Ordinary Income	-160,538.58
Other Income/Expense	
Other Income	
Interest Income	19.99
Total Other Income	19.99

**Boys & Girls Clubs of Collin County**  
**Profit & Loss**  
February 2018

Net Other Income	<u>19.99</u>
Net Income	<u><u>-160,518.59</u></u>



**Profit & Loss Budget vs. Actual  
January through December 2018**

	<b>Approved Budget</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Branch Income	570,000.00
Campaign Net	1,060,000.00
Capital Project	
Contributions Income	935,000.00
Grants	710,000.00
Investment Income	
Miscellaneous Income	20,000.00
<b>Total Income</b>	<u>3,295,000.00</u>
<b>Gross Profit</b>	3,295,000.00
<b>Expense</b>	
Advertisement	0.00
Awards/Gifts	500.00
Bank Chrgs/CrCard Fees/Late Fee	18,000.00
Depreciation Expense	255,000.00
Dues/Membership/Subscrip./Fees	18,000.00
Entertainment	2,500.00
Equipment Rental	22,000.00
Field Trips	50,000.00
Fringe Benefits	225,000.00
Insurance	95,000.00
Interest Expense	45,000.00
Licenses and Permits	2,500.00
Miscellaneous Expense	0.00
Occupancy Expense	300,000.00
Payroll Expenses	1,850,000.00
Postage and Delivery	2,500.00
Printing and Reproduction	0.00
Professional Fees	80,000.00
Program Expense/Not Supplies	40,000.00
Repair and Maintenance	15,000.00
Supplies	35,000.00
T-Shirts/Uniforms/Clothing	8,000.00
Telephone	30,000.00
Training/Conferences/Convention	7,000.00
Travel/Transportation	45,000.00
Vehicles Expense	70,000.00
<b>Total Expense</b>	<u>3,216,000.00</u>
<b>Net Ordinary Income</b>	79,000.00

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

**Financial Statements**

**For the Year Ended December 31, 2016**

# **CHARLES O. PAUL**

## **CERTIFIED PUBLIC ACCOUNTANT**

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Charles@CharlesPaulCPA.com

### **INDEPENDENT AUDITOR'S REPORT**

**To the Board of Directors  
Boys & Girls Clubs of Collin County, Inc.**

We have audited the accompanying financial statements of Boys & Girls Clubs of Collin County, Inc. (the Organization) which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.

#### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

**We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.**

***Opinion***

**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Boys & Girls Clubs of Collin County, Inc. as of December 31, 2016 and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.**

***Report on Summarized Comparative Information***

**We have previously audited the Boys & Girls Clubs of Collin County, Inc.'s 2015 financial statements, and our report dated June 6, 2016 expressed an unmodified opinion on those financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statement from which it has been derived.**



**CHARLES O. PAUL, CPA  
May 22, 2017**

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Financial Position**  
**December 31, 2016**  
**With Summarized Financial Information**  
**At December 31, 2015**

<b><u>ASSETS</u></b>	<b><u>2016</u></b>	<b><u>2015</u></b>
Cash and cash equivalents	\$ 203,196	\$ 167,779
Unconditional promises to give	34,943	49,393
Other current assets	5,897	18,723
Property and equipment, net of accumulated depreciation	3,852,355	3,830,024
Other assets	4,750	4,400
Restricted cash	<u>785,629</u>	<u>-</u>
<b>Total assets</b>	<b><u>\$ 4,886,770</u></b>	<b><u>\$ 4,070,319</u></b>
 <b><u>LIABILITIES AND NET ASSETS</u></b>		
Liabilities:		
Accounts payable and accrued expenses	\$ 53,774	\$ 64,671
Deferred revenue	28,632	61,639
Notes payable	<u>891,165</u>	<u>877,619</u>
<b>Total liabilities</b>	<b><u>973,571</u></b>	<b><u>1,003,929</u></b>
<b>Commitments and contingencies</b>		
Net assets:		
Unrestricted	3,109,961	3,048,782
Temporarily restricted	798,238	12,608
Permanently restricted	<u>5,000</u>	<u>5,000</u>
<b>Total net assets</b>	<b><u>3,913,199</u></b>	<b><u>3,066,390</u></b>
<b>Total liabilities and net assets</b>	<b><u>\$ 4,886,770</u></b>	<b><u>\$ 4,070,319</u></b>

The accompanying notes are an integral part of the financial statements  
(3)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

**Statement of Activities**

**For the Year Ended December 31, 2016**

**With Summarized Financial Information**

**For the Year Ended December 31, 2015**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>2015</u>
<b>SUPPORT AND REVENUE:</b>					
Program fees	\$ 532,045	\$ -	\$ -	\$ 532,045	\$566,749
United Way contributions	85,519	-	-	85,519	120,774
Special events, net of \$448,095 in expenses	930,628	-	-	930,628	838,683
Contributions	504,829	-	-	504,829	560,646
Contributions - in-kind	337,476	-	-	337,476	1,305,830
Bequest	-	782,980	-	782,980	
Grants	657,712	-	-	657,712	532,896
Investment income	72	2,650	-	2,722	1,206
Other income	24,992	-	-	24,992	41,191
Assets released from restriction	-	-	-	-	-
	<u>3,073,273</u>	<u>785,630</u>	<u>-</u>	<u>3,858,903</u>	<u>\$3,967,975</u>
<b>Expenses:</b>					
Program services	2,448,753	-	-	2,448,753	2,328,427
Supporting services:					
Administration	224,653	-	-	224,653	199,018
Fundraising	338,688	-	-	338,688	319,219
	<u>563,341</u>	<u>-</u>	<u>-</u>	<u>563,341</u>	<u>518,237</u>
<b>Total supporting services</b>					
Asset impairment	-	-	-	-	186,565
<b>Total expenses</b>	<u>3,012,094</u>	<u>-</u>	<u>-</u>	<u>3,012,094</u>	<u>3,033,229</u>
<b>Change in net assets</b>	<u>61,179</u>	<u>785,630</u>	<u>-</u>	<u>846,809</u>	<u>\$ 934,746</u>
<b>Net assets, beginning of year</b>	<u>3,048,782</u>	<u>12,608</u>	<u>5,000</u>	<u>3,066,390</u>	
<b>Net assets, end of year</b>	<u>\$ 3,109,961</u>	<u>\$ 798,238</u>	<u>\$ 5,000</u>	<u>\$ 3,913,199</u>	

The accompanying notes are an integral part of the financial statements



**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Cash Flows**  
**For the Year Ended December 31, 2016**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2015**

	<u>2016</u>	<u>2015</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 846,809	\$ 934,746
Adjustments to reconcile the increase in net assets to net cash provided by operating activities:		
Assets acquired through in-kind donation	(220,476)	(1,190,980)
Depreciation	218,362	167,361
Asset impairment	-	186,565
Change in promises to give	14,450	34,115
Change in other assets	12,476	13,799
Change in accounts payable and accrued liabilities	(43,904)	34,854
<b>Net cash provided by operating activities</b>	<u>827,717</u>	<u>180,460</u>
<b>Cash flows from investing activities:</b>		
Proceeds from sale of land	23,000	
Increase in restricted cash	(785,629)	-
Capital expenditures	(43,217)	(77,075)
<b>Net cash provided by (used in) investing activities</b>	<u>(805,846)</u>	<u>(77,075)</u>
<b>Cash flows from financing activities:</b>		
Proceeds from line of credit	50,000	-
Net payments on notes payable	(36,454)	(34,678)
<b>Net cash used in financing activities</b>	<u>13,546</u>	<u>(34,678)</u>
<b>Net decrease in cash and cash equivalents</b>	<u>35,417</u>	<u>68,707</u>
<b>Cash and cash equivalents, beginning of year</b>	<u>167,779</u>	<u>99,072</u>
<b>Cash and cash equivalents, end of year</b>	<u><u>\$ 203,196</u></u>	<u><u>\$ 167,779</u></u>
<b>Schedule of non-cash investing and financing activities:</b>		
None		
<b>Supplemental cash flow information:</b>		
Interest received	2,722	\$ 194
Interest paid	(43,568)	(46,749)

The accompanying notes are an integral part of the financial statements  
(5)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Functional Expenses**  
**For the Year Ended December 31, 2016**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2015**

	Program Services				Supporting Services			
	McKinney Branch	Plano Branch	Frisco Branch	Other Programs	Total	General & Administrative	Fund Raising	Total
Salaries	\$ 413,662	\$ 461,973	\$ 392,594	\$ -	\$ 1,268,229	\$ 132,408	\$ 275,392	\$ 407,800
Payroll taxes	33,206	37,944	32,239	-	103,389	9,489	15,689	25,178
Employee benefits	43,758	53,277	40,471	-	137,506	39,172	13,775	52,947
<b>Total salaries and related expenses</b>	<b>490,626</b>	<b>553,194</b>	<b>465,304</b>	<b>-</b>	<b>1,509,124</b>	<b>181,069</b>	<b>304,856</b>	<b>485,925</b>
Professional fees	\$ 11,821	\$ 11,392	\$ 11,798	\$ 770	\$ 35,781	\$ 9,913	\$ 10,315	\$ 20,228
Supplies and program expense	10,631	11,128	16,755	21,734	60,248	5,572	2,546	8,118
Telephone	6,405	6,857	7,170	-	20,432	2,004	1,911	3,915
Postage and shipping	22	23	22	19	86	275	1,387	1,662
Dues and memberships	2,367	2,357	2,381	-	7,105	75	580	655
Occupancy	42,861	168,499	59,158	-	270,518	6,613	5,528	12,141
Local transportation/travel	25,187	32,287	28,842	1,887	88,203	1,599	4,785	6,384
Conferences and conventions	260	260	435	-	955	627	100	727
Uniforms and clothing	1,938	2,197	2,403	1,834	8,372	-	-	-
Fieldtrips	13,712	14,801	22,738	-	51,251	-	-	-
Awards and grants	61	130	-	400	591	465	-	465
Equipment repair	2,825	4,473	3,287	-	10,585	2,903	1,671	4,574
Bank and merchant fees	3,471	3,790	4,699	-	11,960	203	1,570	1,773
Miscellaneous	641	1,001	805	530	2,977	1,964	1,158	3,122
Dues to Affiliates	3,272	3,272	3,272	-	9,816	-	-	-
Equipment rental	3,238	6,170	6,288	-	15,696	2,646	2,205	4,851
Insurance	26,722	31,115	28,709	-	86,546	3,133	-	3,133
Licenses and permits	735	333	924	-	1,992	177	76	253
Interest	-	-	42,610	-	42,610	958	-	958
<b>Depreciation</b>	<b>156,169</b>	<b>300,085</b>	<b>242,296</b>	<b>27,174</b>	<b>725,724</b>	<b>39,127</b>	<b>33,832</b>	<b>72,959</b>
	<b>71,393</b>	<b>51,136</b>	<b>91,376</b>	<b>-</b>	<b>213,905</b>	<b>4,457</b>	<b>-</b>	<b>4,457</b>
<b>Total</b>	<b>\$ 718,188</b>	<b>\$ 904,415</b>	<b>\$ 798,976</b>	<b>\$ 27,174</b>	<b>\$ 2,448,753</b>	<b>\$ 224,653</b>	<b>\$ 338,688</b>	<b>\$ 563,341</b>
								<b>\$ 3,012,094</b>
								<b>\$ 2,846,654</b>

The accompanying notes are an integral part of the financial statements  
(6)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**1. Summary of Significant Accounting Policies**

**(a) Organization and Operations**

The Boys & Girls Clubs of Collin County, Inc. (the "Organization") is a Texas nonprofit corporation incorporated in 1968 under the laws of the State of Texas for the purpose of enhancing the quality of life for the youth of Collin County by providing a diversity of quality programs in the areas of character and leadership development, education and career development, health and life skills, sport fitness, recreation and the arts.

**(b) Financial Statement Presentation**

For financial reporting purposes, the Organization's net assets are grouped and reported by the following three classifications:

*Unrestricted* - includes funds that represent resources over which the Board of Directors has discretionary control to carry out operations of the Organization in accordance with its bylaws.

*Temporarily Restricted* - includes funds that represent resources expendable only for those operating purposes specified by the donor. Resources of this classification originate principally from grants and gifts.

*Permanently Restricted* - includes funds that have been accepted with donor stipulations that the principal be maintained intact in perpetuity with only the income to be utilized.

**(c) Accounts Receivable**

The Organization charges fees for certain services/activities. Income from these services/activities is recorded when earned. All services/activities must be paid for by the time the services/activities occur. Any payments deemed to be insufficient funds ("NSF" checks) are recorded as receivables. The organization automatically debits customer's bank accounts for NSF checks. Any NSF checks that cannot be collected through this process after 30 days are charged against an allowance for uncollectible accounts. At December 31, 2016 the Organization had no material accounts receivable that were deemed to be uncollectible.

**(d) Income Taxes**

The Organization is exempt from federal income taxes under provisions of Section 501(c)(3) of the Internal Revenue Code and qualifies as a publicly supported Organization under Section 509(a)(1) of the Internal Revenue Code.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(e) Fixed Assets**

Expenditures for furniture and equipment are stated at cost. Donated assets are recorded at their estimated fair market value at the date of contribution. Such donations are recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit instructions regarding their use are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expiration of donor restrictions when the assets are placed into service. The Organization capitalized fixed assets over \$1,000 and with a useful life in excess of one year. Fixed assets are evaluated periodically to determine if an impairment of their value has occurred. It is the opinion of management that no such impairment has occurred.

Depreciation of fixed assets is calculated on the straight-line method over the following useful lives:

Equipment	3-8 years
Buildings	35-40 years

**(f) Functional Expenses Allocation**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses are recorded when incurred in accordance with the accrual basis of accounting.

**(g) Contributions and Grants**

Contributions and Grants received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. If the restrictions are met in the year of contribution, the amounts of temporarily restricted gifts are listed as unrestricted contributions.

**(h) Contributed Materials and Services**

A substantial number of volunteers have donated significant amounts of time to the Organization's activities. However, the Organization only recognizes donated services that create or enhance nonfinancial assets, or that require specialized skills, provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. No amounts have been presented in the financial statements for contributed services, as these amounts are immaterial. The Organization recorded a total of \$117,000 in in-kind contributions related to facility rental and \$220,476 for assets that were donated in 2016.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(i) Cash and Cash Equivalents**

The Organization considers all highly liquid instruments purchased with maturity of three months or less to be cash equivalents. The Organization places its cash with quality financial institutions and limits its exposure by controlling the cash balances it maintains in any one financial institution. The Organization has never experienced losses from credit risk associated with its cash balances.

**(j) Investments**

Investments are carried at their value, as determined by quoted market prices. Investment income is included in unrestricted income, unless restricted by a donor.

**(k) Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**(l) Comparative Prior Year Information**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2015, from which the summarized information was derived.

**(m) Subsequent Events**

Management evaluates subsequent events through the date of the report, which is the date the financial statements were available to be issued.

**(n) Accounting Pronouncements**

In January 2016, the Financial Accounting Standards Board issued a pronouncement related to accounting for leases. The effect of this change will require that Organizations who enter into leases of more than twelve months record those leases as assets and liabilities. The standard is effective for the Organization's year that ends December 31, 2020. The Organization has not yet assessed the impact of this new accounting standard.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**2. Fixed Assets**

The composition of fixed assets at December 31, 2016 is as follows:

Land	\$ 510,435
Buildings and improvements	3,999,873
Equipment	<u>1,442,084</u>
	5,952,392
Less accumulated depreciation	<u>2,128,811</u>
	<u><u>\$3,823,581</u></u>

**3. Commitments and Contingencies**

Grants and bequests require the fulfillment of certain conditions as set forth in the grant instrument. Failure to fulfill the conditions could result in the return of funds to the grantor. Although that remains a possibility, the Board deems such contingency remote since by accepting the gifts and their terms, the Organization has, in essence, accommodated the provisions of the gift.

**4. Note Payable**

\$250,000 line of credit with a local bank.  
The note is due on demand, but if no demand is made it is due June 21, 2017. The note bears interest at The Wall Street Journal prime rate (3.75% at December 31, 2016) and is secured by real estate.

\$ 50,000

Note payable to a local bank. The note is due in monthly installments through August 2018. The note bears interest at 4.819% and is payable in monthly installments of \$1,617.  
The note is secured by automotive equipment.

30,878

Note payable to a local bank. The note is due in monthly installments through October 2024. The note bears interest at 4.819% and is payable in monthly installments of \$4,992 with a balloon payment at the end of the note of \$629,672. The note is secured by the Organization's real estate.

810,287

\$ 891,165

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

Maturities of the debt above are as follows:

2017	88,287
2018	20,966
2019	21,999
2020	23,083
2021	24,220
Thereafter	712,610

**5. Retirement Plan**

In December, 2002, the organization adopted a pension plan for its employees to be known as the Boys and Girls Clubs of Collin County, Inc. Pension Plan. Employees that are 21 and have completed one year of employment are eligible for coverage. Employees become 100% vested after five years of participation. Only employer contributions to the plan are allowed which are calculated at 5% of eligible employee's compensation.

Total amounts contributed by the Organization to the plan above were \$35,325 for the year ended December 31, 2016.

**6. Temporarily and Permanently Restricted Net Assets**

Temporarily restricted net assets are comprised of \$798,238 which is restricted for the construction of a camp site. During 2016, the Organization received a \$782,980 bequest, which is included in the restricted balance above along with income that has been earned on the balance. The Will of the donor requires that the balance be expended within ten years or the funds are to be returned to the other heirs. The Organization is attempting to have the living heirs waive their claims to the funds so that they can be expended as the as unrestricted resources.

There were no assets released from restriction during 2016.

Permanently restricted net assets were comprised of funds donated for a permanent endowment fund.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

**Financial Statements**

**For the Year Ended December 31, 2015**



# **CHARLES O. PAUL**

## **CERTIFIED PUBLIC ACCOUNTANT**

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7408 Continental Trail  
N. Richland Hills, TX 76182  
(817) 498-0884  
Fax (817) 605-0074

P.O. Box 820402  
Fort Worth, TX 76182  
Charles@CharlesPaulCPA.com

### **INDEPENDENT AUDITOR'S REPORT**

**To the Board of Directors  
Boys & Girls Clubs of Collin County, Inc.**

**We have audited the accompanying financial statements of Boys & Girls Clubs of Collin County, Inc. (the Organization) which comprise the statement of financial position as of December 31, 2015, and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.**

#### ***Management's Responsibility for the Financial Statements***

**Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.**

#### ***Auditor's Responsibility***

**Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.**

**An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.**

**We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.**

***Opinion***

**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Boys & Girls Clubs of Collin County, Inc. as of December 31, 2015 and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.**

***Report on Summarized Comparative Information***

**We have previously audited the Boys & Girls Clubs of Collin County, Inc.'s 2014 financial statements, and our report dated June 24, 2015 expressed an unmodified opinion on those financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014, is consistent, in all material respects, with the audited financial statement from which it has been derived.**

A handwritten signature in black ink, appearing to read "Charles O. Paul".

**CHARLES O. PAUL, CPA  
June 6, 2016**

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Financial Position**  
**December 31, 2015**  
**With Summarized Financial Information**  
**At December 31, 2014**

<b><u>ASSETS</u></b>	<b><u>2015</u></b>	<b><u>2014</u></b>
Cash and cash equivalents	\$ 167,779	\$ 99,072
Unconditional promises to give	49,393	83,508
Other current assets	18,723	29,122
Property and equipment, net of accumulated depreciation	3,830,024	2,915,895
Other assets	<u>4,400</u>	<u>7,800</u>
<b>Total assets</b>	<b><u>\$ 4,070,319</u></b>	<b><u>\$ 3,135,397</u></b>
 <b><u>LIABILITIES AND NET ASSETS</u></b>		
Liabilities:		
Accounts payable and accrued expenses	\$ 64,671	\$ 79,357
Deferred revenue	61,639	12,099
Notes payable	<u>877,619</u>	<u>912,297</u>
<b>Total liabilities</b>	<b><u>1,003,929</u></b>	<b><u>1,003,753</u></b>
Commitments and contingencies		
Net assets:		
Unrestricted	3,048,782	2,114,036
Temporarily restricted	12,608	12,608
Permanently restricted	<u>5,000</u>	<u>5,000</u>
<b>Total net assets</b>	<b><u>3,066,390</u></b>	<b><u>2,131,644</u></b>
<b>Total liabilities and net assets</b>	<b><u>\$ 4,070,319</u></b>	<b><u>\$ 3,135,397</u></b>

The accompanying notes are an integral part of the financial statements  
(3)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

**Statement of Activities**

**For the Year Ended December 31, 2015**

**With Summarized Financial Information**

**For the Year Ended December 31, 2014**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>2014</u>
<b>SUPPORT AND REVENUE:</b>					
Program fees	\$ 566,749	\$ -	\$ -	\$ 566,749	\$523,043
United Way contributions	120,774	-	-	120,774	116,076
Special events, net of \$381,236 in expenses	838,683	-	-	838,683	864,946
Contributions	560,646	-	-	560,646	368,222
Contributions - in-kind	1,305,830	-	-	1,305,830	173,065
Grants	532,896	-	-	532,896	607,907
Investment income	1,206	-	-	1,206	194
Other income	41,191	-	-	41,191	41,832
Assets released from restriction	-	-	-	-	-
	<u>3,967,975</u>	<u>-</u>	<u>-</u>	<u>3,967,975</u>	<u>\$2,695,285</u>
<b>Expenses:</b>					
Program services	2,328,427	-	-	2,328,427	2,204,181
Supporting services:					
Administration	199,018	-	-	199,018	173,355
Fundraising	319,219	-	-	319,219	286,464
	<u>518,237</u>	<u>-</u>	<u>-</u>	<u>518,237</u>	<u>459,819</u>
<b>Total supporting services</b>	<u>518,237</u>	<u>-</u>	<u>-</u>	<u>518,237</u>	<u>459,819</u>
<b>Asset impairment</b>	<u>186,565</u>			<u>186,565</u>	
<b>Total expenses</b>	<u>3,033,229</u>	<u>-</u>	<u>-</u>	<u>3,033,229</u>	<u>2,664,000</u>
<b>Change in net assets</b>	<u>934,746</u>	<u>-</u>	<u>-</u>	<u>934,746</u>	<u>\$ 31,285</u>
<b>Net assets, beginning of year</b>	<u>2,114,036</u>	<u>12,608</u>	<u>5,000</u>	<u>2,131,644</u>	
<b>Net assets, end of year</b>	<u>\$ 3,048,782</u>	<u>\$ 12,608</u>	<u>\$ 5,000</u>	<u>\$ 3,066,390</u>	

The accompanying notes are an integral part of the financial statements

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Cash Flows**  
**For the Year Ended December 31, 2015**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2014**

	<u>2015</u>	<u>2014</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 934,746	\$ 31,285
Adjustments to reconcile the increase in net assets to net cash provided by operating activities:		
Assets acquired through in-kind donation	(1,190,980)	-
Depreciation	167,361	189,331
Asset impairment	186,565	-
Change in promises to give	34,115	(75,294)
Change in other assets	13,799	(9,623)
Change in accounts payable and accrued liabilities	34,854	23,014
<b>Net cash provided by operating activities</b>	<u>180,460</u>	<u>158,713</u>
<b>Cash flows from investing activities:</b>		
Capital expenditures	<u>(77,075)</u>	<u>(112,726)</u>
<b>Net cash provided by (used in) investing activities</b>	<u>(77,075)</u>	<u>(112,726)</u>
<b>Cash flows from financing activities:</b>		
Payments on notes payable	<u>(34,678)</u>	<u>(71,562)</u>
<b>Net cash used in financing activities</b>	<u>(34,678)</u>	<u>(71,562)</u>
<b>Net decrease in cash and cash equivalents</b>	68,707	(25,575)
<b>Cash and cash equivalents, beginning of year</b>	<u>99,072</u>	<u>124,647</u>
<b>Cash and cash equivalents, end of year</b>	<u><u>\$ 167,779</u></u>	<u><u>\$ 99,072</u></u>
<b>Schedule of non-cash investing and financing activities:</b>		
None		
<b>Supplemental cash flow information:</b>		
Interest received	1,206	\$ 194
Interest paid	(43,304)	(46,749)

The accompanying notes are an integral part of the financial statements  
(5)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Functional Expenses**  
**For the Year Ended December 31, 2015**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2014**

[illegible]

**The accompanying notes are an integral part of the financial statements**

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**1. Summary of Significant Accounting Policies**

**(a) Organization and Operations**

The Boys & Girls Clubs of Collin County, Inc. (the "Organization") is a Texas nonprofit corporation incorporated in 1968 under the laws of the State of Texas for the purpose of enhancing the quality of life for the youth of Collin County by providing a diversity of quality programs in the areas of character and leadership development, education and career development, health and life skills, sport fitness, recreation and the arts.

**(b) Financial Statement Presentation**

For financial reporting purposes, the Organization's net assets are grouped and reported by the following three classifications:

*Unrestricted* - includes funds that represent resources over which the Board of Directors has discretionary control to carry out operations of the Organization in accordance with its bylaws.

*Temporarily Restricted* - includes funds that represent resources expendable only for those operating purposes specified by the donor. Resources of this classification originate principally from grants and gifts.

*Permanently Restricted* - includes funds that have been accepted with donor stipulations that the principal be maintained intact in perpetuity with only the income to be utilized.

**(c) Accounts Receivable**

The Organization charges fees for certain services/activities. Income from these services/activities is recorded when earned. All services/activities must be paid for by the time the services/activities occur. Any payments deemed to be insufficient funds ("NSF" checks) are recorded as receivables. The organization automatically debits customer's bank accounts for NSF checks. Any NSF checks that cannot be collected through this process after 30 days are charged against an allowance for uncollectible accounts. At December 31, 2015 the Organization had no material accounts receivable that were deemed to be uncollectible.

**(d) Income Taxes**

The Organization is exempt from federal income taxes under provisions of Section 501(c)(3) of the Internal Revenue Code and qualifies as a publicly supported Organization under Section 509(a)(1) of the Internal Revenue Code.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(e) Fixed Assets**

Expenditures for furniture and equipment are stated at cost. Donated assets are recorded at their estimated fair market value at the date of contribution. Such donations are recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit instructions regarding their use are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expiration of donor restrictions when the assets are placed into service. The Organization capitalized fixed assets over \$1,000 and with a useful life in excess of one year. Fixed assets are evaluated periodically to determine if an impairment of their value has occurred. It is the opinion of management that no such impairment has occurred.

Depreciation of fixed assets is calculated on the straight-line method over the following useful lives:

Equipment	3-8 years
Buildings	35-40 years

**(f) Functional Expenses Allocation**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses are recorded when incurred in accordance with the accrual basis of accounting.

**(g) Contributions and Grants**

Contributions and Grants received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. If the restrictions are met in the year of contribution, the amounts of temporarily restricted gifts are listed as unrestricted contributions.

**(h) Contributed Materials and Services**

A substantial number of volunteers have donated significant amounts of time to the Organization's activities. However, the Organization only recognizes donated services that create or enhance nonfinancial assets, or that require specialized skills, provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. No amounts have been presented in the financial statements for contributed services, as these amounts are immaterial. The Organization recorded a total of \$114,850 in in-kind contributions related to facility rental and \$1,190,980 for assets that were donated in 2015.



**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(i) Cash and Cash Equivalents**

The Organization considers all highly liquid instruments purchased with maturity of three months or less to be cash equivalents. The Organization places its cash with quality financial institutions and limits its exposure by controlling the cash balances it maintains in any one financial institution. The Organization has never experienced losses from credit risk associated with its cash balances.

**(j) Investments**

Investments are carried at their value, as determined by quoted market prices. Investment income is included in unrestricted income, unless restricted by a donor.

**(k) Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**(l) Comparative Prior Year Information**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2014, from which the summarized information was derived.

**(m) Subsequent Events**

Management evaluates subsequent events through the date of the report, which is the date the financial statements were available to be issued.

**(n) Accounting Pronouncements**

In January 2016, the Financial Accounting Standards Board issued a pronouncement related to accounting for leases. The effect of this change will require that Organizations who enter into leases of more than twelve months record those leases as assets and liabilities. The standard is effective for the Organization's year that ends December 31, 2020. The Organization has not yet assessed the impact of this new accounting standard.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**2. Fixed Assets**

The composition of fixed assets at December 31, 2015 is as follows:

Land	\$ 533,435
Buildings and improvements	5,065,302
Equipment	<u>1,300,686</u>
	5,699,423
Less accumulated depreciation	<u>1,869,399</u>
	<u><u>\$3,830,024</u></u>

During 2015, the City of Frisco agreed to donate the building in which the Organization operates its Frisco activities. The property was appraised and the net difference between the net value of the Organization's improvements and the fair value of the property was recorded to Land and Buildings and improvements resulting in \$973,240 being recorded as an in-kind donation.

**3. Commitments and Contingencies**

Grants and bequests require the fulfillment of certain conditions as set forth in the grant instrument. Failure to fulfill the conditions could result in the return of funds to the grantor. Although that remains a possibility, the Board deems such contingency remote since by accepting the gifts and their terms, the Organization has, in essence, accommodated the provisions of the gift.

**4. Note Payable**

Note payable to a local bank. The note is due in monthly installments through August 2018. The note bears interest at 4.819% and is payable in monthly installments of \$1,617.

The note is secured by automotive equipment.

\$ 48,379

Note payable to a local bank. The note is due in monthly installments through October 2024. The note bears interest at 4.819% and is payable in monthly installments of \$4,992 with a balloon payment at the end of the note of \$629,672.

The note is secured by the Organization's real estate.

829,240

\$ 877,619

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

Maturities of the debt above are as follows:

2016	\$36,489
2017	38,287
2018	20,966
2019	21,999
2020	23,083
Thereafter	736,795

The Organization has a \$250,000 operating line of credit with a bank that is due on demand, but if no demand is made, the line of credit is due in June 2017. The line of credit carries an interest rate of the bank's index rate plus 1.25% (4.50% at December 2015) and is secured by the Organization's McKinney real estate.

**5. Retirement Plan**

In December, 2002, the organization adopted a pension plan for its employees to be known as the Boys and Girls Clubs of Collin County, Inc. Pension Plan. Employees that are 21 and have completed one year of employment are eligible for coverage. Employees become 100% vested after five years of participation. Only employer contributions to the plan are allowed which are calculated at 5% of eligible employee's compensation.

Total amounts contributed by the Organization to the plan above were \$51,234 for the year ended December 31, 2015.

**6. Temporarily and Permanently Restricted Net Assets**

Temporarily restricted net assets are comprised of \$12,608 which is restricted for the construction of a camp site. Assets released from restriction were used for capital expenditures.

Permanently restricted net assets were comprised of funds donated for a permanent endowment fund.

**7. Subsequent Events**

Subsequent to December 31, 2015, the Organization sold .17 acres of the property next to the Organization's McKinney branch. The land was not expected to be utilized by the Organization. The contract value for the land was \$23,000. When the property was donated to the Organization in 2008 and recorded at the estimated fair value at that date. The sale indicates that the value of the property has declined and the Organization has recorded an asset impairment loss on the statement of activities of \$186,565.

In May 2016, the Organization was notified that it is a beneficiary of an estate. On June 6, 2016, the Organization received a listing of the assets to be received which consists primarily of equity securities. The estimated fair value of the securities and cash at that date is \$780,195. There are no restrictions as to use of these assets.



18-368

**TITLE:** Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Boys and Girls Club of Collin County (#18-03) in the Amount of \$30,000.00 for Refurbishment and Repair of Programming Rooms, Replacement of Damaged Recreational Equipment and Removal of Non-Functional A/C Unit

**COUNCIL GOAL:** Enhance Quality of Life in McKinney

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- Boys and Girls Clubs of Collin County is requesting a grant in the amount of \$30,000 for refurbishing and repairing programming rooms and replacing damaged recreational equipment at the McKinney club.
- Since 2011, roof leaks have caused damage to sheetrock and ceilings and to recreational equipment within the McKinney club.
- The grant requested will provide funds to cover the cost of labor, materials and supplies to refurbish walls, floors, ceilings and carpet and removal of an unused A/C unit on the roof that also was a source of leaks.
- The grant funds would also allow for replacement of recreational equipment that includes a pool table, foosball table, shuffle board and bumper pool.
- Completion of repairs needed, along with replacement of damaged recreational equipment would ensure full programming and recreational activities could be resumed at the McKinney club.

**BACKGROUND INFORMATION:**

- Boys and Girls Clubs of Collin County has a 50-year history in North Texas.
- Strategically located in low-income neighborhoods, BGCCC provides a safe, positive environment during after-school hours.
- The BGCCC serves 3,050 members and works with other local nonprofit organizations to identify youth that are in need of assistance.

- The McKinney club serves 928 youth. 69% qualify for free/reduced lunch.
- Programs offered through the McKinney club in 2017 included education about healthy lifestyle habits, tools for academic success, qualities to build character and leadership skills and recreational activities.

**FINANCIAL SUMMARY:**

- MCDC's allocation for Project Grants for FY 18 is \$1,259,745
- In previous years, MCDC awarded grants to Boys and Girls Club for a gym renovation (\$23,600 in 2006); and gym, kitchen and other building improvements (\$500,000 in 2009).
- Total Estimated Project Cost is \$39,940.00. The Amount Requested Represents 76% of the Total Project Cost.

**SUPPORTING MATERIALS:**

[Application Packet](#)

# MCKINNEY COMMUNITY DEVELOPMENT CORPORATION

## Grant Application

Fiscal Year 2018

### IMPORTANT:

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at [www.mckinneycdc.org](http://www.mckinneycdc.org); by calling 972.547.7653 or by emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)
- **Please call to discuss your plans for submitting an application in advance of completing the form.** A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at [www.mckinneycdc.org](http://www.mckinneycdc.org), by calling 972.547.7653 or emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org).*

***Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.***

**Please indicate the type of funding you are requesting:**



#### **Project Grant**

Projects that are eligible for funding in accordance with the Type B sales tax statute (refer to examples in Grant Guidelines) and that advance the mission of MCDC.



#### **Promotional or Community Event Grant (maximum \$15,000)**

Initiatives, activities or events that promote the City of McKinney for developing new or expanded business opportunities and/or tourism – and enhancing quality of life for McKinney residents.

### **Promotional and Community Event Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: November 30, 2017	December 2017	January 2018
Cycle II: May 31, 2018	June 2018	July 2018

### **Project Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: January 3, 2018	January 2018	February 2018
Cycle II: March 30, 2018	April 2018	May 2018
Cycle III: June 29, 2018	July 2018	August 2018

### **APPLICATION**

## INFORMATION ABOUT YOUR ORGANIZATION

Name: Boys & Girls Clubs of Collin County

Federal Tax I.D.: 75-1296869

Incorporation Date: April 21, 1969

Mailing Address: 7790 Main Street

City Frisco

ST: Texas

Zip: 75033

Phone: 469-888-4620

Fax: 469-888-4621

Email: lrogers@bgccc.org

Website: www.bgccc.org

### Check One:

- ☒ Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- ☐ Governmental entity
- ☐ For profit corporation
- ☐ Other

Professional affiliations and organizations to which your organization belongs:

Boys & Girls Clubs of America

## REPRESENTATIVE COMPLETING APPLICATION:

Name: Liliana Rogers

Title: Chief Development Officer

Mailing Address: 7790 Main Street

City: Frisco

ST: Texas

Zip: 75033

Phone: 469-888-4620

Fax: 469-888-4621

Email: lrogers@bgccc.org

**CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:**

Name: Liliana Rogers

Title: Chief Development Officer

Mailing Address: 7790 Main Street

City: Frisco

ST: Texas

Zip: 75033

Phone 469-888-4620

Fax: 469-888-4621

Email: lrogers@bgccc.org

**FUNDING**

Total amount requested: \$30,000

Matching Funds Available (Y/N and amount): No

Will funding be requested from any other City of McKinney entity (e.g. Arts Commission, City of McKinney Community Support Grant)?

☐ Yes

☒ No

Please provide details and funding requested:

Club refurbishment and recreational equipment replacement

**PROJECT/PROMOTIONAL/COMMUNITY EVENT**

Start Date: 4/30/18

Completion Date: 5/31/18

**BOARD OF DIRECTORS** *(may be included as an attachment)*

Please see the attachment



**LEADERSHIP STAFF** (*may be included as an attachment*)

Please see the attachment

Using the outline below, provide a written narrative no longer than 7 pages in length:

**I. Applying Organization**

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project/Promotional/Community Event for which funds are requested.

**II. Project or Promotional/Community Event (whichever is applicable)**

- Outline details of the Project/Promotional/Community Event for which funds are requested. Include information regarding scope, goals, objectives, target audience.
- **For Promotional Grants/Community Events** – describe how this initiative will **promote the City of McKinney for the purpose of business development and/or tourism.**
- Describe how the proposed Project/Promotional/Community Event fulfills strategic goals and objectives for your organization.
- Please also include planned activities, time frame/schedule, and estimated attendance and admission fees if applicable.
- Include the venue/location for Project/Promotional/Community Event?
- Provide a timeline for the Project/Promotional/Community Event.
- Detail goals for growth/expansion in future years.

**Project Grants – please complete the section below:**

- |                             |   |                             |
|-----------------------------|---|-----------------------------|
| • An expansion/improvement? | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A replacement/repair?     | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A multi-phase project?    | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A new project?            | <input type="checkbox"/> Yes            | <input type="checkbox"/> No |

**Has a feasibility study or market analysis been completed for this proposed project?** *If so, please attach a copy of the Executive Summary.*

Not applicable

**Provide specific information to illustrate how this Project/Promotional/Event aligns with one or more of the goals and strategies adopted by McKinney City Council and McKinney Community Development:**

- Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code (refer to MCDC Grant Guidelines)
- Support cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and growth of McKinney sales tax revenue
- Highlight and promote McKinney as a unique destination for residents and visitors alike
- Meet citizen needs for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney
- Demonstrate informed financial planning – addressing long-term costs, budget consequences and sustainability of projects for which funding is requested
- Educate the community about the impact local dining and shopping has on investment in quality of life improvements in McKinney

**Indicate which goal(s) listed above will be supported by the proposed Project/Promotional/Event:**

Eligible project, supports residential youth, promotes the McKinney community

---

**Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?**

☐ Yes

☒ No

**Date(s):**

**Financial**

- Provide an overview of the organization's financial status including the impact of this grant request on organization mission and goals.
- Please attach your organization's budget for the current year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why.

**What is the total estimated cost for this Project/Promotional/Community Event?**

\$ 39,940

**(Please provide a budget specific to the proposed Project/Promotional/Community Event.)**

**What percentage of Project/Promotional/Community Event funding will be provided by the Applicant?**

75%

**Are Matching Funds available?** ☐ Yes

☒ No

Cash \$

Source

% of Total

In-Kind \$

Source

% of Total

***Please provide details regarding other potential sources for funding. Include name of organization solicited; date of solicitation; amount of solicitation and date that notice of any award is expected.***

#### **IV. Marketing and Outreach**

Describe marketing plans and outreach strategies for your organization, for the Project/Promotional/Community Event for which you are requesting funding – and how they are designed to help you achieve current and future goals.

#### **V. Metrics to Evaluate Success**

Outline the metrics that will be used to evaluate success of the proposed Project/Promotional/Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.

### **Acknowledgements**

***If funding is approved by the MCDC board of directors, Applicant will assure:***

- The Project/Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used exclusively for the purpose described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Project/Promotional/Community Event. Specifics to be agreed upon by applicant and MCDC and included in an executed performance agreement.
- Organization's officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Project/Promotional/Community Event for which funds were received.
- A final report detailing the success of the Project/Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Project/Promotional/Community Event.
- Up to 80% of the approved grant may be provided, on a reimbursement basis, prior to conclusion of the Project/Promotional/Community Event with submission of invoices/receipts to MCDC. The final 20% may be paid following MCDC's receipt of unpaid invoices/receipts; documentation of fulfillment of obligations to MCDC; and final report on the Project/Promotional/Community Event.

- The required performance agreement will contain a provision certifying that the applicant does not and will not knowingly employ an undocumented worker in accordance with Chapter 2264 of the Texas Government Code, as amended. Further, should the applicant be convicted of a violation under 8 U.S.C. § 1324a(f), the applicant will be required to repay the amount of the public subsidy provided under the agreement plus interest, at an agreed to interest rate, not later than the 120<sup>th</sup> day after the date the MCDC notifies the applicant of the violation.

**We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.**

**Chief Executive Officer**



Signature

Printed Name

E. Michael Simpson

Date

3/29/18

**Representative Completing Application**



Signature

Printed Name

Liliana Rogers

Date

3/29/18

***INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.***

## **CHECKLIST:**

### **Completed Application:**

- ☒ Use the form/format provided
- ☒ Organization Description
- ☒ Outline of Project/Promotional/Community Event; description, budget, goals and objectives
- ☒ Indicate the MCDC goal(s) that will be supported by this Project/Promotional/Community Event
- ☒ Project/Promotional/Community Event timeline and venue
- ☒ Plans for marketing and outreach
- ☒ Evaluation metrics
- ☒ List of board of directors and staff

### **Attachments:**

- ☒ Financials: organization's budget for current fiscal year; Project/Promotional/Community Event budget; audited financial statements
- ☒ Feasibility Study or Market Analysis if completed (Executive Summary)
- ☒ IRS Determination Letter (if applicable)

***A FINAL REPORT IS TO BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE EVENT/COMPLETION OF THE PROJECT/PROMOTIONAL/COMMUNITY EVENT.***

***FINAL PAYMENT OF FUNDING AWARDED WILL BE MADE UPON RECEIPT OF FINAL REPORT.***

***PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE.***



### **Attachments Included**

- **Narrative**
- **Project Budget**
- **IRS Determination Letter**
- **Board of Directors**
- **Leadership Staff**
- **BGCCC Balance Sheet YTD**
- **P&L February 2018**
- **BGCCC 2018 Approved Budget**
- **BGCCC 2016 Audited Financials**
- **BGCCC 2015 Audited Financials**





## **MCKINNEY COMMUNITY DEVELOPMENT CORPORATION - GRANT PROPOSAL**

### **Organization:**

<b>Boys &amp; Girls Clubs of Collin County</b>	<b>EIN #75-1296869</b>
Name and Title of Contact Person:	Liliana Rogers, Chief Development Officer
Address:	7790 Main Street
City, State and Zip Code:	Frisco, TX 75033
Phone:	469-888-4620
Email Address:	lrogers@bgccc.org
Website Address:	www.bgccc.org

*The mission of the Boys & Girls Clubs of Collin County is to enable all young people, especially those who need us most, to reach their full potential as productive, caring, responsible citizens.*

Boys & Girls Clubs of Collin County (BGCCC) has a 50-year history of creating great futures in North Texas. Strategically located in low-income neighborhoods, BGCCC provides a safe, positive environment during the most vulnerable hours of a child's day, the after-school hours. We convert these hours into time that helps children and teenagers reach their full potential. The clubs serve local Collin County youth in the Frisco, Plano and McKinney areas. BGCCC is the largest youth serving non-profit organization in Collin County. Our services are vital in helping create and sustain a healthy, safe, educated community in Collin County.

The clubs serve 3,050 members, giving them a safe place to learn and grow into productive and caring citizens. 46% of the members served are female and 54% are male. The majority of members in the program are African-American (56%); 19% are Hispanic; 15% are Caucasian; 2% are Asian; and 8% are multi-ethnicity. The primary population served is ages 5-18 with 65% of the youth between the ages of 5-12. BGCCC serves children from all levels of household income. 64% of members are eligible for free/reduced lunch and 26.1% of members come from households with an income level that is at or below the federal poverty line for a family of four. 55% of members live in a household with a single caregiver. BGCCC partners with other local non-profit agencies to help identify youth that are in need of assistance.

Specific to the McKinney branch, our club serves 928 youth. 69% of the members qualify for free/reduced lunch. With the assistance of the staff and volunteers, the youth completed 43,050 homework hours and were served 50,469 meals!

BGCCC offers daily access to a broad range of programs in five core program areas: Character and Leadership Development; Education and Career Development; Health and Life Skills; The Arts; and Sports, Fitness and Recreation; and, several specialized initiatives. All programs are designed to drive positive outcomes for youth and reinforce necessary life skills.





In 2017 at the McKinney location, our impressive portfolio of programs to educate the youth along with providing healthy lifestyle habits, tools for their academic success, and qualities to build their character and leadership skills included the following: Drama Matters, Project Learn, Triple Play Games Tournament, Club Tech: NetSmartz and SMART (Skills Mastery and Resistance Training) Moves.

Our organization is guided by our Board of Directors which consists of 21 members that reside and take pride in our three communities. Chief Executive Officer, E. Michael Simpson, is responsible for the strategic planning and operation of the Clubs in support of its mission and goals. The Chief Development Officer, Chief Financial Officer, and Chief Operations Officer help to oversee the remainder of the administrative positions. 45 full and part-time staff and over 5,000 volunteers support the clubs.

The majority of BGCCC's volunteer mentors and tutors are recruited through our collaborations with corporations such as Capital One and Toyota. All volunteers receive extensive orientation and training before working with members.

BGCCC is proud of the successes of our club members! The outstanding academic results and lifestyle accomplishments of the BGCCC youth participating in the many programs should be noted.

- **100% of high school seniors who were actively involved in the clubs graduated and moved on to higher education or enlisted in the military;**
- **100% of the club members were promoted to the next grade level;**
- **100% targeted youth became more knowledgeable of STEaM based jobs and career opportunities;**
- **100% of the alumni continue to utilize what they have learned at the club within their community; and,**
- **No members were affiliated with gangs or involved in the juvenile justice system.**

Boys & Girls Clubs of Collin County is committed to being an excellent steward of public trust and community resources. We pride ourselves on being one of the leanest nonprofit organizations in the region with 82 percent of expenses going directly to programming for our members with only 7 percent going to administrative expenses and 11 percent to fundraising expenses as reflected in our 2017 990.

#### **Project description, purpose and outcome.**

Refurbish programming rooms, removal of unused a/c unit and replace damaged recreational equipment at the McKinney club. Since 2011, the water from the leaking roof has continually deteriorated the club physically causing extensive damage to sheetrock and ceilings as well as recreational equipment.



Repairs will include labor, materials and supplies to refurbish walls, floors, ceilings and carpet. Removal of unused a/c unit on the roof that was also a source of the leaks. Equipment replacement will include the pool table, foosball table, shuffleboard, and bumper pool table.

BGCCC respectfully requests \$30,000 to refurbish the club, removal of a/c unit and restore the recreational equipment to better serve our youth.

By implementing the repairs, areas of the club that had been damaged could again be utilized. By replacing the damaged equipment, full programming and recreational activities could resume at this time.

### **Promote the City of McKinney.**

Boys & Girls Clubs of Collin County would be thrilled to acknowledge the contributions of McKinney Community Development Corporation for their support of the club restoration in appropriate communications. This media acknowledgment includes, but is not limited to, our e-newsletter, Facebook, Twitter and the BGCCC website.

### **Specific goals and objectives fulfilled in regards to the project.**

By restoring the facility, our members can fully utilize that space to participate in the value-added programs that are necessary to their success, academically and physically. We continue to serve children to further their education to become more prepared as future citizens in their community while giving them a solid foundation of skills and tools for their tomorrow.

### **Time frame to completion. Location of the project.**

Ideally, the repairs need to be completed by May 31st of this year. Once summer begins, our hours increase from 2:30PM-7:30PM to 7AM-6PM, Monday through Friday, in order to provide our summer programs.

The Boys & Girls Clubs of Collin County, McKinney Branch  
701 S. Church Street  
McKinney, Texas 75069

### **Timeline.**

April 30<sup>th</sup> – repair work commences  
May 1<sup>st</sup> – purchase recreational equipment  
May 31<sup>st</sup> – repair work completed

### **Future plans.**

Our vision is to provide a world-class Club experience that assures success is within reach of every young person who walks through our doors, with all members on track to graduate from high



school with a plan for the future, demonstrating good character and citizenship, and living a healthy lifestyle.

## **Financial**

Balance Sheet Year to Date and P&L as of Feb 2018 - attachments

If awarded the grant, these funds will alleviate the unexpected financial burden that we need to go through to refurbish the club, remove and replace the equipment.

Organization budget and audited financials - attachments

## **Other Funding Sources**

McKinney Community Development Corporation, \$30,000, Pending  
Boys & Girls Clubs of Collin County, \$9,940, Pending project completion

## **Marketing and Outreach**

BGCCC's 50-year history of creating great futures for low-income and at-risk youth in the North Texas area will further drive our passion to provide beneficial programs to local youth. In addition to securing funds through grant writing, we fundraise with annual events including the following: gala, golf tournament, poker tournament and a cycling event. We procure funds through government grants as well. Support for our many, varied programs at the three clubs also comes from individual and corporate donors.

Our sustainability stems from a diverse revenue structure and strategy. Some of our major contributors include Capital One, Bank of America, Alliance Data, Dallas Women's Foundation, Bob & Joy Darling, Sean Lee, United Way of Metropolitan Dallas, Texas Health Presbyterian Hospital Plano, Toyota Financial Services, the City of Frisco, the City of McKinney, the City of Plano and the Andrea-Mennen Foundation.

## **Metrics to Evaluate Success**

Refurbishment of the McKinney club will allow the members full access to the club space in order to provide them with efficient programming.



**Club Refurbishment Budget  
January through December 2018**

Ordinary Income/Expense		
Income		
	MCDC Grant	30,000
	BGCCC Programs	9,940
Total Income		<u>39,940</u>
Gross Profit		
Expense		
	Interior Repairs	3,247
	Paint & Labor	19,193
	A/C Unit Removal*	5,000
	Recreational	
	Equipment**	12,500
Total Expense		<u>39,940</u>
Net Ordinary Income		<u>0</u>

\* Non functional A/C unit on roof requiring crane to remove - estimated cost \$5,000

\*\* pool table, foosball table, shuffle board, bumper pool (industrial grade)



Department of the Treasury  
Internal Revenue Service

CINCINNATI OH 45999-0038

In reply refer to: 0248222395  
Dec. 05, 2013 LTR 4168C 0  
75-1296869 000000 00  
00034179  
BODC: TE

BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069



027523

Employer Identification Number: 75-1296869  
Person to Contact: MISS CONVERSE  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Nov. 25, 2013, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(03) of the Internal Revenue Code in a determination letter issued in May 1970.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section 509(a)(2).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248222395  
Dec. 05, 2013 LTR 4168C 0  
75-1296869 000000 00  
00034180

BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069

If you have any questions, please call us at the telephone number  
shown in the heading of this letter.

Sincerely yours,

*Susan M. O'Neill*

Susan M. O'Neill, Department Mgr.  
Accounts Management Operations



CINCINNATI OH 45999-0038

027523.392981.26491.1008 1 AT 0.384 530



BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069

027523

CUT OUT AND RETURN THE VOUCHER AT THE BOTTOM OF THIS PAGE IF YOU ARE MAKING A PAYMENT,  
EVEN IF YOU ALSO HAVE AN INQUIRY.



The IRS address must appear in the window.

0248222395

BODCD-TE

Use for payments

Letter Number: LTR4168C  
Letter Date : 2013-12-05  
Tax Period : 000000



\*751296869\*

INTERNAL REVENUE SERVICE

CINCINNATI OH 45999-0038



BOYS & GIRLS CLUB OF COLLIN COUNTY  
701 S CHURCH ST  
MCKINNEY TX 75069

751296869 JA BOYS 00 2 000000 670 000000000000

2017 BGCCC Board Information

Revised: 1/15/2018

Board Member	Spouse	Joined Board	Officer/ Committees	Company	Home Address	Phones	Email	Ethnicity
Von Best	Rosanne	9/22/2009	Past President	The Frisco Bar & Grill 4851 Legacy Drive #504 Frisco, TX 75034	4800 Star Ridge Lane Frisco, Texas 75034	Cell: 214-487-1125	thxvnbst@hotmail.com	Caucasian
Tony Carver	Tara	1/26/2016		Encore Wire Corporation 1329 Millwood Rd McKinney, TX 75069	412 Berge St. McKinney, TX 75069	Cell: 903-452-0563	tonycarver@encorewire.com	Caucasian
Damon Chrits	Julie	2/21/2012	Treasurer	Ryan, LLC Three Galleria Tower, 13155 Noel Rd. # 100 Dallas TX 75240	5945 Kensington Drive Plano, TX 75093	Work: 972-934-0022 Home: 972-473-5789 Cell: 214-454-8477	damon_chrits@yahoo.com	Caucasian
Angela Driggers		5/28/2014		Texas Instruments 12500 TI Boulevard MS 8686 Dallas, TX 75243	917 Granger Dr. Allen, TX 75013	Office: 214-479-3430 Cell: 972-754-9116 Home: 972-727-9961	a-driggers@ti.com	Caucasian
Christy Escandon	Richard	1/26/2016		Texas Health Presbyterian Hospital of Plano 6200 W. Parker Rd. Plano, TX 75093	11805 State Highway 205 Lavon, TX 75166	Cell: 469-338-8249 Work: 972-981-7200	christyescandon@texashealth.org	Hispanic
Michael Feeney	Sarah	2/24/2015		Capital One 8058 Dominion Pkwy Plano, TX 75024	5411 Buena Vista Frisco, TX 75034	H- 214-618-3550 C-469-281-6222 (Preferred)	michael.feeney@capitalone.com	Caucasian
Jessica Flister Johnson	Tony	1/20/2013			5804 Garnett Drive Plano, TX 75093	Home: 972-473-7424 Cell: 925-351-9646	jessica.johnson@globalbrands.com	Caucasian
Kristin Grammar	Matt	7/16/2017		TIG Commercial Real Estate 2600 Dallas Parkway, Suite 290 Frisco, TX 75034	3700 Legacy Drive #5204 Frisco, TX 75034	Mobile: 972-415-4158	kgrammar@tiguusa.com	Caucasian
John Hoffman		Re-elected 01-21-2014	Secretary	Consultant 1001 Hyde Park Drive McKinney, TX 75069	1001 Hyde Park Drive McKinney, TX 75069	Home: 972-542-2961 Cell: 214-562-6235	johnhoffman@msn.com	Caucasian
Chris Jamison	Caray	8/18/2014		Happy State Bank 700 Central Expressway South, Ste 120 Allen, TX 75013	2112 San Andres Frisco, TX 75033	Office: 214-383-5700 Direct: 214-383-5720 Cell: 214-717-8177	chrisjamison@scscolop.net	Caucasian
Tomasz Kwiatkowski		5/22/10/17		Plains Capital Bank 2500 Legacy Drive, #150 Frisco, TX 75034	4800 Printers Way Apt #4057 Frisco, TX 75033	Cell: 214-264-6720	tomasz.kwiatkowski@plainscapital.com	Caucasian
Randy Lawrence	Marianne	7/27/2010		Altria Reg. V.P. - Retired	4856 Orchard Park Drive Frisco, TX 75034	Home: 214-387-0460 Cell: 804-334-3571	rlaw247@yahoo.com	Caucasian
Brandi McKay		6/7/2017		Scheef & Stone, LLP 2600 Network Blvd, #400 Frisco, TX 75034	12645 Trolley Dr. Frisco, TX 75035	Work: 214-472-2145 Home: 214-725-7647	brandi.mckay@solidcounsel.com	Caucasian
Ken Moraff	Fay	1/22/2013		Money Matters with Ken Moraff 2820 Dallas Parkway Plano, TX 75093	1424 Eastwick Lane Plano, TX 75093	Cell: 972-365-0112 Work: 469-246-3804	ken@moneymatters.net	Caucasian
Richard Riccardi	Cathy	4/29/2016		Blount Fine Foods 2200 Redbud Blvd McKinney, TX 75069	651 Forest Oak Drive Fairview, TX 75069	Cell: 214-704-4590 Work: 972-548-9001	riccardi@bfbco.com	Caucasian
Reed Schnittker	Cindy	2/16/2010		PTG 2400 Dallas Pkwy, Ste 260 Plano, TX 75093	5557 Bedrock Plano, TX 75093	Work: 972-943-8999 Home: 972-735-9711 Cell: 972-365-3500	reed@thepapercollection.com	Caucasian
Bryan Sherman	Helli	2/17/2014	President	Bank of America Home Loans 6400 Legacy Drive, Plano Tx 75024	5535 Imperial Meadow Dr. Frisco, TX 75035	Work: 214-209-6486 Home: 214-705-7728 Cell: 214-766-5061	bsherman@bofa.com	Caucasian
Art Spitzer	Jodi	11/17/2014	V.P. Resource Development	FedEx Office 7900 Legacy Drive Plano, TX 75024	7602 Glenlea Dr. Dallas, TX 75248	Work: 469-980-3211 Mobile: 602-750-1228	art.spitzer@fedex.com	Caucasian
Psychella Terry	Von	9/19/2016		UI Global Brands 15222 King Rd, Suite 701 Frisco, TX 75034	1003 Swan Lake Dr Frisco, TX 75033	Work: 469-731-5640 Cell: 214-476-3169	psyche@uiglobalbrands.com	African American



2017 BGCCC Board Information

Revised: 1/15/2018

Vonkoba Terry	Psychella	9/19/2016		UJI Global Brands 15222 King Rd. Suite 701 Frisco, TX 75034	1003 Swan Lake Dr Frisco, TX 75033	Work: 489-731-5840 Cell: 214-476-3169	vonkoba@ujiglobalbrands.com	African American
Cliff Whisenhunt	Brenda	1/26/2016		First National Bank Southwest 4500 Preston Rd. Frisco, TX 75034	2220 Canyon Trail Carrollton, TX 75007	Work: 489-633-8400 Cell: 214-693-8399	gw1isenhunt@fnissouthwest.com	Caucasian



**Staff Listing**

**Jay Arreguin, Frisco Branch Director**

**Brenda Austin, Frisco Branch Director**

**Laura Bese, Director of Special Events**

**Kareem Evans, McKinney Branch Director**

**Karen Johnson, Plano Branch Director**

**Darion McCoy, Plano Branch Director**

**Malanie Miller, McKinney Assistant Branch Director**

**Vanessa Ramirez, Director of Volunteer Services**

**Joan Roe, Chief Financial Officer**

**Liliana Rogers, Chief Development Officer**

**Cristy Shirley, Operations Support Manager**

**Mike Simpson, Chief Executive Officer**

**Debra Sweezer, Chief Operations Officer**

# Boys & Girls Clubs of Collin County

## Balance Sheet Prev Year Comparison

### As of February 28, 2018

	Feb 28, 18	Feb 28, 17	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
BBVA Compass	94.00	0.00	94.00	100.0%
Checking-BGCCC North TX Camp	12,731.66	12,731.66	0.00	0.0%
Checking/Small Business/Capital	36,871.36	19,631.00	17,240.36	87.82%
Edward Jones	0.00	785,638.00	-785,638.00	-100.0%
Fidelity Investments	16.89	16.89	0.00	0.0%
Index Account/Capital One Bank	164,605.78	32,233.07	132,372.71	410.67%
Petty Cash	300.00	300.00	0.00	0.0%
U. S. Trust	802,397.19	0.00	802,397.19	100.0%
<b>Total Checking/Savings</b>	<b>1,017,016.88</b>	<b>850,550.62</b>	<b>166,466.26</b>	<b>19.57%</b>
<b>Accounts Receivable</b>				
Pledges	300.00	24,100.00	-23,800.00	-98.76%
<b>Total Accounts Receivable</b>	<b>300.00</b>	<b>24,100.00</b>	<b>-23,800.00</b>	<b>-98.76%</b>
<b>Other Current Assets</b>				
Clearing Account	-149,593.60	7,000.00	-156,593.60	-2,237.05%
Pre Paid Health Insurance	17,372.58	19,002.31	-1,629.73	-8.58%
Prepaid Auto, Liability Ins.	2,044.31	1,502.99	541.32	36.02%
<b>Total Other Current Assets</b>	<b>-130,176.71</b>	<b>27,505.30</b>	<b>-157,682.01</b>	<b>-573.28%</b>
<b>Total Current Assets</b>	<b>887,140.17</b>	<b>902,155.92</b>	<b>-15,015.75</b>	<b>-1.66%</b>
<b>Fixed Assets</b>				
Accumulated Depreciation	-2,383,998.92	-2,128,811.45	-255,187.47	-11.99%
Building	3,759,736.21	3,647,964.39	111,771.82	3.06%
Construction in Progress	40,000.00	30,126.85	9,873.15	32.77%
Equip/Computers/Software/Furn	832,414.37	809,698.74	22,715.63	2.81%
Land	510,435.00	510,435.00	0.00	0.0%
Leasehold Improvements	367,703.53	321,781.56	45,921.97	14.27%
Vehicles	632,385.84	632,385.84	0.00	0.0%
<b>Total Fixed Assets</b>	<b>3,758,676.03</b>	<b>3,823,580.93</b>	<b>-64,904.90</b>	<b>-1.7%</b>
<b>Other Assets</b>				
Employee Loan/Advance	0.00	350.00	-350.00	-100.0%
Security Deposits	3,550.00	3,550.00	0.00	0.0%
Series Z Preferred Stock	1,000.00	1,000.00	0.00	0.0%
<b>Total Other Assets</b>	<b>4,550.00</b>	<b>4,900.00</b>	<b>-350.00</b>	<b>-7.14%</b>
<b>TOTAL ASSETS</b>	<b>4,650,366.20</b>	<b>4,730,636.85</b>	<b>-80,270.65</b>	<b>-1.7%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	51,708.72	90,909.39	-39,200.67	-43.12%
<b>Total Accounts Payable</b>	<b>51,708.72</b>	<b>90,909.39</b>	<b>-39,200.67</b>	<b>-43.12%</b>
<b>Credit Cards</b>				
All Credit Cards				

**Boys & Girls Clubs of Collin County**  
**Balance Sheet Prev Year Comparison**  
**As of February 28, 2018**

	Feb 28, 18	Feb 28, 17	\$ Change	% Change
<b>Capital One</b>	735.10	132.89	602.21	453.16%
<b>Fleet Services Exxon Mobil Univ</b>	189.55	254.60	-65.05	-25.55%
<b>Fleet Services Quik Trip cr crd</b>	328.37	408.52	-80.15	-19.62%
<b>Home Depot Cr Card</b>	0.00	195.17	-195.17	-100.0%
<b>Sam's Club Credit</b>	1,024.66	490.69	533.97	108.82%
<b>Total All Credit Cards</b>	2,277.68	1,481.87	795.81	53.7%
<b>Total Credit Cards</b>	2,277.68	1,481.87	795.81	53.7%
<b>Other Current Liabilities</b>				
<b>Payroll Liabilities</b>				
<b>Flexible Spending Account</b>	1,561.62	413.40	1,148.22	277.75%
<b>Pension</b>	10,992.52	-240.99	11,233.51	4,661.4%
<b>Total Payroll Liabilities</b>	12,554.14	172.41	12,381.73	7,181.56%
<b>Total Other Current Liabilities</b>	12,554.14	172.41	12,381.73	7,181.56%
<b>Total Current Liabilities</b>	66,540.54	92,563.67	-26,023.13	-28.11%
<b>Long Term Liabilities</b>				
<b>Loans</b>				
<b>Capital One Line of Credit</b>	0.00	100,000.00	-100,000.00	-100.0%
<b>Happy State Bank Loan</b>	9,450.50	27,898.77	-18,448.27	-66.13%
<b>Real Estate Loan - Capital One</b>	786,982.70	807,145.74	-20,163.04	-2.5%
<b>Total Loans</b>	796,433.20	935,044.51	-138,611.31	-14.82%
<b>Total Long Term Liabilities</b>	796,433.20	935,044.51	-138,611.31	-14.82%
<b>Total Liabilities</b>	862,973.74	1,027,608.18	-164,634.44	-16.02%
<b>Equity</b>				
<b>Fund Bal - Perm Restricted</b>	5,000.00	5,000.00	0.00	0.0%
<b>Fund Bal - Temp. Restricted</b>	798,238.00	12,608.00	785,630.00	6,231.2%
<b>Fund Bal - Unrestricted</b>	3,109,959.83	3,048,782.52	61,177.31	2.01%
<b>Retained Earnings</b>	76,992.16	846,807.31	-769,815.15	-90.91%
<b>Net Income</b>	-202,797.53	-210,169.16	7,371.63	3.51%
<b>Total Equity</b>	3,787,392.46	3,703,028.67	84,363.79	2.28%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,650,366.20</b>	<b>4,730,636.85</b>	<b>-80,270.65</b>	<b>-1.7%</b>

**Boys & Girls Clubs of Collin County**  
**Profit & Loss**  
February 2018

**Ordinary Income/Expense**

**Income**

**Branch Income**

Field Trips	190.00
Late & NSF Fees	65.00
Membership Dues Income	1,930.00
Program Fees Income	195.00
Supply	35,061.00
T- Shirts	60.00

**Total Branch Income** 37,501.00

**Campaign Net**

Campaign Income	26,948.81
Campaign Income - Expense	-2,259.19

**Total Campaign Net** 24,689.62

**Contributions Income**

Non - Cash (In-Kind)	12,000.00
Un-restricted	
Corporations - Un Restricted	1,653.11
Individuals - Un Restricted	4,360.42
<b>Total Un-restricted</b>	<u>6,013.53</u>
United Way of Metro Dallas	2,916.67

**Total Contributions Income** 20,930.20

**Grants**

Government Grants	9,776.32
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**Total Grants** 9,776.32

**Investment Income**

Dividends	331.09
Interest	48.93
Other Income	142.38
Realized Gains/Losses /Short Te	-1,721.24
Unrealized Gains/Losses	-22,845.73

**Total Investment Income** -24,044.57

**Miscellaneous Income**

Commission/Dividends	5.75
Keystone/Torch Club/Peanut Patr	1,167.00
Parent Club Fundraising	1,731.00

**Total Miscellaneous Income** 2,903.75

**Total Income** 71,756.32

**Gross Profit** 71,756.32

**Expense**

Advertisement	140.00
Bank Chrgs/CrCard Fees/Late Fee	
U.S. Trust Fees	511.49
Bank Chrgs/CrCard Fees/Late Fee - Other	1,339.37
<b>Total Bank Chrgs/CrCard Fees/Late Fee</b>	<u>1,850.86</u>

Boys & Girls Clubs of Collin County

Profit & Loss

February 2018

Depreciation Expense	21,495.13
Dues/Membership/Subscrip./Fees	75.00
Entertainment	
Meals - Non Travel	94.97
Total Entertainment	94.97
Equipment Rental	1,638.19
Fringe Benefits	
Disability Insurance	710.96
FSA Forfeitures	-70.00
Medical/Life/Dental/Vision	13,216.18
Pension Plan	5,565.53
Total Fringe Benefits	19,422.67
Insurance	
D&O Ins	235.17
Liability Insurance	2,057.58
Property Insurance	1,404.83
Vehicle Insurance	3,330.57
Worker's Compensation	1,497.49
Total Insurance	8,525.64
Interest Expense	
Loan Interest	3,275.09
Total Interest Expense	3,275.09
Occupancy Expense	
Rent	3,550.00
Rent - Non Cash	12,000.00
Repairs & Maint.	680.38
Utilities	
Gas and Electric	7,258.16
Water	883.72
Total Utilities	8,141.88
Total Occupancy Expense	24,372.26
Payroll Expenses	
Admin Payroll Exp	
Payroll Taxes - Medicare	138.75
Payroll Taxes - Social Security	593.44
Payroll Taxes - Texas SUTA	24.78
Salary & Wages Expense-Holiday	326.99
Salary & Wages Expense-Overtime	0.00
Salary & Wages Expense-PTO	22.88
Salary & Wages Expense-Regular	9,728.96
Total Admin Payroll Exp	10,835.80
Fundraising Payroll Exp	
Payroll Taxes - Social Security	1,226.00
Payroll Taxes - Texas SUTA	39.41
Salary & Wages Expense-Holiday	952.22

**Boys & Girls Clubs of Collin County**  
**Profit & Loss**  
**February 2018**

Salary & Wages Expense-Overtime	0.00
Salary & Wages Expense-PTO	205.90
Salary & Wages Expense-Regular	19,770.66
Total Fundraising Payroll Exp	22,194.19
Programs Payroll Exp	
Payroll Taxes - Medicare	1,605.10
Payroll Taxes - Social Security	5,636.92
Payroll Taxes - Texas SUTA	539.28
Salary & Wages Expense-Holiday	3,377.39
Salary & Wages Expense-Overtime	156.74
Salary & Wages Expense-PTO	2,238.50
Salary & Wages Expense-Regular	88,292.73
Total Programs Payroll Exp	101,846.66
Total Payroll Expenses	134,876.65
Professional Fees	
Accounting	761.16
BackGround Checks/Drug Testing	642.54
Marketing	25.04
Services	2,518.85
Total Professional Fees	3,947.59
Program Expense/Not Supplies	1,032.48
Repair and Maintenance	
Computer Repairs	872.80
Total Repair and Maintenance	872.80
Supplies	
Marketing/Fundraising	748.50
Office	982.94
Operating	2,361.84
Total Supplies	4,093.28
T-Shirts/Uniforms/Clothing	104.03
Telephone	2,322.85
Training/Conferences/Convention	250.00
Travel/Transportation	
Travel	40.00
Total Travel/Transportation	40.00
Vehicles Expense	
Gas/Oil	2,236.38
Maintenance/Repair	1,629.03
Total Vehicles Expense	3,865.41
Total Expense	232,294.90
Net Ordinary Income	-160,538.58
Other Income/Expense	
Other Income	
Interest Income	19.99
Total Other Income	19.99

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03/12/18  
Accrual Basis

**Boys & Girls Clubs of Collin County**  
**Profit & Loss**  
**February 2018**

Net Other Income  
Net Income

	19.99
	<u>-160,518.59</u>





**Profit & Loss Budget vs. Actual  
January through December 2018**

	<b>Approved Budget</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Branch Income	570,000.00
Campaign Net	1,060,000.00
Capital Project	
Contributions Income	935,000.00
Grants	710,000.00
Investment Income	
Miscellaneous Income	20,000.00
<b>Total Income</b>	<b>3,295,000.00</b>
<b>Gross Profit</b>	<b>3,295,000.00</b>
<b>Expense</b>	
Advertisement	0.00
Awards/Gifts	500.00
Bank Chrgs/CrCard Fees/Late Fee	18,000.00
Depreciation Expense	255,000.00
Dues/Membership/Subscrip./Fees	18,000.00
Entertainment	2,500.00
Equipment Rental	22,000.00
Field Trips	50,000.00
Fringe Benefits	225,000.00
Insurance	95,000.00
Interest Expense	45,000.00
Licenses and Permits	2,500.00
Miscellaneous Expense	0.00
Occupancy Expense	300,000.00
Payroll Expenses	1,850,000.00
Postage and Delivery	2,500.00
Printing and Reproduction	0.00
Professional Fees	80,000.00
Program Expense/Not Supplies	40,000.00
Repair and Maintenance	15,000.00
Supplies	35,000.00
T-Shirts/Uniforms/Clothing	8,000.00
Telephone	30,000.00
Training/Conferences/Convention	7,000.00
Travel/Transportation	45,000.00
Vehicles Expense	70,000.00
<b>Total Expense</b>	<b>3,216,000.00</b>
<b>Net Ordinary Income</b>	<b>79,000.00</b>

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

**Financial Statements**

**For the Year Ended December 31, 2016**

# **CHARLES O. PAUL**

## **CERTIFIED PUBLIC ACCOUNTANT**

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Charles@CharlesPaulCPA.com

### **INDEPENDENT AUDITOR'S REPORT**

**To the Board of Directors  
Boys & Girls Clubs of Collin County, Inc.**

We have audited the accompanying financial statements of Boys & Girls Clubs of Collin County, Inc. (the Organization) which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.

#### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

**We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.**

***Opinion***

**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Boys & Girls Clubs of Collin County, Inc. as of December 31, 2016 and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.**

***Report on Summarized Comparative Information***

**We have previously audited the Boys & Girls Clubs of Collin County, Inc.'s 2015 financial statements, and our report dated June 6, 2016 expressed an unmodified opinion on those financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statement from which it has been derived.**



**CHARLES O. PAUL, CPA  
May 22, 2017**

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Financial Position**  
**December 31, 2016**  
**With Summarized Financial Information**  
**At December 31, 2015**

<b><u>ASSETS</u></b>	<b><u>2016</u></b>	<b><u>2015</u></b>
Cash and cash equivalents	\$ 203,196	\$ 167,779
Unconditional promises to give	34,943	49,393
Other current assets	5,897	18,723
Property and equipment, net of accumulated depreciation	3,852,355	3,830,024
Other assets	4,750	4,400
Restricted cash	785,629	-
<b>Total assets</b>	<b><u>\$ 4,886,770</u></b>	<b><u>\$ 4,070,319</u></b>
 <b><u>LIABILITIES AND NET ASSETS</u></b>		
Liabilities:		
Accounts payable and accrued expenses	\$ 53,774	\$ 64,671
Deferred revenue	28,632	61,639
Notes payable	891,165	877,619
<b>Total liabilities</b>	<b><u>973,571</u></b>	<b><u>1,003,929</u></b>
Commitments and contingencies		
Net assets:		
Unrestricted	3,109,961	3,048,782
Temporarily restricted	798,238	12,608
Permanently restricted	5,000	5,000
<b>Total net assets</b>	<b><u>3,913,199</u></b>	<b><u>3,066,390</u></b>
<b>Total liabilities and net assets</b>	<b><u>\$ 4,886,770</u></b>	<b><u>\$ 4,070,319</u></b>

The accompanying notes are an integral part of the financial statements  
(3)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Activities**  
**For the Year Ended December 31, 2016**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2015**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>2015</u>
<b>SUPPORT AND REVENUE:</b>					
Program fees	\$ 532,045	\$ -	\$ -	\$ 532,045	\$566,749
United Way contributions	85,519	-	-	85,519	120,774
Special events, net of \$448,095 in expenses	930,628	-	-	930,628	838,683
Contributions	504,829	-	-	504,829	560,646
Contributions - in-kind	337,476	-	-	337,476	1,305,830
Bequest	-	782,980	-	782,980	
Grants	657,712	-	-	657,712	532,896
Investment income	72	2,650	-	2,722	1,206
Other income	24,992	-	-	24,992	41,191
Assets released from restriction	-	-	-	-	-
	<u>3,073,273</u>	<u>785,630</u>	<u>-</u>	<u>3,858,903</u>	<u>\$3,967,975</u>
<b>Expenses:</b>					
Program services	2,448,753	-	-	2,448,753	2,328,427
Supporting services:					
Administration	224,653	-	-	224,653	199,018
Fundraising	338,688	-	-	338,688	319,219
	<u>563,341</u>	<u>-</u>	<u>-</u>	<u>563,341</u>	<u>518,237</u>
<b>Total supporting services</b>					
Asset impairment	-	-	-	-	186,565
<b>Total expenses</b>	<u>3,012,094</u>	<u>-</u>	<u>-</u>	<u>3,012,094</u>	<u>3,033,229</u>
<b>Change in net assets</b>	<u>61,179</u>	<u>785,630</u>	<u>-</u>	<u>846,809</u>	<u>\$ 934,746</u>
<b>Net assets, beginning of year</b>	<u>3,048,782</u>	<u>12,608</u>	<u>5,000</u>	<u>3,066,390</u>	
<b>Net assets, end of year</b>	<u>\$ 3,109,961</u>	<u>\$ 798,238</u>	<u>\$ 5,000</u>	<u>\$ 3,913,199</u>	

The accompanying notes are an integral part of the financial statements  
(4)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Cash Flows**  
**For the Year Ended December 31, 2016**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2015**

	<u>2016</u>	<u>2015</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 846,809	\$ 934,746
Adjustments to reconcile the increase in net assets to net cash provided by operating activities:		
Assets acquired through in-kind donation	(220,476)	(1,190,980)
Depreciation	218,362	167,361
Asset impairment	-	186,565
Change in promises to give	14,450	34,115
Change in other assets	12,476	13,799
Change in accounts payable and accrued liabilities	(43,904)	34,854
<b>Net cash provided by operating activities</b>	<u>827,717</u>	<u>180,460</u>
<b>Cash flows from investing activities:</b>		
Proceeds from sale of land	23,000	
Increase in restricted cash	(785,629)	-
Capital expenditures	(43,217)	(77,075)
<b>Net cash provided by (used in) investing activities</b>	<u>(805,846)</u>	<u>(77,075)</u>
<b>Cash flows from financing activities:</b>		
Proceeds from line of credit	50,000	-
Net payments on notes payable	(36,454)	(34,678)
<b>Net cash used in financing activities</b>	<u>13,546</u>	<u>(34,678)</u>
<b>Net decrease in cash and cash equivalents</b>	<u>35,417</u>	<u>68,707</u>
<b>Cash and cash equivalents, beginning of year</b>	<u>167,779</u>	<u>99,072</u>
<b>Cash and cash equivalents, end of year</b>	<u>\$ 203,196</u>	<u>\$ 167,779</u>
<b>Schedule of non-cash investing and financing activities:</b>		
None		
<b>Supplemental cash flow information:</b>		
Interest received	2,722	\$ 194
Interest paid	(43,568)	(46,749)

The accompanying notes are an integral part of the financial statements

**Program Services**

**The accompanying notes are an integral part of the financial statements**



**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**1. Summary of Significant Accounting Policies**

**(a) Organization and Operations**

The Boys & Girls Clubs of Collin County, Inc. (the "Organization") is a Texas nonprofit corporation incorporated in 1968 under the laws of the State of Texas for the purpose of enhancing the quality of life for the youth of Collin County by providing a diversity of quality programs in the areas of character and leadership development, education and career development, health and life skills, sport fitness, recreation and the arts.

**(b) Financial Statement Presentation**

For financial reporting purposes, the Organization's net assets are grouped and reported by the following three classifications:

*Unrestricted* - includes funds that represent resources over which the Board of Directors has discretionary control to carry out operations of the Organization in accordance with its bylaws.

*Temporarily Restricted* - includes funds that represent resources expendable only for those operating purposes specified by the donor. Resources of this classification originate principally from grants and gifts.

*Permanently Restricted* - includes funds that have been accepted with donor stipulations that the principal be maintained intact in perpetuity with only the income to be utilized.

**(c) Accounts Receivable**

The Organization charges fees for certain services/activities. Income from these services/activities is recorded when earned. All services/activities must be paid for by the time the services/activities occur. Any payments deemed to be insufficient funds ("NSF" checks) are recorded as receivables. The organization automatically debits customer's bank accounts for NSF checks. Any NSF checks that cannot be collected through this process after 30 days are charged against an allowance for uncollectible accounts. At December 31, 2016 the Organization had no material accounts receivable that were deemed to be uncollectible.

**(d) Income Taxes**

The Organization is exempt from federal income taxes under provisions of Section 501(c)(3) of the Internal Revenue Code and qualifies as a publicly supported Organization under Section 509(a)(1) of the Internal Revenue Code.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(e) Fixed Assets**

Expenditures for furniture and equipment are stated at cost. Donated assets are recorded at their estimated fair market value at the date of contribution. Such donations are recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit instructions regarding their use are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expiration of donor restrictions when the assets are placed into service. The Organization capitalized fixed assets over \$1,000 and with a useful life in excess of one year. Fixed assets are evaluated periodically to determine if an impairment of their value has occurred. It is the opinion of management that no such impairment has occurred.

Depreciation of fixed assets is calculated on the straight-line method over the following useful lives:

Equipment	3-8 years
Buildings	35-40 years

**(f) Functional Expenses Allocation**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses are recorded when incurred in accordance with the accrual basis of accounting.

**(g) Contributions and Grants**

Contributions and Grants received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. If the restrictions are met in the year of contribution, the amounts of temporarily restricted gifts are listed as unrestricted contributions.

**(h) Contributed Materials and Services**

A substantial number of volunteers have donated significant amounts of time to the Organization's activities. However, the Organization only recognizes donated services that create or enhance nonfinancial assets, or that require specialized skills, provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. No amounts have been presented in the financial statements for contributed services, as these amounts are immaterial. The Organization recorded a total of \$117,000 in in-kind contributions related to facility rental and \$220,476 for assets that were donated in 2016.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(i) Cash and Cash Equivalents**

The Organization considers all highly liquid instruments purchased with maturity of three months or less to be cash equivalents. The Organization places its cash with quality financial institutions and limits its exposure by controlling the cash balances it maintains in any one financial institution. The Organization has never experienced losses from credit risk associated with its cash balances.

**(j) Investments**

Investments are carried at their value, as determined by quoted market prices. Investment income is included in unrestricted income, unless restricted by a donor.

**(k) Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**(l) Comparative Prior Year Information**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2015, from which the summarized information was derived.

**(m) Subsequent Events**

Management evaluates subsequent events through the date of the report, which is the date the financial statements were available to be issued.

**(n) Accounting Pronouncements**

In January 2016, the Financial Accounting Standards Board issued a pronouncement related to accounting for leases. The effect of this change will require that Organizations who enter into leases of more than twelve months record those leases as assets and liabilities. The standard is effective for the Organization's year that ends December 31, 2020. The Organization has not yet assessed the impact of this new accounting standard.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**2. Fixed Assets**

The composition of fixed assets at December 31, 2016 is as follows:

Land	\$ 510,435
Buildings and Improvements	3,999,873
Equipment	<u>1,442,084</u>
	5,952,392
Less accumulated depreciation	<u>2,128,811</u>
	<u><b>\$3,823,581</b></u>

**3. Commitments and Contingencies**

Grants and bequests require the fulfillment of certain conditions as set forth in the grant instrument. Failure to fulfill the conditions could result in the return of funds to the grantor. Although that remains a possibility, the Board deems such contingency remote since by accepting the gifts and their terms, the Organization has, in essence, accommodated the provisions of the gift.

**4. Note Payable**

\$250,000 line of credit with a local bank.  
The note is due on demand, but if no demand is made it is due June 21, 2017. The note bears interest at The Wall Street Journal prime rate (3.75% at December 31, 2016) and is secured by real estate.

\$ 50,000

Note payable to a local bank. The note is due in monthly installments through August 2018. The note bears interest at 4.819% and is payable in monthly installments of \$1,617.

The note is secured by automotive equipment.

30,878

Note payable to a local bank. The note is due in monthly installments through October 2024. The note bears interest at 4.819% and is payable in monthly installments of \$4,992 with a balloon payment at the end of the note of \$629,672. The note is secured by the Organization's real estate.

810,287

**\$ 891,165**

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**Maturities of the debt above are as follows:**

<b>2017</b>	<b>88,287</b>
<b>2018</b>	<b>20,966</b>
<b>2019</b>	<b>21,999</b>
<b>2020</b>	<b>23,083</b>
<b>2021</b>	<b>24,220</b>
<b>Thereafter</b>	<b>712,610</b>

**5. Retirement Plan**

In December, 2002, the organization adopted a pension plan for its employees to be known as the Boys and Girls Clubs of Collin County, Inc. Pension Plan. Employees that are 21 and have completed one year of employment are eligible for coverage. Employees become 100% vested after five years of participation. Only employer contributions to the plan are allowed which are calculated at 5% of eligible employee's compensation.

Total amounts contributed by the Organization to the plan above were \$35,325 for the year ended December 31, 2016.

**6. Temporarily and Permanently Restricted Net Assets**

Temporarily restricted net assets are comprised of \$798,238 which is restricted for the construction of a camp site. During 2016, the Organization received a \$782,980 bequest, which is included in the restricted balance above along with income that has been earned on the balance. The Will of the donor requires that the balance be expended within ten years or the funds are to be returned to the other heirs. The Organization is attempting to have the living heirs waive their claims to the funds so that they can be expended as the as unrestricted resources.

There were no assets released from restriction during 2016.

Permanently restricted net assets were comprised of funds donated for a permanent endowment fund.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

**Financial Statements**

**For the Year Ended December 31, 2015**

# **CHARLES O. PAUL**

## **CERTIFIED PUBLIC ACCOUNTANT**

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7408 Continental Trail  
N. Richland Hills, TX 76182  
(817) 498-0884  
Fax (817) 605-0074

P.O. Box 820402  
Fort Worth, TX 76182  
Charles@CharlesPaulCPA.com

### **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors  
Boys & Girls Clubs of Collin County, Inc.

We have audited the accompanying financial statements of Boys & Girls Clubs of Collin County, Inc. (the Organization) which comprise the statement of financial position as of December 31, 2015, and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.

#### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

**We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.**

***Opinion***

**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Boys & Girls Clubs of Collin County, Inc. as of December 31, 2015 and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.**

***Report on Summarized Comparative Information***

**We have previously audited the Boys & Girls Clubs of Collin County, Inc.'s 2014 financial statements, and our report dated June 24, 2015 expressed an unmodified opinion on those financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014, is consistent, in all material respects, with the audited financial statement from which it has been derived.**



**CHARLES O. PAUL, CPA  
June 6, 2016**



**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Financial Position**  
**December 31, 2015**  
**With Summarized Financial Information**  
**At December 31, 2014**

<b><u>ASSETS</u></b>	<b><u>2015</u></b>	<b><u>2014</u></b>
Cash and cash equivalents	\$ 167,779	\$ 99,072
Unconditional promises to give	49,393	83,508
Other current assets	18,723	29,122
Property and equipment, net of accumulated depreciation	3,830,024	2,915,895
Other assets	4,400	7,800
<b>Total assets</b>	<b><u>\$ 4,070,319</u></b>	<b><u>\$ 3,135,397</u></b>
 <b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Liabilities:</b>		
Accounts payable and accrued expenses	\$ 64,671	\$ 79,357
Deferred revenue	61,639	12,099
Notes payable	877,619	912,297
<b>Total liabilities</b>	<b><u>1,003,929</u></b>	<b><u>1,003,753</u></b>
<b>Commitments and contingencies</b>		
<b>Net assets:</b>		
Unrestricted	3,048,782	2,114,036
Temporarily restricted	12,608	12,608
Permanently restricted	5,000	5,000
<b>Total net assets</b>	<b><u>3,066,390</u></b>	<b><u>2,131,644</u></b>
<b>Total liabilities and net assets</b>	<b><u>\$ 4,070,319</u></b>	<b><u>\$ 3,135,397</u></b>

The accompanying notes are an integral part of the financial statements  
(3)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Activities**  
**For the Year Ended December 31, 2015**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2014**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>2014</u>
<b>SUPPORT AND REVENUE:</b>					
Program fees	\$ 566,749	\$ -	\$ -	\$ 566,749	\$523,043
United Way contributions	120,774	-	-	120,774	116,076
Special events, net of \$381,236 in expenses	838,683	-	-	838,683	864,946
Contributions	560,646	-	-	560,646	368,222
Contributions - in-kind	1,305,830	-	-	1,305,830	173,065
Grants	532,896	-	-	532,896	607,907
Investment income	1,206	-	-	1,206	194
Other income	41,191	-	-	41,191	41,832
Assets released from restriction	-	-	-	-	-
	<u>3,967,975</u>	<u>-</u>	<u>-</u>	<u>3,967,975</u>	<u>\$2,695,285</u>
<b>Expenses:</b>					
Program services	2,328,427	-	-	2,328,427	2,204,181
Supporting services:					
Administration	199,018	-	-	199,018	173,355
Fundraising	319,219	-	-	319,219	286,464
	<u>518,237</u>	<u>-</u>	<u>-</u>	<u>518,237</u>	<u>459,819</u>
Total supporting services					
Asset impairment	186,565	-	-	186,565	
Total expenses	<u>3,033,229</u>	<u>-</u>	<u>-</u>	<u>3,033,229</u>	<u>2,664,000</u>
Change in net assets	934,746	-	-	934,746	<u>\$ 31,285</u>
Net assets, beginning of year	<u>2,114,036</u>	<u>12,608</u>	<u>5,000</u>	<u>2,131,644</u>	
Net assets, end of year	<u>\$ 3,048,782</u>	<u>\$ 12,608</u>	<u>\$ 5,000</u>	<u>\$ 3,066,390</u>	

The accompanying notes are an integral part of the financial statements

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Statement of Cash Flows**  
**For the Year Ended December 31, 2015**  
**With Summarized Financial Information**  
**For the Year Ended December 31, 2014**

	<u>2015</u>	<u>2014</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 934,746	\$ 31,285
Adjustments to reconcile the increase in net assets to net cash provided by operating activities:		
Assets acquired through in-kind donation	(1,190,980)	-
Depreciation	167,361	189,331
Asset impairment	186,565	-
Change in promises to give	34,115	(75,294)
Change in other assets	13,799	(9,623)
Change in accounts payable and accrued liabilities	34,854	23,014
<b>Net cash provided by operating activities</b>	<u>180,460</u>	<u>158,713</u>
<b>Cash flows from investing activities:</b>		
Capital expenditures	<u>(77,075)</u>	<u>(112,726)</u>
<b>Net cash provided by (used in) investing activities</b>	<u>(77,075)</u>	<u>(112,726)</u>
<b>Cash flows from financing activities:</b>		
Payments on notes payable	<u>(34,678)</u>	<u>(71,562)</u>
<b>Net cash used in financing activities</b>	<u>(34,678)</u>	<u>(71,562)</u>
<b>Net decrease in cash and cash equivalents</b>	<u>68,707</u>	<u>(25,575)</u>
<b>Cash and cash equivalents, beginning of year</b>	<u>99,072</u>	<u>124,647</u>
<b>Cash and cash equivalents, end of year</b>	<u><u>\$ 167,779</u></u>	<u><u>\$ 99,072</u></u>
<b>Schedule of non-cash investing and financing activities:</b>		
None		
<b>Supplemental cash flow information:</b>		
Interest received	1,206	\$ 194
Interest paid	(43,304)	(46,749)

The accompanying notes are an integral part of the financial statements  
(5)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**

Statement of Functional Expenses  
For the Year Ended December 31, 2015  
With Summarized Financial Information  
For the Year Ended December 31, 2014

	Program Services				Supporting Services			
	McKinney Branch	Plano Branch	Frisco Branch	Other Programs	Total	General & Administrative	Fund Raising	Total
Salaries	\$ 345,872	\$ 395,091	\$ 359,535	\$ -	\$ 1,100,498	\$ 111,275	\$ 251,933	\$ 363,208
Payroll taxes	29,472	35,059	31,107	-	95,638	8,632	18,344	26,976
Employee benefits	44,391	49,466	38,045	-	131,902	49,397	9,687	59,084
<b>Total salaries and related expenses</b>	<b>419,735</b>	<b>479,616</b>	<b>428,687</b>	<b>-</b>	<b>1,328,038</b>	<b>169,304</b>	<b>279,964</b>	<b>449,268</b>
Professional fees	\$ 8,933	\$ 9,898	\$ 10,847	\$ 292	\$ 29,970	\$ 7,546	\$ 4,081	\$ 11,627
Supplies and program expense	17,205	24,875	27,866	22,285	92,231	2,701	7,731	10,432
Telephone	5,827	6,376	6,125	-	18,328	1,749	1,571	3,320
Postage and shipping	-	-	56	-	56	421	3,204	3,625
Dues and memberships	2,209	2,234	2,259	-	6,702	450	1,548	1,998
Occupancy	47,478	150,411	107,181	-	305,070	3,002	2,340	5,342
Local transportation/travel	38,351	37,642	38,907	-	114,900	466	8,280	8,746
Conferences and conventions	1,164	1,229	1,229	-	3,622	25	875	900
Uniforms and clothing	2,239	2,119	2,062	1,297	7,707	-	-	-
Fieldtrips	13,671	16,594	32,039	-	62,304	-	-	-
Awards and grants	281	230	317	-	828	341	-	341
Equipment repair	6,581	4,585	4,630	-	15,796	1,521	2,690	4,211
Bank and merchant fees	4,387	3,935	5,401	-	13,723	523	1,423	1,946
Miscellaneous	1,378	1,380	1,121	7,660	11,539	1,648	3,480	5,126
Dues to Affiliates	3,203	3,203	3,203	-	9,609	-	-	-
Equipment rental	3,705	6,257	6,257	-	16,219	1,538	1,567	3,106
Insurance	25,379	29,454	27,238	-	82,071	3,128	-	3,128
Licenses and permits	1,169	869	1,304	-	3,342	465	465	930
Interest	-	-	43,304	-	43,304	-	-	-
<b>Depreciation</b>	<b>183,160</b>	<b>301,281</b>	<b>321,236</b>	<b>31,534</b>	<b>837,221</b>	<b>25,521</b>	<b>39,255</b>	<b>64,776</b>
<b>Total</b>	<b>\$ 657,657</b>	<b>\$ 812,831</b>	<b>\$ 825,405</b>	<b>\$ 31,634</b>	<b>\$ 2,328,427</b>	<b>\$ 199,018</b>	<b>\$ 319,219</b>	<b>\$ 518,237</b>
								<b>\$ 2,846,664</b>
								<b>\$ 2,864,000</b>

The accompanying notes are an integral part of the financial statements  
(6)

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**1. Summary of Significant Accounting Policies**

**(a) Organization and Operations**

The Boys & Girls Clubs of Collin County, Inc. (the "Organization") is a Texas nonprofit corporation incorporated in 1968 under the laws of the State of Texas for the purpose of enhancing the quality of life for the youth of Collin County by providing a diversity of quality programs in the areas of character and leadership development, education and career development, health and life skills, sport fitness, recreation and the arts.

**(b) Financial Statement Presentation**

For financial reporting purposes, the Organization's net assets are grouped and reported by the following three classifications:

*Unrestricted* - includes funds that represent resources over which the Board of Directors has discretionary control to carry out operations of the Organization in accordance with its bylaws.

*Temporarily Restricted* - includes funds that represent resources expendable only for those operating purposes specified by the donor. Resources of this classification originate principally from grants and gifts.

*Permanently Restricted* - includes funds that have been accepted with donor stipulations that the principal be maintained intact in perpetuity with only the income to be utilized.

**(c) Accounts Receivable**

The Organization charges fees for certain services/activities. Income from these services/activities is recorded when earned. All services/activities must be paid for by the time the services/activities occur. Any payments deemed to be insufficient funds ("NSF" checks) are recorded as receivables. The organization automatically debits customer's bank accounts for NSF checks. Any NSF checks that cannot be collected through this process after 30 days are charged against an allowance for uncollectible accounts. At December 31, 2015 the Organization had no material accounts receivable that were deemed to be uncollectible.

**(d) Income Taxes**

The Organization is exempt from federal income taxes under provisions of Section 501(c)(3) of the Internal Revenue Code and qualifies as a publicly supported Organization under Section 509(a)(1) of the Internal Revenue Code.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(e) Fixed Assets**

Expenditures for furniture and equipment are stated at cost. Donated assets are recorded at their estimated fair market value at the date of contribution. Such donations are recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit instructions regarding their use are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expiration of donor restrictions when the assets are placed into service. The Organization capitalized fixed assets over \$1,000 and with a useful life in excess of one year. Fixed assets are evaluated periodically to determine if an impairment of their value has occurred. It is the opinion of management that no such impairment has occurred.

Depreciation of fixed assets is calculated on the straight-line method over the following useful lives:

Equipment	3-8 years
Buildings	35-40 years

**(f) Functional Expenses Allocation**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses are recorded when incurred in accordance with the accrual basis of accounting.

**(g) Contributions and Grants**

Contributions and Grants received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. If the restrictions are met in the year of contribution, the amounts of temporarily restricted gifts are listed as unrestricted contributions.

**(h) Contributed Materials and Services**

A substantial number of volunteers have donated significant amounts of time to the Organization's activities. However, the Organization only recognizes donated services that create or enhance nonfinancial assets, or that require specialized skills, provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. No amounts have been presented in the financial statements for contributed services, as these amounts are immaterial. The Organization recorded a total of \$114,850 in in-kind contributions related to facility rental and \$1,190,980 for assets that were donated in 2015.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**(i) Cash and Cash Equivalents**

The Organization considers all highly liquid instruments purchased with maturity of three months or less to be cash equivalents. The Organization places its cash with quality financial institutions and limits its exposure by controlling the cash balances it maintains in any one financial institution. The Organization has never experienced losses from credit risk associated with its cash balances.

**(j) Investments**

Investments are carried at their value, as determined by quoted market prices. Investment income is included in unrestricted income, unless restricted by a donor.

**(k) Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**(l) Comparative Prior Year Information**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2014, from which the summarized information was derived.

**(m) Subsequent Events**

Management evaluates subsequent events through the date of the report, which is the date the financial statements were available to be issued.

**(n) Accounting Pronouncements**

In January 2016, the Financial Accounting Standards Board issued a pronouncement related to accounting for leases. The effect of this change will require that Organizations who enter into leases of more than twelve months record those leases as assets and liabilities. The standard is effective for the Organization's year that ends December 31, 2020. The Organization has not yet assessed the impact of this new accounting standard.

**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

**2. Fixed Assets**

The composition of fixed assets at December 31, 2015 is as follows:

Land	\$ 533,435
Buildings and Improvements	5,065,302
Equipment	<u>1,300,686</u>
	5,699,423
Less accumulated depreciation	<u>1,869,399</u>
	<u><u>\$3,830,024</u></u>

During 2015, the City of Frisco agreed to donate the building in which the Organization operates its Frisco activities. The property was appraised and the net difference between the net value of the Organization's improvements and the fair value of the property was recorded to Land and Buildings and improvements resulting in \$973,240 being recorded as an in-kind donation.

**3. Commitments and Contingencies**

Grants and bequests require the fulfillment of certain conditions as set forth in the grant instrument. Failure to fulfill the conditions could result in the return of funds to the grantor. Although that remains a possibility, the Board deems such contingency remote since by accepting the gifts and their terms, the Organization has, in essence, accommodated the provisions of the gift.

**4. Note Payable**

Note payable to a local bank. The note is due in monthly installments through August 2018. The note bears interest at 4.819% and is payable in monthly installments of \$1,617.

The note is secured by automotive equipment.

\$ 48,379

Note payable to a local bank. The note is due in monthly installments through October 2024. The note bears interest at 4.819% and is payable in monthly installments of \$4,992 with a balloon payment at the end of the note of \$629,672.

The note is secured by the Organization's real estate.

829,240

\$ 877,619



**BOYS & GIRLS CLUBS OF COLLIN COUNTY, INC.**  
**Notes to Financial Statements**

Maturities of the debt above are as follows:

2016	\$36,489
2017	38,287
2018	20,966
2019	21,999
2020	23,083
Thereafter	736,795

The Organization has a \$250,000 operating line of credit with a bank that is due on demand, but if no demand is made, the line of credit is due in June 2017. The line of credit carries an interest rate of the bank's index rate plus 1.25% (4.50% at December 2015) and is secured by the Organization's McKinney real estate.

**5. Retirement Plan**

In December, 2002, the organization adopted a pension plan for its employees to be known as the Boys and Girls Clubs of Collin County, Inc. Pension Plan. Employees that are 21 and have completed one year of employment are eligible for coverage. Employees become 100% vested after five years of participation. Only employer contributions to the plan are allowed which are calculated at 5% of eligible employee's compensation.

Total amounts contributed by the Organization to the plan above were \$51,234 for the year ended December 31, 2015.

**6. Temporarily and Permanently Restricted Net Assets**

Temporarily restricted net assets are comprised of \$12,608 which is restricted for the construction of a camp site. Assets released from restriction were used for capital expenditures.

Permanently restricted net assets were comprised of funds donated for a permanent endowment fund.

**7. Subsequent Events**

Subsequent to December 31, 2015, the Organization sold .17 acres of the property next to the Organization's McKinney branch. The land was not expected to be utilized by the Organization. The contract value for the land was \$23,000. When the property was donated to the Organization in 2008 and recorded at the estimated fair value at that date. The sale indicates that the value of the property has declined and the Organization has recorded an asset impairment loss on the statement of activities of \$186,565.

In May 2016, the Organization was notified that it is a beneficiary of an estate. On June 6, 2016, the Organization received a listing of the assets to be received which consists primarily of equity securities. The estimated fair value of the securities and cash at that date is \$780,195. There are no restrictions as to use of these assets.



18-369

**TITLE:** Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Collin County History Museum (#18-04) in the Amount of \$3,900.00 for the Purchase of UV and Solar Glass Coatings for Museum Windows to Protect Museum Assets and Collections

**COUNCIL GOAL:** Enhance Quality of Life in McKinney

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- Collin County History Museum is requesting a grant in the amount of \$3,900 for the purchase of UV and solar glass coatings for the windows in the main gallery, media room and west front side foyer of the museum.
- The goal is to block harmful UV rays, along with heat and light rays that have the potential to damage furniture, artwork and artifacts included in museum collections and displays.
- The museum is a valuable historical asset to the community and attracts thousands of visitors each year.

**BACKGROUND INFORMATION:**

- The mission of the Collin County History Museum is to preserve and honor the past, connect with the present and embrace the future.
- Exhibits are open to the general public and to all age groups and organizations.
- The museum promotes heritage tourism in McKinney.
- The Collin County History Museum collaborates and forms partnerships with downtown businesses to attract visitors to the museum exhibits and to other businesses in the downtown area.
- The Museum collaborates with McKinney Main Street and McKinney Convention and Visitors bureau to bring visitors to McKinney.

**FINANCIAL SUMMARY:**

- MCDC's allocation for Project Grants for FY 18 is \$1,259,745.
- MCDC has previously provided Project Grants to Collin County History Museum for: \$11,550.00 for the Purchase of Equipment and Materials for the Design, Layout and Construction of a "McKinney Then and Now" Exhibit; \$7,062 for the purchase of display cases in 2017; and \$6,968.20 for the purchase of equipment to facilitate self-guided tours to the Collin County History Museum in 2016.
- Total Estimated Project Cost is \$4,500.00. Amount Requested Represents 85% of the Total Project Cost.

**SUPPORTING MATERIALS:**

[Application Packet](#)

March 23, 2018

Collin County History Museum  
300 East Virginia Street  
McKinney, TX 75069

Dear MCDC Board,

Thank you for the opportunity to be considered for a project grant through the McKinney Community Development Corporation. We believe that the Collin County History Museum project grant request is consistent with your mission to attract visitors to McKinney and add to the growth of the McKinney sales tax revenue.

We believe that our mission statement "Preserve and Honor the Past, Connect with the Present and Embrace the Future" aligns with your MCDC guiding principle to "Honor the Past – Provide innovative Leadership for the Future." Both organizations can work in partnership to enhance the quality of life in McKinney.

We believe that the Collin County History Museum plays a vital role in attracting visitors to our McKinney community. Thank you for the opportunity to work collaboratively with MCDC through this project.

Sincerely,

*Mary Carole Strother*

Collin County History Museum  
Executive Director

# MCKINNEY COMMUNITY DEVELOPMENT CORPORATION

## Project Grant Application

March 2018

**Please indicate the type of funding you are requesting:**

**X Project Grant**

Projects that are eligible for funding in accordance with the Type B sales tax statute (refer to examples in Grant Guidelines) and that advance the mission of MCDC.

**Promotional or Community Event/Grant  
(maximum \$15,000)**

Initiatives, activities or events that promote the City of McKinney for developing new or expanded business opportunities and/or tourism – and enhancing quality of life for McKinney residents.

### INFORMATION ABOUT YOUR ORGANIZATION

Name: Collin County History Museum

Federal Tax I.D.: 52-1093455

Incorporation Date: 10.24.1984

Mailing Address: 300 East Virginia Street

City: McKinney

ST: TX

Zip: 75069

Phone: 972-542-9457

Email: [director@collincountyhistoricalsociety.org](mailto:director@collincountyhistoricalsociety.org)

Website: <http://collincountyhistorymuseum.org>

**Check One:**

☒ Nonprofit – 501(c) Attach a copy of IRS Determination Letter

☐ Governmental entity

☐ For profit corporation

☐ Other

Professional affiliations and organizations to which your organization belongs:

McKinney Chamber of Commerce, Main Street McKinney, Collin County Historical Coalition, Volunteer McKinney, Texas Historical Commission, Texas Association of Museum, Preservation Texas

**REPRESENTATIVE COMPLETING APPLICATION:**

Name: Mary Carole Strother

Title: Executive Director

Mailing Address: 300 East Virginia Street

City: McKinney

ST: TX

Zip: 75069

Phone: 972-542-9457

Email: [director@collincountyhistoricalsociety.org](mailto:director@collincountyhistoricalsociety.org)

**CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:**

Name: Mary Carole Strother

Title: Executive Director

Mailing Address: 300 East Virginia Street

City: McKinney

ST: TX

Zip: 75069

Phone: 972-542-9457

Email: [director@collincountyhistoricalsociety.org](mailto:director@collincountyhistoricalsociety.org)

**FUNDING**

Total amount requested: \$3,900

Matching Funds Available (Y/N and amount): Additional funding is available through our museum budget

Will funding be requested from any other City of McKinney entity (e.g. Arts Commission, City of McKinney Community Support Grant)?

Yes

☒ No

**PROJECT/PROMOTIONAL/COMMUNITY EVENT**

Start Date: June 2018

Completion Date: June 2018

**BOARD OF DIRECTORS and Leadership Staff:** See Attachment

**We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.**

**Chief Executive Officer**

**Representative Completing Application**

*Mary Carole Strother*

Signature

*Mary Carole Strother*

Signature

Mary Carole Strother  
Printed Name

Mary Carole Strother  
Printed Name

March 23, 2018  
Date

March 23, 2018  
Date

# **MCKINNEY COMMUNITY DEVELOPMENT CORPORATION**

## **Project Grant Application**

### **UV and Solar Glass Coatings**

**March 2018**

## **I. Applying Organization: Collin County History Museum**

### **Mission**

The mission of the Collin County History Museum (CCHM) is to preserve and honor the past, connect with the present and embrace the future. We are committed to the collection and preservation of the rich heritage and history of the people and events that helped shape the place we proudly call home, McKinney and Collin County.

### **Strategic Goals and Objectives**

We fulfill the mission of the organization through the following goals: 1) To preserve and protect our cultural history for future generations 2) To disseminate historical information through our museum collections, archives, research library, and publications 3) To promote resources and educational programs that highlight the history of Collin County and Texas and their contributions to our nation 4) To improve intellectual and physical access to our information and museum collections 5) To leverage new technology resources to engage visitors in a meaningful way

### **Scope of Services**

CCHM is an archival museum with historical artifacts, photographs, documents, diaries, manuscripts, historical maps, archival newspapers, and land records that provide valuable research information for genealogists, historians, authors, teachers and students. The museum has a library collection of books dedicated to Collin County and Texas History. Docents also provide interactive educational programming for students across Collin County.

### **Day to Day Operations**

The museum is open to the public on Thursday, Friday, and Saturday from 10am-4pm. Special tours and interactive school tours can be scheduled Monday through Friday from 8am-3pm. Special events are held throughout the year.



## **Paid Staff and Volunteers**

Currently the museum has two paid staff members that each work 20 hours a week. The positions are 1) Museum Manager in charge of daily operations, 2) Coordinator of Business and Veteran Services. The third paid staff position, 3) AmeriCorps VISTA Student Programming Coordinator in charge of children's programming for after school workshops and summer camps for children in poverty. Our AmeriCorps VISTA works 40 hours a week.

The first two positions are funded through a program called Workforce Solutions provided by the State of Texas. The AmeriCorps VISTA is funded by the museum budget and through the Federal Government.

Through contracted services, the museum pays a curator to help archive and catalog historical artifacts, documents and photographs. The Museum Director, Events and Educational Program Coordinator, Membership and Volunteer Coordinator, and Facilities Manager are currently all volunteer staff.

## **II. Project Grant**

### **Project Overview**

The CCHM is seeking project grant funding from MCDC to purchase *UV and Solar Glass Coatings* for the windows in the main gallery, media room and west front side foyer of the museum. The purpose of the window coatings is to block the harmful UV rays, along with the heat and light rays that are currently entering through the museum windows. These rays are harmful to the valuable furniture, artwork, and artifacts that are currently on exhibit in the main gallery and side gallery areas of the museum. The project will encompass the installation of the coating or tinting for the 94 window panes of the 8 large windows on the East, South and West sides of the museum. The museum is a valuable historical asset to the community and attracts thousands of visitors each year. By providing protection from the harmful effects of UV and solar rays, the museum strives to preserve and protect our valuable artifacts, historic photographs, and museum collections for future generations.

### **Scope of Project**

**Analysis of Current Window Coverings:** During the 1990's the museum purchased tinted acrylic window shades for the four large windows in the main gallery. These shades were mounted in front of the current windows with a cord at the right side that

allowed the shades to be raised and lowered over the windows. Over the past 20 years the shades have become covered with an accumulation of dust and debris. The vinyl material has become brittle and prevents the cleaning of the shades and movement of the shades from being raised or lowered in fear that the window coverings will crumble. Some of the shades are only partially lowered, thus allowing the harmful UV rays to stream unfiltered through the bottom of the windows. One of the windows is completely missing the shade.

The media room and windows on the west side of the museum are covered with one inch aluminum mini blinds and currently have no UV or solar protection.

**Research and Specifications of New UV and Solar Window Coatings:** The funding from this project grant would allow the removal of the shades currently installed. The surface of the current windows would be cleaned and prepared for the application of the UV and solar tinting. A 2mil Dual Reflective coating will be applied to each pane within each window. This tinting will block 99% of the harmful UV rays, 64% of the light rays and 56% of the heat rays from entering through the windows, thus protecting the museum assets from damage and deterioration. The coating still allows a clear view from the inside, while providing protection for the damaging effects of the sun.

The panes in each of the windows in the Media Room and west side of the museum will be covered with the same UV and solar tinting in the main gallery. This will help block the harmful UV and heat rays that are currently being allowed to filter into these rooms. It will also provide for a uniform and professional appearance consistent with the look of the windows in the main gallery.

The new window tinting will allow for easy dusting and cleaning of the windows, eliminating the buildup of dust allergens. They will also provide an added benefit by blocking heat rays and providing an increase in HVAC efficiency with an increase in energy savings. The window coatings carry a lifetime labor and warranty from the manufacturer.

With each project and exhibit, the museum strives to provide a professional look and feel that is aesthetically pleasing and inviting to museum visitors.

## **Project Goals**

- Promote tourism in McKinney by providing meaningful and professional quality exhibits
- Provide protection for valuable furniture, artwork, and artifacts currently on display in the museum exhibits
- Provide for viewing of museum exhibits free from glare and harmful damaging UV rays
- Keep museum gallery free from the accumulation of dust allergens
- Promote safety through the purchase of new equipment in safe working order

## **Project Objectives**

**Describe how the proposed project fulfills the strategic goals for your organization.**

- Promote tourism in McKinney
  - **Strategic Goal 1)** To preserve and protect our cultural history for future generations
- Utilize and preserve the CCHM archival collection through the creation of museum displays
  - **Strategic Goal 3)** To promote resources and educational programs that highlight the history of Collin County and Texas and their contributions to our nation
  - **Strategic Goal 4)** To improve intellectual and physical access to our information and museum collections

**Target Audience:** Our exhibits are open to the general public and to all age groups and organizations.

**Attendance:** During 2017, the *WWI Centennial Commemoration Exhibit* attracted over 6,000 visitors to the museum. Our goal is to increase this number to 8,000 visitors for 2018.

**Future Use:** The installation of the UV and Solar tinting will continue to protect the museum artifacts, artwork and furniture that will be displayed in future exhibits for many years to come.

## **McKinney City Council and McKinney Community Development Goals supported by the proposed Project:**

- Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code (refer to MCDC Grant Guidelines)
- Support cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and growth of McKinney sales tax revenue ☐
- Highlight and promote McKinney as a unique destination for residents and visitors alike

## **Overview of Alignment with goals and strategies adopted by McKinney City Council and McKinney Community Development by the proposed Project:**

The CCHM is a 501(c) 3 and is eligible for MCDC consideration for grant funding. The project grant meets the goals and strategies adopted by the McKinney City Council and MCDC in the following ways:

- Because the museum is located just one block east of the historic downtown square, hundreds of visitors attending the exhibit contribute to the growth of the McKinney sales tax revenue by shopping and eating in the downtown square.
- We strive to establish a reputation of offering quality exhibits so that people will return to the museum for future exhibits and to shop and eat in our downtown.
- The museum is a Texas Historic Landmark and offers a unique destination not only for the enjoyment of the museum exhibit but visitors also enjoy the unique architecture and historical features of the building.

**Has a request for funding for this Project Grant been submitted to MCDC in the past?**

Yes

x No

**Date(s):**

## **II. Financial**

### **Overview of CCHM Financial Status**

The CCHM has been able to continue to increase our financial resources for our monthly budget expenditures. We have also set up a reserve account from our monthly positive cash flow. The board of directors has focused on building collaborative relationships and partnerships with historical organizations, McKinney organizations and businesses and the Collin County Historical Commission. Through these collaborative relationships and

partnerships, we have seen an increase in donations, memberships and financial support for the museum. We have organized a committee to seek grant funding through various community and historical organizations to continue to fund projects that keep us connected to and involved in the community.

Our financials are not audited, but are professionally prepared and reviewed by: Nabors CPA Services, Wayne Nabors, Certified Public Accountant.

**See Museum Financial Attachments**

**Projected Total Grant Expenditures**

Project Grant Request from MCDC Project:	\$3,900
Project Total for In-Kind Services:	<u>\$ 600</u>
Total Project Expenditures	\$4,500

MCDC funds requested will fund	85%
Through in-kind services CCHM will fund	15%

**See Itemized Project Budget Attachment**

## **IV. Marketing and Outreach**

The CCHM will utilize the following market plans and outreach strategies to promote museum exhibits:

- Collaborate with downtown businesses through monthly Main Street meetings.
- Submit advertising to newspapers and magazines in both print and digital formats
- Distribute email communication to schools and colleges in Collin County
- Utilize social media by postings on Twitter and Facebook accounts
- Post event dates on the McKinney Convention and Visitors Bureau calendar
- Submit press releases and informational articles for publication in newspapers and magazines

The museum is also a member of the following organizations that provide promotional opportunities.

- Main Street McKinney
  1. Promotion on the Downtown McKinney website
  2. Directional signs

3. Inclusion on the Historic Downtown Shopping Guide and Map
4. Social media exposure on Main Street McKinney social media platforms
- McKinney Chamber of Commerce
  1. Listing of Events on McKinneyonline.com Community Calendar
  2. Share products and services at LINKS (Learn Inform Network Know Share)
- Collin County Historical Commission Coalition
  1. Networking with Collin County Historical Organizations through monthly meetings and email communication

## **V. Metrics to Evaluate Success**

The museum collects attendance data when visitors come to our exhibit. They use an iPad to scan a QR code that takes them to a Google Form. They sign in through the form which collects information and statistics about our visitors. We can track the number of adults and children that visit, along with their city and state. There is also a place to submit visitor feedback and comments.

We feel like the promotion of our exhibit has been a success when we continue to see the number of visitors increase. We also evaluate our success when we continue to see visitors come from all around the county, state and nation.

We also feel successful as we see an increase in the number of museum partnerships that are established. We have established a relationship with Collin College History Professor Joe Jaynes, a former Collin County Commissioner. He has encouraged his students to attend our exhibits by incorporating it into class projects. We have had hundreds of students bring their families from all around Collin, Denton and Dallas counties as part of their history project.

We have formed partnerships with the VFW of McKinney and the Sunset Rotary Club to help promote current exhibits.

We feel like our exhibits help build relationships and partnerships with various members of the McKinney business community. By working together, we can make sure that McKinney continues to attract visitors from all across the United States and even other countries.

**Collin County History Museum  
UV and Solar Glass Coatings Project Grant**

March 2018

Item	Description	Cost	Quantity	Total Cost
DR35 Dual Reflective Window Tinting 2 MIL	4 windows in main gallery on east and south side 2 windows in Media Room on south and west side 2 windows on west side foyer		94 panes	\$3,900
Grant Request Total				\$3,900

Itemized Budget for In-Kind Services				
Service Provided		Donor of Services		Totals
Construction of Scaffolding for window over staircase		CCHSM Volunteers 5 hours		\$600
Project Total for In-Kind Services				\$600

Project Grants Totals	
Project Grant Request from MCDC	\$3,900
Project Total for In-Kind Services	\$ 600
Total Project Cost	\$4,500

## **Collin County History Museum 2018 Board of Directors**

**Executive Director:** Mary Carole Strother

Profession: Retired, Library Media Specialist, McKinney ISD

Area of Expertise: Educational Programming, exhibit management, event planning, instructional technology

Home City: McKinney, TX

**President:** Jennifer Davis Wilson McCarley

Profession: Lawyer, Federal Deposit Insurance Corporation, Dallas

Area of Expertise: Legal Consultation

Home City: McKinney, TX

**Vice Chairman of Collections:** Deborah Kilgore

Profession: Retired teacher Plano and Richardson ISD

Area of Expertise: Archivist, Tour Guide, Historical Speaker, Grant writing

Home City: McKinney, TX

**Vice Chairman of Programming and Events:** Mary Carole Strother

Profession: Retired, Library Media Specialist, McKinney ISD

Area of Expertise: Educational Programming, exhibit management, event planning, instructional technology

Home City: McKinney, TX

**Secretary:** Pat Rodgers

Profession: Retired, Special Education Director, McKinney ISD

Area of Expertise: Event planning, community outreach, museum docent, historian

Home City: McKinney, TX

**Treasurer:** Brandon Fulenchek

Profession: Vice President, Senior Private Banker, Wells Fargo Private Bank / Legal Specialty Group

Area of Expertise: Financial planning and budgeting

Home City: McKinney, TX

**Membership Chairman:** Nina Dowell Ringley

Profession: Lawrence Ringley & Associates, Inc.

Area of Expertise: Exhibit management, creative design, fundraising, event planning

Home City: McKinney, TX

**Board Member:** Betty Webb Petkovsek

Profession: Pharmacist

Area of Expertise: Community Relations, social media, exhibit management

Home City: McKinney, TX

**Board Member:** Page Thomas

Profession: Retired Archivist Librarian South Methodist University

Area of Expertise: Historical Assets, Archivist

Home City: McKinney, TX



# Collin County Historical Society

## PROFIT AND LOSS

January - December 2017

	TOTAL	
	JAN - DEC 2017	JAN - DEC 2016 (PY)
Income		
Book Sales	1,985.07	3,012.02
Charity Bingo Distribution	33,416.00	27,750.00
Discounts/Refunds Given	1,110.51	1,084.75
Donation	14,894.23	10,586.44
Facility Rental	475.00	580.00
Grant	15,907.12	8,293.50
Memberships	6,969.33	1,981.00
Museum Admission		147.00
Sales Tax Collected	8.38	20.86
Services	222.05	
Uncategorized Income		127.01
<b>Total Income</b>	<b>\$74,987.69</b>	<b>\$53,582.58</b>
<b>GROSS PROFIT</b>	<b>\$74,987.69</b>	<b>\$53,582.58</b>
Expenses		
Advertising & Marketing	8,434.64	625.00
Bank Charges & Fees	65.09	184.71
Book Royalties	355.00	119.52
Contractors	8,917.00	2,996.00
Depreciation Expense		769.23
Exhibit Expenses	3,226.92	
Insurance	6,044.08	4,969.86
IT	5,028.93	1,717.00
Legal & Professional Services	315.00	
Meals & Entertainment	268.25	18.64
Office Supplies & Software	6,773.86	4,610.27
Other Business Expenses		105.00
Repairs & Maintenance	1,927.18	246.35
Storage		453.00
Taxes & Licenses		276.16
Utilities	8,813.25	9,303.43
<b>Total Expenses</b>	<b>\$50,169.20</b>	<b>\$26,394.17</b>
<b>NET OPERATING INCOME</b>	<b>\$24,818.49</b>	<b>\$27,188.41</b>
<b>NET INCOME</b>	<b>\$24,818.49</b>	<b>\$27,188.41</b>

CCHS Financial Report  
2017

Operating Account	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Beginning Balance	\$10,441.44	\$ 9,127.11	\$ 8,497.79	\$13,427.37	\$17,701.18	\$17,401.40	\$ 20,633.11	\$21,361.67	\$24,499.59	\$26,120.97	\$23,458.28	\$ 22,664.82	\$10,441.44
Inflows:													
Bingo	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 5,726.00	\$ 1,560.00	\$ 1,560.00	\$ 1,590.00	\$ 5,890.00	\$ 1,590.00	\$ 1,500.00	\$ 9,500.00	\$ 1,500.00	\$33,416.00
Donations	\$ 369.00	\$ 890.08	\$ 698.38	\$ 649.50	\$ 468.00	\$ 4,618.05	\$ 2,157.33	\$ 426.00	\$ 2,683.26	\$ 701.80	\$ 1,254.74	\$ 228.32	\$15,144.46
Merchandise Sales	\$ -	\$ 95.46	\$ 32.30	\$ -	\$ 132.56	\$ 127.25	\$ -	\$ -	\$ 8.00	\$ 355.00	\$ 170.15	\$ 105.00	\$ 1,025.72
Memberships	\$ 1,975.00	\$ 750.00	\$ 225.00	\$ 625.00	\$ 50.00	\$ -	\$ 25.00	\$ 59.33	\$ 830.00	\$ 305.00	\$ 600.00	\$ 1,000.00	\$ 6,444.33
Amazon/Square	\$ -	\$ 48.62	\$ 132.51	\$ 225.91	\$ 56.40	\$ 393.70	\$ 189.93	\$ 233.94	\$ 172.86	\$ 143.76	\$ 145.29	\$ 166.37	\$ 1,909.29
Miscellaneous	\$ -	\$ 6,882.12	\$ 4,900.00	\$ 280.00	\$ 434.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,024.77	\$ 2,700.00	\$16,220.89
Total	\$ 3,344.00	\$ 9,666.28	\$ 6,988.19	\$ 7,506.41	\$ 2,700.96	\$ 6,699.00	\$ 3,962.26	\$ 6,609.27	\$ 5,284.12	\$ 3,005.56	\$12,694.95	\$ 5,699.69	\$74,160.69
Expenses:													
Misc. Checks	\$ 90.00	\$ 1,365.05	\$ -	\$ -	\$ -	\$ -	\$ 275.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,730.05
City of McKinney Utilities	\$ 29.55	\$ 71.40	\$ -	\$ 37.92	\$ 29.55	\$ 37.92	\$ 29.55	\$ 37.92	\$ 37.92	\$ 37.92	\$ 38.50	\$ 41.10	\$ 429.25
Atmos Energy	\$ 43.25	\$ 119.53	\$ 37.92	\$ 56.42	\$ 48.64	\$ 52.07	\$ 51.93	\$ 51.89	\$ 52.64	\$ -	\$ 110.48	\$ 92.29	\$ 717.06
AT&T Uverse	\$ 115.28	\$ -	\$ 62.48	\$ 57.64	\$ 99.70	\$ -	\$ 93.52	\$ 47.01	\$ -	\$ 98.80	\$ -	\$ 58.02	\$ 632.45
AT&T Phones/Fax	\$ 150.65	\$ 101.09	\$ 57.64	\$ 109.17	\$ 109.43	\$ 156.42	\$ 123.69	\$ 121.25	\$ 120.23	\$ 120.23	\$ 120.89	\$ 120.63	\$ 1,411.32
Progressive Waste	\$ 28.48	\$ 28.48	\$ 109.12	\$ 28.48	\$ 28.48	\$ 28.48	\$ 28.48	\$ 28.48	\$ 28.48	\$ 28.48	\$ 28.95	\$ 28.95	\$ 423.34
McKinney Security Solutions	\$ -	\$ 250.00	\$ 28.48	\$ -	\$ -	\$ 200.00	\$ -	\$ -	\$ 200.00	\$ -	\$ -	\$ 200.00	\$ 878.48
Liberty Power	\$ 367.24	\$ 252.00	\$ 200.00	\$ 228.85	\$ 313.57	\$ 298.24	\$ 445.94	\$ 619.14	\$ 636.90	\$ 626.92	\$ 464.62	\$ 290.79	\$ 4,744.21
The Hartford	\$ 255.07	\$ 501.43	\$ 219.82	\$ 251.24	\$ 251.24	\$ 251.24	\$ 251.24	\$ 251.24	\$ 251.24	\$ 251.24	\$ 251.24	\$ 251.24	\$ 3,237.48
Deborah Kilgore	\$ 199.00	\$ 199.00	\$ 251.24	\$ 699.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 5,348.24
Thom Rouse	\$ 200.00	\$ 250.00	\$ -	\$ 200.00	\$ 200.00	\$ 250.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 250.00	\$ 200.00	\$ 2,400.00
IT	\$ 845.48	\$ 2,982.50	\$ 200.00	\$ 110.00	\$ 110.00	\$ 110.00	\$ 245.00	\$ 110.00	\$ -	\$ 110.00	\$ 110.00	\$ 110.00	\$ 5,042.98
Maintenance/Supplies	\$ 986.62	\$ 175.12	\$ 185.95	\$ 261.88	\$ 92.13	\$ 366.94	\$ 478.49	\$ 217.42	\$ 405.03	\$ 337.73	\$ 939.74	\$ 661.61	\$ 5,108.66
Exhibit Expenses	\$ 1,149.00	\$ 4,000.00	\$ 705.96	\$ 758.00	\$ 200.00	\$ 1,156.98	\$ 486.86	\$ 150.00	\$ 1,156.30	\$ 3,332.93	\$ 673.99	\$ 504.95	\$14,274.97
Miscellaneous	\$ 198.71	\$ -	\$ -	\$ 434.00	\$ 1,018.00	\$ 59.00	\$ 24.00	\$ 1,137.00	\$ 24.00	\$ 24.00	\$ -	\$ 45.00	\$ 2,963.71
Transfer to/(from) Reserve	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 4,658.33	\$10,295.60	\$ 2,058.61	\$ 3,232.60	\$ 3,000.74	\$ 3,467.29	\$ 3,233.70	\$ 3,471.35	\$ 3,662.74	\$ 5,668.25	\$13,488.41	\$ 3,104.58	\$59,342.20
Net Income	(\$1,314.33)	(\$629.32)	\$4,929.58	\$4,273.81	(\$299.78)	\$3,231.71	\$728.56	\$3,137.92	\$1,621.38	(\$2,662.69)	(\$793.46)	\$2,595.11	\$10,818.49
Ending Balance	\$ 9,127.11	\$ 8,497.79	\$13,427.37	\$17,701.18	\$17,401.40	\$20,633.11	\$21,361.67	\$24,499.59	\$26,120.97	\$23,458.28	\$22,664.82	\$ 25,259.93	\$25,259.93
Reserve Accounts													
Beginning Balance	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$40,000.00	\$30,000.00
Inflows	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$10,000.00
Outflows	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ending Balance	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$40,000.00	\$40,000.00
TOTAL CASH BALANCE	\$39,127.11	\$38,497.79	\$43,427.37	\$47,701.18	\$47,401.40	\$50,633.11	\$51,361.67	\$54,499.59	\$56,120.97	\$53,458.28	\$62,664.82	\$ 65,259.93	\$65,259.93

Form **990-PF**

# Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

OMB No. 1545-0052

**2016**Department of the Treasury  
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.  
▶ Information about Form 990-PF and its separate instructions is at [www.irs.gov/form990pf](http://www.irs.gov/form990pf).

Open to Public Inspection

For calendar year 2016 or tax year beginning , and ending

Name of foundation <b>Collin County Historical Society</b>		A Employer identification number <b>52-1093455</b>
Number and street (or P.O. box number if mail is not delivered to street address) <b>300 E. Virginia</b>	Room/suite	B Telephone number (see instructions) <b>972-542-9457</b>
City or town, state or province, country, and ZIP or foreign postal code <b>McKinney TX 75069</b>		C If exemption application is pending, check here <input type="checkbox"/>
G Check all that apply: <input type="checkbox"/> Initial return <input type="checkbox"/> Initial return of a former public charity <input type="checkbox"/> Final return <input type="checkbox"/> Amended return <input type="checkbox"/> Address change <input type="checkbox"/> Name change		D 1. Foreign organizations, check here <input type="checkbox"/> 2. Foreign organizations meeting the 85% test, check here and attach computation <input type="checkbox"/>
H Check type of organization: <input checked="" type="checkbox"/> Section 501(c)(3) exempt private foundation <input type="checkbox"/> Section 4947(a)(1) nonexempt charitable trust <input type="checkbox"/> Other taxable private foundation		E If private foundation status was terminated under section 507(b)(1)(A), check here <input type="checkbox"/>
I Fair market value of all assets at end of year (from Part II, col. (c), line 16) ▶ \$ <b>40,441</b>	J Accounting method: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other (specify) _____	F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here <input type="checkbox"/>

Part I Analysis of Revenue and Expenses (The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a) (see instructions).)		(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
Revenue	1 Contributions, gifts, grants, etc., received (attach schedule) .....	<b>18,879</b>			
	2 Check <input checked="" type="checkbox"/> if the foundation is not required to attach Sch. B				
	3 Interest on savings and temporary cash investments .....				
	4 Dividends and interest from securities .....				
	5a Gross rents .....				
	b Net rental income or (loss) .....				
	6a Net gain or (loss) from sale of assets not on line 10 .....				
	b Gross sales price for all assets on line 6a .....				
	7 Capital gain net income (from Part IV, line 2) .....		<b>0</b>		
	8 Net short-term capital gain .....			<b>0</b>	
	9 Income modifications .....				
	10a Gross sales less returns and allowances .....				
b Less: Cost of goods sold .....					
c Gross profit or (loss) (attach schedule) .....					
11 Other income (attach schedule) <b>Stmt 1</b> .....	<b>34,703</b>		<b>34,703</b>		
12 Total. Add lines 1 through 11 .....	<b>53,582</b>	<b>0</b>	<b>34,703</b>		
Operating and Administrative Expenses	13 Compensation of officers, directors, trustees, etc. ....	<b>0</b>			
	14 Other employee salaries and wages .....				
	15 Pension plans, employee benefits .....				
	16a Legal fees (attach schedule) .....				
	b Accounting fees (attach schedule) .....				
	c Other professional fees (attach schedule) .....				
	17 Interest .....				
	18 Taxes (attach schedule) (see instructions) <b>Stmt 2</b> .....	<b>276</b>		<b>276</b>	
	19 Depreciation (attach schedule) and depletion <b>Stmt 3</b> .....	<b>769</b>		<b>769</b>	
	20 Occupancy .....	<b>9,303</b>			<b>9,303</b>
	21 Travel, conferences, and meetings .....				
	22 Printing and publications .....				
	23 Other expenses (att. sch.) <b>Stmt 4</b> .....	<b>16,046</b>			<b>16,046</b>
	24 Total operating and administrative expenses. Add lines 13 through 23 .....	<b>26,394</b>	<b>0</b>	<b>1,045</b>	<b>25,349</b>
	25 Contributions, gifts, grants paid .....	<b>0</b>			<b>0</b>
26 Total expenses and disbursements. Add lines 24 and 25 .....	<b>26,394</b>	<b>0</b>	<b>1,045</b>	<b>25,349</b>	
27 Subtract line 26 from line 12:					
a Excess of revenue over expenses and disbursements .....	<b>27,188</b>				
b Net investment income (if negative, enter -0-) .....		<b>0</b>			
c Adjusted net income (if negative, enter -0-) .....			<b>33,658</b>		

For Paperwork Reduction Act Notice, see instructions.

DAA

Form **990-PF** (2016)

**Part IV Capital Gains and Losses for Tax on Investment Income**

(a) List and describe the kind(s) of property sold (e.g., real estate, 2-story brick warehouse; or common stock, 200 shs. MLC Co.)		(b) How acquired P – Purchase D – Donation	(c) Date acquired (mo., day, yr.)	(d) Date sold (mo., day, yr.)
<b>1a</b>	<b>N/A</b>			
<b>b</b>				
<b>c</b>				
<b>d</b>				
<b>e</b>				

(e) Gross sales price	(f) Depreciation allowed (or allowable)	(g) Cost or other basis plus expense of sale	(h) Gain or (loss) (e) plus (f) minus (g)
<b>a</b>			
<b>b</b>			
<b>c</b>			
<b>d</b>			
<b>e</b>			

Complete only for assets showing gain in column (h) and owned by the foundation on 12/31/69

(i) F.M.V. as of 12/31/69	(j) Adjusted basis as of 12/31/69	(k) Excess of col. (i) over col. (j), if any	(l) Gains (Col. (h) gain minus col. (k), but not less than -0-) or Losses (from col. (h))
<b>a</b>			
<b>b</b>			
<b>c</b>			
<b>d</b>			
<b>e</b>			

<b>2</b> Capital gain net income or (net capital loss)	<div style="border: 1px solid black; padding: 2px;">           If gain, also enter in Part I, line 7            If (loss), enter -0- in Part I, line 7         </div>	<b>2</b>	
<b>3</b> Net short-term capital gain or (loss) as defined in sections 1222(5) and (6): If gain, also enter in Part I, line 8, column (c) (see instructions). If (loss), enter -0- in Part I, line 8		<b>3</b>	

**Part V Qualification Under Section 4940(e) for Reduced Tax on Net Investment Income**

(For optional use by domestic private foundations subject to the section 4940(a) tax on net investment income.)

If section 4940(d)(2) applies, leave this part blank.

Was the foundation liable for the section 4942 tax on the distributable amount of any year in the base period?

☐ Yes ☒ No

If "Yes," the foundation does not qualify under section 4940(e). Do not complete this part.

**1** Enter the appropriate amount in each column for each year; see the instructions before making any entries.

(a) Base period years Calendar year (or tax year beginning in)	(b) Adjusted qualifying distributions	(c) Net value of noncharitable-use assets	(d) Distribution ratio (col. (b) divided by col. (c))
<b>2015</b>	<b>35,122</b>	<b>35,600</b>	<b>0.986573</b>
<b>2014</b>	<b>23,698</b>	<b>35,015</b>	<b>0.676796</b>
<b>2013</b>	<b>22,511</b>	<b>43,261</b>	<b>0.520353</b>
<b>2012</b>	<b>22,747</b>	<b>33,149</b>	<b>0.686205</b>
<b>2011</b>	<b>26,793</b>	<b>29,132</b>	<b>0.919710</b>

<b>2</b> Total of line 1, column (d)	<b>2</b>	<b>3.789637</b>
<b>3</b> Average distribution ratio for the 5-year base period – divide the total on line 2 by 5, or by the number of years the foundation has been in existence if less than 5 years	<b>3</b>	<b>0.757927</b>
<b>4</b> Enter the net value of noncharitable-use assets for 2016 from Part X, line 5	<b>4</b>	<b>54,668</b>
<b>5</b> Multiply line 4 by line 3	<b>5</b>	<b>41,434</b>
<b>6</b> Enter 1% of net investment income (1% of Part I, line 27b)	<b>6</b>	
<b>7</b> Add lines 5 and 6	<b>7</b>	<b>41,434</b>
<b>8</b> Enter qualifying distributions from Part XII, line 4 If line 8 is equal to or greater than line 7, check the box in Part VI, line 1b, and complete that part using a 1% tax rate. See the Part VI instructions.	<b>8</b>	<b>25,349</b>

**Part VII-A Statements Regarding Activities (continued)**

	Yes	No
11 At any time during the year, did the foundation, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," attach schedule (see instructions)		X
12 Did the foundation make a distribution to a donor advised fund over which the foundation or a disqualified person had advisory privileges? If "Yes," attach statement (see instructions)		X
13 Did the foundation comply with the public inspection requirements for its annual returns and exemption application? Website address ► <b>www.collincountyhistoricalsociety.org</b>	X	
14 The books are in care of ► <b>THE ORGANIZATION</b> <b>300 E. VIRGINIA</b> Located at ► <b>MCKINNEY</b> TX ZIP+4 ► <b>75070</b> Telephone no. ► <b>972-542-9457</b>		
15 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-PF in lieu of Form 1041 – Check here and enter the amount of tax-exempt interest received or accrued during the year		
16 At any time during calendar year 2016, did the foundation have an interest in or a signature or other authority over a bank, securities, or other financial account in a foreign country? See the instructions for exceptions and filing requirements for FinCEN Form 114. If "Yes," enter the name of the foreign country ►		X

**Part VII-B Statements Regarding Activities for Which Form 4720 May Be Required**

File Form 4720 if any item is checked in the "Yes" column, unless an exception applies.

	Yes	No
1a During the year did the foundation (either directly or indirectly):		
(1) Engage in the sale or exchange, or leasing of property with a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(2) Borrow money from, lend money to, or otherwise extend credit to (or accept it from) a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(3) Furnish goods, services, or facilities to (or accept them from) a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(4) Pay compensation to, or pay or reimburse the expenses of, a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(5) Transfer any income or assets to a disqualified person (or make any of either available for the benefit or use of a disqualified person)?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(6) Agree to pay money or property to a government official? (Exception. Check "No" if the foundation agreed to make a grant to or to employ the official for a period after termination of government service, if terminating within 90 days.)	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b If any answer is "Yes" to 1a(1)–(6), did any of the acts fail to qualify under the exceptions described in Regulations section 53.4941(d)-3 or in a current notice regarding disaster assistance (see instructions)? Organizations relying on a current notice regarding disaster assistance check here	N/A	1b
c Did the foundation engage in a prior year in any of the acts described in 1a, other than excepted acts, that were not corrected before the first day of the tax year beginning in 2016?	N/A	1c
2 Taxes on failure to distribute income (section 4942) (does not apply for years the foundation was a private operating foundation defined in section 4942(j)(3) or 4942(j)(5)):		
a At the end of tax year 2016, did the foundation have any undistributed income (lines 6d and 6e, Part XIII) for tax year(s) beginning before 2016? If "Yes," list the years ► 20 , 20 , 20 , 20	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b Are there any years listed in 2a for which the foundation is not applying the provisions of section 4942(a)(2) (relating to incorrect valuation of assets) to the year's undistributed income? (If applying section 4942(a)(2) to all years listed, answer "No" and attach statement – see instructions.)	N/A	2b
c If the provisions of section 4942(a)(2) are being applied to any of the years listed in 2a, list the years here. ► 20 , 20 , 20 , 20		
3a Did the foundation hold more than a 2% direct or indirect interest in any business enterprise at any time during the year?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b If "Yes," did it have excess business holdings in 2016 as a result of (1) any purchase by the foundation or disqualified persons after May 26, 1969; (2) the lapse of the 5-year period (or longer period approved by the Commissioner under section 4943(c)(7)) to dispose of holdings acquired by gift or bequest; or (3) the lapse of the 10-, 15-, or 20-year first phase holding period? (Use Schedule C, Form 4720, to determine if the foundation had excess business holdings in 2016.)	N/A	3b
4a Did the foundation invest during the year any amount in a manner that would jeopardize its charitable purposes?		X
b Did the foundation make any investment in a prior year (but after December 31, 1969) that could jeopardize its charitable purpose that had not been removed from jeopardy before the first day of the tax year beginning in 2016?		X

Form 990-PF (2016) **Collin County Historical Society** **52-1093455**Page **7****Part VIII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors** *(continued)***3 Five highest-paid independent contractors for professional services (see instructions). If none, enter "NONE."**

(a) Name and address of each person paid more than \$50,000	(b) Type of service	(c) Compensation
NONE		

Total number of others receiving over \$50,000 for professional services

**Part IX-A Summary of Direct Charitable Activities**

List the foundation's four largest direct charitable activities during the tax year. Include relevant statistical information such as the number of organizations and other beneficiaries served, conferences convened, research papers produced, etc.

	Expenses
<b>1</b> N/A	
<b>2</b>	
<b>3</b>	
<b>4</b>	

**Part IX-B Summary of Program-Related Investments (see instructions)**

Describe the two largest program-related investments made by the foundation during the tax year on lines 1 and 2.

	Amount
<b>1</b> N/A	
<b>2</b>	
All other program-related investments. See instructions.	
<b>3</b>	
<b>Total.</b> Add lines 1 through 3	

Form **990-PF** (2016)

**Part XIII Undistributed Income** (see instructions)

	(a) Corpus	(b) Years prior to 2015	(c) 2015	(d) 2016
<b>1</b> Distributable amount for 2016 from Part XI, line 7				<b>2,733</b>
<b>2</b> Undistributed income, if any, as of the end of 2016:				
<b>a</b> Enter amount for 2015 only				
<b>b</b> Total for prior years: 20____, 20____, 20____				
<b>3</b> Excess distributions carryover, if any, to 2016:				
<b>a</b> From 2011	25,336			
<b>b</b> From 2012	21,090			
<b>c</b> From 2013	20,348			
<b>d</b> From 2014	21,947			
<b>e</b> From 2015	33,342			
<b>f</b> Total of lines 3a through e	122,063			
<b>4</b> Qualifying distributions for 2016 from Part XII, line 4: ▶ \$ 25,349				
<b>a</b> Applied to 2015, but not more than line 2a				
<b>b</b> Applied to undistributed income of prior years (Election required – see instructions)				
<b>c</b> Treated as distributions out of corpus (Election required – see instructions)				
<b>d</b> Applied to 2016 distributable amount				<b>2,733</b>
<b>e</b> Remaining amount distributed out of corpus	22,616			
<b>5</b> Excess distributions carryover applied to 2016 (If an amount appears in column (d), the same amount must be shown in column (a).)				
<b>6</b> Enter the net total of each column as indicated below:				
<b>a</b> Corpus. Add lines 3f, 4c, and 4e. Subtract line 5	144,679			
<b>b</b> Prior years' undistributed income. Subtract line 4b from line 2b				
<b>c</b> Enter the amount of prior years' undistributed income for which a notice of deficiency has been issued, or on which the section 4942(a) tax has been previously assessed				
<b>d</b> Subtract line 6c from line 6b. Taxable amount – see instructions				
<b>e</b> Undistributed income for 2015. Subtract line 4a from line 2a. Taxable amount – see instructions				
<b>f</b> Undistributed income for 2016. Subtract lines 4d and 5 from line 1. This amount must be distributed in 2017				<b>0</b>
<b>7</b> Amounts treated as distributions out of corpus to satisfy requirements imposed by section 170(b)(1)(F) or 4942(g)(3) (Election may be required—see instructions)				
<b>8</b> Excess distributions carryover from 2011 not applied on line 5 or line 7 (see instructions)	25,336			
<b>9</b> Excess distributions carryover to 2017. Subtract lines 7 and 8 from line 6a	119,343			
<b>10</b> Analysis of line 9:				
<b>a</b> Excess from 2012	21,090			
<b>b</b> Excess from 2013	20,348			
<b>c</b> Excess from 2014	21,947			
<b>d</b> Excess from 2015	33,342			
<b>e</b> Excess from 2016	22,616			

**Part XV** **Supplementary Information** *(continued)***3 Grants and Contributions Paid During the Year or Approved for Future Payment**

Recipient Name and address (home or business)	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
<b>a</b> <i>Paid during the year</i> <b>N/A</b>				
<b>Total</b>			<b>▶ 3a</b>	
<b>b</b> <i>Approved for future payment</i> <b>N/A</b>				
<b>Total</b>			<b>▶ 3b</b>	





CCHS3455 Collin County Historical Society  
 52-1093455  
 FYE: 12/31/2016

# Federal Statements

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## Statement 3 - Form 990-PF, Part I, Line 19 - Depreciation (continued)

Description									
Date Acquired	Cost Basis	Prior Year Depreciation	Method	Life	Current Year Depreciation	Net Investment Income	Adjusted Net Income		
PRE 2001 ASSETS									
12/31/01 \$	35,975 \$	35,975	S/L	7	\$	\$	\$		
FURNITURE DONATION									
4/01/03	12,429	12,429	S/L	7					
STORAGE CABINETS									
5/23/03	13,624	13,624	S/L	7					
STORAGE CABINETS									
8/13/07	3,445	3,445	S/L	5					
LIBRARY SHELVING									
8/31/07	1,693	1,693	S/L	5					
3 DELL COMPUTERS									
3/22/05	3,774	3,774	S/L	5					
DELL PRINTER									
3/22/05	799	799	S/L	5					
DELL POWEREDGE 2900 SERVER									
4/16/07	6,300	6,300	S/L	5					
DELL D820 LAPTOP									
4/16/07	1,875	1,875	S/L	5					
2 DELL DESKTOPS 745									
4/16/07	2,800	2,800	S/L	5					
NETWORK HARDWARE									
4/16/07	382	382	S/L	5					
SOFTWARE & LICENSES									
4/16/07	1,185	1,185	S/L	5					
FLAT PANEL MONITOR									
8/13/07	396	396	S/L	5					
LYNKSYS SWITCH & CABLES									
8/13/07	141	141	S/L	5					
CISCO FIREWALL BACKUP									
8/13/07	4,033	4,033	S/L	5					
COMPUTER EQUIPMENT									
5/01/03	1,642	1,642	S/L	5					
COMPUTER PROJECTOR									
5/01/03	3,319	3,319	S/L	5					

# Federal Statements

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## Statement 4 - Form 990-PF, Part I, Line 23 - Other Expenses

Description	Total	Net Investment	Adjusted Net	Charitable Purpose
	\$	\$	\$	\$
Expenses				
Marketing & Public Relations	625			625
Misc Expenses	105			105
Insurance	4,970			4,970
Bank Charges	185			185
Storage	453			453
Office Supplies	4,610			4,610
Web Hosting	1,717			1,717
Book Royalties	120			120
Building Repairs & Maintenance	246			246
Contract Labor	2,996			2,996
Meals	19			19
Total	\$ 16,046	\$ 0	\$ 0	\$ 16,046

## Statement 5 - Form 990-PF, Part II, Line 14 - Land, Building, and Equipment

Description	Beginning Net Book	End Cost / Basis	End Accumulated Depreciation	Net FMV
	\$	\$	\$	\$
Total	\$ 19,808	\$ 188,273	\$ 160,939	\$ 0
	\$ 19,808	\$ 188,273	\$ 160,939	\$ 0

CCHS3455 Collin County Historical Society  
52-1093455  
FYE: 12/31/2016

## Federal Statements

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### Statement 7 - Form 990-PF, Part VIII, Line 1 - List of Officers, Directors, Trustees, Etc.

<u>Name and Address</u>	<u>Title</u>	<u>Average Hours</u>	<u>Compensation</u>	<u>Benefits</u>	<u>Expenses</u>
JENNIFER DAVIS MCCARLEY WILSON 300 E VIRGINIA MCKINNEY TX 75069	PRESIDENT	4.00	0	0	0
MARY CAROLE STROTHER 300 E VIRGINIA MCKINNEY TX 75069	VICE-CHAIR/E	4.00	0	0	0
DEBORAH KILGORE 300 E. VIRGINIA MCKINNEY TX 75069	VICE-CHAIRMA	4.00	0	0	0
NINA DOWELL RINGLEY 300 E VIRGINIA MCKINNEY TX 75069	MEMBERSHIP C	4.00	0	0	0
BRANDON FULINCHEK 300 E VIRGINIA MCKINNEY TX 75069	TREASURER	20.00	0	0	0
PAT RODGERS 300 E VIRGINIA MCKINNEY TX 75069	SECRETARY	4.00	0	0	0
PAGE THOMAS 300 E VIRGINIA MCKINNEY TX 75069	BOARD MEMBER	4.00	0	0	0
BETTY PETKOVSEK 300 E VIRGINIA MCKINNEY TX 75069	BOARD MEMBER	4.00	0	0	0
BILLY BOONE 300 E VIRGINIA MCKINNEY TX 75069	BOARD MEMBER	4.00	0	0	0
CHUCK SCHUELKE	BOARD MEMBER	4.00	0	0	0

**Federal Statements**

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**Form 990-PF, Part XV, Line 2b - Application Format and Required Contents**

Description

LETTER

**Form 990-PF, Part XV, Line 2c - Submission Deadlines**

Description

NONE

**Form 990-PF, Part XV, Line 2d - Award Restrictions or Limitations**

Description

NONE

**Statement 8 - Form 990-PF, Part XVI-A, Line 11 - Other Revenue**

Description

	Business Code	Unrelated Amount	Exclusion Code	Exclusion Amount	Related Income
Charitable Bingo Donations		\$	25	\$ 27,750	\$
Miscellaneous Income			25	127	
Sales Tax					
Facility Rental					21
Discounts & Refunds			25	580	
			25	1,085	
Total		\$ 0		\$ 29,542	\$ 21

Internal Revenue Service  
District Director

Department of the Treasury

Date: OCT 24 1984

Employer Identification Number  
52-1093455

Accounting Period Ending:

December 31

Person to Contact:

EO Technical Assistant

Contact Telephone Number:

(214) 767-3526

EO:7213:309:JS

Collin County Historical Society  
Chestnut At Virginia  
McKinney, Texas 75069

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code.

We have further determined that, as indicated in your application, you are a private foundation within the meaning of section 509(a) of the Code. In this letter, we are not determining whether you are an operating foundation as defined in section 4942(j)(3).

If your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status. Also, you should inform us of all changes in your name or address.

As of January 1, 1984, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more you pay to each of your employees during a calendar year. You are not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA). However, since you are a private foundation, you are subject to excise taxes under Chapter 42 of the Code. You also may be subject to other Federal excise taxes. If you have any questions about excise, employment, or other Federal taxes, please let us know.

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

You are required to file Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as a Private Foundation. Form 990-PF must be filed by the 15th day of the fifth month after the end of your annual accounting period. The law

(over)

ja

1100 Commerce St., Dallas, Texas 75242

Letter 1076(DO) (Rev. 10-83)

late, unless there is reasonable cause for the delay.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

Because this letter could help resolve any questions about your exempt status and private foundation status, you should keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

  
Glenn Cagle  
District Director



18-370

**TITLE:** Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by McKinney HUB 121, LLC (#18-05) in the Amount of \$400,000.00 (\$200,000 Grant; \$200,000 Type B Sales/Use Tax-based Grant from Revenue Generated by the Project) for the Construction of a Privately Owned, Public Access Pavilion that will Provide Landscaping, Shade Structures, Amphitheater, Electrical System, Sound System and Seating Areas for the HUB 121 Entertainment, Retail, Restaurant Mixed-Use Development in Craig Ranch

**COUNCIL GOAL:** Enhance Quality of Life in McKinney

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- McKinney HUB 121, LLC is a Texas Limited Liability Company organized specifically for the development of the Northwest corner of Alma Road and the Sam Rayburn Tollway.
- In 2018, HUB 121 will begin construction on the first phase of an entertainment, restaurant, hotel and multi-family development.
- Central to the Project design is a privately maintained green space, open to the public and located along the existing hike and bike trail in Craig Ranch (the Pavilion).
- HUB 121 is requesting \$400,000 (\$200,000 grant; \$200,000 Type B sales/use tax-based grant from revenue generated by the Project) for the construction of a privately owned, public access Pavilion that will include landscaping, shade structures, amphitheater, electrical system, sound system and seating areas.
- The Pavilion is designed to provide pedestrian and cyclist access to the restaurant and entertainment area - and tie the adjacent restaurants together into one cohesive development.
- The Pavilion will have programmed events to aid in the promotion and marketing of the Project and entertain patrons.



- The Pavilion will serve as an activity center on the weekends with a variety of activities.
- The Project will provide an entertainment and dining destination for residents and visitors and an entertainment and recreational venue for the general public.

#### **BACKGROUND INFORMATION:**

- The Project will be located on 22-acres in the northwest quadrant of the intersection of Alma Road and the Sam Rayburn Tollway.
- Phase I will include approximately 58,700 sf of retail and restaurant space situated in five buildings.
- Construction of Phase I of the Project is anticipated to total \$20,000,000, with resulting improvements being subject to ad valorem tax.
- It is anticipated Phase I restaurants will generate approximately \$47 million in annual sales at stabilization, and subject to local sales tax.

#### **FINANCIAL SUMMARY:**

- HUB 121, LLC is a single-purpose entity formed solely to develop this property.
- HUB 121's Managers, JorParks, Inc. and Fourth Avenue Investments, LLC have illustrated financial capacity to complete projects of this magnitude in and near McKinney with total investment of approximately \$15,000,000. Examples include:
  - Westminster at Craig Ranch - residential development with retail strip
  - Tour at Craig Ranch - residential subdivision
  - Nature Place - residential, semi-custom subdivision adjacent to Heard Wildlife Museum
- HUB 121, LLC is well-capitalized and has a bank commitment in place for construction with an anticipated construction commencement date in 2018.
- Overall Project cost for Phase I is anticipated to be \$20,000,000; total estimated cost for the Pavilion is \$724,000.
- The City of McKinney drafted a Chapter 380 Agreement to provide a grant in the amount of \$300,000 based upon the completion of five Class A retail/restaurant buildings totaling at least 50,000 sf and a music pavilion area. Council consideration is anticipated in April.
- MCDC's allocation for Project Grants for FY 18 is \$1,259,745
- HUB 121, LLC is a first-time applicant for MCDC Project Grant funds.
- Total Estimated Cost for Pavilion Construction is \$724,946.00. Amount Requested Represents 56% of the Total Project Cost.

#### **SUPPORTING MATERIALS:**

[Application Packet](#)

## Presentation

**MCKINNEY COMMUNITY DEVELOPMENT CORPORATION**  
**Grant Application**  
Fiscal Year 2018

**IMPORTANT:**

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at [www.mckinneycdc.org](http://www.mckinneycdc.org); by calling 972.547.7653 or by emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)
- **Please call to discuss your plans for submitting an application in advance of completing the form.** A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at [www.mckinneycdc.org](http://www.mckinneycdc.org), by calling 972.547.7653 or emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org).*

***Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.***

**Please indicate the type of funding you are requesting:**



**Project Grant**

Projects that are eligible for funding in accordance with the Type B sales tax statute (refer to examples in Grant Guidelines) and that advance the mission of MCDC.



**Promotional or Community Event Grant (maximum \$15,000)**

Initiatives, activities or events that promote the City of McKinney for developing new or expanded business opportunities and/or tourism – and enhancing quality of life for McKinney residents.

**Promotional and Community Event Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: November 30, 2017	December 2017	January 2018
Cycle II: May 31, 2018	June 2018	July 2018

**Project Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: January 3, 2018	January 2018	February 2018
Cycle II: March 30, 2018	April 2018	May 2018
Cycle III: June 29, 2018	July 2018	August 2018

**APPLICATION**

## INFORMATION ABOUT YOUR ORGANIZATION

Name: McKinney HUB 121, LLC

Federal Tax I.D.: 82-3137054

Incorporation Date: October 18, 2017

Mailing Address: 16475 Dallas Parkway, Ste. 540

City Addison

ST: TX

Zip: 85001

Phone: 972.231.8600x1

Fax: 972.231.8695

Email:

shane@jordanrealtyadvisors.com

Website:

### Check One:

- ☐ Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- ☐ Governmental entity
- ☒ For profit corporation
- ☐ Other

Professional affiliations and organizations to which your organization belongs:

## REPRESENTATIVE COMPLETING APPLICATION:

Name: Shane Jordan

Title: Managing Member

Mailing Address: 16475 Dallas Parkway, Ste 540

City: A

ST: TX

Zip: 75001

Phone: 972.231.8600x1

Fax: 972.231.8695

Email:

shane@jordanrealtyadvisors.com

**CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:**

Name: Shane Jordan

Title: Managing Member

Mailing Address: 16475 Dallas Parkway, Ste 540

City: Addison

ST: TX

Zip: 75001

Phone: 972.231.8600x1  
shane@jordanrealtyadvisors.com

Fax: 972.2312.8695

Email:

**FUNDING**

Total amount requested: \$700,000 (including \$300,000 from Ch. 380 Agreement with City of McKinney; \$400,000 requested from McKinney CDC)

Matching Funds Available (Y/N and amount): N-Developer will be constructing the balance of the Phase 1 Improvements

Will funding be requested from any other City of McKinney entity (e.g. McKinney Convention and Visitors Bureau, Arts Commission, City of McKinney Community Support Grant)?

☒ Yes

☐ No

Please provide details and funding requested: The City of McKinney has drafted a Chapter 380 Agreement granting \$300,000 to the Project. The Applicant has signed the Agreement and it is anticipated to be approved by the City Council in April 2018.

**PROJECT/PROMOTIONAL/COMMUNITY EVENT**

Start Date: June, 2018 (anticipated)

Completion Date: June, 2019 (anticipated)

**BOARD OF DIRECTORS** *(may be included as an attachment)*

**Shane Jordan**

**Managing Member**

**Lawrence (Larry) Masi**

**Managing Member**

**LEADERSHIP STAFF** (*may be included as an attachment*)

**Shane Jordan**

**Lawrence (Larry) Masi**

**Zack Jordan**

**Using the outline below, provide a written narrative no longer than 7 pages in length:**

**I. Applying Organization**

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project/Promotional/Community Event for which funds are requested.

**II. Project or Promotional/Community Event (whichever is applicable)**

- Outline details of the Project/Promotional/Community Event for which funds are requested. Include information regarding scope, goals, objectives, target audience.
- **For Promotional Grants/Community Events** – describe how this initiative will **promote the City of McKinney for the purpose of business development and/or tourism.**
- Describe how the proposed Project/Promotional/Community Event fulfills strategic goals and objectives for your organization.
- Please also include planned activities, time frame/schedule, and estimated attendance and admission fees if applicable.
- Include the venue/location for Project/Promotional/Community Event?
- Provide a timeline for the Project/Promotional/Community Event.
- Detail goals for growth/expansion in future years.

**Project Grants – please complete the section below:**

- |                             |   |                             |
|-----------------------------|---|-----------------------------|
| • An expansion/improvement? | <input type="checkbox"/> Yes            | <input type="checkbox"/> No |
| • A replacement/repair?     | <input type="checkbox"/> Yes            | <input type="checkbox"/> No |
| • A multi-phase project?    | <input type="checkbox"/> Yes            | <input type="checkbox"/> No |
| • A new project?            | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |

**Has a feasibility study or market analysis been completed for this proposed project?** *If so, please attach a copy of the Executive Summary.* Applicant has relied upon its extensive knowledge of regional real estate and retail trends, coupled with the psychographic data provided in Exhibit "B."

**Provide specific information to illustrate how this Project/Promotional/Event aligns with one or more of the goals and strategies adopted by McKinney City Council and McKinney Community Development:**

- Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code (refer to MCDC Grant Guidelines)
- Support cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and growth of McKinney sales tax revenue
- Highlight and promote McKinney as a unique destination for residents and visitors alike
- Meet citizen needs for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney
- Demonstrate informed financial planning – addressing long-term costs, budget consequences and sustainability of projects for which funding is requested
- Educate the community about the impact local dining and shopping has on investment in quality of life improvements in McKinney

**Indicate which goal(s) listed above will be supported by the proposed Project/Promotional/Event:**

---

**Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?**

☐ Yes

☒ No

**Date(s):**

**Financial**

- Provide an overview of the organization's financial status including the impact of this grant request on organization mission and goals. McKinney HUB 121, LLC owns 17 acres with debt provide by Happy State Bank. Equity is from partners that invest with us on a regular basis. The grant is paramount to the success of the project
- Please attach your organization's budget for the current year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why. We don't have an audited financial statement. Our lenders/partners do not require and as such we don't prepare.

**What is the total estimated cost for this Project/Promotional/Community Event?**

**\$20,000,000**

**(Please provide a budget specific to the proposed Project/Promotional/Community Event.)**

**What percentage of Project/Promotional/Community Event funding will be provided by the Applicant? 0%**

**The music pavilion is one component of the overall project being developed within Phase 1. Phase 1 includes two buildings at the corner of Alma and Henneman Way and three buildings that surround the music pavilion. Project cost is estimated at \$20,000,000 including land, for the five buildings totaling approximately 57,000 square feet of building area. The Applicant will be providing project funding via debt and equity and, likely, a \$300,000 grant from the City.**



**Are Matching Funds available?** ☐ Yes

☒ No

Cash \$

Source

% of Total

In-Kind \$

Source

% of Total

***Please provide details regarding other potential sources for funding. Include name of organization solicited; date of solicitation; amount of solicitation and date that notice of any award is expected.***

#### **IV. Marketing and Outreach**

Describe marketing plans and outreach strategies for your organization, for the Project/Promotional/ Community Event for which you are requesting funding – and how they are designed to help you achieve current and future goals. The Applicant will engage in extensive marketing to the region. Additionally, Ken-Ran Entertainment will provide programming for live entertainment for the Music Pavilion. Ken-Ran has been in the production business for over 50 years and will assist with marketing events as well. [www.kenran.com](http://www.kenran.com)

#### **V. Metrics to Evaluate Success**

Outline the metrics that will be used to evaluate success of the proposed Project/Promotional/ Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event. The success of the project will be identified and evaluated by the success of the merchants located within HUB 121.

#### **Acknowledgements**

***If funding is approved by the MCDC board of directors, Applicant will assure:***

- The Project/Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used exclusively for the purpose described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Project/Promotional/Community Event. Specifics to be agreed upon by applicant and MCDC and included in an executed performance agreement.
- Organization's officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Project/Promotional/ Community Event for which funds were received.
- A final report detailing the success of the Project/Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Project/Promotional/Community Event.
- Up to 80% of the approved grant may be provided, on a reimbursement basis, prior to conclusion of the Project/Promotional/Community Event with submission of invoices/receipts to MCDC. The final 20% may

be paid following MCDC's receipt of unpaid invoices/receipts; documentation of fulfillment of obligations to MCDC; and final report on the Project/Promotional/Community Event.

- The required performance agreement will contain a provision certifying that the applicant does not and will not knowingly employ an undocumented worker in accordance with Chapter 2264 of the Texas Government Code, as amended. Further, should the applicant be convicted of a violation under 8 U.S.C. § 1324a(f), the applicant will be required to repay the amount of the public subsidy provided under the agreement plus interest, at an agreed to interest rate, not later than the 120<sup>th</sup> day after the date the MCDC notifies the applicant of the violation.

**We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.**

**Chief Executive Officer**

**Representative Completing Application**

s/Shane Jordan  
Signature

Signature

Shane Jordan  
Printed Name

Printed Name

3/29/18  
Date

Date

***INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.***

## **CHECKLIST:**

### **Completed Application:**

- ☒ Use the form/format provided
- ☒ Organization Description
- ☒ Outline of Project/Promotional/Community Event; description, budget, goals and objectives
- ☒ Indicate the MCDC goal(s) that will be supported by this Project/Promotional/Community Event
- ☒ Project/Promotional/Community Event timeline and venue
- ☒ Plans for marketing and outreach
- ☒ Evaluation metrics
- ☒ List of board of directors and staff

### **Attachments:**

- ☒ Financials: organization's budget for current fiscal year; Project/Promotional/Community Event budget; audited financial statements
- ☒ Feasibility Study or Market Analysis if completed (Executive Summary)
- ☒ IRS Determination Letter (if applicable)

***A FINAL REPORT IS TO BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE EVENT/COMPLETION OF THE PROJECT/PROMOTIONAL/COMMUNITY EVENT.***

***FINAL PAYMENT OF FUNDING AWARDED WILL BE MADE UPON RECEIPT OF FINAL REPORT.***

***PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE.***



## **McKINNEY COMMUNITY DEVELOPMENT CORPORATION**

### **Final Report**

**Organization:**

**Funding Amount:**

**Project/Promotional/Community Event:**

**Start Date:**

**Completion Date:**

**Location of Project/Promotional/Community Event:**

**Please include the following in your report:**

- Narrative report on the Project/Promotional/Community Event
- Identify goals and objectives achieved
- Financial report – budget as proposed and actual expenditures, with explanations for any variance
- Samples of printed marketing and outreach materials
- Screen shots of online Promotions
- Photographs, slides, videotapes, etc.
- Performance against metrics outlined in application

**Please submit Final Report no later than 30 days following the completion of the Project/Promotional/Community Event to:**

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

Attn: Cindy Schneible  
[cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)

## **I. Applying Organization**

McKinney HUB 121, LLC (the “Applicant”) is a Texas Limited Liability Company organized specifically for the development of the Northwest corner of the Alma Road and the Sam Rayburn Tollway. Fourth Avenue Investments, LLC, the Owner, has invested and played a prominent role in three McKinney developments.

## **II. Project**

The Applicant will begin construction in 2018 on the first phase of an entertainment, restaurant, hotel and multi-family development known as Hub 121 (the “Project”). The Project will be located on 22-acres in the northwest quadrant of the intersection Alma Road and the Sam Rayburn Tollway. Phase 1 of the project will include approximately 58,700 sf of retail and restaurant space situated in five buildings as shown on the attached Exhibit “A.” The primary marketing area for the Project includes residents within a 15 minute drive as shown in Exhibit “B,” including employees and guests of the McKinney Corporate Center.

Construction of Phase 1 of the Project is anticipated to total \$20M, with the resulting improvements being subject to ad valorem tax. It is anticipated that the Phase 1 restaurants will generate approximately \$47 million in annual sales at stabilization which will be subject to local sales tax. Further, and perhaps most importantly, the Project will enhance the viability of the McKinney Corporate Center located immediately west of the site by providing an entertainment and dining destination within walking distance as well as an exceptional venue for the general public. While difficult to quantify, the presence of the Project is certain to enhance McKinney’s efforts in attracting business to the Corporate Center.

Central to the Project’s design is a privately maintained green space, open to the public, located along the existing hike and bike trail in Craig Ranch (the “Pavilion”) as shown in Exhibit “C.” The Pavilion will leverage its proximity to the existing, mature trees located along the western boundary of the tract to provide a sense of place unlike any other found in McKinney and will tie the adjacent restaurants together into one cohesive development. The Pavilion is designed to provide pedestrian and cyclist access to the restaurant and entertainment areas through the City’s trail system. The Pavilion fulfills a strategic goal of the Project by providing cohesion between the entertainment district, the existing natural space, and the adjacent McKinney Corporate Center.

The Pavilion will include extensive landscaping, shade structures, an amphitheater, electrical system, sound system, and seating areas. While visitors need not be patrons of the restaurants to enjoy the Pavilion, we anticipate that the majority of guests will view the Pavilion as an extension of the dining opportunities within the Project rather than a standalone open space. The Pavilion will have programmed events intended to aid in the promotion and marketing of the Project and entertain patrons while they wait for a table or relax after dinner. The Pavilion will serve as an activity center on the weekends and may include such activities such as Saturday morning exercise classes, Sunday morning gospel music, and Friday and Saturday evening live music all adding to the distinct feel of Hub 121.

Construction of the Pavilion will require grading, drainage, turf installation, landscaping, and structural improvements in the form of the amphitheater and shade structures. The construction cost of these enhancements is estimated to be in excess of \$700,000 as shown in Exhibit “E”.

The Project is eligible for participation by the McKinney CDC. The Applicant is an eligible “User” per Local Government Code § 501.003. The requested financial assistance constitutes an allowable contribution under Local Government Code § 501.103(1).

The Project is consistent with numerous McKinney City Council and McKinney Community Development Corporation goals as follows.

#### **McKinney City Council Goals Satisfied**

- *Direction for Strategic & Economic Growth*
  - *Develop a retail development strategy for key areas of the community to further diversify revenue sources and expand entertainment, dining and shopping options*
- *Enhance the Quality of Life in McKinney*
  - *Create affordable and accessible cultural activities and quality-of-life resources for all ages throughout the City; and*
  - *Maximize public/private partnerships*

#### **McKinney Community Development Corporation Goals Satisfied**

- *Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code*
- *Support cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and growth of McKinney sales tax revenue*
- *Meet citizen needs for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney.*

### **III. Financial**

The Applicant recognizes that the McKinney Community Development Corporation requests financial information illustrating the Applicant’s capacity to successfully complete the Project. As McKinney HUB 121, LLC is a single-purpose entity formed solely to develop this property, we are unable to provide historic evidence of financial performance.

McKinney HUB 121’s Managers, JorParks, Inc and Fourth Avenue Investments, LLC however, have illustrated the financial wherewithal to complete projects of this magnitude on numerous occasions in and near McKinney. Projects of note include:

- Westminster at Craig Ranch which is a 57 residential lot subdivision, currently the builder, Grand Homes, has purchased 35 lots. Westminster at Craig Ranch is located at the NWC of Chief Spotted Tail and Alma Road. The entity previously owned the land

now developed as CST (Valero) convenience store and gas station and the retail strip running from CST to Rowlett Creek Parkway.\_

- Tour at Craig Ranch is a 71 lot subdivision located about 200' east of Custer Road fronting the north side of Tour Drive and the south side of Paradise Drive. Grand Homes has just begun home construction and has purchased 14 lots. The ownership entity also owns a 26,000 square foot commercial lot just north of the NEC of Custer and Tour Drive. The NEC is under development for medical office. We provided the access to Custer so the medical office site could develop since the site did not have enough frontage to have access to Custer. Without our cooperation the medical office site would not have been able to develop given the city requirement for 2 ways in and out.
- Nature Place is a 12 lot semi-custom subdivision backing up to the Heard Nature Preserve. The lots have been sold to Drees Homes and all homes sold.\_
- The total investment in the aforementioned projects amounts to approximately \$15,000,000.

The Applicant is well-capitalized, has a bank commitment in place for construction, and is ready to begin final design work on the Project with an anticipated 2018 construction commencement date. The overall cost of the Project (Phase 1) is anticipated to be approximately \$20 million.

The City of McKinney has drafted a Chapter 380 Agreement to provide a grant in the amount of \$300,000 based upon the completion of five (5) Class A retail/restaurant buildings totaling at least 50,000 sf and a music pavilion area generally developed consistent with that shown in Exhibit "A." The Applicant has signed the Agreement and it is anticipated to be considered by the McKinney City Council in April 2018. The City of McKinney Chapter 380 Economic Development Program and Agreement may be found in Exhibit "D."

#### **IV. Marketing and Outreach**

The Applicant's marketing plan includes a robust marketing and public relations campaign to inform the public of the Project's numerous dining and entertainment options.

#### **V. Metrics to Evaluate Success**

Success will be measured by the enhanced ad valorem tax received by the City of McKinney and the additional sales tax recognized by the City, and the Economic Development Corporation and Community Development Corporation.

The Applicant is requesting funding to be distributed in two phases. First, the Applicant requests \$200,000 in initial cash funding to help defray construction costs which would be payable upon completion of the Pavilion and the receipt of a certificate of occupancy from the City. Following the Project's construction and successful initiation of retail operations, Applicant requests reimbursement of 50% of the Type B sales tax attributable to the Project for a period not to exceed four years or until the receipt of an additional \$200,000 from the McKinney CDC, whichever first occurs.

By structuring the CDC's participation partially as a reimbursement, the Applicant earns its incentive payments through the generation of sales taxes actually collected by the McKinney CDC.





**Exhibit “B”**  
**Market Potential**



## Restaurant Market Potential

Highway 121 & Alma Rd, McKinney, Texas, 75070  
Drive Time: 15 minute radius

Prepared by Esri  
Latitude: 33.13485  
Longitude: -96.70700

Demographic Summary		2016	2021
Population		603,337	680,727
Population 18+		433,596	495,431
Households		215,293	241,927
Median Household Income		\$95,237	\$102,417
		Expected Number of	
Product/Consumer Behavior	Adults	Percent	MPI
Went to family restaurant/steak house in last 6 mo	352,236	81.2%	109
Went to family restaurant/steak house 4+ times/mo	134,697	31.1%	113
Spent at family rest/steak hse last 6 months: <\$31	22,275	5.1%	72
Spent at family rest/steak hse last 6 months: \$31-50	34,158	7.9%	96
Spent at family rest/steak hse last 6 months: \$51-100	67,909	15.7%	104
Spent at family rest/steak hse last 6 months: \$101-200	63,802	14.7%	123
Spent at family rest/steak hse last 6 months: \$201-300	30,946	7.1%	131
Spent at family rest/steak hse last 6 months: \$301+	49,372	11.4%	155
Family restaurant/steak house last 6 months: breakfast	60,068	13.9%	110
Family restaurant/steak house last 6 months: lunch	91,791	21.2%	112
Family restaurant/steak house last 6 months: dinner	237,296	54.7%	118
Family restaurant/steak house last 6 months: snack	7,982	1.8%	97
Family restaurant/steak house last 6 months: weekday	147,978	34.1%	112
Family restaurant/steak house last 6 months: weekend	213,364	49.2%	119
Fam rest/steak hse/6 months: Applebee's	99,418	22.9%	97
Fam rest/steak hse/6 months: Bob Evans Farms	11,668	2.7%	74
Fam rest/steak hse/6 months: Buffalo Wild Wings	50,145	11.6%	135
Fam rest/steak hse/6 months: California Pizza Kitchen	23,275	5.4%	160
Fam rest/steak hse/6 months: Carrabba's Italian Grill	21,416	4.9%	159
Fam rest/steak hse/6 months: The Cheesecake Factory	45,404	10.5%	161
Fam rest/steak hse/6 months: Chili's Grill & Bar	73,968	17.1%	141
Fam rest/steak hse/6 months: CiCi's Pizza	18,173	4.2%	108
Fam rest/steak hse/6 months: Cracker Barrel	46,959	10.8%	108
Fam rest/steak hse/6 months: Denny's	40,819	9.4%	102
Fam rest/steak hse/6 months: Golden Corral	27,233	6.3%	78
Fam rest/steak hse/6 months: IHOP	62,527	14.4%	129
Fam rest/steak hse/6 months: Logan's Roadhouse	12,617	2.9%	85
Fam rest/steak hse/6 months: LongHorn Steakhouse	21,894	5.0%	106
Fam rest/steak hse/6 months: Old Country Buffet	5,607	1.3%	75
Fam rest/steak hse/6 months: Olive Garden	87,472	20.2%	116
Fam rest/steak hse/6 months: Outback Steakhouse	51,680	11.9%	126
Fam rest/steak hse/6 months: Red Lobster	56,462	13.0%	108
Fam rest/steak hse/6 months: Red Robin	43,548	10.0%	165
Fam rest/steak hse/6 months: Ruby Tuesday	27,694	6.4%	105
Fam rest/steak hse/6 months: Texas Roadhouse	37,767	8.7%	115
Fam rest/steak hse/6 months: T.G.I. Friday's	37,931	8.7%	116
Fam rest/steak hse/6 months: Waffle House	23,472	5.4%	102
Went to fast food/drive-in restaurant in last 6 mo	398,729	92.0%	102
Went to fast food/drive-in restaurant 9+ times/mo	185,409	42.8%	108
Spent at fast food/drive-in last 6 months: <\$11	16,811	3.9%	90
Spent at fast food/drive-in last 6 months: \$11-\$20	26,109	6.0%	81
Spent at fast food/drive-in last 6 months: \$21-\$40	45,541	10.5%	89
Spent at fast food/drive-in last 6 months: \$41-\$50	33,443	7.7%	102
Spent at fast food/drive-in last 6 months: \$51-\$100	77,009	17.8%	106
Spent at fast food/drive-in last 6 months: \$101-\$200	60,341	13.9%	116
Spent at fast food/drive-in last 6 months: \$201+	69,132	15.9%	131

**Data Note:** An MPI (Market Potential Index) measures the relative likelihood of the adults in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

**Source:** These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by GfK MRI in a nationally representative survey of U.S. households. Esri forecasts for 2016 and 2021.

January 19, 2017





## Restaurant Market Potential

Highway 121 & Alma Rd, McKinney, Texas, 75070  
Drive Time: 15 minute radius

Prepared by Esri  
Latitude: 33.13485  
Longitude: -96.70700

Product/Consumer Behavior	Expected Number of		MPI
	Adults	Percent	
Fast food/drive-in last 6 months: eat in	171,244	39.5%	109
Fast food/drive-in last 6 months: home delivery	37,418	8.6%	113
Fast food/drive-in last 6 months: take-out/drive-thru	227,508	52.5%	113
Fast food/drive-in last 6 months: take-out/walk-in	94,244	21.7%	112
Fast food/drive-in last 6 months: breakfast	153,730	35.5%	109
Fast food/drive-in last 6 months: lunch	242,471	55.9%	112
Fast food/drive-in last 6 months: dinner	216,790	50.0%	113
Fast food/drive-in last 6 months: snack	63,600	14.7%	121
Fast food/drive-in last 6 months: weekday	275,409	63.5%	109
Fast food/drive-in last 6 months: weekend	219,281	50.6%	111
Fast food/drive-in last 6 months: A & W	9,747	2.2%	81
Fast food/drive-in last 6 months: Arby's	64,065	14.8%	93
Fast food/drive-in last 6 months: Baskin-Robbins	19,346	4.5%	135
Fast food/drive-in last 6 months: Boston Market	16,014	3.7%	108
Fast food/drive-in last 6 months: Burger King	116,640	26.9%	89
Fast food/drive-in last 6 months: Captain D's	8,973	2.1%	61
Fast food/drive-in last 6 months: Carl's Jr.	32,691	7.5%	135
Fast food/drive-in last 6 months: Checkers	9,068	2.1%	73
Fast food/drive-in last 6 months: Chick-fil-A	121,421	28.0%	157
Fast food/drive-in last 6 months: Chipotle Mex. Grill	76,315	17.6%	169
Fast food/drive-in last 6 months: Chuck E. Cheese's	12,650	2.9%	87
Fast food/drive-in last 6 months: Church's Fr. Chicken	12,936	3.0%	91
Fast food/drive-in last 6 months: Cold Stone Creamery	19,403	4.5%	147
Fast food/drive-in last 6 months: Dairy Queen	57,950	13.4%	95
Fast food/drive-in last 6 months: Del Taco	20,644	4.8%	132
Fast food/drive-in last 6 months: Domino's Pizza	56,512	13.0%	110
Fast food/drive-in last 6 months: Dunkin' Donuts	56,706	13.1%	110
Fast food/drive-in last 6 months: Hardee's	13,978	3.2%	56
Fast food/drive-in last 6 months: Jack in the Box	50,591	11.7%	141
Fast food/drive-in last 6 months: KFC	80,749	18.6%	88
Fast food/drive-in last 6 months: Krispy Kreme	25,002	5.8%	125
Fast food/drive-in last 6 months: Little Caesars	45,670	10.5%	93
Fast food/drive-in last 6 months: Long John Silver's	15,317	3.5%	69
Fast food/drive-in last 6 months: McDonald's	236,692	54.6%	99
Went to Panda Express in last 6 months	46,780	10.8%	141
Fast food/drive-in last 6 months: Panera Bread	74,840	17.3%	152
Fast food/drive-in last 6 months: Papa John's	50,409	11.6%	130
Fast food/drive-in last 6 months: Papa Murphy's	23,846	5.5%	130
Fast food/drive-in last 6 months: Pizza Hut	80,423	18.5%	93
Fast food/drive-in last 6 months: Popeyes Chicken	35,271	8.1%	105
Fast food/drive-in last 6 months: Quiznos	17,417	4.0%	125
Fast food/drive-in last 6 months: Sonic Drive-In	50,220	11.6%	112
Fast food/drive-in last 6 months: Starbucks	99,833	23.0%	157
Fast food/drive-in last 6 months: Steak 'n Shake	19,258	4.4%	88
Fast food/drive-in last 6 months: Subway	157,758	36.4%	112
Fast food/drive-in last 6 months: Taco Bell	138,284	31.9%	103
Fast food/drive-in last 6 months: Wendy's	124,158	28.6%	103
Fast food/drive-in last 6 months: Whataburger	28,521	6.6%	157
Fast food/drive-in last 6 months: White Castle	10,394	2.4%	83

**Data Note:** An MPI (Market Potential Index) measures the relative likelihood of the adults in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

**Source:** These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by GfK MRI in a nationally representative survey of U.S. households. Esri forecasts for 2016 and 2021.

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Highway 121 & Alma Rd, McKinney, Texas, 75070  
Drive Time: 15 minute radius

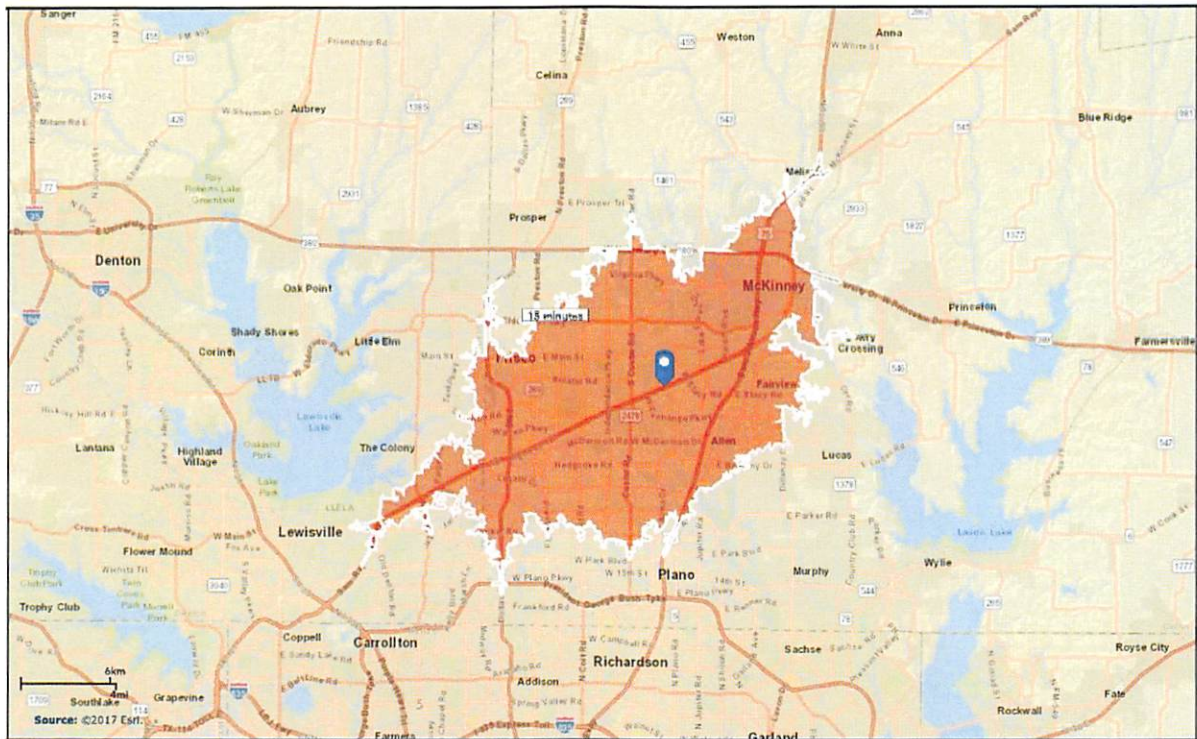
Prepared by Esri  
Latitude: 33.13485  
Longitude: -96.70700

Went to fine dining restaurant last month	69,597	16.1%	143
Went to fine dining restaurant 3+ times last month	18,147	4.2%	134
Spent at fine dining rest in last 6 months: <\$51	9,650	2.2%	109
Spent at fine dining rest in last 6 months: \$51-\$100	18,313	4.2%	114
Spent at fine dining rest in last 6 months: \$101-\$200	23,051	5.3%	144
Spent at fine dining rest in last 6 months: \$201+	28,328	6.5%	165

**Data Note:** An MPI (Market Potential Index) measures the relative likelihood of the adults in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

**Source:** These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by GfK MRI in a nationally representative survey of U.S. households. Esri forecasts for 2016 and 2021.

January 19, 2017



October 17, 2017



## Exhibit “C”

### The Pavilion







**Exhibit “D”**

**Chapter 380 Economic Development Agreement**

**THE CITY OF MCKINNEY, TEXAS  
AND  
MCKINNEY HUB 121, LLC**

**CHAPTER 380 ECONOMIC DEVELOPMENT PROGRAM AND  
AGREEMENT**

**WHEREAS, *MCKINNEY HUB 121, LLC, a Texas Limited Liability Company*** (hereinafter "HUB"), is entering into this Chapter 380 Economic Development Program and Agreement (this "Agreement") pursuant to a program initiated by the ***CITY OF MCKINNEY, TEXAS*** (hereinafter "CITY") pursuant to Chapter 380 of the Texas Local Government Code, for the primary purpose of constructing, staffing, and operating a restaurant/entertainment complex at the northwest corner of the Sam Rayburn Tollway (SH 121) at Alma Road entirely within the City of McKinney, Texas including five (5) Class A retail/restaurant buildings totaling approximately 58,700 square feet and a music pavilion area that includes a sound stage and concert lawn (the "Project"); and

**WHEREAS,** the CITY has agreed to a conditional economic development grant to HUB based on the timely completion of not less than five (5) retail/restaurant buildings and a music pavilion area that includes a sound stage and concert lawn and receipt of a Certificate of Occupancy for three (3) Restaurants, all within the Project, and including but not limited to the construction of related infrastructure and site improvements to be funded by the CITY upon the timely performance of HUB under this Agreement; and

**WHEREAS,** the CITY has the authority under Chapter 380 of the Texas Local Government Code to make loans or grants of CITY funds for the purposes of promoting local economic development and stimulating business and commercial activity within the CITY; and

**WHEREAS,** the CITY has determined the "Project", defined herein below, to be an eligible project for a conditional grant to HUB of its funds, which grant will serve the public purpose of promoting local economic development and enhancing business and commercial activity in the City of McKinney, Texas; and

**WHEREAS,** the CITY has concluded and hereby finds that this Agreement clearly promotes economic development in the City of McKinney and, as such, meets the requisites under Chapter 380 of the Texas Local Government Code, and further, is in the best interests of the CITY and HUB; and

**WHEREAS,** the City Council has considered and approved this Agreement authorizing the CITY pursuant to applicable law; and

**NOW, THEREFORE,** for and in consideration of the agreements contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, CITY and HUB agree as follows:

#### **SECTION 1. TERM**

This Agreement shall be effective from the Effective Date until January 15, 2020, unless terminated sooner under the provisions herein.

#### **SECTION 2. DEFINITIONS**

The following words shall have the following meanings when used in this Agreement.

- a. Agreement. The word "Agreement" means this Chapter 380 Economic Development Program and Agreement, together with all exhibits and schedules attached to this Agreement and specifically incorporated herein.
- b. CITY. The word "CITY" means the City of McKinney, Texas. For purposes of this Agreement, CITY's address is 222 N. Tennessee, McKinney, Texas 75069.
- c. Force Majeure. For purposes of this Agreement, "force majeure" shall mean any contingency or cause beyond the reasonable control of HUB including acts of God or the public enemy, war, riot, civil commotion, insurrection, governmental or de facto governmental action (unless caused by acts or omissions of FOURTH), fires, explosions or floods, and strikes; however specifically excluding normal weather delays and governmental acts of the CITY.
- d. Grant. The word "Grant" means a grant equal of Three Hundred Thousand Dollars (\$300,000.00) made by the CITY to HUB under the terms of this Agreement payable upon completion of the Project and satisfaction of the conditions in Section 4 below.
- e. HUB. The word "HUB" means McKinney HUB 121, LLC, a Texas Limited Liability Company, having a registered office address of 16475 Dallas Parkway, Suite 540, Addison, Texas 75001
- f. Private Development. The words "Private Development" mean HUB's future construction of approximately 250,000 square feet of

office, retail, restaurant, and entertainment uses, including not less than five (5) Class A retail/restaurant buildings totaling approximately 58,700 square feet and three (3) additional pad sites or outparcels located wholly within the CITY at the northwest corner of the Sam Rayburn Tollway (SH 121) at Alma Road, designed and constructed in accordance with the layout generally depicted on Exhibit A attached hereto and incorporated herein by reference for all purposes .

- g. Project. The word "Project" means five (5) Class A retail/restaurant buildings totaling approximately 58,700 square feet and a music pavilion area that includes a sound stage and concert lawn, designed and constructed in accordance with the layout generally depicted on Exhibit B attached hereto and incorporated herein by reference for all purposes located wholly within the Private Development and developed by HUB, including a Certificate of Occupancy for three (3) Restaurants.
- h. Restaurant. The word "Restaurant" means a fine dining, casual dining, and/or fast casual restaurants within a larger coordinated development. Fine dining restaurants generally include dining establishments which include a formal, sit down, full service dining experience. Casual dining restaurants generally include dining establishments where moderately-priced food is offered in a casual atmosphere. Fast casual dining restaurants generally include dining establishments that do not provide full table service but do offer a higher quality of food with limited use of frozen or processed ingredients.

### **SECTION 3. GRANT FUNDING OBLIGATION OF CITY**

HUB shall be eligible for a Grant in the amount of Three Hundred Thousand Dollars (\$300,000.00), subject to HUB's verified satisfaction of the conditions described in Section 4 below, on or before January 15, 2020, said Grant to be payable within thirty (30) days after CITY'S receipt of the compliance certificates described in Section 4 below.

### **SECTION 4. OBLIGATIONS OF FOURTH**

While this Agreement is in effect, HUB shall comply with the following terms and conditions to be eligible for any Grant(s); as such conditions are described or may apply:

- a. On or before January 15, 2020, HUB shall construct not less than five (5) Class A retail/restaurant buildings totaling at least 50,000 square feet and a music pavilion area that includes a sound stage and concert lawn, designed and constructed in accordance with the layout generally depicted on Exhibit B, and further, HUB, or tenant's located in the project, shall have received a Certificate of Occupancy for three (3) Restaurants within the Project. As an express condition to HUB's receipt of the Grant, HUB shall also provide the following compliance certificates to CITY: compliance certificates specifying that construction of the Project has been completed and accepted by CITY in accordance with the terms and conditions of this Agreement and all CITY codes, ordinances and regulations, as verified by CITY. HUB shall further not be eligible for the Grant for any portion(s) of the Project until the final completion and acceptance of any required public infrastructure has occurred.
- b. HUB shall be in compliance with all applicable City of McKinney codes, state and federal laws, and local ordinances applicable to the Project.

#### **SECTION 5. EVENTS OF DEFAULT.**

Each of the following shall constitute an event of default under this Agreement:

- a. CITY's failure to process a Grant payment to HUB in accordance with Section 3 of this Agreement.
- b. HUB's violation or failure to perform any of the covenants contained in Section 4 hereinabove.

#### **SECTION 6. EFFECT OF AN EVENT OF DEFAULT**

In the event of default under Section 5, the non-defaulting party shall give written notice to the other party of any default, and the defaulting party shall have thirty (30) days to cure said default. Should said default remain uncured and the non-defaulting party is not otherwise in default, the non-defaulting party shall have the right to immediately terminate this Agreement.

As long as it shall not be in default, HUB shall further have the power to enforce specific performance to collect amounts owing upon CITY's default without terminating this Agreement. No action shall lie for punitive damages, and no special or consequential damages shall be recovered by either party. No Grant payment shall be due or owing by CITY to HUB after termination.

## SECTION 7. MISCELLANEOUS PROVISIONS

The following miscellaneous provisions are a part of this Agreement:

- a. **Amendments.** This Agreement constitutes the entire understanding and agreement of the parties as to the matters set forth in this Agreement. No alteration of or amendment to this Agreement shall be effective unless given in writing and signed by all of the parties hereto.
- b. **Applicable Law and Venue.** This Agreement shall be governed by and construed in accordance with the laws of the State of Texas, and all obligations of the parties created hereunder are performable in Collin County, Texas. Venue for any action arising under this Agreement shall lie in the state district courts of Collin County, Texas.
- c. **Binding Obligation Only on Effective Date.** This Agreement shall become a binding obligation on the parties on the Effective Date. CITY warrants and represents that the individual executing this Agreement on behalf of CITY has full authority to execute this Agreement and bind CITY to the same. HUB warrants and represents that the individual executing this Agreement on its behalf has full authority to execute this Agreement and bind it to the same.
- d. **Private Development Conditions.** All of the Private Development shall be consistent with all City codes and ordinances as well as any other regulations or plans relative to the Property, including the CITY's Comprehensive Plan, Subdivision Regulations, Zoning Ordinance and all other applicable development regulations. This Agreement does not constitute a waiver by CITY of any development ordinances or conditions. HUB acknowledges that by executing this Agreement, no entitlement or agreements concerning zoning or land use shall arise, either implied or otherwise, through or by virtue of this Agreement.
- e. **No Waiver of Sovereign Immunity.** The CITY shall not have waived any statutory or common law right to sovereign immunity by virtue of its execution hereof.
- f. **Execution of Agreement.** The CITY has authorized its City Manager to execute this Agreement on behalf of the CITY.

- g. **Severability.** In the event any provision of this Agreement shall be determined by any court of competent jurisdiction to be invalid or unenforceable, the Agreement shall, to the extent reasonably possible, remain in force as to the balance of its provisions as if such invalid provision were not a part hereof.
- h. **Notices.** Whenever a party to this Agreement is required or permitted under this Agreement to provide the other party with any notice, submittal, request, demand, consent, or approval ("**Notice**"), the Notice will be given in writing and will be delivered to the other party at the address or facsimile number set forth below: (a) personally; (b) by a reputable overnight courier service; (c) by certified mail, postage prepaid, return receipt requested; or (d) by e-mail or facsimile transmission. Either party may change its address for Notice by written notice to the other party delivered in the manner set forth above. Notice will be deemed to have been duly given: (i) on the date personally delivered; (ii) one (1) business day after delivery to an overnight courier service with next-day service requested; (iii) on the third (3rd) business day after mailing, if mailed using certified mail; or (iv) on the date sent when delivered by facsimile or e-mail (so long as delivered on a business day and the sender receives electronic confirmation of delivery and a copy of the Notice is sent by one of the other means permitted hereunder on or before the next business day).

If to HUB:

McKinney HUB 121, LLC  
Attn: Shane Jordan  
16475 Dallas Parkway, Suite 540  
Addison, TX 75001

Copy to: Rob Daake  
Abernathy Roeder Boyd & Hullett, P.C.  
1700 Redbud Blvd., Suite 300  
McKinney, Texas 75069  
Telephone: (972) 544-4088  
E-mail: rdaake@abernathy-law.com

If to CITY: City of McKinney, Texas  
Attn: Paul G. Grimes, City Manager  
222 N. Tennessee Street  
McKinney, TX 75069  
Telephone: (972) 547-7510  
Fax: (972) 547-2607  
E-mail: pgrimes@mckinneytexas.org

Copy to: Mark S. Houser  
Brown & Hofmeister, L.L.P.  
740 East Campbell Road, Suite 800  
Richardson, Texas 75081  
Telephone: (214) 747-6100  
Fax: (214) 747-6111  
E-mail: mhouser@bhlaw.net

- i. **Effective Date.** The effective date (the "Effective Date") of this Agreement shall be the latter of the dates on which HUB and CITY have each executed this Agreement.
- j. **Counterparts.** This Agreement may be executed in one or more counterparts, each of which shall be deemed an original and all of which shall constitute one and the same document.

***CITY OF MCKINNEY***

By: \_\_\_\_\_  
PAUL G. GRIMES  
City Manager

Date Signed: \_\_\_\_\_

ATTEST:

\_\_\_\_\_  
SANDY HART, TRMC, MMC  
City Secretary  
DENISE VICE, TRMC  
Deputy City Secretary

APPROVED AS TO FORM:

\_\_\_\_\_  
MARK S. HOUSER  
City Attorney



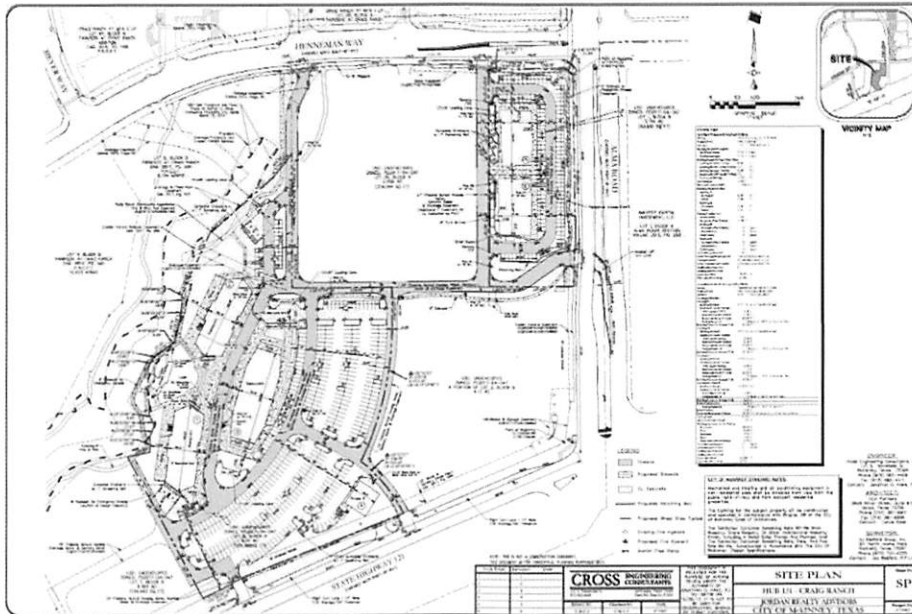
**McKinney HUB 121, LLC,**  
a Texas limited liability company

By: JorParks, Inc.  
a Texas corporation  
its Manager

By: \_\_\_\_\_  
Shane D Jordan  
President

Date Signed: \_\_\_\_\_

**Exhibit A**  
Depiction of Project



## Exhibit "E"

### Pavilion Construction Cost Estimate



6705 Levelland Rd., Suite B

Dallas, TX 75252

Tel: 972-381-8178

Fax: 972-381-8216

Project: Hub 121 Pavilion  
Address: McKinney, TX

Date: 12-22-17

	<u>L/M SQ. FT.</u>	<u>SQ. FT.</u>	<u>TOTAL</u>
SITE WORK/ UTILITIES		27294	\$ 48,022.00
SITE PAVING / SIDEWALKS	\$4.00	27294	\$ 109,176.00
FIRE LANE	\$8.00	9504	\$ 76,032.00
SYNTHETIC GRASS	\$8.00	7500	\$ 60,000.00
PAD/SLAB	\$21.00	2500	\$ 52,500.00
MASONARY / WATER PROOFING	\$18.00	2495	\$ 44,910.00
STRUCTURAL STEEL	\$14.00	2645	\$ 37,030.00
ROOFING	\$5.00	1485	\$ 7,425.00
STANDING SEAM ROOFING	\$31.00	1160	\$ 35,960.00
DOORS/FRAME/HARWARE			\$ 4,500.00
SEALED CONCRETE	\$0.08	2500	\$ 200.00
PAINT	\$7.00	2500	\$ 17,500.00
FRAMING / CEILING	\$3.20	952	\$ 3,046.40
FRAMING	\$4.00	216	\$ 864.00
STEEL PANEL	\$16.00	629	\$ 10,064.00
FIBER CEMENT	\$10.00	312	\$ 3,120.00
WOOD ACCENT	\$5.00	310	\$ 1,550.00
TOILET ACC.			\$ 4,300.00
HVAC			\$ 16,500.00
PLUMBING			\$ 68,900.00
FIRE ALARM	\$0.33	2500	\$ 825.00
ELECTRICAL			\$ 57,000.00
GENERAL CONDITIONS			\$ 31,000.00
			<u>\$ 690,424.40</u>
<b>SUB TOTAL:</b>			\$ 690,424.40
<b>P / OH:</b>			\$ 34,521.22
<b>GRAND TOTAL:</b>			<u><u>\$ 724,945.62</u></u>





# HUB 121



## THE CROWD

### Neighborhood Residents in a 10 Minute Drive Time:

- 121,223 Population
- 36 Median Age
- \$108,530 Median HH Income
- \$124,030 Average HH Income

### THEIR LIFESTYLE:

- Young Families
- Food & Entertainment
- Fitness is a priority
- Well Educated & Tech Savvy
- Style is important
- Hard Working & Affluent

**HUB 121**

**DOWNTOWN  
MCKINNEY**

7.02 MILES

**Allen**

7.82 MILES

**VILLAGE AT  
FAIRVIEW/ALLEN**

5.35 MILES

**WATERS  
CREEK**

6.26 MILES

**LEGACY/STONEBRIAR**

**Plano**

**HUB 121**

**McKinney, Texas**

# HUB 121

HUB 121 is a Multi-Phase Project Located on 22 acres at NW corner of Sam Rayburn Tollway (SH 121) and Alma Road consisting of:

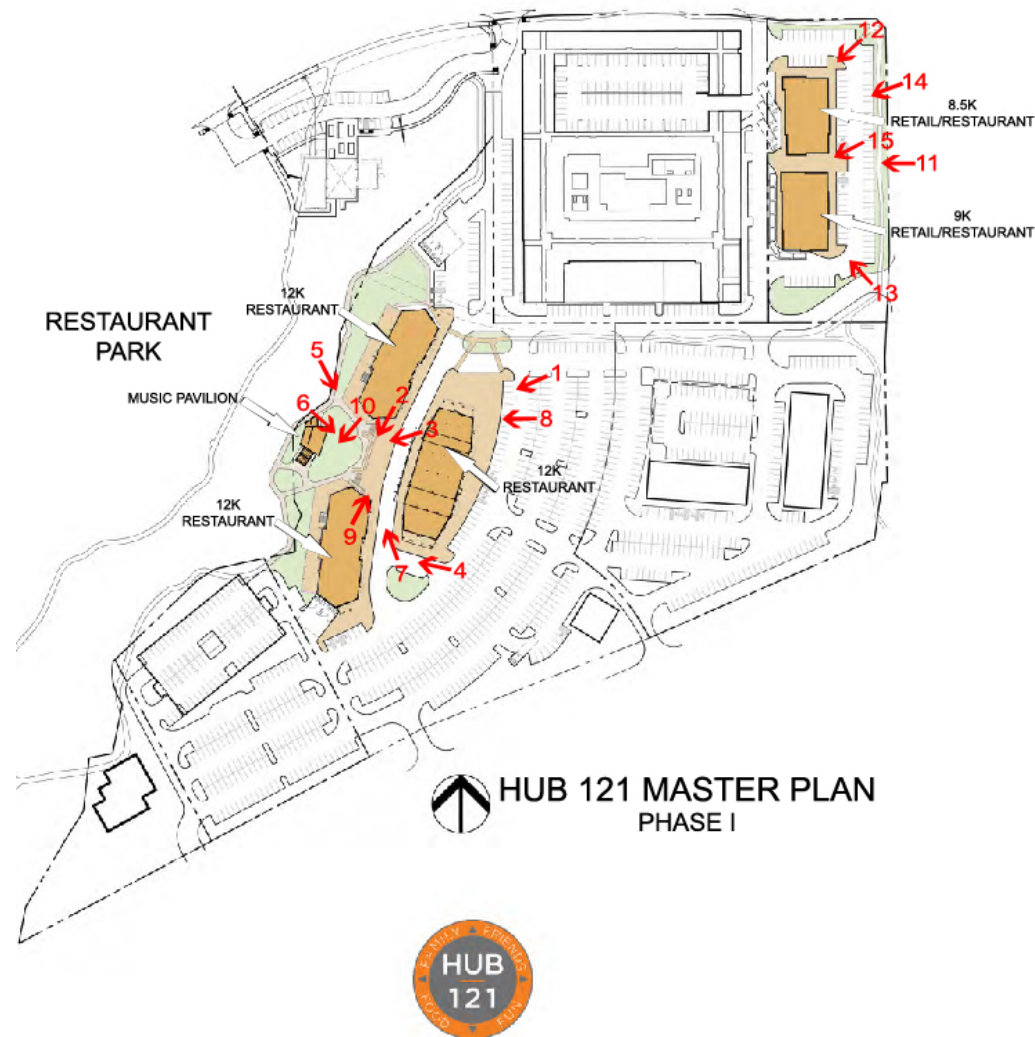
- entertainment
- restaurants
- hotel
- multi-family
- office uses

First Phase consists of five (5) buildings totaling approximately 57,000 square feet of retail and restaurant uses that will serve as an attractor for corporate relocations in the McKinney Corporate Center and provide sustainability for nearby office and residential users.

An outdoor Pavilion is included in First Phase.

Project satisfies several City Council goals including:

- advancing a retail strategy to diversify revenue sources
- expanding entertainment and dining options
- enhancing quality of life experiences









## PHASE ONE – OUTDOOR PAVILION

Located adjacent to a privately-maintained green space, separated from roadways and parking creating a peaceful and interactive space.

shade structures  
amphitheater  
seating areas  
sound and electrical systems  
extension landscaping

Great for outdoor concerts, meetings, and other activities designed to attract patrons to the restaurants and retail within HUB 121.













# HUB 121 – FUNDING REQUEST

- Anticipated construction costs of the Pavilion exceed \$700,000. The total First Phase construction budget is over \$20,000,000.
- While the Pavilion will not directly generate revenue, it is essential to the Project's vision of creating an entertainment venue in close proximity to SH 121 and the adjacent office users.
- To help the developer defray at cost of Pavilion, the City of McKinney is currently considering a Chapter 380 Agreement granting the project \$300,000 in cash upon obtaining certificates of occupancy.
- The developer requests additional assistance from the McKinney CDC in the amount of \$400,000-\$200,000 cash upon obtaining certificates of occupancy and a sales tax grant of 50% of the Type B sales tax for a period not to exceed 4 years or \$200,000, whichever first occurs.
- At stabilization, the First Phase is anticipated to generate approximately \$47M in annual sales.





# HUB 121





18-371

**TITLE:** Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by North Collin County Habitat for Humanity (#18-06) in the Amount of \$877,521.00 for Infrastructure Costs, Demolition of Vacant Structure and Lot Preparation, Professional Design, and Structural, Mechanical, Electrical and Plumbing Services for the Cotton Groves Community

**COUNCIL GOAL:** Enhance Quality of Life in McKinney

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- North Collin County Habitat for Humanity has submitted a project grant application requesting a total of \$877,521.00 for infrastructure development and construction; demolition of an existing vacant structure; lot preparation; and professional design, structural, mechanical, electrical and plumbing services for the Cotton Groves Community.
- The goal of the Cotton Groves Community project is to create a lasting, transformative impact on McKinney.
- Plan includes construction of a 35 unit town home community, built entirely from recycled shipping containers.
- Additional components will include a community center, playground, and parking.

**BACKGROUND INFORMATION:**

- North Collin County Habitat for Humanity has been building homes for working, low-income families since its incorporation in 1992.
- NCCHFH utilizes a two-pronged initiative for low-income families: construction of new homes; and exterior home repairs.
- Most of the homeowners served are seniors or disabled with both financial and housing needs.
- To date, NCCHFH has completed 111 new homes and 186 home rehabs. They

estimate 297 families/1,188 people now live in solid, secure permanent housing as a result of NCCHFHH programs.

- Ninety-six percent of NCCHFHH families remain in their homes making timely payments and establishing long, stable work patterns.
- McKinney neighborhoods impacted by NCCHFHH's A Brush with Kindness Program include La Loma, Rockwall, Lewisville and Mouzon.

#### **FINANCIAL SUMMARY:**

- NCCHFHH estimates total project cost to be \$4,759,830.00. Amount requested represents 19% of the total project cost.
- NCCHFHH has indicated their funding plans do not include requesting support or other City of McKinney entities for this project.
- MCDHC's allocation for Project Grants for FY 18 is \$1,259,745.
- Past Project Grants awarded to NCCHFHH by MCDHC for land acquisition, lot preparation and external home repairs include: \$331,072 (2017); \$251,000 (2016); \$220,000 (2015); \$188,870 (2014)
- Total Estimated Cost for Development and Construction of the Cotton Groves Community is \$4,759,830.00. Amount Requested Represents 19% of the Total Project Cost.

#### **SUPPORTING MATERIALS:**

[Application Packet](#)

**MCKINNEY COMMUNITY DEVELOPMENT CORPORATION**  
**Grant Application**  
**Fiscal Year 2018**

**IMPORTANT:**

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at [www.mckinneycdc.org](http://www.mckinneycdc.org); by calling 972.547.7653 or by emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)
- **Please call to discuss your plans for submitting an application in advance of completing the form.** A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at [www.mckinneycdc.org](http://www.mckinneycdc.org), by calling 972.547.7653 or emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org).*

***Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.***

**Please indicate the type of funding you are requesting:**

**X Project Grant**

Projects that are eligible for funding in accordance with the Type B sales tax statute (refer to examples in Grant Guidelines) and that advance the mission of MCDC.



**Promotional or Community Event Grant (maximum \$15,000)**

Initiatives, activities or events that promote the City of McKinney for developing new or expanded business opportunities and/or tourism – and enhancing quality of life for McKinney residents.

**Promotional and Community Event Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: November 30, 2017	December 2017	January 2018
Cycle II: May 31, 2018	June 2018	July 2018

**Project Grants:**

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: January 3, 2018	January 2018	February 2018
Cycle II: March 30, 2018	April 2018	May 2018
Cycle III: June 29, 2018	July 2018	August 2018

**APPLICATION**



## INFORMATION ABOUT YOUR ORGANIZATION

Name: North Collin County Habitat for Humanity

Federal Tax I.D.: 75-2443511

Incorporation Date: August 26, 1992

Mailing Address: 2060 COuch Drive

City McKinney

ST: TX

Zip: 75069

Phone: 972-542-5300  
habitat.com

Fax: 972-542-5159

Email: development@ncc-

Website: www.ncc-habitat.com

### Check One:

- ☒ Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- ☐ Governmental entity
- ☐ For profit corporation
- ☐ Other

Professional affiliations and organizations to which your organization belongs: Organizations include Chambers of Commerce for McKinney, Frisco, Prosper, Melissa & Anna, Celina, Princeton and Farmersville. Also members of the Dallas Builders Association and Association of Fundraising Professionals

## REPRESENTATIVE COMPLETING APPLICATION:

Name: Elizabeth Johnston

Title: Development & Marketing Manager

Mailing Address: 2060 Couch Dr.

City: McKinney

ST: TX

Zip: 75069

Phone: 972-542-5300  
habitat.com

Fax: 972-542-5159

Email: development@ncc-

**CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:**

Name: Elizabeth Johnston

Title: Development & Marketing Manager

Mailing Address: 2060 Couch Drive

City: McKinney

ST: TX

Zip: 75069

Phone 972-542-5300  
habitat.com

Fax: 972-542-5159

Email: development@ncc-

**FUNDING**

Total amount requested: \$877,521

Matching Funds Available (Y/N and amount): Y - \$3,882,000

Will funding be requested from any other City of McKinney entity (e.g. McKinney Convention and Visitors Bureau, Arts Commission, City of McKinney Community Support Grant)?

☐ Yes

☒ No Not for this project

Please provide details and funding requested: NCC Habitat is requesting funds to cover infrastructure and land prep costs for the Cotton Groves development which will provide 35 affordable housing homes for low income families, a community center, playground and parking areas.

**PROJECT/PROMOTIONAL/COMMUNITY EVENT**

Start Date: July 1, 2018

Completion Date: March 2019

**BOARD OF DIRECTORS** (*may be included as an attachment*)

**Please See Attachment**

**LEADERSHIP STAFF** (*may be included as an attachment*)

**Please see Attachment**

**Using the outline below, provide a written narrative no longer than 7 pages in length:**

## **I. North Collin County Habitat for Humanity - Overview**

North Collin County Habitat for Humanity is part of a global, nonprofit housing organization operated on Christian principles working to build strength, stability and self-reliance for families through shelter. We put God's love into action by bringing people together to build homes and communities.

NCC Habitat has a two pronged housing initiative for low-income families. First, we construct new homes for working families in need earning 30-60% below the median income levels of our area. Second, we provide exterior home repairs for low-income homeowners earning below 60% of median household income levels. Most of these homeowners are seniors or disabled and have both a financial and housing need. All home construction and repair projects are completed by the hands of over 5,000 volunteers with materials obtained through donations, partners, sponsorships, and grants from organizations such as MCDC.

NCC Habitat has been building homes for 25 years helping low-income families since its incorporation in 1992. We build decent, affordable houses in the cities of Anna, Blueridge, Celina, Farmersville, Frisco, McKinney, Melissa, Princeton, Prosper, Westminster, and Weston. On average, a Habitat 4-person household will earn between \$24,000 and \$44,000 per year based on historical data. Habitat homes are sold based on the homeowners ability to pay. The monthly payments are priced at less than 30% of their monthly gross income. Affordable mortgages to homeowners are serviced by NCC Habitat over a 20-30 year period for a zero equivalent interest loan.



To date, NCC Habitat has completed 111 new homes in North Collin County and 186 home rehabs. We estimate 297 families or 1,188 people now live in solid, secure, permanent housing through the programs of NCC Habitat, much of this in McKinney. 96% of our families remain in their homes making timely payments and establishing long stable work patterns.

Habitat plans to build 10 New Construction Homes and repair 30 existing homes in Fiscal Year 2017-2018. We have 26 full and part-time experienced staff members to accomplish it. We have also committed help to Puerto Lempira, Honduras where we have built 48 homes and continually aid the Send Hope orphanage there through building renovations and materials. With your help, we will provide affordable, permanent shelter to McKinney families.

NCC Habitat is currently in confidential discussions with South Collin County Habitat for Humanity concerning a possible merger of the organizations. We feel this will allow us to better serve families, communities, volunteers and sponsors by combining. NCC Habitat leadership will continue to serve in the primary positions of Executive, Financial, and Construction leadership. We will be strengthened with additional staffing resources, another ReStore and an expanded service area to help us execute our strategic plans for all of Collin County. SCC Habitat has 4 executive employees plus 11 in the Plano ReStore. This will bring our total staff to 43. Merger agreements have not yet been approved by Habitat International, but are anticipated and expected to be within 30 days.

The NCC Habitat Board has also contracted with MAP, Mission Advancement Professionals, to conduct a capital campaign feasibility study in preparation of a capital campaign to raise the funds to complete this project over the next 12-24 months.

## II. Cotton Groves Community – The Project Overview

NCC Habitat for Humanity and our Cotton Groves development project is a big idea creating big change in affordable housing nationwide. Through this project we hope to see a lasting, transformative impact on McKinney and then beyond.

Over 115 families are currently on our waiting list for an affordable home in North Collin County, TX. Families like Emily Stoddard, single mother of three young children. Emily has been working her way out of poverty for many years. Life has taken Emily from homelessness, to shelter living, through GED and job mentoring programs, and finally to independent apartment living. She is now waiting to build a home she can afford and count on through Habitat. Emily has continued to work hard to keep her family together, cared for and sheltered through it all. She is accustomed to struggle, but the opportunity to create a stable, strong, independent home for her and the kids is something that, until now, was out of reach. She's looking to build a home upon which she will build a life.

NCC Habitat builds simple, decent homes for 8 to 10 families a year on parcels of land that allow us to keep costs low. But as our area grows economically, land costs have escalated, home appraisals have doubled, available land is scarce, building materials are expensive, and keeping pace with the need in our area for an affordable place to live is difficult. Low to moderate income families have no options for permanent housing they can afford, and are forced to move frequently taking low cost rent or government housing options that are less than ideal for families.

NCC Habitat has recently purchased a 2.78 acre lot in East McKinney, TX where we plan to build a 35 unit town home community of homes for low to moderate income Habitat families. This community of homes will be called Cotton Groves and will be built entirely from recycled shipping containers. Our volunteers will finish out the interior of these containers with traditional home materials to make innovative, unique, highly desirable homes for our qualifying families. In addition to permanently housing 35 families which is estimated to impact 140 people, NCC Habitat will construct a Community Center as part of the development to foster connection, unity, diversity, inclusion and strength for all who live in that area. A community playground, adequate parking and cutting edge innovation will also be a part of the complete design which will revitalize a community.



With this innovative solution to affordable housing, NCC Habitat has an opportunity to turn environmental problems, economic struggles, volunteer impact, and socioeconomic interaction into a solution to exponentially serve families through permanent shelter and authentic community. This development is the first of its kind in the U.S.

The Cotton Groves community will be built on the land at 603 Bumpass Street in McKinney. Plans

have been approved by the McKinney City Council. A timeline for the project is below.

**October 1, 2018**

**Begin EPA/NCC Habitat Joint Project to Demolish & Abate Hazardous Materials in Existing Home on Land** – An existing home currently sits on the site of the development. It contains lead paint and asbestos insulation. This material and

the home will be demolished and properly abated under supervision of the EPA.

- October 21, 2018**      **Begin construction of Infrastructure for Development** – roads, sewer and plumbing lines for the development will be laid.  
**Completion of EPA/NCC Habitat Demolition & Abatement Project**
- January 1, 2019**      **Ground Breaking of Cotton Groves Development** – Ceremony marking the beginning of construction for the development will be held with a large publicity event. **Infrastructure for Development Completed**
- January 30, 2019**      **First set of Containers for Home #1 & #2 Dropped and Installed** – Eight containers will be dropped on the site and will be installed to erect 2 housing units. Each unit will be comprised of 4 containers. Construction of the first and second Home Units will begin.
- April 30, 2019**      **First Container Home Completed and Family Move-in** – The first housing unit construction will be completed, using volunteer teams to complete the finish out of the home. The Approved Habitat Family will move in.
- May 31, 2019**      **Second Container Home Completed and Family Move-in** - The second housing unit construction will be completed, using volunteer teams to complete the finish out of the home. The Approved Habitat Family will move in.
- June 30, 2019**      **Housing Unit #3** - Preparation for the Third Container Home will begin including Containers dropped, installed, Home Construction and then Completion.
- July 1, 2019**      **Cotton Groves Community Center construction begins.** During this time home construction will continue.
- November 1, 2019**      **Cotton Groves Community Center construction completed.** Home construction will continue until all 35 units are completed.

Additional housing units will be constructed throughout 2019-2021 following this same construction pattern of 10 weeks per unit until the 35 homes are constructed and families move in. NCC Habitat hopes to construct a Phase 2 of this project on a future site in McKinney and possibly construct a similar community in another part of our service area as funds and land are available.

NCC Habitat is asking for \$877,521 which will cover the infrastructure costs for the community.

**Breakdown of Proposed Need**

Infrastructure	\$746,671
Demolition of vacant structure/Lot Prep	\$7,500
Professional design, structural, MEP services	<u>\$123,350</u>
Proposed Need	<b>\$877,521 (18% of total project)</b>

That is \$25,072 per unit in infrastructure costs not including the community center. Funds for the construction of the home units will be raised through sponsors, grants, and a capital campaign seeking donations from individual contributors.

#### **Total Project Budget**

35 New Home units	\$2,800,000
Community Center	300,000
Land (Paid)	225,000
Land Prep and infrastructure costs	754,171
Abatement of Hazardous Materials	22,006
Playground	22,882
Professional Design, consulting, campaign fees	349,870
City Impact fees	285,901
<b>Total Cost</b>	<b>\$4,759,830</b>

#### **Project Grants – please complete the section below:**

- |                             |   |                             |
|-----------------------------|---|-----------------------------|
| • An expansion/improvement? | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A replacement/repair?     | <input type="checkbox"/> Yes            | <input type="checkbox"/> No |
| • A multi-phase project?    | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |
| • A new project?            | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No |

#### **Has a feasibility study or market analysis been completed for this proposed project?**

NCC Habitat is currently in the middle of a feasibility study for this project. We have hired Mission Advancement Professionals (MAP), a consulting firm specializing in feasibility studies and capital campaigns. The completed study is to be presented to our Board of Directors on April 21, 2018 and will be available to you after that. We would be very happy to share the Executive Summary with you at that time.

#### **Provide specific information to illustrate how this Project/Promotional/Event aligns with one or more of the goals and strategies adopted by McKinney City Council and McKinney Community Development:**

Traditionally, NCC Habitat builds simple, decent homes for 8 to 10 families a year on parcels of land that allow us to keep costs low. But as our area grows economically, land costs have escalated, available land is scarce, appraisals have doubled, building materials are expensive, and **keeping pace with the need in our area** for an affordable place to live is difficult. Low to moderate income families have no options for permanent housing they can afford, and are forced to move frequently taking low cost rent or government housing options that are less than ideal for families. This development will improve the quality of life for McKinney residents by providing an affordable home where low to moderate income families can build their financial strength and live independently.

About 21,000 shipping containers arrive in U.S. docks every day. With the U.S. currently importing more goods than it exports, an estimated 2 million empty shipping containers are sitting idle at any given time. With this innovative solution to affordable housing, NCC Habitat has an opportunity to turn environmental problems, economic struggles, volunteer impact, and socioeconomic interaction into a solution to exponentially serve families through permanent shelter and authentic community. This community will attract residents and visitors to the city of McKinney to see this unique,



cutting edge community of homes that has sparked nationwide interest.

Through the Cotton Groves development, NCC Habitat will offer this cutting edge, designer, high-end building technique to affordable housing units. These shipping container home designs are something families across all socio-economic levels have a sincere interest. Providing these homes to lower income families will give them a unique place to live that many would appreciate.

Adding a Community Center as part of the development will foster connection, unity, diversity, inclusion and strength for all who live in that area. Providing a place for meetings, trainings, social events, life building skills and more will offer residents more than just a place to live, but a place to thrive. A community playground, adequate parking and cutting edge innovation will also be a part of the complete design which will revitalize a community and improve quality of life for everyone in the neighborhood.

**Indicate which goal(s) listed above will be supported by the proposed Project/Promotional/Event:**

Meet citizen needs for quality of life improvements, business development and sustainable economic growth for residents in the City of McKinney. Also, highlights and promotes McKinney as a unique destination for residents and visitors alike, and supports community projects and events that attract residents and visitor participation and contribute to quality of life.

**Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?**

☒ Yes

☐ No

The land was purchased by MCDC

**Date(s): July 2017**

**Financial**

NCC Habitat is financially sound and positioned well for growth and future strength. With our ReStore operations, NCC Habitat is self-sustaining, providing for the administrative expenses of the organization. That revenue allows NCC Habitat to put 96% of every dollar donated directly to housing programs that benefit our families.

That said, we are embarking upon a large scale project that will greatly improve the lives of many residents in McKinney. The cost of the project is approximately \$4,750,000 which we plan to raise through a capital campaign receiving pledges and donations over a three year period. This grant is seeking funds for the project infrastructure. Completing the infrastructure phase of the project through this grant will allow us to springboard construction raising money for the homes themselves. We expect to begin construction of the first container home in January of 2019.

**What is the total estimated cost for this Project/Promotional/Community Event?**

**\$\$4,759,830**

**What percentage of Project/Promotional/Community Event funding will be provided by the Applicant? 82%**

**Are Matching Funds available?** ☒ Yes

☐ No

Cash \$3,325,000

Source See below

% of Total 85%

In-Kind \$548,500

Source See below

% of Total 15%



***Please provide details regarding other potential sources for funding. Include name of organization solicited; date of solicitation; amount of solicitation and date that notice of any award is expected.***

MCDC – Land Acquisition	\$225,000	Paid (in 2017)
Fannie Mae	\$500,000	Proposed
Environmental Protection Agency (EPA)	\$22,000	Proposed
Wells Fargo	\$90,000	Proposed
Citibank	\$50,000	Proposed
Independent Bank	\$30,000	Proposed
Martin Marietta	\$40,000 – GIK	Proposed
Material Partners	\$710,000– GIK	Proposed
Church Partners	\$90,000	Confirmed \$40,000 Proposed \$50,000
LegacyTexas Bank	\$75,000	Proposed
Capital Campaign – Individual Habitat Donors	\$2,000,000	To be raised
Meadows Foundation	\$50,000	
TOTAL	\$3,882,000	
GAP	\$878,000	

#### **IV. Marketing and Outreach**

NCC Habitat is actively marketing and promoting our programs to the public and our service to the community. We are a part of all area chambers of commerce including the McKinney Chamber where we widely spread awareness for our programs. Our partnerships with many local churches allow us to reach a large number of people with the work we do for families and programs we offer LMI families. Our internal media list has a broad reach as well publicizing events such as Wall Raisings, Dedications, partnerships, accomplishments and the plans for our Cotton Groves development. Through our marketing relationships, NCC Habitat has already received 5 television interviews with local news stations like NBC 5, ABC, CBS, and Telemundo. The Dallas Morning News among several other publications has already done stories on this project with the interest to cover more as the project begins. Making an impact in the media about affordable housing needs and options is important to NCC Habitat and the Cotton Groves development is a unique vehicle through which we can do that.

Increasing awareness for the project and our programs will help us find families, In-Kind material donations, funding,

volunteers and new options for affordable housing in the future. Sharing this conversation through public relations avenues increases our effectiveness and the opportunities we have to increase our work for communities.

## **V. Metrics to Evaluate Success**

NCC Habitat is looking for incredible and exciting outcomes throughout the entire process of the project. First we expect to see ready adoption of the innovative housing solution and new partnerships coming to us to further expand what we can offer to LMI families. We expect new families approved for the program and working on their sweat equity hours, preparing to be a part of this unique affordable housing solution. We expect momentum to grow, new GIK donations coming in for this phase and the phase 2 of this planned development. We expect to have a large group of trained volunteers ready to lead and implement a scaled version of the development using this new material concept.

Following the completion of the project, we expect to see 35 LMI families living in community with one another in their first ever affordable, permanent home. We expect to see once struggling LMI families beginning to build a financial future, finishing college degrees, establishing long solid work history, paying their mortgage on time and in full each month. We want to see families that are finally able to live strong, stable, self-reliant futures and reach goals long abandoned.

This community can find strength in each other. Our community concept was designed with the goal of bringing people together for connection. With our design concept and patio living, access to a community center and a playground, we hope neighbors are building lasting relationships that can build each other up and strengthen the families that live there.

## Acknowledgements

***If funding is approved by the MCDC board of directors, Applicant will assure:***

- The Project/Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used exclusively for the purpose described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Project/Promotional/Community Event. Specifics to be agreed upon by applicant and MCDC and included in an executed performance agreement.
- Organization's officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Project/Promotional/ Community Event for which funds were received.
- A final report detailing the success of the Project/Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Project/Promotional/Community Event.
- Up to 80% of the approved grant may be provided, on a reimbursement basis, prior to conclusion of the Project/Promotional/Community Event with submission of invoices/receipts to MCDC. The final 20% may be paid following MCDC's receipt of unpaid invoices/receipts; documentation of fulfillment of obligations to MCDC; and final report on the Project/Promotional/Community Event.
- The required performance agreement will contain a provision certifying that the applicant does not and will not knowingly employ an undocumented worker in accordance with Chapter 2264 of the Texas Government Code, as amended. Further, should the applicant be convicted of a violation under 8 U.S.C. § 1324a(f), the applicant will be required to repay the amount of the public subsidy provided under the agreement plus interest, at an agreed to interest rate, not later than the 120<sup>th</sup> day after the date the MCDC notifies the applicant of the violation.

**We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.**

**Chief Executive Officer**

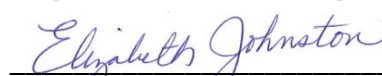


Signature

Celeste H. Cox  
Printed Name

March 29, 2018  
Date

**Representative Completing Application**



Signature

Elizabeth C. Johnston  
Printed Name

March 29, 2018  
Date

***INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.***

## **CHECKLIST:**

### **Completed Application:**

- ☒ Use the form/format provided
- ☒ Organization Description
- ☒ Outline of Project/Promotional/Community Event; description, budget, goals and objectives
- ☒ Indicate the MCDC goal(s) that will be supported by this Project/Promotional/Community Event
- ☒ Project/Promotional/Community Event timeline and venue
- ☒ Plans for marketing and outreach
- ☒ Evaluation metrics
- ☒ List of board of directors and staff

### **Attachments:**

- ☒ Financials: organization's budget for current fiscal year; Project/Promotional/Community Event budget; audited financial statements
- ☒ Feasibility Study or Market Analysis if completed (Executive Summary)
- ☒ IRS Determination Letter (if applicable)

***A FINAL REPORT IS TO BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE EVENT/COMPLETION OF THE PROJECT/PROMOTIONAL/COMMUNITY EVENT.***

***FINAL PAYMENT OF FUNDING AWARDED WILL BE MADE UPON RECEIPT OF FINAL REPORT.***

***PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE.***



## **McKINNEY COMMUNITY DEVELOPMENT CORPORATION**

### **Final Report**

**Organization:**

**Funding Amount:**

**Project/Promotional/Community Event:**

**Start Date:**

**Completion Date:**

**Location of Project/Promotional/Community Event:**

**Please include the following in your report:**

- Narrative report on the Project/Promotional/Community Event
- Identify goals and objectives achieved
- Financial report – budget as proposed and actual expenditures, with explanations for any variance
- Samples of printed marketing and outreach materials
- Screen shots of online Promotions
- Photographs, slides, videotapes, etc.
- Performance against metrics outlined in application

**Please submit Final Report no later than 30 days following the completion of the Project/Promotional/Community Event to:**

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

Attn: Cindy Schneible  
[cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)



### **Board of Directors - Fiscal Year 2017 - 2018**

<b><u>Board Member</u></b>	<b><u>Position</u></b>	<b><u>Background</u></b>
Mr. Matt Hilton	President	Real Estate Owner/Agent
Mr. Marty Smith	President-Elect	Legal
Mr. Larry Pietenpol	Vice President	Retired
Mr. Jason Jupiterwala	Treasurer	Finance
Mr. Nelson Carter	Secretary	Director Mkt/Training
Mr. Tim Baker	Assistant Secretary	Retired
Mr. Rache Barnett	Assistant Treasurer	Banking
Mr. Terry Busha	Immediate Past President	Finance
Mr. Doc Compton		
Mr. Jack Kocks		
Mr. Hunter Lord		
Mr. Larry Pietenpole		
Mr. JR Russell		
Mr. Martin Smith		
Ms. Olive Swearingen		
Mr. Bud Ward		
Mr. Terrence Wegner		

### **Organizational Leadership Team**

#### **CEO – Celeste Haiduk Cox**

Celeste Haiduk Cox was hired thirteen years ago as the first paid staff for NCC-Habitat. The organization was 100% volunteer upon her arrival and was building one to two homes per year. Since that time, her staff has grown to 10 full time and 12 part-time, a new ReStore operation was opened five years ago, and 379 lives have been touched building 100 homes locally and 36 homes have been built globally. Habitat has also completed 87 repair projects. Celeste serves as the primary contact for Donors and fundraising for the organization as well as being active in the community through Rotary, Chambers of Commerce, Boy Scouts, Girls Scouts, Church and service to Habitat Texas as their immediate past Board President.

#### **COO – Marnie Diepenbrock**

Marnie Diepenbrock joined NCC Habitat in 2018. Marnie served as the Senior Human Resource Manager for Cabela's in Allen. Her duties included opening 4 new retail locations, managing the benefits program, recruitment and training of employees. While at Cabela's, she was the acting Area Manager over 6 retail store locations in Texas. Marnie has served as the Southwest Regional Operations/HR Manager for Chrysler/Dodge which included managing a regional budget, creating a team environment, coaching/mentoring, conflict resolution and tracking regional KPI's. Prior to Cabela's, she

led a Child Development Center in Plano/Murphy with 300 students. Her experience includes HR, Marketing, Retail, Business Management, Benefits, Training, Employee Relations, Recruiting, Compensation, and Performance Management.

### **CFO – Ruthie Drye**

Ruthie joined NCC-Habitat in October of 2012. Ruthie has over 20 years in the nonprofit sector finds working with staff, board and partner families to be very rewarding. “Doing the right thing just feels good,” Ruthie said. Ruthie earned her accounting degree from University of Phoenix and is currently working on her CPA. Ruthie and her husband of 30 plus years have raised their three children in Frisco, Texas and is a grandmother of three beautiful grandchildren.

### **Construction Project Manager – Bryant Knepp**

Bryant Knepp joined NCC-Habitat in 2016. Bryant provides oversight of the Construction Department where he leads the new construction and repair programs. Bryant has served in a number of roles with Habitat affiliates since 2003. He considers himself a student of Habitat and most highly values the Christian foundation and approach of Habitat's work. He was raised in southwestern Indiana where his construction training took place within a family owned, Amish-Mennonite construction company. Bryant enjoys participating in Christian mission, both locally and abroad. He and his wife, Lyndsay, have three daughters.

### **ReStore Manager – Rick Greene**

Rick joined the NCC-Habitat team in October of 2015. Rick has extensive experience in retail management and executive retail leadership for 30 years. His retail background includes Office Depot, Best Buy, Wal-Mart, and Target, receiving many sales and management awards. He has earned a B.B.A. in Accounting from University of Oklahoma. Rick has been very involved in community and civic organizations such as Y.M.C.A, Goodwill Industries, and March of Dimes. As a trained chef, Rick enjoys cooking and traveling.

### **Family and Volunteer Manager – Dawn Serr**

Dawn has been on staff at NCC Habitat since 2010, when she joined as the Volunteer Coordinator. Dawn has served in this role organizing and managing all of our weekly, daily, and occasional volunteers which number in the thousands! Dawn also serves as a Family Mentor working with our Habitat families helping them through the Habitat homeownership program, and on into the first year of being a homeowner. Dawn is passionate about both our families and our volunteers. She is a very integral part of this entire organization working with so many of the people this people organization serves. Dawn is also a wife, mother of 4 grown children, and grandmother to 4 grandchildren.

### **Development & Marketing Manager – Elizabeth Johnston**

Elizabeth joined NCC Habitat in 2014 as the Marketing Coordinator for promoting both NCC Habitat and the ReStore. She took on the additional responsibilities of Grant Writer in 2015 and writes over 30 grants annually on behalf of NCC Habitat. Elizabeth transitioned to the role of Development Manager in 2017 to strengthen our Donor management and procurement efforts for the organization while continuing to oversee the marketing strategies for the affiliate and ReStore. Elizabeth is also a wife and mother of two wonderful children.

# **NCC HABITAT OPERATONS BUDGET**

North Collin County Habitat for  
Humanity  
FY18 Proposed Amended Budget

	FY18 Original Budget	FY18 Amended Budget
Ordinary Income/Expense		
Income		
Total 4100-\$ Business Contributions	117,700	72,700
Total 4200-\$ Individual Contributions	99,200	87,356
Total 4300-\$Agency Contributions	5,000	5,000
Total 4400-\$Church Contributions	48,500	36,000
Total 4000-\$Contributions	270,400	201,056
Total 4600-Grants	413,000	503,200
Total 4700-Other Income	38,340	51,871
4800-ReStore Sales		
4810-Construction Cost Avoid	(18,000)	(18,000)
4820-ReStore Sales-DonatedProd	877,400	833,657
4830-ReStore Sales-PurchasdProd	478,600	337,307
4840-ReStore Trfr to Constr	33,000	33,000
4850-ReStore Trfr to HFH Affil	4,000	98
Total 4800-ReStore Sales	1,375,000	1,186,062
Total 4900-Special Events Net Income	78,450	107,052
Total Income	2,175,190	2,049,241
Cost of Goods Sold		
5000-Cost of GoodsSold(ReStore)		
5010-Cost of Construction Txfrs	18,000	18,000
5030-Cost of HFH Affiliate Txfr	3,600	100
5040-Cost of ReStore Prod Sold	248,872	180,280
5050-Freight	6,000	4,350
5060-Merchant Acct Fees	23,052	23,773
5070-Parts & Supplies	2,000	223
5080-Vending Costs	900	900
Total 5000-Cost of GoodsSold(ReStore)	302,424	227,626



Total COGS		
	302,424	227,626
Gross Profit	1,872,766	1,821,615
Expenses		
Total 5100-Administrative	107,350	140,731
Total 5200-Employee Related Expenses	1,151,449	1,090,472
Total 5300-Fleet Expense	46,009	41,474
Total 5400-Marketing & Advertising	79,333	66,383
Total 5500-Meetings & Travel	26,330	10,164
Total 5600-Occupancy Expense	86,624	96,840
Total 5700-Prgm Svcs-Mission Specific	169,721	182,444
Total Expense	1,666,816	1,628,508
Net Ordinary Income	205,950	193,107
Other Income/Expense		
Other Income		
6000-Donated Materials-ReStore	877,400	1,327,693
6100-Early Note Termination	-	21,840
6200-GIK-Material Donations	138,400	195,609
6300-Mtg Discount Amortization	95,000	113,553
6400-Sale to Homeowners	947,103	958,607
Total Other Income	2,057,903	2,617,302
Other Expense		
Total 7100-Construction Cost CIP Exp	818,633	768,121
7200-Depreciation Expense	97,700	97,700
7300-HFH International SOSI Fee	22,200	22,200
7400-HFH International Tithe	30,000	30,000
7600-Mortgage Discount Expense	250,000	250,000
7800-Other GIK Expense	18,800	17,887
7900-ReStore GIK (COGS)	877,400	1,327,693
Total Other Expense	2,114,733	2,513,601
Net Other Income	(56,830)	103,701
Net Income	149,120	296,808

## Cotton Groves - Project Budget

<b><u>Total Project Budget</u></b>	<b><u>Cost</u></b>
35 New Home units	\$2,800,000
Community Center	300,000
Land (Paid)	225,000
Land Prep and infrastructure costs	754,171
Abatement of Hazardous Materials	22,006
Playground	22,882
Professional Design, consulting, campaign fees	349,870
City Impact fees	285,901
<b>Total Cost</b>	<b>\$4,759,830</b>



*Help build it!*

September 29, 2015

North Collin County HFH  
PO Box 153  
McKinney, TX 75070-0153

**RE: 501(c)(3) Letter for North Collin County HFH, Partner ID# 1328-5090**

Dear Affiliate Leader:

This letter will confirm that North Collin County HFH (McKinney HFH, Inc. DBA- North Collin County HFH), with employer identification number 75-2443511, is considered a subordinate under the group tax exemption umbrella of Habitat for Humanity International, Inc. ("HFHI") under Section 501(c)(3) of the Internal Revenue Code.

The group exemption number assigned to HFHI by the IRS is 8545. This number may be provided to prospective donors, foundations and other grant organizations as they request it and is required on certain IRS forms.

Enclosed is a copy of the determination letter dated March 9, 2015, provided by the IRS as evidence of HFHI's tax exempt status as well as its group exemption. The determination letter, together with this letter, confirms North Collin County HFH's subordinate status and provides evidence of its tax exempt status under Section 501(c)(3) of the Code.

In partnership,

**Beverly Huffman**  
Director, US/Canadian Support Services Center  
Habitat for Humanity International 877-434-4435  
[USSupportCenter@habitat.org](mailto:USSupportCenter@habitat.org) · [habitat.org](http://habitat.org) | **Habitat. We build.**

Enclosure



OGDEN UT 84201-0029

In reply refer to: 4077550277  
Mar. 09, 2015 LTR 4167C 0  
91-1914868 000000 00  
00040704  
BODC: TE

HABITAT FOR HUMANITY INTERNATIONAL  
INC  
HABITAT FOR HUMANITY INTRNL PARENT  
% EDWARD K QUIBELL - CFO/SR VP  
121 HABITAT ST  
AMERICUS GA 31709-3423

052913

Employer Identification Number: 91-1914868  
Group Exemption Number: 8545  
Person to Contact: Ms Benjamin  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Jan. 20, 2015, request for information about your tax-exempt status.

Our records indicate that you were issued a determination letter in January 1987, and that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Based on the information supplied, we recognized the subordinates named on the list you submitted as exempt from Federal income tax under section 501(c)(3) of the Code.

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106 and 2522 of the Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Tamera Ripperda  
Director, Exempt Organizations

## **FEASIBILITY STUDY – EXECUTIVE SUMMARY**

This report will be available after April 21, 2019, and will be sent to Cindy Schneible at MCDC on April 23, 2018. Thank you!

**NORTH COLLIN COUNTY  
HABITAT FOR HUMANITY**

**FINANCIAL STATEMENTS**

**FOR THE YEARS ENDED  
JUNE 30, 2017 AND 2016**

**WITH INDEPENDENT AUDITORS' REPORT**

# NORTH COLLIN COUNTY HABITAT FOR HUMANITY

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## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
North Collin County Habitat for Humanity

We have audited the accompanying statements of financial position of North Collin County Habitat for Humanity (a nonprofit organization), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities, statements of cash flows, and schedules of functional expenses for the years then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



### ***Opinion***

In our opinion, the financial statements referred to above presented fairly in all material respects, the financial position of North Collin County Habitat for Humanity as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### ***Report on Summarized Comparative Information***

We have previously audited North Collin County Habitat for Humanity's June 30, 2016 financial statements, and our report dated September 14, 2016, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented on the Statement of Activities for the year ended June 30, 2016, is consistent, in all material respects, with the audited Statement of Activities from which it has been derived.

*Pattillo, Brown & Hill, L.L.P.*

Waco, Texas  
October 19, 2017

# **FINANCIAL STATEMENTS**

**NORTH COLLIN COUNTY HABITAT FOR HUMANITY**  
**STATEMENTS OF FINANCIAL POSITION**  
**JUNE 30, 2017 AND 2016**

	<u>2017</u>	<u>2016</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 52,843	\$ 103,921
Temporarily restricted cash	16,639	134,884
Contributions receivable	251,116	247,454
Inventory	314,419	268,523
Inventories - land held for development	293,976	333,201
Non-interest bearing mortgages receivable, current portion (net of discount)	192,156	170,791
TDHCA Boot Strap agency receivables, current portion	67,438	61,438
Other receivables	<u>28,512</u>	<u>30,615</u>
Total Current Assets	<u>1,217,099</u>	<u>1,350,827</u>
<b>LONG-TERM ASSETS</b>		
Property, furniture and equipment (net)	1,495,803	1,470,752
Contributions receivable	77,675	84,000
Non-interest bearing mortgages receivable, long-term portion (net of discount)	2,509,700	2,037,266
TDHCA Boot Strap agency receivables, long-term portion	928,064	862,569
HBA agency receivable	14,250	15,250
Discount on non-interest bearing mortgage	( 1,388,956)	( 1,113,567)
Construction in progress	<u>153,636</u>	<u>226,438</u>
Total Long-term Assets	<u>3,790,172</u>	<u>3,582,708</u>
Total Assets	<u>\$ 5,007,271</u>	<u>\$ 4,933,535</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 100,139	\$ 53,982
Escrow-mortgage holders	86,421	75,012
Due to ReStore	95,719	74,661
Due to TDHCA Boot Strap, current portion	67,438	61,438
Line of credit	16,979	-
Notes payable, current portion (net of discount)	<u>85,626</u>	<u>88,674</u>
Total Current Liabilities	<u>452,322</u>	<u>353,767</u>
<b>LONG-TERM LIABILITIES</b>		
Due to TDHCA Bootstrap, long-term portion	929,090	863,590
Due to HBA	8,667	10,667
Notes payable, long-term portion (net of discount)	<u>1,210,108</u>	<u>1,229,638</u>
Total Long-term Liabilities	<u>2,147,865</u>	<u>2,103,895</u>
Total Liabilities	<u>2,600,187</u>	<u>2,457,662</u>
<b>NET ASSETS</b>		
Unrestricted	2,055,833	1,639,620
Temporarily restricted	<u>351,251</u>	<u>836,253</u>
Total Net Assets	<u>2,407,084</u>	<u>2,475,873</u>
Total Liabilities and Net Assets	<u>\$ 5,007,271</u>	<u>\$ 4,933,535</u>

**The accompanying notes are an integral part of these financial statements.**

# NORTH COLLIN COUNTY HABITAT FOR HUMANITY

## STATEMENTS OF ACTIVITIES

**FOR THE YEAR ENDED JUNE 30, 2017**

(With Summarized Financial Information for the Year Ended June 30, 2016)

	Unrestricted	Temporarily Restricted	2017 Total	2016 Total
<b>REVENUE AND OTHER SUPPORT</b>				
Grants	\$ -	\$ 315,267	\$ 315,267	\$ 369,662
Contributions	56,233	240,496	296,729	350,962
Contributions - non cash	202,885	-	202,885	172,009
Donated materials	927,762	-	927,762	814,803
Discount amortization	114,448	-	114,448	100,224
Transfers to homeowners	943,811	-	943,811	387,325
ReStore sales	1,236,830	-	1,236,830	1,241,251
Special events, net of expenses	62,187	-	62,187	38,845
Miscellaneous	45,174	-	45,174	38,183
Interest income	283	-	283	516
Net assets released from restrictions	<u>1,040,765</u>	<u>( 1,040,765)</u>	<u>-</u>	<u>-</u>
Total Revenue and Other Support	<u>4,630,378</u>	<u>( 485,002)</u>	<u>4,145,376</u>	<u>3,513,780</u>
<b>EXPENSES</b>				
Home ownership program	2,095,239	-	2,095,239	1,417,765
ReStore program	1,854,471	-	1,854,471	1,554,373
Management and administrative	<u>264,455</u>	<u>-</u>	<u>264,455</u>	<u>164,628</u>
Total Expenses	<u>4,214,165</u>	<u>-</u>	<u>4,214,165</u>	<u>3,136,766</u>
<b>OTHER INCOME/(EXPENSES)</b>				
Gain (Loss) on disposition of assets	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>CHANGE IN NET ASSETS</b>	416,213	( 485,002)	( 68,789)	377,014
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>1,639,620</u>	<u>836,253</u>	<u>2,475,873</u>	<u>2,098,859</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 2,055,833</u>	<u>\$ 351,251</u>	<u>\$ 2,407,084</u>	<u>\$ 2,475,873</u>

**The accompanying notes are an integral part of these financial statements.**

# NORTH COLLIN COUNTY HABITAT FOR HUMANITY

## STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Increase (decrease) in net assets	\$( 68,789)	\$ 377,014
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation expense	92,754	88,877
Discount amortization-mortgages	275,389	46,788
Transfer to homeowners	( 917,381)	( 387,325)
Effect of changes in assets and liabilities:		
(Increase) decrease in inventories - (lots)	39,225	( 157,775)
(Increase) decrease in inventories - (resale)	( 45,896)	( 81,789)
(Increase) decrease in contributions receivable	2,663	( 38,135)
(Increase) decrease in agency receivable	( 995)	( 547)
(Increase) decrease in other receivables	2,103	( 7,800)
(Increase) decrease in homes under construction	72,802	( 63,355)
Increase (decrease) in accounts payable and accrued expenses	<u>78,624</u>	<u>( 4)</u>
Net Cash Used by Operating Activities	<u>( 469,501)</u>	<u>( 224,051)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Net purchases of land, building and equipment	( 117,805)	( 38,270)
Net loan proceeds	( 5,599)	( 107,955)
Mortgage payments received	<u>423,582</u>	<u>291,849</u>
Net Cash Provided by Investing Activities	<u>300,178</u>	<u>145,624</u>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	( 169,323)	( 78,427)
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<u>238,805</u>	<u>317,232</u>
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<u>\$ 69,482</u>	<u>\$ 238,805</u>
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>		
Issuance of non-interest bearing mortgage loans	917,381	387,325
Discount on non-interest bearing mortgages loans	( 389,839)	( 147,009)
Transfers to homeowners subject to non-interest bearing mortgage loans	<u>\$ 527,542</u>	<u>\$ 240,316</u>
Cash paid for interest	<u>\$ 25,747</u>	<u>\$ 36,560</u>

**The accompanying notes are an integral part of these financial statements.**

# NORTH COLLIN COUNTY HABITAT FOR HUMANITY

## SCHEDULE OF FUNCTIONAL EXPENSES

**FOR THE YEAR ENDED JUNE 30, 2017**

	Program Services		Support Services	Total
	Home	ReStore	Management	
	Ownership		and Administrative	2017
Bad debt expense	\$ 7,885	\$ -	\$ -	\$ 7,885
Bank charges	811	255	659	1,725
Contract labor	17,869	19,192	2,763	39,824
Credit card fees	-	-	1,970	1,970
Depreciation expense	14,368	71,719	6,667	92,754
Dues and subscriptions	4,134	987	5,213	10,334
Equipment rental	4,984	2,295	1,518	8,797
Fleet Expense	14,444	13,185	1,108	28,737
Insurance	12,582	22,194	3,034	37,810
Interest expense	11,279	13,071	1,397	25,747
Materials and supplies	993,725	1,145,164	1,178	2,140,067
Miscellaneous	808	856	2,428	4,092
Mortgage discount	389,839	-	-	389,839
Office expenses	3,431	7,199	5,579	16,209
Postage	614	587	2,712	3,913
Printing, promotions, and advertising	21,045	28,340	6,629	56,014
Professional fees	4,026	1,342	3,578	8,946
Program expenses	167,626	-	-	167,626
Repairs & Maintenance	2,733	12,291	1,766	16,790
Salaries and benefits	352,639	451,312	208,670	1,012,621
Telephone	8,025	9,821	1,711	19,557
Tithe/ SOSI fee	31,000	600	-	31,600
Travel	13,802	560	3,931	18,293
Utilities	17,570	53,501	1,944	73,015
Total Expenses	\$ <u>2,095,239</u>	\$ <u>1,854,471</u>	\$ <u>264,455</u>	\$ <u>4,214,165</u>

**See accompanying independent auditor's report.**

# NORTH COLLIN COUNTY HABITAT FOR HUMANITY

## SCHEDULE OF FUNCTIONAL EXPENSES

**FOR THE YEAR ENDED JUNE 30, 2016**

	Program Services		Support Services	Total
	Home		Management	
	Ownership	ReStore	and Administrative	2016
Bad debt expense	\$ 2,036	\$ -	\$ -	\$ 2,036
Bank charges	450	150	400	1,000
Contract labor	9,397	11,355	2,181	22,933
Credit card fees	-	-	1,053	1,053
Depreciation expense	13,510	68,103	7,264	88,877
Dues and subscriptions	3,364	827	2,295	6,486
Equipment rental	5,563	3,133	1,701	10,397
Fleet expense	8,977	22,405	658	32,040
Insurance	11,919	22,959	1,617	36,495
Interest expense	14,343	20,178	2,039	36,560
Materials and supplies	564,752	929,019	21,431	1,515,202
Miscellaneous	510	1,257	2,396	4,163
Mortgage discount	147,009	-	-	147,009
Office expenses	1,378	6,440	6,159	13,977
Postage	6,131	334	1,926	8,391
Printing, promotion, and advertising	24,810	27,058	7,419	59,287
Professional fees	3,406	1,135	3,028	7,569
Program expenses	112,282	290	-	112,572
Repairs & maintenance	1,799	11,984	1,472	15,255
Salaries and benefits	421,246	377,582	94,551	893,379
Telephone	9,069	9,241	1,390	19,700
Tithe/ SOSI fee	41,000	-	-	41,000
Travel	2,854	1,476	3,849	8,179
Utilities	11,960	39,447	1,799	53,206
Total Expenses	<u>\$ 1,417,765</u>	<u>\$ 1,554,373</u>	<u>\$ 164,628</u>	<u>\$ 3,136,766</u>

**See accompanying independent auditor's report.**

# **NORTH COLLIN COUNTY HABITAT FOR HUMANITY**

## **NOTES TO FINANCIAL STATEMENTS**

**JUNE 30, 2017 AND 2016**

### **1. ORGANIZATION**

North Collin County Habitat for Humanity, Inc. dba (“Habitat”) is a not-for-profit interdenominational organization whose purpose is to encourage, promote and assist in the building and rehabilitation of housing for ownership by low-income persons in the North Collin County area (Frisco, Celina, McKinney, Princeton, Anna, Melissa, Prosper, Farmersville, New Hope, and Blue Ridge). Habitat is an affiliate of Habitat for Humanity International, Inc., located in Americus, Georgia.

Habitat is a privately operated and financed program that transfers such housing to low income persons at cost after completion of construction, utilizing non-interest bearing notes. Habitat expects to continue to finance its operations through continuing contributions and mortgage receipts.

Habitat’s Program Services includes the home construction program and the ReStore Program (a retail operation) that sells usable materials donated by retail businesses, construction companies, contractors, and the general public at below cost prices. The proceeds from the ReStore fund Habitat’s community programs.

Habitat is a nonprofit organization, as described in Section 501(c)(3) of the Internal Revenue Code, and is exempt from federal income taxes and has been classified as a publicly supported organization as described in Sections 509(a)(1) and 170(b)(A)(VI).

### **2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

#### **Basis of Accounting**

The financial statements of North Collin County Habitat for Humanity have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities, in accordance with generally accepted accounting principles.

#### **Basis of Presentation**

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) 958, “Not-for-Profit Entities.” Under ASC 958, North Collin County Habitat for Humanity is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Also in accordance with ASC 958, contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor restrictions.



A description of the three net asset categories follows:

***Unrestricted Net Assets***

Unrestricted Net Assets represent resources over which the Board of Directors has discretionary control and can be used currently for the general purposes of North Collin County Habitat for Humanity in accordance with its bylaws. The Board may voluntarily designate unrestricted resources for specific purposes, but this is a voluntary action of the governing board that can be modified or reversed at its discretion. These designations of unrestricted resources by the governing board do not have the same legal requirements as do restrictions of funds.

***Temporarily Restricted Net Assets***

Temporarily Restricted Net Assets represent resources currently available for use, but expendable only for those operating purposes specified by the donor.

***Permanently Restricted Net Assets***

Permanently Restricted Net Assets represent principal amounts of gifts and bequests which have been accepted with the donor stipulation that the principal be maintained intact in perpetuity or a specified period, with only the income to be utilized. The Organization has no permanently restricted net assets as of June 30, 2017 and 2016.

**Cash and Cash Equivalents**

North Collin County Habitat for Humanity considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

**Restricted Cash**

The Board of Directors has restricted \$16,639 and \$134,884 of cash for purposes of renovations for the years ended June 30, 2017 and 2016, respectively.

**Contributions Receivable**

Contributions, including unconditional promises to give, are recognized when received. All contributions are reported as increases in unrestricted net assets unless use of the contributed assets is specifically restricted by the donor. Amounts received that are restricted by the donor to use in future periods or for specific purposes are reported as increases in temporarily restricted net assets, consistent with the nature of the restriction. Unconditional promises with payments due in future years have an implied restriction to be used in the year the payment is due, and therefore are reported as temporarily restricted until the payment is due.

### **Mortgages Receivable**

Mortgages receivables consist of non-interest-bearing mortgages, which are secured by real estate and payable in monthly installments. The mortgages have an original maturity of 20 years. These mortgages have been discounted at various rates ranging from 7.39% to 8.34% based on the prevailing market rates at the inception of the mortgages. Interest income (amortization of the discount) is recorded using the straight-line method over the lives of the mortgages.

### **Property and Equipment**

Fixed asset acquisitions are recorded at cost. Depreciation is provided over the estimated useful lives of the assets and is computed using the straight-line method. Leasehold improvements are amortized over the life of the lease or asset, whichever is shorter. This amortization expense is reported as a part of occupancy cost.

### **Construction in Progress**

Construction in progress is recorded at cost and includes all direct material, labor and equipment costs and those indirect costs related to home construction such as indirect labor, supplies and tool costs. Land costs included in construction-in-progress are stated at the lower of cost or the fair value at the date of the contribution. Included in land costs are any costs incurred in development. When revenue from the sale of a home is recognized, the corresponding costs are then expensed in the statement of activities as program services.

### **Support**

Contributions received and unconditional promises to give are measured at their fair values and are reported as an increase in net assets. Gifts of cash and other assets are reported as restricted support if they are received with donor stipulations that limit the use of the donated assets, or if they are designated as support for future periods. When a donor restriction expires, that is, when a stipulated time restriction ends or when the purpose of the restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activity as net assets released from restrictions.

Gifts of goods and equipment are reported as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used are reported as restricted support. In the absence of explicit donor stipulations about how long-lived assets must be maintained, Habitat reports expirations of donor restrictions when the donated or acquired long-lived assets are placed.

## **Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates. The Organization's significant estimates include the useful lives of property and equipment, the market value of donated inventory, and the amortization of discounts on mortgage loans based on the estimated life of the notes as a method that approximates the effective interest rates.

## **Income Taxes**

Habitat has been granted exemptions from federal income taxes under Section 501(c)(3) of the Internal Revenue code. As such, no provision for income taxes is reflected in the financial statements.

The accounting standards on accounting for uncertainty in income taxes address the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, Habitat may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of Habitat and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from a tax position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for fiscal years 2017 and 2016.

Habitat files its forms 990 in the U.S. federal jurisdiction. Habitat is no longer subject to examination by the Internal Revenue Service for years before 2013.

## **Support and Cost**

Grants, gifts of cash, and other assets are reported as restricted support if they are received with donor stipulations that limit the use of the donated assets, or if they are designated as support for future periods. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of net activities as net assets released from restrictions.

Gifts of goods and equipment are reported as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets explicit restrictions that specify how the assets are to be used are reported as restricted support. In the absence of explicit donor stipulations about how long-lived assets must be maintained, Habitat reports expirations of donor restrictions when the donated or acquired long-lived assets are placed.

ReStore revenue is recognized when the donated goods are sold. ReStore expenses are recognized when incurred.

### **Allocation of Functional Expenses**

Costs have been summarized on a functional basis in the Statement of Activities and in the Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

### **Donated Services**

A substantial number of volunteers have made significant contributions of their time to Habitat's program and supporting services. The value of this contributed time is not reflected in these financial statements since it is susceptible to objective measurement or valuation.

### **Construction in Progress**

Construction in progress is recorded at cost and includes all direct material, labor, and equipment costs and those indirect costs related to home construction such as indirect labor, supplies and tool costs. Land costs included in construction in progress are stated at cost or fair value at the date of the contribution. Included in land costs are any costs incurred in development. When revenue from the sale of a home is recognized, the corresponding costs are then expensed in the statement of activities as program services.

### **Transfer or Sale to Homeowners**

Transfers to homeowners are recorded at the gross mortgage. The mortgages do not bear interest, but have been discounted based upon applicable rates of interest published by Habitat for Humanity International, Inc. Using the interest method of amortization, these discounts will be recognized as mortgage loan amortization over the term of the mortgages.

### **Home Construction Costs**

Costs incurred in conjunction with home construction are capitalized. Construction costs are expensed during the year a home is sold and included in program services.

### **Prior Year Summarized Information**

The financial statements include certain prior year summarized comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with Habitat's financial statements for the year ended June 30, 2016, from which the summarized information was derived.

### 3. PROPERTY AND EQUIPMENT

Property and equipment are recorded at acquisition cost, including costs necessary to get the asset ready for its intended use. Depreciation expense is recorded on a straight-line basis over the estimated useful lives of the respective assets, ranging from five to fifteen years.

	June 30, 2016	Additions	Deletions	June 30, 2017
Land	\$ 253,847	\$ -	\$ -	\$ 253,847
Buildings and improvements	1,277,807	69,333	-	1,347,140
Furniture and fixtures	101,753	1,943	-	103,696
Vehicles and trailers	124,689	7,502	-	132,191
Machinery and equipment	<u>149,491</u>	<u>39,027</u>	<u>-</u>	<u>188,518</u>
	1,907,587	117,805	-	2,025,392
Less accumulated depreciation	<u>( 436,835)</u>	<u>( 92,754)</u>	<u>-</u>	<u>( 529,589)</u>
Total property and equipment, net depreciation	<u>\$ 1,470,752</u>	<u>\$ 25,051</u>	<u>\$ -</u>	<u>\$ 1,495,803</u>

Depreciation expense for the years ended June 30, 2017 and 2016 was \$92,754 and \$88,877, respectively.

### 4. CONSTRUCTION IN PROGRESS

Real estate costs, building materials and contract labor are recorded at cost when incurred. The administrative costs of developing projects are allocated to the respective projects. Construction in progress consists of the following:

	June 30, 2017		June 30, 2016	
	Homes	Cost	Homes	Cost
Homes under construction at beginning of year	7	\$ 226,438	5	\$ 163,083
Additional cost incurred during the year	-	323,618	-	318,713
New homes started during the year*	8	575,530	7	226,438
Homes transferred during the year	<u>(9)</u>	<u>( 971,950)</u>	<u>(5)</u>	<u>( 481,796)</u>
Homes under construction at year-end	<u>6</u>	<u>\$ 153,636</u>	<u>7</u>	<u>\$ 226,438</u>

\*Includes home purchased back from homeowner (803 Hight) on 2/7/17 and transferred to asset until sold.

## 5. INVENTORIES

Land held for development consists of home lots to be developed and costs incurred in conjunction with home construction. They are capitalized until the completion of each home. Home lot inventory was \$293,976 and \$333,201 as of June 30, 2017 and 2016, respectively.

Inventory for the ReStore consists of items for resale which have been either purchased by Habitat or donated to the Organization. All purchased inventory is valued at the lower of cost or market. All donated inventory is recognized as contribution revenue on the date of donation, with the fair market value being recorded as the asset, and the remainder is immediately recognized as contribution expense. The balance of inventory totaled \$314,419 and \$268,523 as of June 30, 2017 and 2016, respectively.

## 6. SALES TO HOMEOWNERS

During the years ended June 30, 2017 and 2016, nine and five homes were sold to qualifying applicants, respectively. The resulting mortgages are non-interest bearing and the presentation of their book value have been discounted based upon the prevailing market rates for low-income housing at the inception of the mortgages. The discount rates for the years ended June 30, 2017 and 2016 were 7.47% and 7.48%, respectively. The discounts totaled \$389,839 for 2017 and \$147,009 for 2016.

## 7. MORTGAGES RECEIVABLE

Habitat finances all of the homes that are sold. Each mortgage is issued as a zero-interest mortgage to the buyer. Habitat discounts the mortgages using the current interest rates at the time the home is sold. The discount is amortized using the effective interest method. Mortgages receivable as of June 30, 2017 and 2016 are as follows:

	2017	2016
Mortgages receivable (at face value)	\$ 2,701,856	\$ 2,208,057
Unamortized discount on mortgages	( 1,388,956)	( 1,113,567)
Mortgages receivable, net of discount	<u>\$ 1,312,900</u>	<u>\$ 1,094,490</u>

Future collections, net of discount, on these mortgages will be received over the next five years as follows:

2018	\$ 192,156
2019	192,156
2020	192,156
2021	192,156
2022	192,156
Thereafter	<u>352,120</u>
Total	<u>\$ 1,312,900</u>

Mortgages are considered delinquent when the monthly mortgage payment is at least 31 days past due. As of June 30, 2017, twelve mortgages totaling \$6,780 were past due. As of June 30, 2016, nineteen mortgages totaling \$8,144 were past due. Habitat is in the process of making arrangements with the individual homeowners to bring their balance to current. All balances are believed to be collectible and no allowance has been recognized.

Some of the homeowners who have mortgages with Habitat have entered into a secondary loan agreement with the Texas Department of Housing and Community Affairs Texas Boot Strap Loan Program. Habitat continues to collect and manage these mortgages, and then remits the amount collected to the agency. These amounts are reported as agency receivables and agency payables on the statement of financial position and normally do not have any effect on the change in net assets. As of June 30, 2017, the balance in the agency receivables is \$995,502 and agency payables account is \$996,528. The balances of the agency receivable and payable as of June 30, 2016, the balance in the agency receivables is \$924,007 and agency payables account is \$925,028. Typically, the balance of the agency receivable equals the balance of the agency payable. However, during the current and prior fiscal year, Habitat decided to take back the house of one homeowner. While the Organization wrote off the outstanding receivable from the homeowner, Habitat is still liable to TDHCA for the balance due to them from the homeowner.

During 2012, two homeowners also entered into secondary agreements with the Texas Department of Housing and Community Affairs Homebuyer Assistance Program. Similar as to their agreement with the TDHCA Texas Boot Strap Loan Program, Habitat continues to collect and manage these mortgages and then remits the amount collected to the agency. These amounts are reported as agency receivables and agency payables on the statement of financial position and do not have any effect on the change in net assets. As of June 30, 2017, the balances of the agency receivable and payable were \$14,250 and \$8,667, respectively. As of June 30, 2016, the balances of the agency receivable and payable were \$15,250 and \$10,667, respectively.

## 8. LONG-TERM DEBT

Long-term debt, net of discounts, consists of the following notes as of June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Notes payable to Texas Department of Housing and Community Affairs (TDHCA) in the original amounts of \$1,892,373 and \$1,685,456 as of June 30, 2017 and 2016, respectively, bearing interest ranging from 0% to 4%, discount calculated based on an imputed interest rate ranging between 7.39% and 8.34%, the rate provided annually by Habitat for Humanity International, resulting in a discount of \$717,881 and \$499,821, as of June 30, 2017 and 2016, respectively. The Organization remits monthly payments of \$7,135 and the loans mature July 2021 through August 2046.	\$ 1,149,743	\$ 1,031,971
Line of credit to LegacyTexas bank in the amount of \$100,000 due January 18, 2019; interest rate of 5.75%	25,000	-
Note payable to a bank; interest rate of 5.25%; due May 25, 2026. Secured by land and building.	120,991	282,341
Note payable to a vehicle financing company; interest rate of 1.90% due June 14, 2017. Secured by the associated vehicle.	<u>-</u>	<u>4,000</u>
Total outstanding balance	1,295,734	1,318,312
Less current installments	<u>( 85,626)</u>	<u>( 88,674)</u>
Total long-term debt	<u>\$ 1,210,108</u>	<u>\$ 1,229,638</u>

The maturities of long-term debt by fiscal year are as follows:

2018	\$ 85,626
2019	110,841
2020	86,222
2021	90,742
2022 & Thereafter	<u>922,303</u>
Total	<u>\$ 1,295,734</u>

## 9. IN-KIND CONTRIBUTIONS

Habitat receives in-kind contributions of land, materials and services used in the construction of its homes. The contributed asset is recognized as an asset at its estimated fair value at the date of gift, provided that the value of the asset and its estimated useful life meets Habitat's capitalization policy. The total amount for in-kind contributions for the year ending June 30, 2017 was \$202,885 and \$172,009 in 2016.

Habitat also received furniture, household items and constructional materials used in home construction and repair for sale in the ReStore. All donations are valued at the estimated fair market value on the date the donation is made.



## 10. RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following:

	<u>2017</u>	<u>2016</u>
Temporarily restricted		
Contributions Temporarily Restricted	<u>\$ 351,251</u>	<u>\$ 836,253</u>

## 11. COMMITMENTS AND CONTINGENCIES

In addition to the non-interest bearing mortgage received from the sale of each home, Habitat receives a shared appreciation agreement. The shared appreciation agreement allows Habitat to collect the lowest independent appraised value as an additional amount upon the sale or refinance within 20 years of the original sale contract. The shared appreciation agreement payoff is considered less than probable or remote and therefore no receivable has been recorded in the financial statements.

## 12. CONCENTRATION OF CREDIT RISK

The Organization maintains its cash and cash equivalents balances in local financial institutions. All accounts for a single depositor are insured by the Federal Deposits Insurance Corporation up to \$250,000. The Organization had uninsured cash balances of \$0 as of June 30, 2017. The Organization had uninsured cash balances of \$67,126 as of June 30, 2016.

Habitat's programs are concentrated in the northern portion of Collin County. The Organization receives donations, home sales and collection of mortgage receivables in this area. Changes in economic conditions may impact the Organization.

The Organization's purpose is to provide housing for low-income homeowners. As such, it is likely that the mortgage holders would be unable to qualify for a mortgage from a traditional financial institution. This poses an inherent risk to Habitat that the mortgages receivable will be partially uncollectible. To mitigate the risk of overstating the ability of the Organization to fully collect the mortgages, the notes receivable have been discounted using the prevailing market rate for low-income housing at the inception of the note. Additionally, all notes receivable are collateralized by the real estate associated with the mortgage.

## 13. ADVERTISING

Habitat uses advertising to promote its program. Advertising expenses are expensed as incurred. For the years ended June 30, 2017 and 2016, advertising expenses of \$56,014 and \$59,287 were incurred, respectively.

#### **14. TRANSACTIONS WITH HABITAT INTERNATIONAL**

Habitat annually remits 10% of its unrestricted contributions (excluding in-kind contributions) to Habitat International. These funds are used to construct homes in economically depressed areas around the world. For the years ended June 30, 2017 and 2016, Habitat contributed \$16,000 and \$26,000 to Habitat International, respectively. In addition to these unrestricted contributions to Habitat International, Habitat also paid a support fee in the amount of \$15,600 for the year ended June 30, 2017 and \$15,000 for the year ended June 30, 2016.

#### **15. RECLASSIFICATIONS**

Certain reclassifications of prior period amounts have been made, where appropriate, to reflect comparable operating results.

#### **16. SUBSEQUENT EVENTS**

Subsequent events have been evaluated through October 19, 2017 the issuance date of the report. No subsequent events requiring disclosure were noted.



**TITLE:** Conduct a Public Hearing to Consider/Discuss/Act on a Project Grant Application Submitted by Essentialz dba Elemental Essentialz (#18-07) in the Amount of \$40,000.00 for Water, Electric and Gas Utility Improvements for a Retail Market to be Located at 110 N. Tennessee Street, McKinney, Texas

**COUNCIL GOAL:** Enhance Quality of Life in McKinney

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- Elemental Essentialz is requesting a grant in the amount of \$40,000.00 for water, electric and gas utility improvements for a retail market to be located at 110 N. Tennessee Street, McKinney, Texas.
- If successfully addressed, the utility improvements will help ensure the building is accessible and available for repurpose into a local market and café in Historic Downtown McKinney.

**BACKGROUND INFORMATION:**

- Essentialz is a small, local, female-owned business dedicated to reducing waste and sharing the skills necessary to grow, purchase and prepare healthy, local food.
- Plans for the Project include partnering with local farmers, ranchers, artisans and nonprofits to ensure no edible food is thrown away.
- Essentialz is working to restore an historic building in downtown McKinney to house the market.

**FINANCIAL SUMMARY:**

- Essentialz is a privately held business.
- Audited financials are not available. Essentialz is a new storefront for Elemental Essentialz, LLC.

- Financial information provided included a proposed budget for utility improvements and a projected P&L for the first two years of operation.
- MCDC's allocation for Project Grants for FY 18 is \$1,259,745
- Elemental Essentialz, LLC is a first-time applicant for MCDC Project Grant funds.
- Total Estimated Cost for Water, Electric and Gas Utility Improvements along with Equipment and Decorative Costs is \$80,000.00. Amount Requested Represents 50% of the Total Project Cost.

**SUPPORTING MATERIALS:**

[Application Packet](#)

## Cindy Schneible

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**From:** noreply@civicplus.com  
**Sent:** Friday, March 30, 2018 4:32 PM  
**To:** Cindy Schneible  
**Subject:** Online Form Submittal: Grant Application

### Grant Application

#### Step 1

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##### Important Information

- **Form Function Note:** In order to go back from a page in the form to a previous page, all required fields on the page must be populated.
- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines are available on this website, or can be obtained by calling 214-544-0296.
- Please call to discuss your plans for submitting an application in advance of completing this form.
- Completed application and all supporting documents are required to be submitted electronically or on a thumb drive for consideration by the McKinney Community Development Corporation (MCDC) board. Please submit physical applications with thumb drives to:

McKinney Community Development Corporation  
5900 South Lake Forest Boulevard, Suite 110  
McKinney, TX 75070

- If you are interested in a preliminary review of your project proposal or idea, please complete and submit the Letter of Inquiry form which is available on this website, or by calling 214-544-0296.
- **Applications must be completed in full, using this form electronically (or physically with the requested thumb drive by mail), and received by MCDC by 5 p.m. on the application deadline indicated on the "Grants" page of this website.**

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#### Organization Information

Name	Essentialz dba Elemental Essentialz
Federal Tax ID Number	37-1634780
Incorporation Date	4/29/2011
Mailing Address	110 N. Tennessee
City	McKinney

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Zip Code	75069
Phone Number	2145928489
Fax Number	2145928489
Email Address	theresa@elementalessentialz.com
<b>Project Information</b>	
Funding - Total Amount Requested	40,000.00
Matching Funds Available:	0
Funding Requested from Other City of McKinney Entities	0.00
Community Event/Project/Promotion: Start and Completion Dates	3/16/2018 - 8/17/2018
Board of Directors	NA
Leadership Staff	Theresa Harris James West JP Puana Victor Bishop
Board of Directors Attachment	<i>Field not completed.</i>
Leadership Staff Attachment	<i>Field not completed.</i>
(Section Break)	

Using the outline below, provide a narrative:

**1: Applying Organization**

- Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.
- Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project / Promotion / Community Event for which funds are requested.

**2: Project / Promotion / Community Event (whichever is applicable)**

- Outline details of the Project / Promotion / Community Event for which funds are requested. Include information regarding scope, goals, objectives, and target audience.

#### **4: Marketing and Outreach**

- *Describe marketing plans and outreach strategies for your organization, for the Project / Promotion / Community Event for which you are requesting funding, and how they are designed to help you achieve current and future goals.*

#### **5: Metrics to Evaluate Success**

- *Outline the metrics that will be used to evaluate success of the proposed Project / Promotion / Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.*

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Completed Narrative	<a href="#">mcdc project grant app 03302018.docx</a>
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#### **Funding & Sources**

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Project Grants	An expansion or improvement
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Has a request for funding for this Project / Promotion / Community Event been submitted to MCDC in the past?	No
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Has a feasibility study or market analysis been completed for this proposal?	No
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What is the estimated total cost for this Project / Promotion / Community Event?	80,000.00
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Attach Budget	<a href="#">PROPOSED BUDGET MCDC 033018.docx</a>
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What percentage of the Project / Promotion / Community Event funding will be provided by the Applicant?	50%
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Are matching funds available?	No
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Cash	<i>Field not completed.</i>
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*later than 30 days following the completion of the Project / Promotion / Community Event.*

- *Up to 80% of the approved grant may be provided, on a reimbursement basis, prior to conclusion of the Project / Promotion / Community Event with submission of invoices/receipts to MCDC. The final 20% may be paid following MCDC's receipt of unpaid invoices/receipts; documentation of fulfillment of obligations to MCDC; and final report on the Project / Promotion / Community Event.*
- *The required performance agreement will contain a provision certifying that the applicant does not and will not knowingly employ an undocumented worker in accordance with Chapter 2264 of the Texas Government Code, as amended. Further, should the applicant be convicted of a violation under 8 U.S.C. § 1324a(f), the applicant will be required to repay the amount of the public subsidy provided under the agreement plus interest, at an agreed to interest rate, not later than the 120th day after the date the MCDC notifies the applicant of the violation.*

***Incomplete applications or those received after the deadline listed in the application guidelines will not be considered.***

(Section Break)

Applicant Electronic Signature	Selecting this option indicates your agreement with the above statement.
Chief Executive Officer	Theresa Harris
Representative Completing Application	Theresa Harris
Date	3/30/2018

Email not displaying correctly? [View it in your browser.](#)



## **1: APPLYING ORGANIZATION – ESSENTIALZ**

### **MISSION AND GOALS**

Essentialz is a small, local, female owned business dedicated to reducing waste and sharing the skills necessary to grow, purchase and prepare healthy, local food. We are partnering with local farmers, ranchers, artisans and non-profits to ensure no edible food is thrown away while someone is hungry in McKinney.

Essentialz is also bringing life back to a building that has been empty for far too long. She is one of our most beautiful historic buildings. We are excited to be able to make her accessible to McKinney residents and visitors alike and proud that our business model will encourage repeat and consistent visits to the square.

### **SCOPE OF SERVICES**

Elemental Essentialz provides real food, unique shopping experiences and true connections to community. Our food is real. It is healthy. It is grown and raised locally, minimizing food and packaging waste.

Our market isn't your average grocery store. The perfect union of wholesome and hot, it's like Grandma's corner store married Neiman Marcus. Upon entry, customers see and smell our working kitchen. The simplicity and elegance of zero waste cooking compels them to purchase, prepare, and enjoy real food, and then return often, and with friends.

### **DAY TO DAY OPERATIONS**

#### **Hours of Operation**

We will be open daily Monday-Saturday from 10am -7pm. Initially we plan on having 10 employees. These times and numbers will grow as we learn about our customers and their needs.

There are currently no planned organizational changes that will impact the Project.

## **2: PROJECT - BRING BACK THE BANK**

### **SCOPE AND GOALS**

110 N Tennessee is one of, if not the, most beautiful historic buildings on the square in McKinney. It has sat empty for far too long, due in part to its unimproved utilities. Several businesses have tried and failed to successfully occupy this space. We believe this building and its history are an important part of McKinney and should not be allowed to become useless or worse. We are investing our time, energy and money to repurpose

this location into a much-desired destination that bring tourism and healthy, locally grown food to our city along with jobs and job training. As a local grocer and café, within walking distance of Historic Downtown McKinney, we will increase repeat visits to the square, to the benefit of all of McKinney's small businesses, employees and residents.

Our grant request will cover the cost of necessary improvements to water, electric and gas utilities. Without these improvements this building will remain inaccessible.

**Provide specific information to illustrate how this Project aligns with one or more of the goals and strategies adopted by McKinney City Council and McKinney Community Development:**

- *Eligible for MCDC consideration under Sections 501 to 505 of the Texas Local Government Code (refer to MCDC Grant Guidelines)*

Improvements to gas, water, and electric utilities are necessary to allow this building to support a successful business and continue attracting visitors.

- *Support for cultural, sports, fitness, entertainment, community projects and events that attract resident and visitor participation and contribute to quality of life, business development and increased McKinney sales tax revenue*

Many of McKinney's community events are hosted on the square. For the last few, 110 has been locked and empty. This Project will enable us to open her doors to the public again. As a specialty grocer, soda shop and café, Essentialz will fulfill the long-awaited requests by business owners and residents alike. For upcoming events she will be one of the headliners!

### **3: FINANCIAL INFORMATION**

We are within or under budget for opening our storefront with the exception to construction costs related to infrastructure improvement. While unforeseen costs are expected when repurposing a historic building, the costs to improve water, gas and electric utilities, and to address drainage issues have almost become prohibitive. Being awarded this grant will allow us to keep within our budget which will allow us to provide more jobs, training and coordinated efforts with local partners.

Audited financials for the past 2 years are not available. Essentialz is a new storefront for Elemental Essentialz, LLC.

#### **4: MARKETING AND OUTREACH**

##### **GRAND OPENING**

Signs and banners for our Grand Opening and future special events placed at local non-profits (Community Lifeline, Samaritan Inn, Churches, MHMR, WIC, Food Pantries, etc.) other vested residents/businesses (nutrition, wellness, fitness and agriculture professionals/businesses) and near the event's street corners.

Event cards to give to MISD teachers / CCCC promoting event, highlighting school projects / volunteers / participation

##### **ONGOING**

Documentary Film

Billboards along Central Expressway

Social Media Promotions

Advertising on local radio – morning drive (KLAK, The Ticket, KDGE)

Print in local newspapers, newsletters, magazines – digital and print (McKinney Courier-Gazette, Dallas Morning News, Community Impact, Allen and Frisco – Star Local Media)

30 – 45 second short for social media

In Kind/No cost

Talent Acquisition – Jack Ingram possibility or Jack Johnson

Homeowners Association Newsletters (advert) and Meetings (visit)

Radio interviews on related programs (Ticket has wellness show on Saturday mornings)

TV Interview – local news story about the “future of food”, “zero-waste” and how McKinney is forward thinking... improving quality of life for all citizens.

#### **5: Metrics to Evaluate Success**

Funds will provide for improvements to gas, water and electric utilities such that all requirements are fulfilled to meet building codes in the city of McKinney.

**PROPOSED BUDGET**

PROJECTED EXPENSES	GRANT	ESSENTIALZ
ELECTRICAL		
LABOR/INFRASTRUCTURE	12,000	
FIXTURES		
PLUMBING/GAS		
LABOR/INFRASTRUCTURE	18,000	
FIXTURES	10.000	
DECORATIVE		10,000
KITCHEN EQUIPMENT		30,000

► Revenue	\$1,074,079
► Direct Costs	\$609,908
Gross Margin	\$464,171
Gross Margin %	43%
▼ Operating Expenses	\$170,760
► Salaries & Wages	\$43,600
Employee Related Expenses	\$4,360
Marketing	\$15,000
Lease	\$93,500
Accounting/Online Applicati...	\$900
Licenses, Permits and Memb...	\$1,000
Utilities	\$9,000
Equipment and Supplies	\$2,400
Other	\$1,000
Amortization of Other Current As...	\$0
Operating Income	\$293,411
Income Taxes	\$49,334
Depreciation and Amortization	\$3,208
Total Expenses	\$833,211
Net Profit	\$240,868
Net Profit %	22%

Projected Profit & Loss	2018	2019
► Revenue	\$1,074,079	\$1,540,000
► Direct Costs	\$609,908	\$871,300
Gross Margin	\$464,171	\$668,700
Gross Margin %	43%	43%
▼ Operating Expenses	\$170,760	\$209,272
► Salaries & Wages	\$43,600	\$65,520
Employee-Related Expenses	\$4,360	\$6,552
Marketing	\$15,000	\$15,000
Lease	\$93,500	\$102,000
Accounting/Online Applicati...	\$900	\$1,200
Licenses, Permits and Memb...	\$1,000	\$1,000
Utilities	\$9,000	\$12,000
Equipment and Supplies	\$2,400	\$4,800
Other	\$1,000	\$1,200
Amortization of Other Current As...	\$0	\$0
Operating Income	\$293,411	\$459,428
Income Taxes	\$49,334	\$77,508
Depreciation and Amortization	\$3,208	\$3,500
Total Expenses	\$833,211	\$1,161,580
Net Profit	\$240,868	\$378,420
Net Profit %	22%	25%



18-373

**TITLE:** Consider/Discuss/Act on Proposed FY 19 MCDL Budget for Submission to the City Manager for Review

**COUNCIL GOAL:** Enhance Quality of Life in McKinney  
Direction for Strategic and Economic Growth

**MEETING DATE:** April 26, 2018

**DEPARTMENT:** McKinney Community Development Corporation

**CONTACT:** Cindy Schneible, President

**ITEM SUMMARY:**

- Board review of the proposed FY 19 MCDL budget, as approved by the MCDL Finance Committee

**BACKGROUND INFORMATION:**

- Staff prepared and the MCDL Finance Committee reviewed the proposed budget at a meeting held April 10, 2018
- Budget is based on total projected revenue of \$13,969,258; total projected expense of \$3,696,279; total grant funding of \$7,089,926; and funds for future projects in the amount of \$3,183,053
- MCDL Finance Committee is recommending board approval of the proposed budget to forward to the City Manager

**FINANCIAL SUMMARY:**

- An overview of the proposed FY19 budget is included with a copy of the draft budget

**SUPPORTING MATERIALS:**

[Budget Packet](#)

## MCDC Proposed Budget - FY 18-19

### Revenue

Sales Tax	\$ 13,649,258.00
Interest	\$ 320,000.00
<b>Total Revenue</b>	<b>\$ 13,969,258.00</b>

### Admin & Op Expense

Personnel	\$ 280,916.00
Supplies	\$ 16,250.00
Maintenance	\$ 3,000.00
Services/Sundry	\$ 180,835.00
Advertising and Promotion, Marketing, Events, Sponsorship, Recognition	\$ 140,000.00
Information Service Fee	\$ 4,567.00
<b>Total Adm &amp; Ops</b>	<b>\$ 625,568.00</b>

### Debt Service

McKinney Aquatic and Fitness Center Loan principal; Loan Interest; Agent Fees	<b>\$ 1,721,876.00</b>
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### Project Costs and Fees

Legal, prof. services, etc.	\$ 28,000.00
MPAC Operations Subsidy	\$ 375,000.00
City Admin Fee	\$ 170,000.00
MAFC Operations Subsidy	\$ 775,270.00
Risk/Insurance Fund	\$ 565.00
<b>Total Project Costs &amp; Fees</b>	<b>\$ 1,348,835.00</b>

<b>Total Expense</b>	<b>\$ 3,696,279.00</b>
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### Net available for grants

	<b>\$ 10,272,979.00</b>
Parks & Recreation CIP	\$ 5,500,000.00
Discretionary Projects	\$ 1,364,926.00
Promotional and Community Events	\$ 150,000.00
Bicycle Share	\$ 75,000.00
<b>Grant Total</b>	<b>\$ 7,089,926.00</b>
<b>Future Projects (fund balance)</b>	<b>\$ 3,183,053.00</b>
<b>Total</b>	<b>\$ 10,272,979.00</b>

**\$ 13,969,258.00**



## CITY OF MCKINNEY, BUDGET FY 2018-2019 LINE ITEM DETAIL

Accounts consolidated for all years

Itemize orange accts	Do not change purple	Enter FY19 changes below
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Account Number	Account Description	Actual FY 15-16	Actual FY 16-17	Original FY 17-18	Revised FY 17-18	Y-T-D 1/31/18	Continuation FY 18-19
<b>MCKINNEY COMMUNITY DEVELOPMENT CORPORATION</b>							
<b>MCDC Revenues</b>							
060-0000-313-1001	Sales Taxes	11,697,417	12,590,081	13,482,272	13,482,272	4,337,952	13,649,258
060-0000-361-1000	Interest Income	220,341	354,891	320,000	320,000	203,466	320,000
060-0000-369-1001	Other Income	0	53,282	0	0	0	0
060-0000-393-1000	Bond Issuance	0	0	0	0	0	0
<b>TOTAL-Rev</b>	<b>MCDC Revenue Total</b>	<b>11,917,758</b>	<b>12,998,254</b>	<b>13,802,272</b>	<b>13,802,272</b>	<b>4,541,417</b>	<b>13,969,258</b>
<b>Z</b>	<b>MCDC Revenues</b>						
<b>1245 MCDC Community Development</b>							
060-1245-451-8003	Full-Time	125,873	140,670	194,292	194,292	45,360	201,638
060-1245-451-8005	Part-Time	0	0	0	0	0	0
060-1245-451-8008	Cell Phone Allowance	0	0	1,200	1,200	0	1,200
<b>Continuation:</b>							
<b>Director</b>							
<b>1,200</b>							
060-1245-451-8010	Overtime	0	0	0	0	0	0
060-1245-451-8011	Longevity / Stability	325	385	505	505	445	565
060-1245-451-8020	FICA	9,502	10,015	14,994	14,994	2,633	15,560
060-1245-451-8021	TMRS	19,466	21,725	30,360	30,360	7,090	31,321
060-1245-451-8022	Health Benefits Fee	26,166	27,374	29,432	29,432	14,716	29,432
060-1245-451-8024	Wellness Program Fee	1,200	600	1,200	1,200	1,200	1,200
<b>Subtotal: Personnel</b>		<b>162,531</b>	<b>200,770</b>	<b>271,983</b>	<b>271,983</b>	<b>71,444</b>	<b>280,916</b>
060-1245-453-8101	Operational Supplies	1,731	1,746	5,250	5,250	107	5,250
<b>Continuation:</b>							
<b>Office Supplies</b>							
<b>2,500</b>							
<b>Photographic Supplies</b>							
<b>750</b>							
<b>Recognition</b>							
<b>2,000</b>							
<b>5,250</b>							
060-1245-453-8103	Food (non-travel)	1,338	1,586	4,500	4,500	458	4,500
060-1245-453-8106	Non-Capital Equipment	1,111	377	3,000	3,000	641	3,000
<b>Continuation:</b>							
<b>Tools / Equipment</b>							
<b>1,000</b>							
<b>Furniture &amp; Appliances</b>							
<b>2,000</b>							
<b>3,000</b>							
060-1245-453-8140	Technology Equipment	191	0	2,560	2,560	0	3,500
<b>Continuation:</b>							
<b>Computer Equipment - iPads board</b>							
<b>3,500</b>							
<b>Subtotal: Supplies</b>							
060-1245-453-8301	Building Maintenance	4,371	3,709	15,310	15,310	1,206	16,250
060-1245-453-8420	Maintenance-Computer Software	0	0	1,000	1,000	0	1,000
<b>Subtotal: Maintenance</b>							
060-1245-453-8501	Utilities - Communications	4,245	4,471	4,600	4,600	967	7,685

## CITY OF MCKINNEY, BUDGET FY 2018-2019 LINE ITEM DETAIL

Accounts consolidated for all years

Itemize  
orange acctsDo not change  
purpleEnter FY19  
changes below

Account Number	Account Description	Actual FY 15-16	Actual FY 16-17	Original FY 17-18	Revised FY 17-18	Y-T-D 1/31/18	Continuation FY 18-19
060-1245-453-8503	Continuation: Phone/cable/Internet/wireless Wireless for board iPads Insurance Premiums Office Rental	4,500					
		3,185					
060-1245-453-8504	Paid by City						
060-1245-453-8505	Continuation: 12 months @ \$3500 Postage / Shipping Services Travel / Training / Mileage	42,000					
060-1245-453-8506	Continuation: TEDC, ICSC (2), Retail Live Mileage	10,950					
060-1245-453-8508	Utilities - Electric Continuation: \$500/month Dues / Subscriptions / Licenses	2,000					
		12,950					
060-1245-453-8511	Continuation: TEDC, ICSC, IEDC Publications	6,000					
060-1245-453-8515	Rental Fee (Equipment) Continuation: Copier \$367/mo; overage \$300/mo; Utilizing City copier lease option Professional / Contracted Services	2,000					
		500					
060-1245-453-8516	Continuation: Strategic Planning Website/Social Media Q of L Survey The Retail Coach Contract Renewal Other Services (moved from 8510) Misc.	2,500					
060-1245-453-8520	Marketing / Promotional Continuation: Promotional Marketing/Sponsorship/Advertising includes MCDC, cooperative, Retail	4,500					
		3,400					
		30,000					
060-1245-453-8525	Printing / Reproduction Services	40,000					
		5,000					
060-1245-453-8525	Printing / Reproduction Services	86,900					
060-1245-453-8525	Printing / Reproduction Services	37,050	79,183	110,000	110,000	17,769	110,000
060-1245-453-8525	Printing / Reproduction Services	6,000					
		104,000					
060-1245-453-8525	Printing / Reproduction Services	110,000					
060-1245-453-8525	Printing / Reproduction Services	230	665	1,500	1,500	0	1,500

**Accounts consolidated for all years**

[illegible]



## CITY OF MCKINNEY, BUDGET FY 2018-2019 LINE ITEM DETAIL

Accounts consolidated for all years

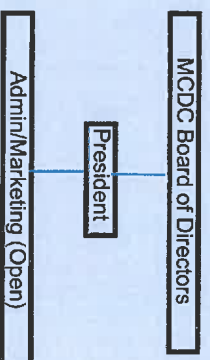
Itemize  
orange acctsDo not change  
purpleEnter FY19  
changes below

Account Number	Account Description	Actual FY 15-16	Actual FY 16-17	Original FY 17-18	Revised FY 17-18	Y-T-D 1/31/18	Continuation FY 18-19
060-9999-473-8663	Paying Agent Fees	400	400	1,000	1,000	200	1,000
060-9999-453-8815	Transfer to Risk/Insurance Fund	0	565	565	565	188	565
060-9999-453-8823	Transfer to Park Construction Fund	2,489,535	779,595	5,500,000	14,221,215	251,589	5,500,000
060-9999-453-8826	Transfer to Facility Construction Fund	0	0	0	0	0	0
060-9999-453-8832	Transfer to Capital Equipment Replacement Fund	0	0	0	0	0	0
060-9999-453-8834	Transfer to Aquatics & Fitness Center Fund	0	752,029	775,270	775,270	0	775,270
060-9999-453-8854	Transfer to MPAC	375,000	375,000	375,000	375,000	125,000	375,000
<b>Subtotal: Services/Sundry</b>		<b>4,754,013</b>	<b>3,794,504</b>	<b>8,542,711</b>	<b>17,263,926</b>	<b>806,582</b>	<b>8,542,711</b>
060-9999-456-9101	Buildings / Structures (Aquatics Center)	25,043,394	4,721,663	0	91,538	71,874	0
060-9999-456-9201	Non-Fleet Capital Equipment	59,335	791,398	0	75,267	15,717	0
	<b>Reappropriate committed/unused funds</b>						
<b>Subtotal: Capital</b>		<b>25,102,729</b>	<b>5,513,061</b>	<b>0</b>	<b>166,805</b>	<b>87,591</b>	<b>0</b>
9999 MCDC Non-Departmental Total		29,856,742	9,307,565	8,542,711	17,430,731	894,173	8,542,711
TOTAL-Exp	MCDC Total Expenditures	32,298,236	10,324,475	11,251,740	21,679,129	1,337,910	10,786,205
z	MCDC Surplus/(Deficits)	(20,380,478)	2,673,779	2,550,532	(7,876,857)	3,203,508	3,183,053
	MCDC						

**Department Staffing**

STAFFING	Grade	Actual	Actual	Original	EOY Estimate	Proposed
		FY 15-16	FY 16-17	FY 17-18	FY 17-18	FY 18-19
MCDC President	D4	1.00	1.00	1.00	1.00	1.00
Administrative and Marketing Coordinator	13	0.00	1.00	1.00	1.00	1.00
Administrative Assistant	7	1.00	0.00	0.00	0.00	0.00
Total		2.00	2.00	2.00	2.00	2.00

## Department Organizational Chart



## FY 2018-19 Travel & Training Budget (8506)

[illegible]

## FY 2018-19 Associations Budget (8511)

[illegible]