



McKinney Economic Development Corporation Agenda

Tuesday, May 15, 2018

8:00 AM

Council Chambers
222 N. Tennessee Street
McKinney, TX 75069

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

CALL TO ORDER

CONSENT ITEMS

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

18-426 [Minutes of the McKinney Economic Development Corporation Meeting of April 17, 2018](#)

Attachments: [Minutes](#)

REPORTS

18-427 [Board and Liaison Updates](#)
 [Board Chairman](#)
 [City of McKinney](#)
 [Community Development Corporation](#)
 [Chamber of Commerce](#)
 [Convention and Visitors Bureau](#)

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

18-428 [Consider/Discuss MEDC Staff Monthly Reports](#)

Attachments: [Interim President Report](#)
[Director of BREP Report](#)
[Director of Business Development Report](#)
[Director of Marketing & Research Report](#)

REGULAR AGENDA

18-429 [Consider/Discuss/Act on April Financials](#)

Attachments: [April 2018 Transmittal Letter](#)
[April 2018 Financials](#)
[April 2018 Invoices Processed](#)

18-430 [Consider/Discuss/Act on Amending the McKinney Economic Development Corporation FY2017-18 Budget for Land Acquisition](#)

18-431 [Consider/Discuss/Act on the McKinney Economic Development Corporation FY19 Budget](#)

Attachments: [FY19 Budget](#)

CITIZEN COMMENTS

BOARD OR COMMISSIONER COMMENTS

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

EXECUTIVE SESSION

In Accordance with the Texas Government Code:

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

B. Section 551.072. Deliberations about Real Property

- Project Topflight – A189

C. Section 551.087. Deliberation Regarding Economic Development Matters

- McKinney Technology Center
- Dynacraft - A144
- Project Knowledge – A194
- Project Southgate – A71
- Blount Foods

D. Section 551.074. Personnel Matters

- President Search

ACTION ON EXECUTIVE SESSION

ADJOURN

Posted in accordance with the Texas Government Code, Chapter 551, on the 11th day of May, 2018 at or before 5:00 p.m.

Abby Liu
Interim 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. 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>.



18-426

Title: Minutes of the McKinney Economic Development Corporation Meeting of April 17, 2018

SUPPORTING MATERIALS:

Minutes

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

APRIL 17, 2018

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, April 17, 2018 at 8:00 a.m.

Board members Present: Chairman Jason Burress, Vice Chairman Paul Merritt, Secretary/Treasurer Robert Clark, Kenneth Sipiora, Joe Minissale, and Michael Jones.

Absent: Sharon Denny

Staff Present: Interim President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, Operations and Compliance Administrator Melissa Dixon, Administrative Assistant Deana Smithee, Councilman Scott Elliott, City Manager Paul Grimes, Chief Financial Officer Mark Holloway, MCVB Executive Director Dee-dee Guerra, City Secretary Sandy Hart, MEDC Attorney Mark Houser, Chamber of Commerce President Lisa Hermes, and Assistant to the City Manager Trevor Minyard.

There were two guests present.

Chairman Burress called the meeting to order at 8:03 a.m. after determining a quorum present.

18-333 Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Special Meeting of March 6, 2018.

Board members unanimously approved the motion by Board member Minissale, seconded by Secretary/Treasurer Clark, to approve the minutes

- 18-334** Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Meeting of March 20, 2018.

Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Jones, to approve the minutes.

- 18-337** Chairman Burress called for Board and Liaison Updates. Chairman Burress reported that we've had a very busy month and a half. We've been working hard on Lance Black's deal, have had our fair share of meetings and look forward to today's presentation.

City of McKinney – City Manager Paul Grimes reported that this Friday at 11:00 a.m. we are excited to have a groundbreaking ceremony for the new FBO Executive Terminal at the airport. Many thanks to the CDC and EDC for both contributing 4 million dollars each. Mr. Grimes Congratulated the Sheraton McKinney. The Sheraton McKinney won the 2017 Marriott Franchise Full Service Hotel of the Year in the Classic Premium Division. Their operations and customer service is excellent, they are performing very well. Job well done!

McKinney Chamber of Commerce – Chamber President Lisa Hermes reported on the following: On May 1st, we will be hosting Robert Allen, President and CEO of the Texas Economic Development Corporation. More information to come. Board member Michael Jones will be graduating from the Leadership Program on May 17th. We are excited

to be graduating our 30th class and with that we are also accepting applications for class of 31. We are hosting an Open House on April 24th for anyone interested in learning about the program. Last week we held an event at the Airport and had over 100 of our businesses in attendance. Thank you to the city and airport staff for hosting us. A special thanks to Ken Carley, the new Airport Director, City Manager Grimes and Deputy City Manager Madrigal for your participation and support.

MCVB - Executive Director Dee-dee Guerra reported the following: last month we attended a unity dinner and Trevor Minyard joined us. This legislative year we are pushing to get funding back. In 2015 the legislators cut the tourism marketing budget in half from \$67.7 million to \$34 million. We are also pushing to keep the last day of August for school to start. May 6th – 12th is National Travel and Tourism Week. It is also National Preservation Week, National Main Street Week and National Economic and Development Week and we are trying to partner with everyone. Our theme this year is Then and Now. We have partnered with the Historic Preservation office who has come up with a walking tour app and Historic Preservation Officer Guy Giersch will be presenting and will have walking tours during the week. The National Travel and Tourism Office is encouraging people to travel to the gulf states that were affected by Hurricane Harvey. People assume they are not open for business but they are.

18-338 Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Reports. Interim President Abby Liu reported that on April 4th, Moss had a very successful ribbon cutting to celebrate the relocation of its regional Texas office to 10,500 square feet of office space at the newly constructed 2 Greenside office building near Craig Ranch. We are happy they are the newest addition to McKinney and we welcome Moss.

18-335 Chairman Burress called for the Consideration/Discussion/Action on March Financials. Chief Financial Officer Mark Holloway reported sales tax for the month of March, which are the January collections, are way back up and are in line with our collections for the year. On the expenditure side, there was a very large expenditure for land acquisition. Other than that the financials are pretty much the same as they always are.

Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Minissale, to approve March Financials.

18-336 Chairman Burress called for the Consideration/Discussion of the McKinney Technology Center presentation. Chairman Burress welcome Lance Black to the podium. VAZATA President and CEO Lance Black provided the presentation. The MTC (McKinney Technology Center) creates innovative office solutions for young entrepreneurs, technology

enablers and small enterprises. MTC intends to build out/renovate 24,000 square feet of space in their building to create space for new occupants.

Chairman Burress called for Citizen Comments and there were none.

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

Chairman Burress recessed the meeting into Executive Session at 9:08 a.m. per the Texas Government Code: Section 551.071 (2). Consultation with General Counsel on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any: Section 551.072. Deliberations about Real Property, Section 551.087. Deliberation Regarding Economic Development Matters, Section 551.074. Personnel Matters as listed on the posted agenda.

Chairman Burress reconvened the meeting to open session at 11:13 a.m.

Board members unanimously approved the motion by Board member Jones, seconded by Board member Sipiora, to adjourn. Chairman Burress adjourned the meeting at 11:13 a.m.

JASON BURRESS
Chairman



18-427

Title: Board and Liaison Updates
Board Chairman
City of McKinney
Community Development Corporation
Chamber of Commerce
Convention and Visitors Bureau

SUPPORTING MATERIALS:

MCDC Report

MCVB Report



May 8, 2018

TO: MEDC Board
FROM: Cindy Schneible, MCDC
RE: MCDC Update

Project Grants

Public Hearings were held on the following Project Grant applications submitted to MCDC for the second grant cycle:

Collin County History Museum	\$ 3,900	Solar and glass coatings for museum windows to protect furniture and artifacts
North Collin County Habitat	\$877,521	Infrastructure, site preparation, professional design, structural, mechanical, electrical and plumbing services for the Cotton Groves Project
Boys and Girls Club	\$ 40,000	Reimbursement for repairs to roof at McKinney Clubhouse
Boys and Girls Club	\$ 30,000	Repair/refurbish recreational equipment, club damage resulting from damaged roof
Hub 121	\$400,000	Construct park/pavilion space/entertainment stage. \$200,000 grant at CO for partial reimbursement of construction cost/\$200,000 sales tax grant based on 50% of MCDC ½ cent sales tax generated from the project over a maximum of 4 years.
Elemental Essentialz	\$ 40,000	Infrastructure costs to open a grocery/café at 110 Tennessee Street

Action on the requests will be scheduled for the May board meeting.

Eligible categories for project grant consideration are:

- Projects Related to Recreational or Community (city-owned) Facilities
- Projects Related to Affordable Housing
- Professional and Amateur sports and Athletic Facilities, including children's sports
- Entertainment, Tourist and Convention Facilities
- Public Parks and Open Space Improvements
- Mass Transit-Related Facilities or Equipment
- Certain Airport Facilities

- Projects Related to Job Training to Further Economic Development (Does not include “life skills” or “career skills” training. Must be job specific, initiated by a company, with permanent positions created and market rate salaries paid)
- Projects Related to the Creation or Retention of Primary Jobs (defined within the Texas Local Government Code)
- Infrastructure Improvement Projects Necessary to Develop New or Expanded Business Enterprises (water, sewer, utilities)

Craig Ranch Resort Hotel

McGough Development provided an update on the project. Work continues to secure financing for the hotel and conference center; the HVS market study has been updated and continues to support the investment analysis; the hotel branding and positioning exercise has been completed with Spark (Marriott recommended branding company) in preparation for obtaining final approval for an Autograph Collection property; a Marriott franchise term sheet has been signed; schematic and landscape plans have been completed by Merriman Anderson Architects and SWA Landscape Architects; McGough has completed selection of major subcontractors including mechanical and electric design-build subs; McGough has opened an office in Dallas to support the project and expand its local presence in the DFW market.

Marketing/Promotion/Advertising

MCDC continues to place print ads, with a buy local/impact to the community – message. Publications/outlets include: Parks and Rec Guide; Craig Ranch and Stonebridge Ranch HOA News; Community Impact News; McKinney (Chamber) Online advertising; Apex Centre – digital ads and radio spots; PSA sponsorship.

Ads promoting McKinney for retail development are scheduled for Texas Real Estate Business, RED News and the ICSC ReCon program that will be distributed to 30,000 plus attendees at the ReCon Convention..

MCDC also participates in collaborative advertising initiatives with the city, MCVB, Main Street and MEDC to promote McKinney for a work, visit, shop, dine experience.

Retail Recruitment

MCDC and City Manager’s Office staff will participate in ICSC’s ReCon in Las Vegas, May 21-23, 2018. The City of McKinney will included in The Retail Coach’s booth during the convention.

Other

Cultural District Designation: MCDC board members will join the Main Street board, along with MCVB, McKinney Arts Commission, Parks & Rec and Library board members to participate in an input session regarding a Cultural District Designation for McKinney.

A cultural district is the anchor of a recognized, labeled, mixed-use area of a community in which there exists a high concentration of arts and cultural facilities, individual artists and events that are promoted to attract cultural tourists.

The Texas Commission on the Arts encourages communities with a concentration of arts & cultural assets in one walkable area of the city to promote to visitors and residents to apply for the designation.

SERVE McKinney – City Board and Commission Recruitment: MCDL will sponsor SERVE McKinney, hosted by the McKinney Chamber's Alumni Network on June 7, 2018 at the Collin Higher Education Center. The event promotes opportunities for McKinney residents to serve on city and county boards and commissions and area nonprofit boards.

TOGETHER

SERVE McKinney

Open House Sponsor: McKinney Community Development Corp.

Thursday, June 7 / 5:30 - 7:00 pm

Collin Higher Education Center

3452 Spur 399 (NE Corner Hwy 121 & 75 Central) McKinney, TX 75069

Meet reps of City & County boards and commissions plus area non profits.

Discover how YOU can give back!

McKinneyChamber.com 972.542.0163
dfitzgerald@mckinneychamber.com

LM
ALUMNI
NETWORK

I. MCVB Room Nights Generated: TTL Room Nights: 575; TTL Revenue: \$ 64,715

WEDDINGS COMPLETED in April 2018 - TTL Room Nights: 199; TTL Rev: \$ 24,219

- McLellan/Sanders Wedding – Sheraton: TTL rooms: 26, TTL rev: \$2734
- Taitt Wedding – Sheraton: TTL rooms: 30, TTL rev: \$ 3925
- Kacie Phillips – Holiday Inn: TTL rooms: 2, TTL rev: \$228; Towne Place Suites: TTL rooms 19, TTL rev: \$2071
- Patty Quexada Wedding – Holiday Inn: TTL rooms: 12, TTL rev: \$1428
- Jenny Checks Wedding – block made at Holiday Inn, no pick ups
- Emily Wolf – The Grand: TTL rooms: 43, TTL rev: \$3416
- Crystal Eaton Wedding – La Quinta: TTL rooms: 33, TTL rev: \$2411

No Pick-ups on the following weddings: 6

- Alex Parkinson Wedding, April 2018, the Rosemary Barn
- Chris Shuma Wedding – April 2018, the Springs
- Angel Vance – April 2018, River Road Chateau
- Moomaw/Tchao –April 2018, D’Vine Grace
- Spears/Vazquez – April 2018, The Gather in Downtown McKinney – The Grand
- Chris Shuma Wedding – April 2018 – The Springs

ASSOCIATION/CORPORATE/SMERF COMPLETED in April 2018: TTL Room nights: 376; TTL Revenue: \$ 40,496

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

Corporate: TTL Rooms: 376; TTL Revenue: \$ 40,496

- Torchmark- AIL 101, Sheraton-April 8-11, 2018, TTL room nights: 289 ; TTYL Rev. \$ 27,455
- Torchmark- Sheraton: April 22-25,2018, TTL room nights: 53; TTYL Rev. \$ 5,035
- Emerson: Lifecycle SVCS IV1106 - Holiday Inn: April 10-12, 2018, TTL room nights: ; TTYL Rev. \$ CANCELLED
- Clayton Homes – The Grand: TTL rooms: 34, TTL rev: \$ 8006

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

- Block at the Holiday Inn for the Arts meets Floral at the Heard Craig, no pick up

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

II. Visitors: FYTD Total (Oct. - Apr. '18): 3,084

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

- Out of State: 73
- Out of Country: 27

- Texas Residents: 13
- McKinney Residents: 0
- Register Total: 113
- Ticker Counter: 392
- Top Five States requesting information:
 - Top Five States requesting information:
 - Texas- Houston, San Antonio, Austin, Ft Worth, Dallas
 - California – Los Angeles, Sacramento, Riverside, San Diego, Fairfield
 - Florida – Orlando, Coral Springs, Jacksonville, Port St. Lucie, Tampa
 - Oklahoma – OKC, Edmond, Broken Arrow, Norman, Tulsa
 - Louisiana – Lake Charles, Shreveport, Baton Rouge, New Iberia Slidell

III. RFP's: 7 (3-Association, 0-Corporate, 4 -Weddings, 0-Social (-Religious, 0-Sports, 0-Day Trips)

Association: 3

- TACVB 2019 Marketing Symposium
 - 2 day symposium, dates are flexible – April & May preferred. 75-100 Attendance, 90 Total room nights, 60 peak
- TTIA 2019 Travel Summit. Date: 3rd or 4th Week in September. Peak room nights – 250, Approximately 500 attendees. Requirements from CVB were very steep (i.e.: \$18,000 for sponsored sit-down lunch, \$6,000 for Sponsor & Host board dinner, \$16,000 for sponsor & hosting of opening night reception. Etc.)
- TTIA 2020 Travel Summit. Date: 3rd or 4th Week in September. Peak room nights – 250, Approximately 500 attendees. Requirements from CVB were very steep (i.e.: \$18,000 for sponsored sit-down lunch, \$6,000 for Sponsor & Host board dinner, \$16,000 for sponsor & hosting of opening night reception. Etc.)

RFP Awarded: Texas Folklore Society - April 25-28, 2019, Hotel Selected: Sheraton, 150-200 attendees. Approx. 70 room nights. They will come back for a site visit for “things to do” – the group is very interested in Historical Tours

Corporate: 0

SMERF: 4 (Weddings)

- Philip Alvarado Wedding – The Springs
- Rosie Perez Wedding – D’Vine Grace
- Erin Burge Wedding – Stonecrest
- Stephanie Aguilar – The Springs

IV. Site Visits: 1

- City Perimeter Site Tour with Hilton Home 2 & Spring Hills Suites Sales Managers

V. Lost Business: 2

- TTIA 2019 & 2020 Travel Summit – event is too large for McKinney and they are asking for too many concessions.
- TTIA 2020 Travel Summit – event is too large for McKinney and they are asking for too many concessions.

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

Blogs on our website: 241

- Food Walks of Texas: 1
- Breakfasting McKinney Style: 9
- 7 Reasons to Love McKinney Wine Merchant: 62
- Second Saturday Blog: 63
- Yellow Wood Festival: 79
- Memorial Day Weekend in McKinney: 27

Visits on Homepage News Flash buttons & landing pages:

- Arts in Bloom: 67
- Memorial Day Weekend: 36
- Plan Your Visit: 16
- Weekend Update page: 131
- Weather: 0
- Breakfast: 6
- Second Saturdays: 61

Photos, Text Written, Marketing Materials and Ads Submitted

▪ **Materials Submitted**

- Press release for Yellow Wood Festival
- Set up page for Memorial Day Weekend events
- Took photos at Arts in Bloom
- Submitted May TourTexas.com materials
- Wrote letters of support about filmmaker for City Manager and CVB Director
- Prepared welcome slide for Volunteer McKinney sponsorship
- Photos at Art Meets Floral
- Submitted NTTW info to TTIA
- Took photos at:
 - Arts in Bloom
 - Art Meets Floral
 - Chicken Coop Tour

Advertising- Website & Publication ROI Tracking:

- **Meeting Planners Guide: 29**
- **McKinney Lions Program: 2**
- **TourTexas.com: 18**
- **Strikes Against Cancer: 53**
- **Oxford American Readers: 1**
- **County Line Magazine: 5**

MEDC-MCDC-MAIN ST.

Free Publicity:

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

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

APRIL 2018- MCVB Publicity/Free Media Coverage

Publication	Article/Topic/Writer	Print/Broadcast Value	Web Value	PR Value	Impressions
BubbleLife Collin Co.	Shared Blog/website updates (6 times)	\$ -	\$12,000.00	\$36,000	1,200,000
Courier Gazette	Used large CVB photo for Arts in Bloom	\$ 720	\$1,100.00	\$3,300	100,000
McKinney Online	Yellow Wood Festival		\$1,800.00	\$5,400	75,000
Community Impact	Yellow Wood Festival	\$ -	\$240.00	\$720	60,000
TOTALS		\$720	\$15,140	\$45,420	1,435,000
FY 17-18 Totals		\$20,723	\$98,980	\$954,610	12,497,384

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

MEDC-MCDC-MAIN ST.

MAR. 18	76	6664	80,690	567,892	3,499,942
APR. 18	106	6770	83,960	449,311	3,615,527
TOTALS	493	N/A	441,479	3,703,431	21,865,420

OTHER SOCIAL MEDIA TRACKING – APRIL 2018

Type	Number	Increase #
Twitter		
Followers	4715	+27
Tweets	6097	+49
Tweet Impressions	17.8K	(not given)
Profile Visits	301	+58.4%
Mentions by other users	13	-12
Google Sites	Views	Subscribers
	5397	
YouTube views	(+ 275)	25 (+1)

Web Analytics – APRIL 2018

Month	Sessions	Pageviews	Users
Oct-17	3,613	9,034	3,018
Nov-17	3,456	8,370	2,868
Dec-17	2,892	6,591	2,462
Jan-18	2,561	6,820	2,009
Feb-18	2,360	6,537	1,949
Mar-18	3,404	7,926	2,811
Apr-18	3,526	8,219	2,971
FY 17-18 Total	21,812	53,497	18,088

Top Pages in April 2018

Page	Pageviews	Unique Page Views	Avg. Time on Page	Entrances	Bounce Rt.	Exit %
Home	1,222	992	0:01:02	946	36.89%	37.07%
Calendar	897	669	0:00:58	564	41.31%	39.58%
Memorial Day	313	293	0:02:35	256	80.47%	74.76%
Shopping Centers	199	180	0:03:08	167	84.43%	80.40%
Visitors Guide	178	142	0:01:35	30	63.33%	41.57%
Mo. Ann. Events	176	164	0:01:48	115	84.35%	74.43%
Events	155	124	0:00:17	23	34.78%	10.32%
Wknd Update	127	116	0:01:02	22	77.27%	49.61%
About McKinney	106	86	0:01:27	14	64.29%	29.25%
Explore	93	72	0:00:25	9	88.89%	23.66%
Calendar	92	69	0:00:47	6	83.33%	39.13%
Dining	88	61	0:00:29	9	77.78%	14.77%

MEDC-MCDC-MAIN ST.

Staff Directory	85	63	0:01:40	26	69.23%	42.35%
We. Rec. Venues	83	68	0:00:57	47	29.79%	27.71%
Yellow Wood	79	68	0:03:14	62	90.32%	79.75%
Shopping	76	61	0:01:49	39	46.15%	32.89%
Stay	68	61	0:00:08	7	85.71%	14.71%
Arts in Bloom	67	65	0:00:30	4	50.00%	16.42%
Calendar	66	64	0:02:19	7	57.14%	78.79%
Event Planning	64	54	0:00:33	9	88.89%	21.88%
Calendar	63	39	0:00:51	3	100.00%	30.16%
Blog	62	50	0:00:34	11	45.45%	12.90%
2nd Saturday	62	54	0:02:48	14	64.29%	33.87%
7 Reasons to Love...	62	50	0:02:19	42	88.10%	70.97%
Memorial Day	60	21	0:00:29	2	0.00%	5.00%

MEDC-MCDC-MAIN ST.

Country Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs. per Session	Avg. sess. Duration
United States	2,840	2,655	3,390	59.06%	2.36	0:01:42
South Korea	29	29	29	93.10%	1.07	0:00:01
Canada	23	23	23	82.61%	1.57	0:00:09
(not set)	17	17	17	94.12%	1.06	<00:00:01
India	16	16	16	81.25%	1.5	0:00:26
Peru	11	11	11	100.00%	1	0:00:00
Philippines	10	10	12	58.33%	1.83	0:02:17
Brazil	4	4	4	100.00%	1	0:00:00
Australia	2	2	2	100.00%	1	0:00:00
Spain	2	2	2	50.00%	2	0:00:11

State Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs. per Session	Avg. Sess. Duration
Texas	2,353	2,187	2,847	58.41%	2.34	0:01:44
California	67	61	69	53.62%	2.94	0:02:01
Illinois	34	31	37	59.46%	3.11	0:03:54
Oklahoma	29	26	30	60.00%	3.13	0:01:46
Florida	28	27	37	48.65%	3.08	0:02:36
New York	28	27	28	71.43%	1.57	0:00:16
Tennessee	27	26	30	93.33%	1.13	0:00:05
Virginia	26	26	27	77.78%	2	0:00:47
Missouri	20	19	23	69.57%	3.04	0:01:42
Kansas	15	14	19	52.63%	2.95	0:01:29

MEDC-MCDC-MAIN ST.

City Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Visit Duration
McKinney	685	594	893	59.57%	2.49	0:02:05
Dallas	669	611	745	64.97%	1.97	0:01:09
Plano	141	135	155	49.03%	2.47	0:01:56
Frisco	91	86	106	63.21%	2	0:00:52
Allen	83	77	93	54.84%	2.3	0:01:07
Fort Worth	50	44	56	41.07%	3.36	0:03:41
Houston	49	47	58	50.00%	2.31	0:01:33
Prosper	43	38	56	58.93%	2.45	0:01:31
Austin	38	35	42	59.52%	2.07	0:01:17
Richardson	29	29	32	62.50%	1.78	0:00:26

Visit Widget - April 2018

April 2018					
	Sessions	Users	Page Views	Pages/Session	Bounce Rate
Widget	90	67	489	5.43	34%
iOS App	43	33	335	10	N/A
Android App	1	1	1	1	N/A
Total/AVG	134	101	825	5.48	N/A



18-428

Title: Consider/Discuss MEDC Staff Monthly Reports

SUPPORTING MATERIALS:

Interim President Report

Director of BREP Report

Director of Business Development Report

Director of Marketing & Research Report

McKinney Economic Development Corporation

Abby Liu, Interim President

May, 2018

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Staff held a meeting with Toyoshima Electronics Vice President Wang for the company operations in McKinney on April 20. Toyoshima Electronics, global headquartered in Taiwan, is the first MEDC Global Soft Landing Program (GSLP) since the Program launched in the 4th Quarter of 2017.
- Business Retention & Expansion (BREP) Director, John Valencia, and Staff visited Project Todd's real estate representative firm in downtown Dallas on May 2.
- Legal Counsel Mark Houser and Staff held a meeting with PACCAR/Dynacraft Division Strategic Implementation Manager Horace Wynn to discuss PACCAR/Dynacraft new construction progress as well as the company's potential additional investment opportunity in McKinney.

B. Business Attraction

- Business Development Director Bruce Coleman and Staff hosted a lunch meeting with KDC Senior Vice President/Partner Bill Guthrey and Senior Vice President of Development Colin Fitzgibbons in Dallas on April 27. Staff exchanged new business attraction leads with KDC, encouraged KDC to increase the marketing initiatives on Southgate and also invited KDC to join Director Coleman's coming Southern California Business Mission in late May. VP Fitzgibbons accepted the invitation and will make the joint new business attraction call with Director Coleman in Southern California on May 31.
- Following up the March/April meetings with Project Empire, Staff organized a meeting with Project Empire CEO while the CEO's visit in

McKinney from overseas at City Hall on May 1. Mayor Fuller led the meeting and joined by MEDC Vice Chairman Paul Merritt, City Manager Paul Grimes, Assistant City Manager Barry Shelton, Development Service Executive Director Michael Quint and Staff. Good information was exchanged at the meeting.

- Staff organized a meeting to assist Sentinel Capital with City Planning staff at the MEDC office on May 2 to discuss the company's request of the zoning change for the potential investment in McKinney.
- Staff held two meetings with Bradford Commercial Real Estate Services on April 12 and 24 to discuss the potential investment in McKinney.
- Staff worked with a commercial real estate broker in California to recruit an Asian business to McKinney potentially applying Global Soft Landing Program.

Marketing/Promotion/Connection Activities:

- Staff attended McKinney National Airport for McKinney Air Center Groundbreaking on April 20.
- Staff attended the Quarterly Marketing Roundtable meeting led by City Communications Director CoCo Good at City Hall on April 25. The meeting goal was to enhance the communications and share the collaboration opportunity among all the City partner organizations.
- Staff hosted a Marketing meeting with Michelle Feldker, City Communications & Media Specialist, and Madison Clark, MEDC Business Development Specialist, to discuss MEDC marketing initiatives and social media posting on April 26. It was a productive meeting to make progress on Request for Proposal (RFP) Template as well as set the work plan for the MEDC promotional PowerPoint Presentation.
- Staff assisted Chamber President Lisa Hermes to invite Texas Economic Development Corporation President and Chief Executive Officer Robert Allen to be the keynote speaker in McKinney on May 1. Staff joined President Hermes for the McKinney National Airport Tour with President/CEO Allen and followed by



attending the VIP Reception hosted by McKinney Chamber at Rick's Chophouse on April 30 as well as the morning event for President/CEO Allen speech on May 1. City Manager Grimes and Staff hosted a lunch with President/CEO Allen to discuss the potential collaboration opportunity with Texas Economic Development Corporation as well as the Governor's Office. (Photo attached) |

Administration:

- Staff continued working with Finance staff to prepare MEDC budget. The second and third meetings was held at MEDC office on April 25 and 30.
- Staff held the Budget Subcommittee Meeting to discuss Year 2019 MEDC Budget at MEDC office on May 1. The attendees include Secretary/Treasurer Robbie Clark, Board Member Kenneth Sipiora, Board member Michael Jones, City Senior Financial Analyst Eric Corder, Financial Analyst Chance Miller and Staff. After the productive meeting, MEDC completed the fiscal year 2019 budget and will be presented to the board seeking approval at MEDC Board Meeting on May 15. Once the budget is approved by the MEDC board it will be prepared for the City Council to take action.
- Executive Session Agenda Items:
 - Dynacraft
 - Project Knowledge
 - Project Southgate

ROBERT ALLEN VIP RECEPTION

McKinney, TX | April 30th, 2018

The McKinney Chamber of Commerce hosted Robert Allen, President and CEO of the Texas Economic Development Corporation, to a wonderful dinner reception. Abby Liu, Interim President of the McKinney Economic Development Corporation, and present and past MEDC Board Members were fortunate to attend the reception. Legacy Bank sponsored the reception.



McKinney Deputy City Manager Jose Madrigal, McKinney Mayor George Fuller, President & CEO of Texas EDC Robert Allen, President of the McKinney Chamber of Commerce Lisa Hermes, Interim President of McKinney EDC Abby Liu, and Director of McKinney Airport Kenneth Carley.



Attendees of the reception heard from President of the McKinney Chamber of Commerce Lisa Hermes, Legacy Bank Senior Vice President & MEDC Secretary/Treasurer Robbie Clark, and President & CEO of Texas EDC Robert Allen.



Raytheon Vice President & MEDC Board Member Sharon Denny with Robert Allen, Robbie Clark, and Abby Liu.



MEDC - McKinney Economic Development Corporation

...

April 30 at 10:45pm · 🌐

Interim-President Abby Liu with present board members Sharon Denny and Robbie Clark along with past board member Randy Page attended a special VIP reception tonight for Robert Allen, President & CEO Texas Economic Development Corporation hosted by McKinney Chamber of Commerce.



👍 Like

💬 Comment

➦ Share

👍 7

1 Share



Write a comment...



Pictures from the reception were shared on Facebook.



McKinney Economic Development Corporation

John Valencia-Director of BREP

May 2018

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Project Todd - Previous - I was contacted by a development team retained by the client to help navigate their project to build an approximately 100K sf, two story Class A office complex that has 50K sf floor plates. Site would be in the 8-10 acre range. The development team is gathering intel for presentation before the client's December Board of Director's meeting. Early schedule is to have the CO and move in Q4 of 2019 or early Q1 of 2020. Update now for this report: I was contacted within the last week from the Client and shared the following: *We are still in the middle of the programming work with our architect. As soon as we finish up (I imagine sometime in January), the groups will be in touch and then we can discuss next steps. Have a great rest of your year!* Jan 2018 update: I am waiting for word on their December BOD Meeting... and here it is: ...the board is supportive of our ongoing efforts. We're still finalizing the programming / visioning work with Gensler. Once that is complete, we will be around the market looking at potential options. Feb 2018 - No Update at this time from the client. March 2018 - No update at this time from the Client. April 2018 - Abby and I met with Lincoln team as instructed by MEDC Board on May 2. Abby has taken the lead her and she will update.
- Project Sweet - Previous - New Retention & Expansion opportunity is in discussion. With recent discussions and development in our community regarding annexation, this has become a relocation, retention and expansion opportunity. The short term effort will be to maintain current location and have some square footage increases, along with job growth. And over the next 6 to 12 months, to design, build and occupy a totally different location and facility. Update for this report: A Pre Development meeting has been scheduled for January 10th between the City Team and the Project Sweet Team to discuss the annexation subject matter and to look at preliminary layout plans of an onsite small expansion for their administrative operations. Jan 2018 update: The Pre Development meeting was held on the 10th. Discussion points were on annexation process, potential zoning changes and a development agreement. At this time, major concerns are bring sewer and water to the facilities on the property. Distances of up to



2,000 feet are being discussed and at what cost. Engineering is done on the sewer but remains to be done on water and fire safety needs. Client will be working these concerns and will come back for another Development Meeting. Project is strong, but still needs time to address. Feb 2018 - Client is still working the annexation subject matter. At this time... quiet. February 26, 2018 8:30 am Finally caught up with Robert on a phone call. At this time they are concentrating on their business. Critical at this time is warehouse space. At their Georgia operation they are partnering with a warehouse builder to build adjacent to them there, so we'll see how that works out. On the local level, with the "complexities" of annexation, need for two entries (fire), neighbors not willing to sell (or cooperate), need for a loop water supply, etc. it's all just too expensive at this immediate time. That's not to say on down the road they still might go this route, but right now probably not. So, for now they will stay pat. Discussion was too that we didn't want them to leave McKinney and Robert still indicates that their home is and will be McKinney. We will stay in touch and be available for each other. At this time he has no plans to visit the GA operation for a while. As a note here" Robert mentioned that a major customer was putting them in their May Catalog and was going to add \$3 plus million to their bottom line and thus their immediate concentration on the business side! No further update at this time. April 2018 - Met with the COO and the month of April was a record month for them. Ver excited to see new products reach the shelves and a new customer (big) come on line next month. All signs point to 30% growth for this in calendar 2018! But as far as their future expansion plans, these are on hold for the time being. Although they continue to look at future growth and building plans, it's just not right for now.

- Playful - I met with the Playful team on Feb 6th. Imagine this... they are only behind schedule two weeks and over budget about 2 mil! It's still a work in process. The interior floors are being installed and once weather warms up a bit, concrete will be poured. At this time the operations team of Playful is hoping to move in at the end of July. Hummm... we'll see. Gage says that's pretty aggressive but that is the push! April update – have met multiple times over the past three weeks. They continue to have challenges with the schedule, but a big milestone is to have the building dried in by the end of the month. As I write this, the parking lot on the south side of the building is being prepped and should be poured in the next few days. Occupancy now looks like the end of September... April 2018 - Davis at the Square continues to get closer and closer and the Playful building is getting closer to being dried in! A major portion of the parking lot on the south side has been poured and approaching the last bit next to Chestnut Square. They recently leased some short term space to mock some interior settings as they continue to design their interior layout. I have been invited to view once they start putting it together. Exciting times for them and they're anxious to get in to say the least!
- Project Saucer - New opportunity for an(other) expansion of a local business. Initial meeting will be held on January 31st. Feb 2018. Met with the executive team on Jan 31st. They are still planning on an expansion, but it might be toward the third quarter. I meet with them again in



March. No further update on this March report at this time. April update: cold storage is being a challenge for them and discussions are ongoing about this and the longer term expansion.

April 2018 - Met with the CEO on their project and now that it's finished production is settling in. The cold storage issue remains, but activity is in the works to try and get it closer to the plant. Nothing signed, but activity non the less. Their next expansion remains down the road, maybe Q4 or Q1 of next year...

- Project Napkin - Local company looking to expand. Very early discussions and looking at a property now to see if it will fit/work. April update: Client still wants/need to expand, but business conditions, which are very strong, might prevent expansion at this time. This might push to Q4 2018 or Q1 2019... April 2018 - no update.
- Project Garden - Local company looking to expand. Predevelopment meeting held on Jan 11th. Project is making progress and is making its way through the City process. April 2018 - no update.

B. Business Attraction - None at this time

C. Entrepreneurship

- Update: The WERX executed the lease for office space and services at McKinney Technology Center for a 5/1/18 move-in. This space will be specific for their Maker Space and Regional Innovation Strategies i6 Grant in collaboration with Collin College. Equipment has been identified and will be sourced for delivery by month end April. Chris Wilkes, CEO Sigmetrix and Ed McDonald, mb INNOVATIONS have agreed to join the Board. Other members are being recruited. Policies, procedures, rules and membership guidelines are being developed along with Website for 6/1/18 soft opening
- Paul Grimes', Culture of Innovation group's next meeting will be the end of April and will be our 4th meeting. Corey Clark, Manager Production Planning & Management with Toyota will be facilitating and hosting this meeting and is being held at the new Toyota facility. See the attached agenda for the March meeting. April 2018 - the April meeting slid to May 15th and will be held at the new Toyota facility in Plano. Looking forward to this one!
- McKinney Technology Center - Action will be take this month on Mr. Black's presentation at our last Board Meeting. Much work has been going on during this month in answering Board questions. Ready to go.



Marketing/Promotion/Connection Activities:

- I had the opportunity this month to be introduced to two local companies that possibly will have expansion plans over the next year or two. One currently has 71 employees and the other 60, of which 30 are here in McKinney. It will be exciting to follow them and hopefully assist them in their growth plans.

Other:



McKinney Economic Development Corporation

Bruce Coleman – Director of Business Development

May 2018

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- John Valencia and Bruce Coleman worked together and John initiated connections to various existing McKinney companies to determine if they had suppliers in California who could be contacted regarding the upcoming MEDC Business Mission to Southern California.

B. Business Attraction

- Received an inquiry from an industrial developer about an opportunity to locate a site in McKinney for a prospective 150,000 SF industrial end-user company. Provided the developer with information on potential sites for new construction. This was a follow up from a previous introduction to that developer at a BISNOW Dallas networking event and subsequent tour of industrial areas of McKinney.
- Connected prospective large McKinney business/development project with two potential sources of additional financing/capital.
- Contacted Real Estate Director of very large Connecticut-based corporation to request that they consider McKinney for development of any new facilities they may be planning in the Dallas Metroplex.
- Connected with broker looking for a site for construction of food processing-related business in McKinney.

C. Entrepreneurship

D. Competitiveness

- Dalfen issued press release to announce construction of 115,000 SF McKinney Fulfillment Center on Corporate Drive. Currently under construction. Met with broker to discuss potential occupiers for the building.
- Assisted industrial development group to look at potential future industrial development opportunity site in McKinney.
- Abby, Bruce and Madison met with developer and broker regarding opportunity for new large industrial park project west of McKinney National Airport.

Marketing/Promotion/Connection Activities:

- Made 550 Cold Calls to Southern California companies (primarily C-Suite) to determine if they might have any plans to expand/relocate operations to DFW (McKinney) and to request a meeting during the upcoming MEDC Business Mission to Los Angeles/Orange County/Inland Empire.
- Abby and Bruce met with a major Dallas developer who plans to participate during part of the MEDC Southern California Business Mission for the purpose of jointly marketing their planned McKinney project.
- Participated at the Industrial Asset Management Council (IAMC) conference in Georgia on May 6th-9th to promote McKinney as a community which welcomes headquarters and light industrial corporations. IAMC brings together leading professionals in the industrial/manufacturing real estate field. Worked with California-based site selection firm in advance of IAMC to begin making connections.
- Conducted 110 Cold Calls and Follow-Up Contacts to Dallas area commercial brokers, commercial developers, tenant representative brokers, engineering/architectural, construction firms, banks/investment capital firms and other business/real estate service providers to keep McKinney in their focus, as they work with client companies and developers. This included connecting with key businesses, developers, and brokers highlighted in *Dallas Business Journal*/BISNOW/Co-Star articles.
- Participated at CORENET evening networking mixer in Dallas.
- Participated at NTCAR networking event in Dallas.
- Provided tour to office and industrial development firm.
- Made lunch presentation to Holt Lunsford brokerage firm in Dallas.
- Attended two (2) CREW (Commercial Real Estate Women) evening networking events/receptions in DFW Metroplex.
- Met with a Cresa CRE representative, the tenant real estate firm, to request an opportunity to make a presentation to their entire team in Dallas.
- Made presentation in Uptown Dallas to head of Corporate Occupier Services (industrial/industrial flex-tech) at leading brokerage firm.
- Made presentation in Downtown Dallas to Managing Director-Office Tenant Representation of a major brokerage firm.
- Met with commercial broker who conducted preliminary shift-share analysis of McKinney/Collin County industries which could be utilized for targeting companies as part of marketing initiatives.
- Made presentation on McKinney to large construction firm in Irving.
- Participated in The Real Estate Council (TREC) committee meeting in order to continue to market McKinney to key real estate connections in Dallas.
- Met with company interested in looking at opportunities to expand fiber network in McKinney based on conversation with Madison.



- Participated as guest of Urban Land Institute members at developer/broker evening reception in Preston Center.
- Attended CCIM (Certified Commercial Investment Member) broker networking event in Preston Center.
- Made presentation on McKinney to Managing Director of leading Uptown Dallas global brokerage firm. Encouraged them to consider McKinney as they look at sites for their client companies.
- Made presentation in Dallas on McKinney to Managing Director of North Central US Operations for leading brokerage firm, based on connection made at NTCAR.
- Participated at Chamber of Commerce McKinney National Airport presentation to learn more about this key economic development resource.

Other:



McKinney Economic Development Corporation

Marketing and Research Activity

Abby Liu, Interim President—Marketing

Madison Clark, Business Development Specialist—Social Media Posting

May 2018

Highlights:

MEDC marketing and research projects in May 2018:

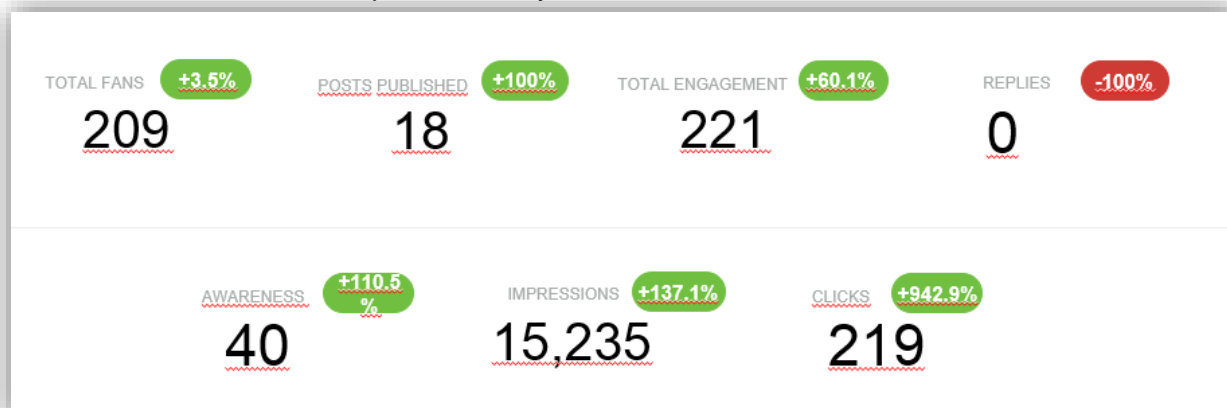
- MEDC staff is working with city communications & Marketing Department staff to translate and prepare international marketing materials. These will be used as part of our standard package when working with International companies.
 - Current languages include:
 - Chinese (traditional)
 - Chinese (simplified)
 - Japanese
 - Korean
- MEDC staff continue to work with city Communications & Marketing Department staff to finalize an RFP template. This template will be used as a standard for all RFPs.
- MEDC staff continue to work with city Communications & Marketing Department staff to develop a standard PowerPoint presentation to be used when presenting McKinney.

Facebook Insights:

Facebook and Twitter screenname: McKinneyTxEDC.

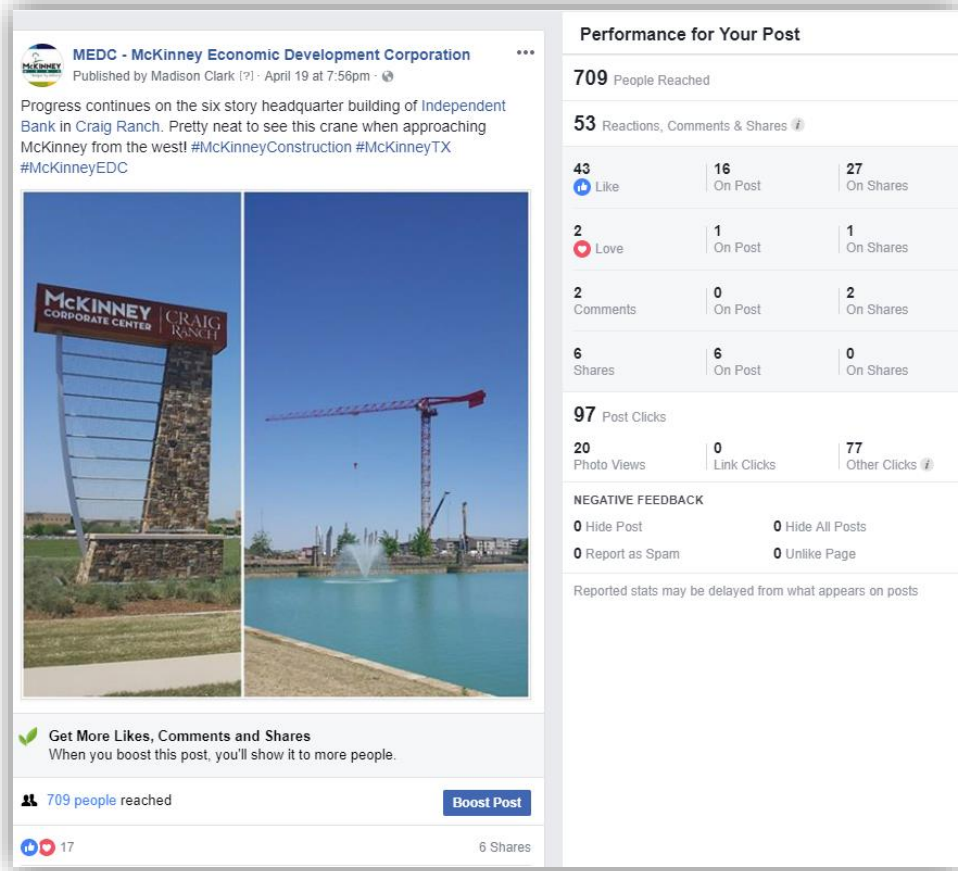
Reporting Period: April 1, 2018- April 31, 2018

The dashboard below represents key metrics month-over-month.





Top Facebook post
by reach and
engagement:





MEDC - McKinney Economic Development Corporation

Published by Manager [?] · April 4 ·

Today we joined national construction management firm Moss Construction (Moss & Associates) for a ribbon-cutting ceremony to celebrate the relocation of its regional Texas office to 10,500 square feet of office space at the newly constructed 2 Greenside office building in Craig Ranch.

Moss plans to bring up to 35 new jobs to McKinney within the next three years.



Get More Likes, Comments and Shares

When you boost this post, you'll show it to more people.



Your video is popular with [men between the ages 35-44](#)

Boost Post



Matt Malone, Moss & Associates and 5 others

3 Shares

 Like

 Comment

 Share

 Agorapulse



Performance for Your Post

1,318 People Reached

452 Video Views

17 Likes, Comments & Shares 

14 Likes	8 On Post	6 On Shares
0 Comments	0 On Post	0 On Shares
3 Shares	3 On Post	0 On Shares

63 Post Clicks

11 Clicks to Play 	1 Link Clicks	51 Other Clicks 
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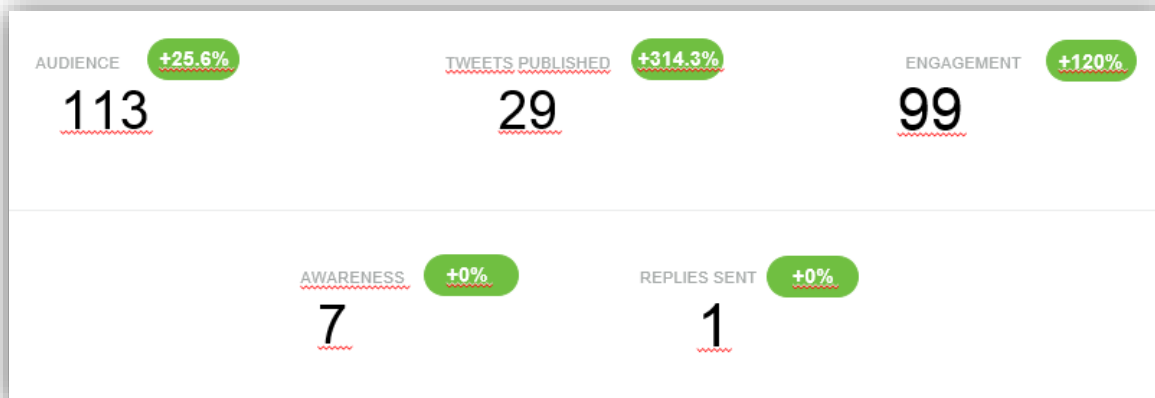
NEGATIVE FEEDBACK

0 Hide Post	0 Hide All Posts
0 Report as Spam	0 Unlike Page

Reported stats may be delayed from what appears on posts

Twitter:

The dashboard below represents key metrics month-over-month.



Top media Tweet earned 1,394 impressions

The construction team at Dynacraft's 165,000+ SF facility has been busy. Check out the walls going up! #Dynacraft #McKinneyTX #McKinneyConstruction
pic.twitter.com/kyyyZpQvMR



2 3

Top Tweet earned 1,884 impressions

Mayor @GeorgeCFuller welcomes guests at the FBO Groundbreaking for the #McKinneyAirCenter. @CityOfMcKinney @WesternLLC @mckinneycdc
pic.twitter.com/uvvgRFRSil



3 8

Top mention earned 5 engagements

TID Trade & Industry Dev
 @TIDRoundup · Apr 3
 Emerald Transformer Relocates HQ to McKinney #Texas ow.ly/WLZf30jiCQ4
 @TexasEDC @McKinneyTxEDC
 @GoBigInTexas #ElectricalEquipment
 #TransformerServices #econddev
 #siteselection

2 3



18-429

Title: Consider/Discuss/Act on April Financials

SUPPORTING MATERIALS:

April 2018 Transmittal Letter

April 2018 Financials

April 2018 Invoices Processed

April Monthly Financial Report

May 20, 2018

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

April Analysis

MEDC Revenue -

Revenue of the McKinney Economic Development Corporation is 2.29% under the budgeted revenue amount. Sales tax figures came in 4.75% above last year's collections through April. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues - April](#)

MEDC Expenditures -

Expenditures of the McKinney Economic Development Corporation are under budget due to savings in rebate expenditures paid out for incentives. During the month of April, land was purchased for \$2,324,008 and was the only significant expense out-side of normal operating expenses.

[MEDC Expenditures - April](#)

Sales Tax Analysis -

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

[FY2018 Monthly Sales Tax Comparison](#)

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

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

Project Details-

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

Checks Issued-

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

[MEDC April Checks Issued](#)

Conclusion-

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

Sincerely,

Mark Holloway

Chief Financial Officer

City of McKinney

McKinney Economic Development Corporation
Balance Sheet
April 2018

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
Assets						
Cash and Cash Equivalents	\$ 242,674	\$ 328,345	\$ 28,711	\$ -	\$ -	\$ 599,729
Investment Pools	19,203,352	997,733	1,524,661	-	-	21,725,746
Accounts Receivable/Other Taxes & Franchise Fees	2,268,738	-	-	-	-	2,268,738
Deposits/Security Deposits	105,528	-	-	-	-	105,528
Deferred Charges/Prepaid Items	2,931	-	-	-	-	2,931
Land	-	-	-	-	30,053,194	30,053,194
Land Improvements (Net of Depreciation)	-	-	-	-	4,296	4,296
Machinery & Equipment (Net of Depreciation)	-	-	-	-	-	-
GASB 68 TMRS/Actuarial	-	-	-	21,409	-	21,409
GASB 68 TMRS/Investment	-	-	-	75,054	-	75,054
GASB 68 TMRS/Contributions	-	-	-	71,195	-	71,195
Total Assets	\$ 21,823,223	\$ 1,326,077	\$ 1,553,372	\$ 167,658	\$ 30,057,490	\$ 54,927,821
Other Debts						
Deferred Charges/Unamortized Advance Refunding	\$ -	\$ -	\$ -	\$ 103,547	\$ -	\$ 103,547
Amount Available for Debt Service	-	-	-	1,682,428	-	1,682,428
Amount Provided for Retirement of Long-term Debt	-	-	-	10,847,869	-	10,847,869
Total Other Debts	\$ -	\$ -	\$ -	\$ 12,633,844	\$ -	\$ 12,633,844
Total Assets and Other Debts	\$ 21,823,223	\$ 1,326,077	\$ 1,553,372	\$ 12,801,502	\$ 30,057,490	\$ 67,561,665
Liabilities						
Vouchers Payable	\$ 13,627	\$ -	\$ -	\$ -	\$ -	\$ 13,627
Compensated Absences Payable	-	-	-	69,979	-	69,979
Accrued Interest Payable	-	-	-	27,727	-	27,727
Note Payable to Primary Government	-	-	-	1,623,919	-	1,623,919
Bonds Payable	-	-	-	10,635,000	-	10,635,000
TMRS Pension Liability	-	-	-	434,881	-	434,881
TMRS Actuarial Experience	-	-	-	9,996	-	9,996
Total Liabilities	\$ 13,627	\$ -	\$ -	\$ 12,801,502	\$ -	\$ 12,815,129
Fund Balances/Equity						
Reserve for Encumbrances	\$ 103,989	\$ -	\$ -	\$ -	\$ -	\$ 103,989
Reserve for Prepays	26,668	-	-	-	-	26,668
Unreserved Fund Balance	21,678,938	1,326,077	1,553,372	-	-	24,558,388
Investment in Capital Assets	-	-	-	-	30,057,490	30,057,490
Total Fund Balances/Equity	\$ 21,809,596	\$ 1,326,077	\$ 1,553,372	\$ -	\$ 30,057,490	\$ 54,746,536
Total Liabilities and Fund Balances	\$ 21,823,223	\$ 1,326,077	\$ 1,553,372	\$ 12,801,502	\$ 30,057,490	\$ 67,561,665

McKinney Economic Development Corporation
Summary Operating Statement
April 2018 (58% 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	\$ 13,482,272	\$ 930,962	\$ 7,562,096	\$ 5,920,176	56.1%	\$ 1,123,523	\$ (192,560)	\$ 7,864,659	\$ (302,563)
Interest Income	275,000	32,008	282,534	(7,534)	102.7%	22,917	9,091	160,417	122,117
Prior Year Expense	-	-	500	(500)		-	-	-	500
Total Revenues	\$ 13,757,272	\$ 962,970	\$ 7,845,130	\$ 5,912,142	57.0%	\$ 1,146,439	\$ (183,469)	\$ 8,025,075	\$ (179,946)
Expenditures	FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
MEDC Operations									
Personnel	\$ 1,333,270	\$ 82,419	\$ 823,805	\$ 509,465	61.8%	\$ 111,106	\$ 28,687	\$ 777,741	\$ (46,064)
Supplies	33,700	2,354	25,622	8,078	76.0%	2,808	454	19,658	(5,964)
Maintenance	29,000	-	8,956	20,044	30.9%	2,417	2,417	16,917	7,961
Services/Sundry	900,519	30,627	324,798	575,721	36.1%	75,043	44,416	525,303	200,505
Total MEDC Operational Exp.	\$ 2,296,489	\$ 115,400	\$ 1,183,181	\$ 1,113,308	51.5%	\$ 191,374	\$ 75,974	\$ 1,339,619	\$ 156,438
Projects									
Committed Projects	\$ 24,110,958	\$ 1,125	\$ 4,059,673	\$ 20,051,285	16.8%	\$ 2,009,247	\$ 2,008,122	\$ 14,064,726	\$ 10,005,052
Other Project Expenses	150,000	-	(580)	150,580	-0.4%	12,500	12,500	87,500	88,080
Land Acquisition	18,000,000	2,324,008	17,587,789	412,211	0.0%	1,500,000	(824,008)	10,500,000	(7,087,789)
Total Project Expenses	\$ 42,260,958	\$ 2,325,133	\$ 21,646,882	\$ 20,614,076	51.2%	\$ 3,521,747	\$ 2,020,622	\$ 24,652,226	\$ 3,005,343
Non-Departmental									
Other - Adm Fee	\$ 269,000	\$ 22,417	\$ 156,917	\$ 112,083	58.3%	\$ 22,417	\$ -	\$ 156,917	\$ -
Insurance & Risk Fund	1,708	142	997	711	58.3%	142	-	996	-
MEDC I & S Fund	2,307,118	192,260	1,345,819	961,299	58.3%	192,260	-	1,345,819	-
Total Non-Departmental Expenses	\$ 2,577,826	\$ 214,819	\$ 1,503,732	\$ 1,074,094	58.3%	\$ 214,819	\$ -	\$ 1,503,732	\$ -
Total Expenses	\$ 47,135,273	\$ 2,655,352	\$ 24,333,795	\$ 22,801,478	51.6%	\$ 3,927,939	\$ 2,096,596	\$ 27,495,576	\$ 3,161,781
Net	\$ (33,378,001)	\$ (1,692,382)	\$ (16,488,666)			\$ (2,781,500)	\$ 1,089,118	\$ (19,470,501)	\$ 2,981,835
FY18 Beginning Fund Balance	\$ 38,298,262								
Add FY18 Budgeted Revenue	13,757,272								
Less FY18 Budgeted Expense	(47,135,273)								
FY18 Proj. End Fund Balance	\$ 4,920,261								

Project Details

April 2018

Committed Projects		FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Raytheon	E13005	\$ 1,530,000	\$ -	\$ -	\$ 1,530,000	0.0%
Statlab	E13007	157,500	-	-	157,500	0.0%
Hisun	E13011	126,000	-	-	126,000	0.0%
Wistron II	E14002	240,000	-	-	240,000	0.0%
O'Hara Flying Service	E14003	96,000	-	-	96,000	0.0%
Headington Energy	E14010	180,000	-	-	180,000	0.0%
Encore Wire	E14017	930,000	-	-	930,000	0.0%
AIM	E14021	69,000	-	-	69,000	0.0%
Popular Ink II	E15005	24,000	-	-	24,000	0.0%
Wright IMC	E15007	108,000	-	-	108,000	0.0%
Accent Care	E15008	169,020	-	-	169,020	0.0%
Blount Fine Food Corp	E16001	510,000	-	-	510,000	0.0%
Cookies-N-Milk	E16002	44,480	-	-	44,480	0.0%
Werx (Grant Match)	E17001	256,952	-	54,048	202,904	21.0%
SFMC	E17002	768,000	-	-	768,000	0.0%
Cotiviti USA	E17005	792,000	-	-	792,000	0.0%
Simpson Strong Tie	E17006	467,000	-	-	467,000	0.0%
3-TAB Beacon	E17008	185,500	-	-	185,500	0.0%
Lone Star Reel	E17009	224,982	-	-	224,982	0.0%
Airport FBO Term/Hangar	E18001	4,000,000	-	4,000,000	-	100.0%
Volunteer Mobilization	E18002	13,500	1,125	5,625	7,875	41.7%
Undesignated FY 18		12,719,024	-	-	12,719,024	0.0%
Total Committed Projects		\$ 23,610,958	\$ 1,125	\$ 4,059,673	\$ 19,551,285	17.2%

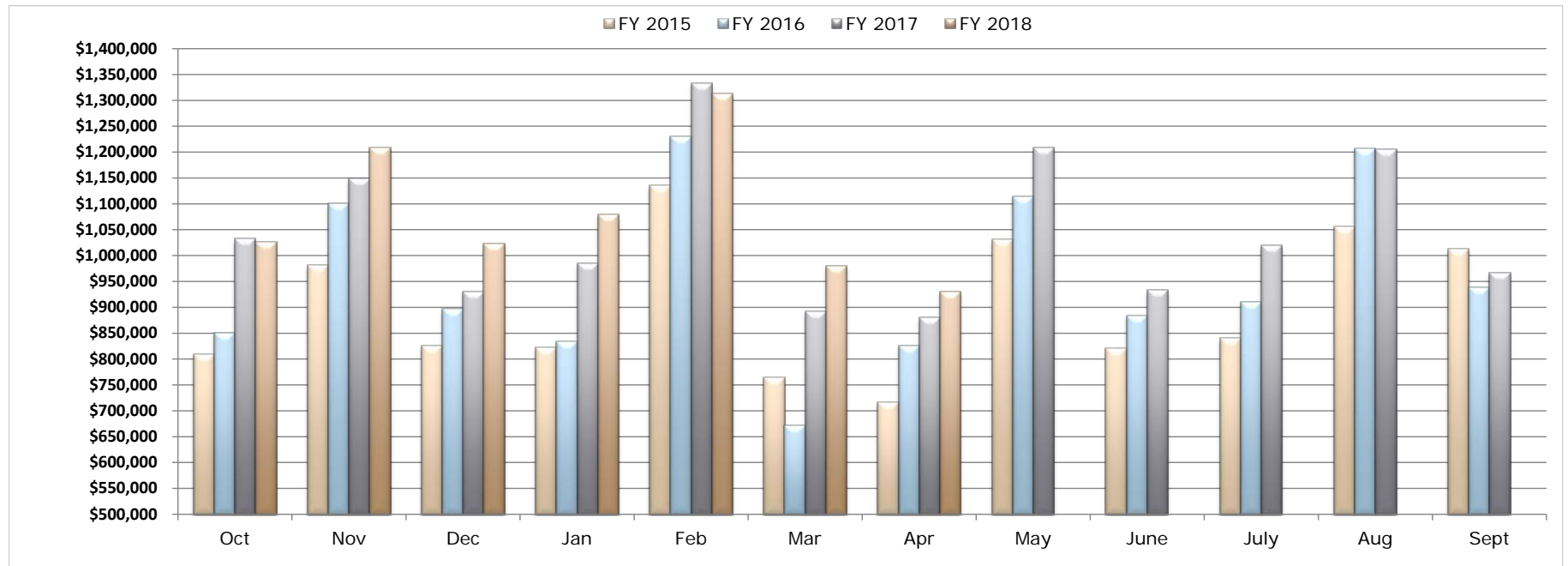
Emerging Technologies		FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Undesignated FY 18		\$ 500,000	\$ -	\$ -	\$ 500,000	0
Total Emerging Technologies		\$ 500,000	\$ -	\$ -	\$ 500,000	0.0%
Total Projects		\$ 24,110,958	\$ 1,125	\$ 4,059,673	\$ 20,051,285	0.0%

McKinney Economic Development Corporation

Sales Tax Revenue

April 2018

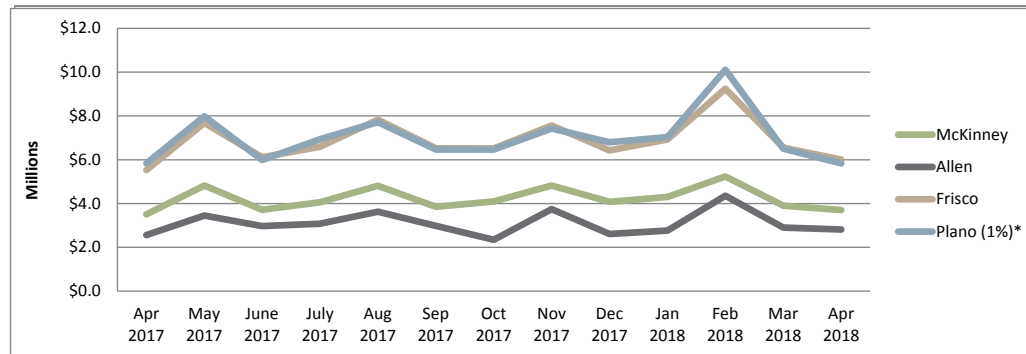
Month Received	FY 2013 Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	FY 2018 Received	Difference to FY 2017	Variance to FY 2017	% of Budget
October	\$716,718	\$780,694	\$809,613	\$851,178	\$1,032,847	\$ 1,026,985	\$ (5,862)	-0.6%	7.6%
November	1,039,163	938,090	982,351	1,101,106	1,148,939	1,208,295	59,357	5.2%	9.0%
December	722,045	770,221	826,009	897,304	929,699	1,023,356	93,657	10.1%	7.6%
January	669,397	744,988	821,731	833,503	985,393	1,079,316	93,923	9.5%	8.0%
February	1,231,993	1,043,205	1,136,044	1,231,183	1,334,043	1,312,944	(21,099)	-1.6%	9.7%
March	666,620	681,914	764,445	671,518	891,649	980,238	88,588	9.9%	7.3%
April	676,334	677,086	716,258	825,953	880,093	930,962	50,870	5.8%	6.9%
May	903,002	978,399	1,031,572	1,114,575	1,208,091				
June	703,897	765,309	820,908	884,501	932,936				
July	694,500	787,000	840,355	910,886	1,019,409				
August	951,437	980,251	1,055,774	1,207,558	1,206,441				
September	725,552	928,323	1,013,186	938,767	967,150				
Total	\$9,700,659	\$10,075,479	\$10,818,246	\$11,468,033	\$12,536,690	\$ 7,562,096	\$ 359,434	4.8%	56.1%



TOTAL SALES TAX COLLECTED

Sister City Comparison

Apr 2018	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$203,254	\$255,047	\$472,663	-\$2,329
Var to LY	5.8%	9.9%	8.5%	0.0%
Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$1,438,770	-\$950,274	\$4,301,101	\$3,950,437
Var to LY	5.0%	-4.2%	9.6%	8.5%



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
Mar 2017	\$3,551,101	\$2,809,013	\$5,794,852	\$6,352,638
Apr 2017	\$3,504,877	\$2,564,044	\$5,530,571	\$5,834,092
FY 2017 Total	\$28,703,105	\$22,500,418	\$44,925,193	\$46,220,676

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
Mar 2018	\$3,905,255	\$2,906,383	\$6,553,487	\$6,502,224
Apr 2018	\$3,708,130	\$2,819,091	\$6,003,234	\$5,831,763
FY 2018 Total	\$30,141,876	\$21,550,144	\$49,226,294	\$50,171,112

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

McKINNEY ECONOMIC DEVELOPMENT CORPORATION
INVOICES PROCESSED - APRIL 2018

<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 Economic Development Corporation"

<u>Date</u>	<u>Vendor Name</u>	<u>Transaction Amount</u>	<u>Description 1</u>	<u>Description 2</u>
4/27/2018	LAND ACQUISITION/ROW	-\$30,000.00	SH121&LAKE FOREST 1.84 AC	BOILERMAKER INVESTMENTS
4/27/2018	LAND ACQUISITION/ROW	\$2,324,008.25	SH121&LAKE FOREST 1.84 AC	BOILERMAKER INVESTMENTS
4/27/2018	STATE COMPTROLLER OF PUBLIC ACCOUNT	-\$3,929.88	MARCH 2018 SALES TAX	
4/27/2018	AMERICAN DIVERSITY BUSINESS SOL INC	\$21.25	BADGES & OTHER ID EQUIP.	
4/27/2018	STANDARD COFFEE SERVICE CO	\$76.27	FOODS: STAPLE GROCERY	
4/27/2018	CREU CAPITAL	\$2,500.00	CONSULTING SERVICES	RECRUITMENT VIDEO FOR CITY
4/20/2018	LAND ACQUISITION/ROW	\$100,000.00	26 ACRES EARNST MONEY	STACY & HWY 121 TRACT
4/20/2018	LAND ACQUISITION/ROW	\$30,000.00	1.8 ACRES EARNST MONEY	LAKE FOREST & HWY 121
4/20/2018	TIME WARNER CABLE	\$115.40	8260 13 100 0001447	MEDC 3/17/18 - 4/16/18
4/20/2018	CONWAY DATA INC	\$6,600.00	COMMUNICATIONS/MEDIA SERV	
4/20/2018	BROWN & HOFMEISTER LLP	\$9,738.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$1,568.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$128.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$877.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$328.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$176.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$144.00	MISC PROFESSIONAL SERVICE	
4/20/2018	BROWN & HOFMEISTER LLP	\$61.00	MISC PROFESSIONAL SERVICE	
4/13/2018	CLARK, MADISON A	\$265.50	FT. WORTH, TX 4/29-5/3/18	OU EDI
4/13/2018	COLEMAN, BRUCE	\$826.08	MILEAGE 2/5/18 - 3/8/18	
4/13/2018	VOLUNTEER MOBILIZATION, LLC	\$1,125.00	Apr. '18 LEASE REIMBURSEM	
4/13/2018	CIVIL AIR PATROL MAGAZINE	\$595.00	MAGAZINE AD, 1/3 PAGE-COL	
4/6/2018	VALENCIA, JOHN	\$153.69	MARCH MILEAGE	
4/6/2018	NOVATECH INC	\$213.50	RENTAL/LEASE EQUIPMENT	



18-430

Title: Consider/Discuss/Act on Amending the McKinney Economic Development Corporation FY2017-18 Budget for Land Acquisition



18-431

<p>Title: Consider/Discuss/Act on the McKinney Economic Development Corporation FY19 Budget</p>
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SUPPORTING MATERIALS:

FY19 Budget

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
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	
MCKINNEY ECONOMIC DEVELOPMENT CORPORATION								
Economic Development Revenues								
059-0000-313-1001	Sales Taxes	11,697,417	12,590,081	13,482,272	13,482,272	4,337,952	13,649,258	
059-0000-361-1000	Interest Income	108,472	306,978	275,000	275,000	172,602	275,000	
059-0000-369-1004	Prior Years Expense	20,325	0	0	0	0	0	
059-0000-392-2000	Sale of Land	0	4,300	0	0	0	0	
TOTAL-Rev	MEDC Revenue Total	11,826,214	12,901,359	13,757,272	13,757,272	4,510,553	13,924,258	
z	MEDC Revenues							
1255 MEDC Economic Development								
059-1255-461-8003	Full-Time	496,745	625,814	1,021,619	1,021,619	430,817	1,045,415	
059-1255-461-8005	Part-Time	4,925	4,466	16,066	16,066	4,186	24,087	
	Continuation: Intern (1 x 1559 hrs x rate/hr)							
059-1255-461-8006	Car Allowance	2,250	9,000	9,000	9,000	2,250	9,000	
	Continuation: MEDC President 9,000							
059-1255-461-8007	Bonus / Incentive	21,000	0	0	0	0	300,000	
059-1255-461-8008	Cell Phone Allowance	4,250	4,400	6,000	6,000	1,700	6,000	
	Continuation: MEDC President 1,200							
	MEDC Vice President 1,200							
	Director of BREP & Emerging Technology 1,200							
	Director of Business Development 1,200							
	Director of Marketing & Research 1,200							
	6,000							
059-1255-461-8010	Overtime	56	0	0	0	0	0	
059-1255-461-8011	Longevity / Stability	704	1,076	1,496	1,496	1,175	1,775	
059-1255-461-8017	Continuous Compensation Benefit	1,624	0	0	0	0	0	
059-1255-461-8018	Workers Comp Reimbursement	(1,630)	0	0	0	0	0	
059-1255-461-8019	Bilingual Pay \$600 x 1	600	600	600	600	200	600	
059-1255-461-8020	FICA	36,314	45,191	56,931	56,931	24,114	83,146	
059-1255-461-8021	TMRS Includes PT	77,737	98,705	114,346	114,346	67,570	167,428	
059-1255-461-8022	Health Benefits Fee	78,498	95,809	103,012	103,012	51,506	147,160	
059-1255-461-8024	Wellness Program Fee	3,600	2,100	4,200	4,200	4,200	6,000	
Subtotal: Personnel		726,673	887,160	1,333,270	1,333,270	587,718	1,790,611	
059-1255-463-8101	Operational Supplies	5,371	6,909	5,000	5,000	3,500	8,000	
059-1255-463-8103	Food (non-travel)	20,236	12,800	17,000	17,000	5,992	17,000	
059-1255-463-8106	Non-Capital Equipment	5,124	6,080	5,000	5,000	7,906	6,000	
059-1255-463-8140	Technology Equipment	767	1,657	6,000	6,000	1,512	11,000	
	2 New Hires							
Subtotal: Supplies		31,497	27,447	33,000	33,000	18,910	42,000	

CITY OF MCKINNEY, BUDGET FY 2018-2019 LINE ITEM DETAIL					Itemize orange accts	Do not change purple	Enter 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
059-1255-463-8301	Building Maintenance	5	0	2,000	2,000	0	2,000
059-1255-463-8420	Maintenance-Computer Software	3,881	0	27,000	27,000	10,175	3,000
Subtotal: Maintenance		3,885	0	29,000	29,000	10,175	5,000
059-1255-463-8501	Utilities - Communications	4,999	3,356	7,000	7,000	1,253	7,000
	Continuation:						
	Phone/cable/internet/wireless (TWC) 7,000						
059-1255-463-8503	Insurance Premiums <i>Paid by City</i>	0	78	1,000	1,000	0	0
059-1255-463-8504	Office Rental	60,662	64,648	77,000	77,000	79,652	77,000
059-1255-463-8505	Postage / Shipping Services	524	356	700	700	277	700
059-1255-463-8506	Travel / Training / Mileage	49,999	77,536	167,000	167,000	17,111	160,000
	Continuation:						
	Mileage 10,000						
	Asia Strategy (China, Taiwan, Korea, Japar 40,000						
	Europe Strategy (UK, France, Germany) 30,000						
	Domestic Strategy 40,000						
	-IAMC						
	-Site Selectors Guild						
	-Team Texas						
	-TexasOne						
	-Dallas Regional Chamber						
	-Other State/Regional Partners						
	Other Travel (IEDC, SelectUSA, etc.) 40,000						
	160,000						
059-1255-463-8508	Utilities - Electric	5,752	4,465	7,500	7,500	7,348	7,500
059-1255-463-8511	Dues / Subscriptions / Licenses	36,319	45,926	43,000	43,000	34,069	43,000
	Continuation:						
	Publications 1,000						
	Texas One 25,000						
	IEDC 5,250						
	Other (Team Texas, DRC, NTCAR, etc.) 11,750						
	43,000						
059-1255-463-8513	Web Software Service <i>Web-based subscriptions</i>	0	4,632	0	0	0	40,000
	CoStar 16,470						
	Salesforce 3,881						
	Impact 3,860						
	Misc. 15,789						
	40,000						

CITY OF MCKINNEY, BUDGET FY 2018-2019 LINE ITEM DETAIL					Itemize orange accts	Do not change purple	Enter 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
059-1255-463-8515	Rental Fee (Equipment)	14,092	6,118	10,000	10,000	2,719	10,000
059-1255-463-8516	Professional / Contracted Services	145,975	147,443	151,000	151,000	39,380	130,000
	Continuation:						
	Operational surveys, appraisals, engineering, etc. 50,000						
	Misc. Professional Services 70,000						
	International Marketing Materials 10,000						
	130,000						
059-1255-463-8520	Marketing / Promotional	152,827	147,376	310,000	315,000	66,405	310,000
	Continuation:						
	<u>Promotional</u>						
	McKinney Magnet 5,000						
	Employer Appreciation Event 10,000						
	MVP Program 2,000						
	Promotional Collateral 3,000						
	<u>Airport Marketing</u> 62,000						
	<u>Advertising</u>						
	General Marketing Materials 6,000						
	Website/Social Media 22,000						
	New Marketing Plan 200,000						
	310,000						
059-1255-463-8525	Printing / Reproduction Services	0	0	0	0	0	0
059-1255-463-8528	Recruitment	7,782	509	0	0	0	0
059-1255-463-8537	Special Contract	0	0	0	0	7,587	0
059-1255-463-8538	Temporary Personnel Services	4,118	19,450	16,800	16,800	8,735	16,800
059-1255-463-8539	Legal Fees	67,157	87,315	100,000	100,000	100,000	150,000
059-1255-463-8595	Technology Replacement Fee	10,176	5,219	5,219	5,219	1,740	5,219
Subtotal: Services/Sundry		560,384	614,426	896,219	901,219	366,275	957,219
059-1255-466-9230	Technology Capital Equipment	0	0	0	0	0	0
Subtotal: Capital		0	0	0	0	0	0
1255 Economic Development Total		1,322,440	1,529,033	2,291,489	2,296,489	983,078	2,794,830
1256 MEDC Promotional		MOVED TO ADMINISTRATION (059-1255) IN FY16					
Subtotal: Supplies		0	0	0	0	0	0
Subtotal: Maintenance		0	0	0	0	0	0
Subtotal: Services/Sundry		0	0	0	0	0	53
Subtotal: Capital		0	0	0	0	0	0
1256 Promotional Total		0	0	0	0	0	0

CITY OF MCKINNEY, BUDGET FY 2018-2019 LINE ITEM DETAIL					Itemize orange accts	Do not change purple	Enter 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
1257 MEDC Projects							
059-1257-463-8103	Food (non-travel)	0	0	0	0	0	0
Subtotal: Supplies		0	0	0	0	0	0
059-1257-463-8201	Land Maintenance	0	0	0	0	0	0
Subtotal: Maintenance		0	0	0	0	0	0
059-1257-463-8516	Professional / Contracted Services	1,715,921	723,615	7,110,000	24,220,958	4,000,000	7,110,000
	Continuation:						
	Anticipated Project Obligations (est.) 4,500,000						
	Spec Industrial Initiative (est.) 2,500,000						
	Auditing / Accounting Fee 10,000						
	Project related surveys, engineering, announcement logistics, etc. 100,000						
	7,110,000						
059-1257-463-8539	Legal Fees	10,350	16,828	40,000	40,000	(580)	70,000
Subtotal: Services/Sundry		1,726,271	740,443	7,150,000	24,260,958	3,999,420	7,180,000
059-1257-466-9001	Land Acquisition / ROW	0	1,100,000	0	0	0	0
Subtotal: Capital		0	1,100,000	0	0	0	0
1257 Projects Total		1,726,271	1,840,443	7,150,000	24,260,958	3,999,420	7,180,000
1271 MEDC International Marketing							
MOVED TO ADMINISTRATION (059-1255) IN FY16							
Subtotal: Supplies		0	0	0	0	0	0
Subtotal: Services/Sundry		0	0	0	0	0	0
1271 International Marketing Total		0	0	0	0	0	0
1272 MEDC BREP - Emerging Technology							
MOVED TO ADMINISTRATION (059-1255) IN FY16							
Subtotal: Supplies		0	0	0	0	0	0
Subtotal: Services/Sundry		0	0	0	0	0	0
1272 BREP - Emerging Technology Total		0	0	0	0	0	0
9999 MEDC Non-Departmental							
059-9999-463-8516	Professional / Contracted Services	230,000	290,000	269,000	269,000	89,667	269,000
	Continuation:						
	General & Administrative Fee to GF 290,000						
	Less 20% Director of Marketing & Research (21,000)						
	(City funded 20% Salary, Taxes & TMRS)						
	269,000						
059-9999-463-8549	Bond Issuance Costs	0	54,792	0	0	0	54
059-9999-463-8815	Transfer to Risk/Insurance Fund WC/Liab Ins	0	1,708	1,708	1,708	569	1,708

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
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	
059-9999-463-8845	Transfer to MEDC I&S Fund	2,396,937	2,405,887	2,307,118	2,307,118	769,039	2,315,962	
	Continuation:							
	2002 Sales Tax-Exempt Loan (University P 824,159							
	2011 Sales Tax-Exempt (Airport Runway R 647,363							
	2016 Sales Tax Refunding Taxable (Land A 844,440							
	2,315,962							
059-9999-463-8854	Transfer to Central Business District Marketing Initiative	25,000	0	0	0	0	0	
Subtotal: Services/Sundry		2,651,937	2,752,387	2,577,826	2,577,826	859,275	2,586,670	
9999 MEDC Non-Departmental Total		2,651,937	2,752,387	2,577,826	2,577,826	859,275	2,586,670	
TOTAL-Exp	MEDC Total Expenditures	5,700,648	6,121,863	12,019,315	29,135,273	5,841,773	12,561,500	
	MEDC Surplus/(Deficits)	6,125,566	6,779,496	1,737,957	(15,378,001)	(1,331,220)	1,362,758	
	MEDC							