



# McKinney Economic Development Corporation Agenda

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Tuesday, June 19, 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 member making such request prior to a motion and vote on the Consent Items.

**18-530**      [Minutes of the McKinney Economic Development Corporation Meeting of May 15, 2018](#)

**Attachments:**    [Minutes](#)

## REPORTS

**18-531**      [Board and Liaison Updates](#)  
                 [Board Chairman](#)  
                 [City of McKinney](#)  
                 [Chamber of Commerce](#)  
                 [Community Development Corporation](#)  
                 [Convention and Visitors Bureau](#)

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

**18-532**      [Consider/Discuss MEDC Staff Monthly Reports](#)

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

## REGULAR AGENDA

**18-533** [Consider/Discuss/Act on May Financials](#)  
**Attachments:** [May 2018 Transmittal Letter](#)  
[May 2018 Financials](#)  
[May 2018 Invoices Processed](#)

## CITIZEN COMMENTS

## BOARD OR COMMISSIONER COMMENTS

Board member 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 551.087. Deliberation Regarding Economic Development Matters

- Project West – A192

C. Section 551.072. Deliberations about Real Property

- Project Topflight – A189

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 15th day of June, 2018 at or before 5:00 p.m.

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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](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>.

**18-530**



**TITLE:** Minutes of the McKinney Economic Development Corporation Meeting of  
May 15, 2018

**SUPPORTING MATERIALS:**

[Minutes](#)

## **MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**MAY 15, 2018**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on May 15, 2018 at 8:00 a.m.

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

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, Mayor George C. Fuller, 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 3 guests present.

Chairman Burress called the meeting to order at 8:07 a.m. after determining a quorum present.

**18-426** Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Meeting of April 17, 2018. Board members

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

**18-427** Chairman Burress called for Board and Liaison Updates. Chairman Burress stated it has been a very difficult 6-8 weeks for me personally and thanked all the MEDC Board Members and staff as well as Mr. Grimes, Mark Houser, Mayor Fuller and City staff.

City of McKinney – City Manager Paul Grimes reported the following: Last week Mayor Fuller, myself, and Trevor Minyard traveled to Washington D.C. On May 7<sup>th</sup> and 8<sup>th</sup> we visited with our Federal Delegation, as well as some Federal Officials. We met with Senator Cornyn, Senator Cruz, Congressman Johnson and his staff as well as staff of Congressman Ratcliffe. We also met with the governor's representative in Washington D.C. and then met with Department of Transportation staff to talk about transportation issues, federal trust fund issues but also the new BUILD program. The BUILD program is a reincarnation of the TIGER Grant program which has been rebranded and repurposed. It was a productive visit and we look forward to continued discussions on matters of interest. We talked at length about the airport and the Bois d'Arc Creek Reservoir. Which by the way, the Groundbreaking is on May 25<sup>th</sup>. Staff is in full budget preparation mode. We are on schedule to present the budget to City Council on August 10<sup>th</sup>. We have a new Interactive Development Snapshot portal from our

Development Services Department. It's very user friendly, a great website, with a significant upgrade. The address is [mckinneytexas.org/snapshot](http://mckinneytexas.org/snapshot). We will have a new zip code in McKinney, going from 3 to 4. If you live South of Virginia, North of Eldorado and West of US 75, effective July 1<sup>st</sup>, your new zip code will be 75072.

Chamber of Commerce – Chamber President Lisa Hermes reported the following: We are working on the legislative agenda for the next legislative session. Out of a survey that we did with our membership, the top 3 issues that were most important were education, workforce development, and transportation. We are going to have specialized focus groups for each of those areas so we can better understand the needs of our business community. County Judge Keith Self will present at our next Government And Legislative Issues committee meeting. I encourage you to attend. He will be talking about the County Bond Election that will take place in November. We are accepting applications for Leadership McKinney until June 1<sup>st</sup>. So if you'd like to apply or know of someone who'd be a great candidate, get your applications in. SERVE McKinney takes place June 7<sup>th</sup>. This is an event our Leadership Alumni puts on each year. We provide a free table to all of the City's Boards and Commissions. We encourage the community to come out to the Collin Higher Education Center and learn how they can serve and give back.

It's less about monetary donations and more about how you can give of your time.

MCVB - Executive Director Dee-dee Guerra reported that the Sheraton was awarded the Texas Folklore Society Conference which will be held April 25<sup>th</sup>-28<sup>th</sup>, 2019. This will bring approximately 150-200 attendees and about 70 room nights. We are excited to report that we are again partnering with McKinney Independent School District (MISD). The MISD submitted an RFP to the National Association of Intercollegiate Athletes so we are hoping to bring AA Football Championship to McKinney in December 2019. We continue to promote Memorial Day weekend as the time to come to McKinney. We have Bike the Bricks on May 25<sup>th</sup>, the Yellow Wood Festival on May 26<sup>th</sup> at out Myers Park, and the Smiles Charity concert on May 27<sup>th</sup>. We have a ribbon cutting on June 7<sup>th</sup> for the Hilton Home2 and are excited to welcome them to McKinney. We hired a new admin, Courtney Marsh has joined our team. We are now at full staff, so we are happy about that.

**18-428** Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Reports.

**18-429** Chairman Burress called for the Consideration/Discussion/Action on February Financials. Chief Financial Officer Mark Holloway reported the sales tax revenues for the month of April, which is February's collection, are up about 5.6% over last year which puts us at about 4.8% total



collected more than last year. We budged 5.2% so we are pretty much right on track. Expenditures were a little over \$2.6 million, the biggest portion of that being the land acquisition. Board members unanimously approved the motion by Board member Sipiora, seconded by Chairman Burress to approve April Financials.

**18-430** Chairman Burress called for the Consideration/Discussion/Action on Amending the McKinney Economic Development Corporation FY2017-18 Budget for Land Acquisition. Board members unanimously approved the motion by Board member Minissale, seconded by Board member Jones, to Approve Amending the McKinney Economic Development Corporation FY2017-18 Budget for Land Acquisition.

**18-431** Chairman Burress called for the Consideration/Discussion/Action on the McKinney Economic Development Corporation FY19 Budget. Chairman Burress stated that we have a subcommittee who includes Board member Jones, Board member Sipiora and Board member Clark. Chairman Burress asked the subcommittee members if they had anything to report from the meetings they had. Board member Clark reported there was a lot of discussion about employees and what we project in terms of staff for the next several years. We added in funds for employee bonuses should we decided to provide those. We want to retain and continue to hire the best employee's so we felt it was time to put some money in the budget to allot for that. Mr. Sipiora stated despite

increasing the salary compensation budget for staff, we were able to bring this budget in under a pretty good benchmark. Our operating expenses relative to our top line revenue continue to be very effective at less than 20%. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve the McKinney Economic Development Corporation FY19 Budget.

Chairman Burress called for Citizen Comments and there were none.

Chairman Burress called for Board member comments. Board member Sipiora wished Board Member Denny a happy birthday.

Chairman Burress recessed the meeting into Executive Session at 8:28 a.m. Per 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: Section 551.072. Deliberations about Real Property, Section 551.087. Deliberation Regarding Economic Development Matters, and Section 551.074. Personnel Matters as listed on the posted agenda. Chairman Burress recessed back into open session at 11:09 a.m.

Chairman Burress called for Action on Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Denny, to approve the Blount agreement as discussed in Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve Project Knowledge as discussed in Executive Session.

Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Jones, to approve Project Dynacraft as discussed in Executive Session.

Board members unanimously approved the motion by Board member Minissale, seconded by Board member Denny, to adjourn. Chairman Burress adjourned the meeting at 11:12 a.m.

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JASON BURRESS  
Chairman

18-531



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

**SUPPORTING MATERIALS:**

[MCDC](#)

[MCVB](#)



June 12, 2018

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

### **Project Grants**

The MCDC board approved the following project grant applications at the meeting held May 24, 2018:

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.

The following grant application was not approved for funding:

Elemental Essentialz	\$ 40,000	Infrastructure costs to open a grocery/café at 110 Tennessee Street
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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)

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

Deadline for the final cycle for Promotional and Community Event grants during the current fiscal year was Thursday, May 31<sup>st</sup>. \$75,000 in funding is available. The maximum amount for any single award is \$15,000. Funds awarded must be used for advertising and marketing of events that showcase McKinney and contribute to business development and/or tourism. Below is the list of applicants:

<b>Organization</b>	<b>Event</b>	<b>Amount Requested</b>
Collin County Master Gardeners	Collin County Garden Show	\$ 10,000
Crape Myrtle Trails Foundation	Crape Myrtle Trails Run	\$ 8,780
Éclair Bistro	Digital Projection	\$ 15,000
Heard Craig Center for the Arts	Schön Everywhere - International Pop-up Gallery	\$ 6,030
Heard Wildlife Museum	Heard After Hours Monthly event featuring Magic Planet and other Activities	\$ 2,500
Heritage Guild of Collin County	Farmers Market (fall), Legends of McKinney Ghost Walk, 45th Holiday Home Tour	\$ 12,000
McKinney Main Street	Home for the Holidays	\$ 15,000
SBG Hospitality	McKinney Wine and Food Festival	\$ 15,000
McKinney Rotary Foundation	Rotary Parade of Lights	\$ 5,000
Volunteer McKinney	Santa on the Square	\$ 4,000
<b>Total Requested</b>		<b>\$ 93,310</b>
<b>Total Available</b>		<b>\$ 75,000</b>

### **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 participated in ICSC's ReCon in Las Vegas, May 21-23, 2018. The City of McKinney was included in The Retail Coach's booth during the convention.

### **Other**

MCDC sponsored SERVE McKinney, hosted by the McKinney Chamber's Alumni Network on June 7, 2018 at the Collin Higher Education Center. The event showcased city boards and commissions and nonprofit organizations, and promoted opportunities for McKinney residents to get involved in the community.

A poster for the SERVE McKinney event. The background is a brick wall. At the top, the word "TOGETHER" is written in large, pink, outlined letters. Below it, "SERVE McKinney" is written in white, bold, sans-serif font. A white horizontal bar contains the text "Open House Sponsor: McKinney Community Development Corp." in black. Below this bar, the event details are listed: "Thursday, June 7 / 5:30 - 7:00 pm" and "Collin Higher Education Center". The address "3452 Spur 399 (NE Corner Hwy 121 & 75 Central) McKinney, TX 75069" is in a smaller font. The main message "Meet reps of City & County boards and commissions plus area non profits. Discover how YOU can give back!" is in bold black text. At the bottom left, contact information is provided: "McKinneyChamber.com 972.542.0163" and "dfitzgerald@mckinneychamber.com". At the bottom right is the "LM ALUMNI NETWORK" logo, with "LM" in large orange and green letters and "ALUMNI NETWORK" in blue text below it.

**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

## MEDC-MCDC-MAIN ST.

### I. **MCVB Room Nights Generated: TTL Room Nights: 659 ; TTL Revenue: \$68,626**

#### **WEDDINGS COMPLETED in May 2018 - TTL Room Nights: 170; TTL Rev: \$21,712**

- Carleen Wisniewski Wedding – TPS: TTL rooms -22, TTL rev: \$2,398
- Wood/Ware Wedding – TPS: TTL rooms: 25, TTL rev: \$2,725
- Hahn/Sanford Wedding – Holiday Inn: TTL rooms -2, TTL rev -\$198, Grand Hotel: TTL rooms – 80, TTL rev - \$11,980
- Kaitlyn McGuire Wedding – Holiday Inn: TTL rooms – 1, TTL rev - \$119, TPS: TTL rooms – 9, TTL rev: \$981
- Lauren Daynard Wedding – Holiday Inn: TTL rooms – 6, TTL rev - \$624
- Jameson -Krath wedding – TPS: TTL rooms – 23, TTL rev -\$2507, Comfort Suites: TTL rooms – 2, TTL rev - \$180

#### **No Pick-ups on the following weddings: 9**

- Candace Georger
- Sheri Monroe
- Ryan Davis
- Mattison Johnson
- Meghana Patil
- Sarah Rain,
- Morgan Coldwell
- Hyejin Hwang
- Sydney Rodriguez

#### **ASSOCIATION/CORPORATE/SMERF COMPLETED in May 2018: TTL Room nights: 489 ; TTL Revenue: \$46,914**

##### **Associaton: TTL Rooms: 15; TTL Rev: \$ 1,425**

- Volunteer Management Conference: - Holiday Inn: May 1-3, 2018, TTL room nights: 15; TTYL Rev. \$ 1,425

##### **Corporate: TTL Rooms: 434 ; TTL Revenue: \$ 41,450**

- Torchmark- AIL 101, Sheraton-May 14-16, 2018, TTL room nights: 115; TTYL Rev. \$ 10,195
- Torchmark- Sheraton: May 20-24, 2018, TTL room nights: 305 ; TTYL Rev. \$ 28,975
- Emerson: - Holiday Inn: May 1-3, 2018, TTL room nights: ; TTYL Rev. \$ CANCELLED
- Emerson: - Holiday Inn: May 22-24, 2018, TTL room nights: 24; TTYL Rev. \$ 2,280

##### **SMERF: TTL Rooms: 32 TTL, Rev: \$ 3,247**

- Church of Christ/Judy Skelton – Grand Hotel: TTL rooms: 10, TTL rev: \$1509
- Vintage Market Days – Comfort Suites: TTL rooms: 22, TTL rev: \$1738

##### **Sports: TTL Rooms: 8 , TTL Rev: \$ 792**

- Strikes Against Cancer – No pick-ups, Blocks were at Holiday Inn & Suites, and Hampton Inn.
- McKinney Soccer Association – McKinney Spring Classic Tournament – no pick ups



## MEDC-MCDC-MAIN ST.

- Texas Best Gymnastics Competition – Holiday Inn: TTL rooms -8, TTL rev-\$792, The Comfort Suites did get room nights from this group, however they booked outside of a room block.

### II. Visitors: FYTD Total (Oct. - May. '18): 3,568

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

- Out of State: 106
- Out of Country: 51
- Texas Residents: 83
- McKinney Residents: 38
- Register Total: 278
- Ticker Counter: 484
- Top Five States requesting information:
  - Top Five States requesting information:
    - San Antonio
    - Houston
    - Fort worth
    - Austin
    - Corpus Christi

### III. RFP's: 7 (1-Association, 0-Corporate, 5-Weddings, 1-Social (-Religious, 0-Sports, 0-Day Trips))

#### Association: 1

- Texas Association of Counties, Health & Employee Benefits Pool, February 17-19, 2019. Contact: Amy Lawson. Expected Attendance: 200-225, Approx. room nights: 350. Decision date: August 16, 2018- Sheraton

#### Corporate: 0

#### Social: 1

- Women's Health Network, November 13-16, 2018. Contact: Janice Sturm. Decision date: June 7, 2018. Attendees: 20, Approx. room nights: 40-Hampton Inn, Holiday Inn, Grand Hotel, Hilton Home 2, & Springhill Suites

#### SMERF: 5 (Weddings)

- Ginny Brazil (MOB) Wedding- July 2018, Springs
- Bellio/LaRue Wedding – June 2018, Stone Crest
- Erika Hernandez Wedding – March 2019, Springs
- Jacobs Wedding – August 2018, Springs
- Kundle/Garner Wedding – May 2018, Piazza on the Green

### IV. Site Visits: 1

- Carly Harris, Bride. Hotels: Holiday Inn, Grand, Hampton Inn, and Neathery B&B

**V. Lost Business: 0**

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

**Blogs on our website: 377**

- Fallen Heroes - 36
- Second Saturday Blog - 39
- Yellow Wood Festival - 10
- Memorial Day Weekend in McKinney - 132
- Everything Old is New Again- 31
- Plan Your Trip - 19
- Guitar Sanctuary – 20
- National Tourism Week- 70
- Put Yourself on our Map - 20

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

- Fallen Heroes: 36
- National Tourism Week: 33
- Second Saturdays: 61
- Memorial Day Weekend: 158
- Plan Your Visit: 16
- Weekend Update button: 128

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

- **Materials Submitted**
  - May Second Saturday
  - Bike the Bricks
  - Yellow Wood Festival & Race
  - Yellow Wood Barnyard Dinner
  - Smiles Concert
  - NTTW Tour/History Talk Event
- **Advertising- Website & Publication ROI Tracking:**
  - Visitor Map: 1
  - Meeting-Planners-Guide: 28
  - Go-MNHS-Bulldogs: 9
  - Howdy-Dallas-Cowboys-Fans: 1
  - Go-MHS-Lions: 4
  - Go-Boyd-High-Broncos: 2
  - TourTexas.com-Readers: 41
  - WELCOME-TALK-BUSINESS-360-READERS-VIEWER: 1
  - Greetings-TSAE-Members: 1
  - Strikes-Against-Cancer-2018: 51
  - Oxford-American-Readers: 1
  - Readers-of-County-Line-Magazine: 2

# 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 Grants

## May 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 (7 times)		\$ 14,000	\$ 42,000	1,400,000
Courier Gazette	Various Small Calendar pieces	\$ 400	\$ 600	\$ 1,800	60,000
Star Media/Mesquite	Yellow Wood Festival	\$ 700	\$ 800	\$ 4,500	75,000
County Line Magazine	Yellow Wood Festival	\$ 795	\$ 350	\$ 3,135	239,000
<b>TOTALS</b>		\$1,895	\$15,750	\$ 51,435	1,774,000
<b>FY 17-18 Totals</b>		\$22,618	\$ 114,730	\$ 1,006,045	14,271,384

**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
MAR. 18	76	6664	80,690	567,892	3,499,942
APR. 18	106	6770	83,960	449,311	3,615,527
May-18	109	6879	104,144	795,947	4,492,035
TOTALS	708	N/A	629,583	4,948,689	29,972,982

**OTHER SOCIAL MEDIA TRACKING – MAY 2018**

Type	Number	Increase #
<b>Twitter</b>		
Followers	4750	+35
Tweets	6386	+289
Tweet Impressions	20.6K	+24.5%
Profile Visits	208	-25.2%
Mentions by other users	42	+200%
<b>Google Sites</b>	<b>Views</b>	<b>Subscribers</b>
YouTube views	5660 (+ 263)	26 (+1)

**Web Analytics –MAY 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
May-18	4,865	10,285	4,052
<b>FY 17-18</b>	<b>26,677</b>	<b>63,782</b>	<b>22,140</b>

Mobile Traffic	Users	Percent of Total
Mobile Traffic	2,239	55.26%
Desktop	1,494	36.87%
Tablet	319	7.87%

**Top Pages in MAY 2018**

Page	Pageviews	Unique Page Views	Avg. Time on Page	Entrances	Bounce Rt.	Exit %
Home	1,684	1,353	0:01:09	1,298	44.07%	42.34%
Memorial Day	864	810	0:01:26	650	74.92%	67.82%
Calendar	858	667	0:01:10	531	40.68%	38.93%
Calendar	469	430	0:02:37	420	84.52%	83.58%
Memorial Blog	226	216	0:00:46	210	80.48%	77.88%
Calendar	199	165	0:02:03	20	65.00%	65.83%

# MEDC-MCDC-MAIN ST.

Events	184	145	0:00:26	16	37.50%	13.04%
Shopping Centers	176	157	0:01:52	147	90.48%	84.66%
News Flash	157	147	0:00:19	5	40.00%	16.56%
Visitors Guide	151	128	0:02:02	18	33.33%	35.10%
Mo./Annual Events	151	138	0:01:29	89	84.27%	70.86%
Calendar	142	139	0:02:01	25	76.00%	69.01%
Weekend Update	126	109	0:00:30	2	50.00%	41.27%
Explore	105	86	0:00:35	9	77.78%	19.05%
Dining	103	75	0:01:15	9	66.67%	21.36%
Toll Tag	103	90	0:04:12	89	84.27%	81.55%
About McKinney	83	72	0:01:08	11	72.73%	30.12%
Plan McK Trip	83	56	0:00:34	16	56.25%	19.28%
Staff Directory	77	51	0:01:02	15	66.67%	44.16%
Calendar	72	68	0:01:53	68	94.12%	91.67%
Stay	69	50	0:00:09	5	80.00%	7.25%
Nat'l Tourism Blog	67	49	0:04:11	29	75.86%	53.73%
Second Saturdays	61	45	0:00:32	1	100.00%	13.11%
Shopping	58	46	0:01:09	30	43.33%	39.66%
Event Planning	57	45	0:00:22	7	85.71%	17.54%

# MEDC-MCDC-MAIN ST.

Country Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. sess. Duration
United States	3,903	3,697	4,707	64.65%	2.13	0:01:24
India	21	21	21	66.67%	1.67	0:01:01
France	20	20	20	100.00%	1	0:00:00
Peru	19	19	19	89.47%	1.11	0:00:06
Canada	17	16	22	77.27%	2.14	0:02:03
South Korea	17	17	17	94.12%	1.24	0:02:17
Philippines	10	10	10	70.00%	2.6	0:00:39
(not set)	8	7	8	37.50%	3	0:03:59
Germany	5	5	5	100.00%	1	0:00:00
United Kingdom	4	4	4	50.00%	3	0:01:07

State Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Sess. Duration
Texas	3,281	3,089	3,997	65.22%	2.07	0:01:22
California	72	70	78	62.82%	2.18	0:01:15
New York	54	52	55	80.00%	1.42	0:00:33
Oklahoma	49	48	58	50.00%	2.91	0:01:28
Florida	37	33	41	43.90%	3.1	0:02:26
District of Columbia	36	29	39	74.36%	1.74	0:00:55
Kansas	30	30	30	73.33%	1.83	0:01:56
Tennessee	30	28	32	78.12%	1.78	0:00:47
Illinois	29	27	33	42.42%	2.61	0:01:35

# MEDC-MCDC-MAIN ST.

Virginia	26	25	26	76.92%	1.73	0:00:59
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City Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Visit Duration
McKinney	1,196	1,062	1,500	62.73%	2.28	0:01:49
Dallas	884	805	1,014	71.01%	1.77	0:00:53
Allen	142	130	167	67.66%	1.83	0:00:55
Plano	138	131	153	56.86%	2.13	0:01:19
Frisco	121	106	134	69.40%	2.11	0:01:29
Prosper	99	94	106	71.70%	1.64	0:00:35
Houston	65	60	72	63.89%	1.92	0:01:00
Austin	37	36	43	58.14%	2.58	0:01:37
Fort Worth	37	28	42	61.90%	2.57	0:01:23
Celina	33	32	37	59.46%	1.7	0:00:56

## VISIT WIDGET MAY 2018

	Users	Sessions	Page Views	Pages/Session	Bounce Rate
<b>Widget</b>	52	60	217	3.6	45%
<b>iOS App</b>	34	47	345	10	N/A
<b>Android App</b>	20	21	63	3.2	N/A
<b>Total/AVG</b>	<b>106</b>	<b>128</b>	<b>625</b>	<b>5.60</b>	N/A



18-532



**TITLE:** Consider/Discuss MEDC Staff Monthly Reports

**SUPPORTING MATERIALS:**

[Interim President Report](#)

[BREP Report](#)

[Business Development Report](#)

[Marketing & Research Report](#)



## McKinney Economic Development Corporation

Abby Liu, Interim President

June, 2018

### Strategic Plan Management & Communicating Results:

#### A. Business Retention & Expansion

- Staff followed up with Project Todd's real estate representative for a status update on June 5. Staff has worked closely with City Manager Grimes for a strategy for Project Todd.
- Staff followed up with Toyoshima Electronics Vice President Wang in China for the status of Loan Agreement on June 7. Toyoshima Electronics, global headquartered in Taiwan, is the first MEDC Global Soft Landing Program (GSLP) since the Program launched in the 4<sup>th</sup> Quarter of 2017. Toyoshima has operations in Taiwan, China and McKinney (the 1<sup>st</sup> operation in the US).
- On June 7 staff met with Hisun President Jason Sun and discussed Hisun current company status and plans for future expansion.

#### B. Business Attraction

- Legal Counsel Houser and Staff hosted a meeting with Project Knowledge for the potential business development opportunity on May 17.
- Legal Counsel Houser and Staff hosted a meeting with Project Sunny for the potential business development opportunity on May 22.
- Staff hosted a city visit from Project Blue Pineapple executives from Taiwan for the new business attraction on May 24. The itinerary includes a McKinney presentation at the private lunch at Rick's Chophouse and a tour of Tong Yang Group (TYG) McKinney operation. Both TYG President Chen and Wistron GreenTech General Manager Hsu were invited to attend in both events. (Photo attached)



- Legal Counsel Houser and Staff hosted a meeting with Project Knowledge as well as Project Sunny for the potential business development opportunity on May 29.
- Staff hosted a site visit from Project Lucky executives and the company real estate representative for the new business attraction on May 31. McKinney is one of the cities Project Lucky considered for future company expansion.
- Staff assisted a real estate representative for the potential request from his client for the request of a Targeted Employment Area related to EB-5 Program to the City of McKinney on June 5.

### Marketing/Promotion/Connection Activities:

- Staff attended the ECONOMIX event held in Frisco on May 17 and 18. ECONOMIX is a blending of economic development professionals and nationwide site selection consultants, coming together to stir additional insights and practical tools to enhance work in their respective communities. (Photo attached)
- MEDC was the interactive hole sponsor, on hole 10, at the annual McKinney Chamber Golf Classic held on June 4. Staff greeted golfers with MEDC branded goodies and had a productive network with the golfers. MEDC Chairman Jason Burrell, Board Members Sharon Denny, Michael Jones, Joe Minissale and Robbie Clark were in attendance sharing information on upcoming McKinney developments. (Photo attached)
- Business Development Director Bruce Coleman and Staff hosted a lunch meeting with Wendy Siegel, Vice President at HKS Dallas, for the collaborative opportunity for new business attraction on May 25.
- 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 June 4. It was a productive meeting to move forward with the pending projects and discussed



the potential of MEDC's Raw Space Sponsorship of BISNOW HWY 121 Event in August. MEDC was the Raw Space Sponsorship of the same event in 2016 and had a record attendance for BISNOW attendance then. MEDC had received a rise in business inquiries from real estate community after the event. |



## McKinney Economic Development Corporation

John Valencia-Director of BREP

June 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. June 8, 2018 UPDATE: Abby and I received word that there might be one last shot at keeping this company in McKinney. We have a conference call on June 14<sup>th</sup> with their senior leadership. Two sites will be presented; one in the HUB121 development and a new one in the McKinney Corporate Business Center II. Presentation materials are being prepared now in advance of the June 14<sup>th</sup> conference call.
- 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 10<sup>th</sup> 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 10<sup>th</sup>. 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. Very 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. June 8, 2018 UPDATE: No new news at this time.

- Playful - I met with the Playful team on Feb 6<sup>th</sup>. Imagine this... they are only behind schedule two weeks and over budget about 2 mil! It's still a work in progress. 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! June 8, 2018 UPDATE: The building continues to come together and brick going up on the north and west walls. A building tour was scheduled for June 1, but unfortunately has to be rescheduled, so awaiting that. The Studio is packed, so the finish out can't come soon enough! On the product and business front, Paul and the executive team are looking at a 2018 Private Offering and initial meetings are just starting. They just hit a compliance milestone so Melissa and I are working that. All good thus far.

- Project Saucer - New opportunity for an(other) expansion of a local business. Initial meeting will be held on January 31<sup>st</sup>. Feb 2018. Met with the executive team on Jan 31<sup>st</sup>. 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. June 8, 2018 UPDATE: No new news at this time.
- 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. June 8, 2018 UPDATE: We are in the planning stages of bringing this group, along with two other local companies and see if there are any synergies where they could put a plan together that would be a more economical option.
- 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. June 8, 2018 UPDATE: From Client: Great Progress ! Everything moving well – we didn't need any "special use permits"....currently working on 'Façade Exception' (in fact we have a meeting with city for that on 30<sup>th</sup>). Civil & Building Plans are expected to be completed by end June the latest. Met with GC today. He will give us the bids as soon as we have building Plans.

## 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. June 8, 2018 UPDATE: They are setting up the Makerspace at the McKinney Technology Center this week. The 3D printers will be installed on Friday afternoon, with a training session beginning at 2:30. Their new goal is to open to the “public” on July 1<sup>st</sup>.

- 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 15<sup>th</sup> and will be held at the new Toyota facility in Plano. Looking forward to this one! June 8, 2018 UPDATE: Next meeting is June 14<sup>th</sup> and will be hosted at the MEDC office conference room.
- 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. Work continues and the Board is fully informed.

### 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.
- On May 18<sup>th</sup> I toured the company with 71 employees and had a great meeting as well. Discussions continue and we’ll stay close.
- On May 31<sup>st</sup> met with the other company of 30 local here and learned they consolidated two of their out of state sites into just one. Continue to have interest in bringing some of their manufacturing

### Other:







## McKinney Economic Development Corporation

Bruce Coleman – Director of Business Development

June 2018

### Strategic Plan Management & Communicating Results:

#### A. Business Retention & Expansion

#### B. Business Attraction

- Met with local commercial broker working with Chicago area software company considering a relocation to DFW. Presented McKinney sites to him. Provided them with information on Southgate McKinney as well as McKinney advantages/incentives.
- As a result of a recent industrial tour provided to a Dallas area industrial developer, provided follow up information on sites to this developer who indicated he is working with a Georgia-based industrial end user company. The developer is working to tie up land in McKinney for possible project.
- Followed up from the Industrial Asset Management Council (IAMC) meeting last month in Savannah with site selectors and corporate real estate directors regarding opportunities in McKinney.
- Met with Managing Director of large tenant rep brokerage firm in Downtown Dallas about a potential overseas company looking at Dallas. Presented McKinney as a site for that company.
- Re-contacted growing co-working business in Dallas about opportunities in McKinney.

#### C. Entrepreneurship

#### D. Competitiveness

- Met with Project Flip to determine status of leasing of project.
- Loan agreement sent to developers of Project Trafalgar.
- Met with developers of Project Trafalgar to provide presentation on McKinney market to their Singapore/Hong Kong investor.
- Project West submitted new Application for Economic Development Assistance based on their revised construction cost estimates.
- Met with local broker about office developer interest in McKinney.
- Received a follow up call from a Dallas brokerage firm that is working with a national engineering company seeking to locate in an existing office building in McKinney. Connected the broker with the City regarding City of McKinney matters.
- Met with industrial developer and City Planning to discuss development opportunities for a site near the McKinney National Airport area.



- Met with commercial broker and their client, an industrial developer who owns land in McKinney.

### Marketing/Promotion/Connection Activities:

- Made 90 Cold Calls and Follow Up Calls (including meetings) with Dallas Metroplex area commercial brokers/office-industrial tenant representatives, site selectors, commercial developers, development engineering/architectural, construction firms, investment capital firms/banks and others with strong business connections. This included reviewing the *Dallas Business Journal*, *Bisnow* (real estate news), and *Dallas Morning News* deal making announcements and contacting brokers/developers who are particularly active in the DFW office and industrial market.
- Traveled to Southern California for the MEDC Business Mission to Los Angeles/Orange County/Riverside County. Colin Fitzgibbons of KDC joined the trip for one day. Meetings were arranged with a number of businesses and brokers to present McKinney and Southgate McKinney.
- Working with CBRE Dallas to arrange for an early morning “meet and greet” with their industrial tenant representative brokers at their corporate headquarters in Uptown Dallas.
- Participated at CORENET corporate real estate evening reception in Irving.
- Attended NAIOP industrial and office brokers/developers networking event in Dallas.
- Worked further to connect a hotel project developer in McKinney with financing opportunities.
- Attended CREW (Commercial Real Estate Women) networking event in Dallas.
- Provided tour to major international industrial developer which focuses on build-to-suit projects for their large tenant base.
- Made presentation in Downtown Dallas to Whitebox Commercial Real Estate brokers.
- Participated as one of three cities at Dallas Regional Chamber event welcoming Governor of Aichi Prefecture (Nagoya, Japan). Opportunity to provide brief remarks on McKinney to the assembled group.

### Other:



## McKinney Economic Development Corporation

Marketing and Research Activity

*Abby Liu, Interim President—Marketing*

*Madison Clark, Business Development Specialist—Social Media Posting*

June 19, 2018

### Highlights:

MEDC marketing and research projects in May 2018:

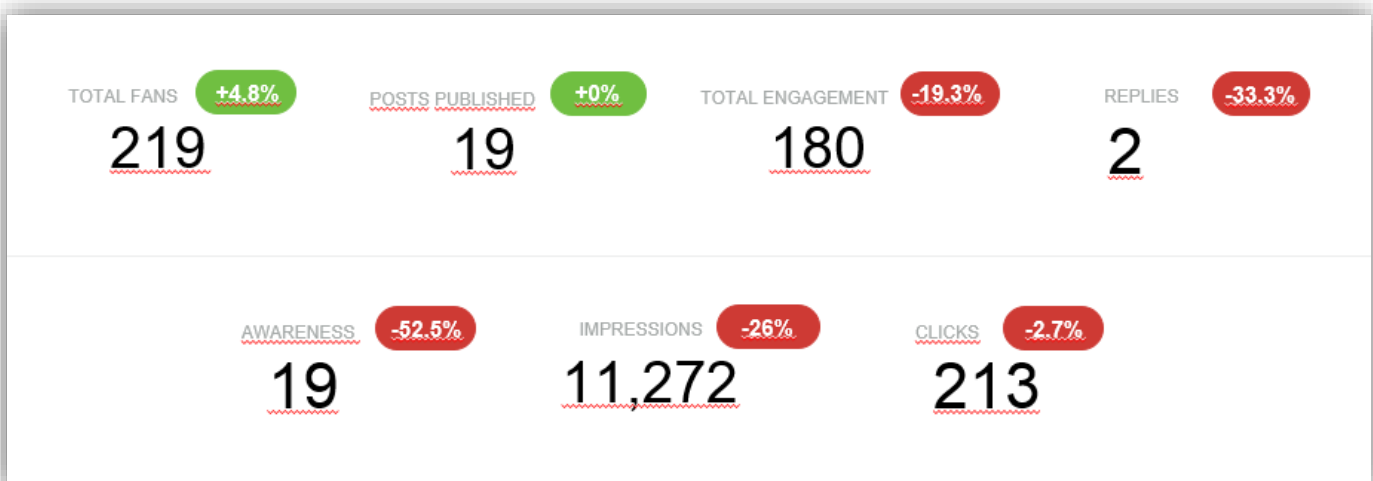
- MEDC was an interactive hole sponsor at the McKinney Chamber Golf Classic where MEDC Board members and staff continued to build relationships and expand our outreach.
- Researched advertising options to support the mission to California
- Provided artwork for giveaways and signage for the McKinney Chamber Golf tournament
- Continue to work on updating marketing materials and templates for presentations and proposals

### Facebook Insights:

Facebook and Twitter screenname: McKinneyTxEDC.


Reporting Period: May 1, 2018- May 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 Einar Longva [?] · May 30 at 3:27pm ·

North Texas' and McKinney, Texas - Unique by Nature's utility bandwidth is expanding!


Here are a couple fun facts about North Texas Municipal Water District latest project --the North Texas Municipal Lake:


-The project is the North Texas Municipal Water District's first major reservoir in nearly 30 years today.... [See More](#)





NTMWD.COM

**NTMWD Breaks Ground on Newest Lake in North Texas - North Texas Municipal Water District**


**Get More Likes, Comments and Shares**  
 Boost this post for \$3 to reach up to 1,200 people.


**2,210 people** reached




 Madison Clark, Zane C. Benson and 5 others

3 Shares

### Performance for Your Post

**2,210** People Reached

**22** Likes, Comments & Shares

<b>19</b> Likes	<b>7</b> On Post	<b>12</b> On Shares
<b>0</b> Comments	<b>0</b> On Post	<b>0</b> On Shares
<b>3</b> Shares	<b>3</b> On Post	<b>0</b> On Shares

**365** Post Clicks

<b>0</b> Photo Views	<b>163</b> Link Clicks	<b>202</b> Other Clicks
-------------------------	---------------------------	----------------------------

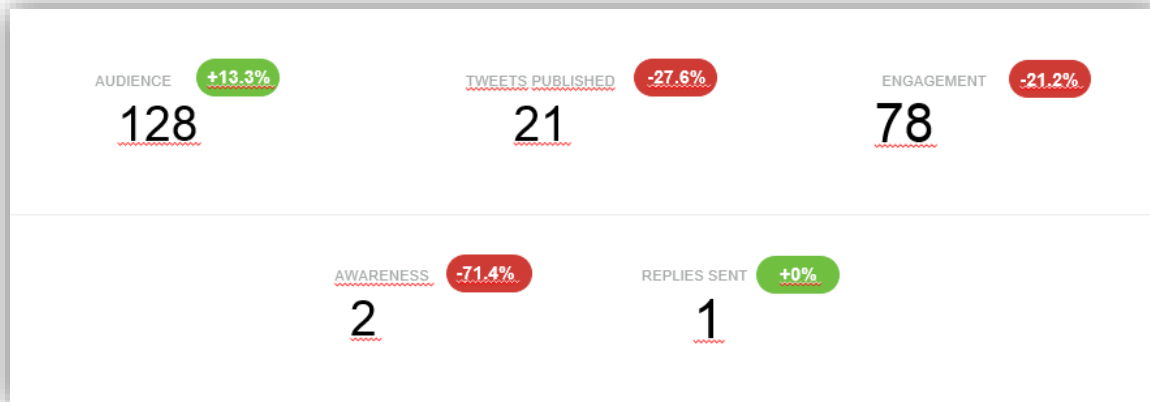
**NEGATIVE FEEDBACK**

<b>0</b> Hide Post	<b>0</b> Hide All Posts
<b>0</b> Report as Spam	<b>0</b> Unlike Page

Reported stats may be delayed from what appears on posts

## Twitter:

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



### Top Tweet earned 2,592 impressions

Checkout [#BattleoftheBadges](#) in [#McKinneyTX](#)! Who do you think will win-police or fire?! [twitter.com/CityOfMcKinney...](https://twitter.com/CityOfMcKinney...)

🔁 2 ❤️ 3

[View Tweet activity](#)

[View all Tweet activity](#)

### Top media Tweet earned 1,514 impressions

Monthly MEDC Board Meeting underway. Check out the agenda here: [mckinney.legistar.com/View.ashx?M=A&...](https://mckinney.legistar.com/View.ashx?M=A&...) [pic.twitter.com/gOPo5fSlqi](https://pic.twitter.com/gOPo5fSlqi)



🔁 1 ❤️ 3

### Top mention earned 4 engagements



**City of McKinney, Tx**

@CityOfMcKinney · May 23

In addition, [@PACCAR](#) is on track to meet or exceed provisions outlined in the May 2017 Grant Agreement provided by the [@McKinneyTxEDC](#). [@paccar](#) has said they appreciate the support from the MEDC, [@CityofMcKinney](#) & the community as we work together toward conclusion of construction

🔁 1 ❤️ 2

**18-533**



**TITLE:** Consider/Discuss/Act on May Financials

**SUPPORTING MATERIALS:**

[May 2018 Transmittal Letter](#)

[May 2018 Financials](#)

[May 2018 Invoices Processed](#)

# May Monthly Financial Report

June 12, 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 May. The following is a brief analysis of each section of the corporation's financials.

## May Analysis

### ***MEDC Revenue -***

Revenue of the McKinney Economic Development Corporation is 0.62% under the budgeted revenue amount. Sales tax figures came in 4.90% above last year's collections through May. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues - May](#)

### ***MEDC Expenditures -***

Expenditures of the McKinney Economic Development Corporation are over budget due to various land acquisitions throughout the year. During the month of May, land was purchased for \$14,539,485 and was the only significant expense out-side of normal operating expenses.

[MEDC Expenditures - May](#)

### ***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: May](#)

[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 May:

[MEDC May 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  
May 2018

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash and Cash Equivalents	\$ 134,526	\$ 120,639	\$ 31,161	\$ -	\$ -	\$ 286,325
Investment Pools	5,807,162	1,399,585	1,524,888	-	-	8,731,635
Accounts Receivable/Other Taxes & Franchise Fees	2,276,729	-	-	-	-	2,276,729
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Deferred Charges/Prepaid Items	2,931	-	-	-	-	2,931
Land	-	-	-	-	32,377,202	32,377,202
Land Improvements (Net of Depreciation)	-	-	-	-	3,222	3,222
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
<b>Total Assets</b>	<b>\$ 8,226,876</b>	<b>\$ 1,520,224</b>	<b>\$ 1,556,049</b>	<b>\$ 167,658</b>	<b>\$ 32,380,424</b>	<b>\$ 43,851,231</b>
<b>Other Debits</b>						
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
<b>Total Other Debits</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 12,633,844</b>	<b>\$ -</b>	<b>\$ 12,633,844</b>
<b>Total Assets and Other Debits</b>	<b>\$ 8,226,876</b>	<b>\$ 1,520,224</b>	<b>\$ 1,556,049</b>	<b>\$ 12,801,502</b>	<b>\$ 32,380,424</b>	<b>\$ 56,485,076</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 179,977	\$ -	\$ -	\$ -	\$ -	\$ 179,977
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
<b>Total Liabilities</b>	<b>\$ 179,977</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 12,801,502</b>	<b>\$ -</b>	<b>\$ 12,981,480</b>
<b>Fund Balances/Equity</b>						
Reserve for Encumbrances	\$ 95,658	\$ -	\$ -	\$ -	\$ -	\$ 95,658
Reserve for Prepaids	26,668	-	-	-	-	26,668
Unreserved Fund Balance	7,924,573	1,520,224	1,556,049	-	-	11,000,846
Investment in Capital Assets	-	-	-	-	32,380,424	32,380,424
<b>Total Fund Balances/Equity</b>	<b>\$ 8,046,899</b>	<b>\$ 1,520,224</b>	<b>\$ 1,556,049</b>	<b>\$ -</b>	<b>\$ 32,380,424</b>	<b>\$ 43,503,596</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 8,226,876</b>	<b>\$ 1,520,224</b>	<b>\$ 1,556,049</b>	<b>\$ 12,801,502</b>	<b>\$ 32,380,424</b>	<b>\$ 56,485,076</b>

**McKinney Economic Development Corporation**  
**Summary Operating Statement**  
May 2018 (67% 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	\$ 1,258,169	\$ 8,820,265	\$ 4,662,007	65.4%	\$ 1,123,523	\$ 134,646	\$ 8,988,181	\$ (167,917)
Interest Income	275,000	11,839	294,372	(19,372)	107.0%	22,917	(11,078)	183,333	111,039
Prior Year Expense	-	-	500	(500)		-	-	-	500
<b>Total Revenues</b>	<b>\$ 13,757,272</b>	<b>\$ 1,270,007</b>	<b>\$ 9,115,137</b>	<b>\$ 4,642,135</b>	<b>66.3%</b>	<b>\$ 1,146,439</b>	<b>\$ 123,568</b>	<b>\$ 9,171,515</b>	<b>\$ (56,378)</b>
Expenditures	FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
<b>MEDC Operations</b>									
Personnel	\$ 1,333,270	\$ 56,684	\$ 880,488	\$ 452,782	66.0%	\$ 111,106	\$ 54,422	\$ 888,847	\$ 8,358
Supplies	33,700	1,835	27,457	6,243	81.5%	2,808	973	22,467	(4,991)
Maintenance	29,000	-	8,956	20,044	30.9%	2,417	2,417	19,333	10,378
Services/Sundry	900,519	46,677	371,475	529,044	41.3%	75,043	28,366	600,346	228,871
<b>Total MEDC Operational Exp.</b>	<b>\$ 2,296,489</b>	<b>\$ 105,196</b>	<b>\$ 1,288,376</b>	<b>\$ 1,008,113</b>	<b>56.1%</b>	<b>\$ 191,374</b>	<b>\$ 86,178</b>	<b>\$ 1,530,993</b>	<b>\$ 242,616</b>
<b>Projects</b>									
Committed Projects	\$ 10,891,934	\$ 172,625	\$ 4,232,298	\$ 6,659,636	38.9%	\$ 907,661	\$ 735,036	\$ 7,261,289	\$ 3,028,991
Other Project Expenses	150,000	580	-	150,000	0.0%	12,500	11,920	100,000	100,000
Land Acquisition	32,127,275	14,539,485	32,127,274	1	0.0%	2,677,273	(11,862,212)	21,418,183	(10,709,091)
<b>Total Project Expenses</b>	<b>\$ 43,169,209</b>	<b>\$ 14,712,690</b>	<b>\$ 36,359,573</b>	<b>\$ 6,809,636</b>	<b>84.2%</b>	<b>\$ 3,597,434</b>	<b>\$ 746,956</b>	<b>\$ 28,779,473</b>	<b>\$ (7,580,100)</b>
<b>Non-Departmental</b>									
Other - Adm Fee	\$ 269,000	\$ 22,417	\$ 179,333	\$ 89,667	66.7%	\$ 22,417	\$ -	\$ 179,333	\$ -
Insurance & Risk Fund	1,708	142	1,139	569	66.7%	142	-	1,139	-
MEDC I & S Fund	2,307,118	192,260	1,538,079	769,039	66.7%	192,260	-	1,538,079	-
<b>Total Non-Departmental Expenses</b>	<b>\$ 2,577,826</b>	<b>\$ 214,819</b>	<b>\$ 1,718,551</b>	<b>\$ 859,275</b>	<b>66.7%</b>	<b>\$ 214,819</b>	<b>\$ -</b>	<b>\$ 1,718,551</b>	<b>\$ -</b>
<b>Total Expenses</b>	<b>\$ 48,043,524</b>	<b>\$ 15,032,705</b>	<b>\$ 39,366,500</b>	<b>\$ 8,677,024</b>	<b>81.9%</b>	<b>\$ 4,003,627</b>	<b>\$ 833,135</b>	<b>\$ 32,029,016</b>	<b>\$ (7,337,484)</b>
<b>Net</b>	<b>\$ (34,286,252)</b>	<b>\$ (13,762,697)</b>	<b>\$ (30,251,363)</b>			<b>\$ (2,857,188)</b>	<b>\$ (10,905,510)</b>	<b>\$ (22,857,501)</b>	<b>\$ (7,393,862)</b>
<b>FY18 Beginning Fund Balance</b>	<b>\$ 38,298,262</b>								
<b>Add FY18 Budgeted Revenue</b>	<b>13,757,272</b>								
<b>Less FY18 Budgeted Expense</b>	<b>(48,043,524)</b>								
<b>FY18 Proj. End Fund Balance</b>	<b>\$ 4,012,010</b>								

# Project Details

May 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	171,500	171,500	14,000	92.5%
Lone Star Reel	E17009	224,982	-	-	224,982	0.0%
Airport FBO Term/Hangar	E18001	4,000,000	-	4,000,000	-	100.0%
Undesignated FY 18		-	-	-	-	0.0%
<b>Total Committed Projects</b>		<b>\$ 10,878,434</b>	<b>\$ 171,500</b>	<b>\$ 4,225,548</b>	<b>\$ 6,652,886</b>	<b>38.8%</b>

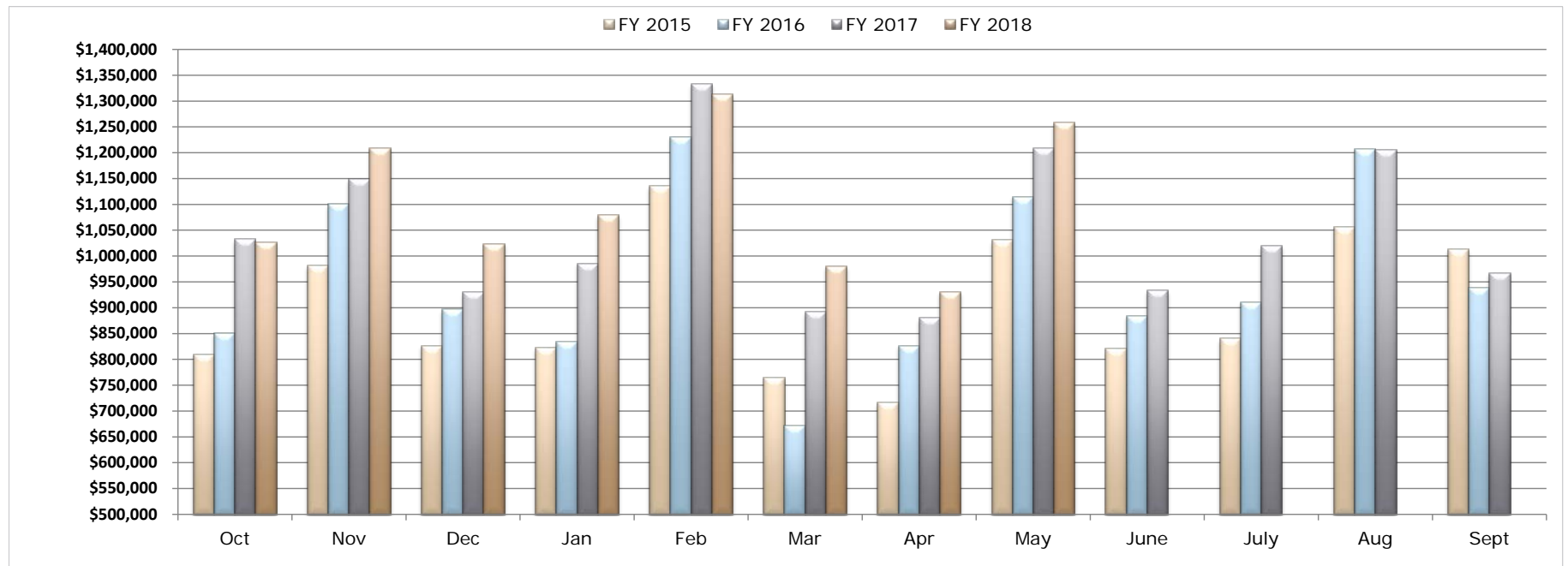
Emerging Technologies		FY18 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	YTD Budget Disbursed
Volunteer Mobilization	E18002	\$ 13,500	\$ 1,125	\$ 6,750	\$ 6,750	50.0%
Undesignated FY 18		-	-	-	-	0.0%
<b>Total Emerging Technologies</b>		<b>\$ 13,500</b>	<b>\$ 1,125</b>	<b>\$ 6,750</b>	<b>\$ 6,750</b>	<b>50.0%</b>
<b>Total Projects</b>		<b>\$ 10,891,934</b>	<b>\$ 172,625</b>	<b>\$ 4,232,298</b>	<b>\$ 6,659,636</b>	<b>38.9%</b>

# McKinney Economic Development Corporation

## Sales Tax Revenue

May 2018

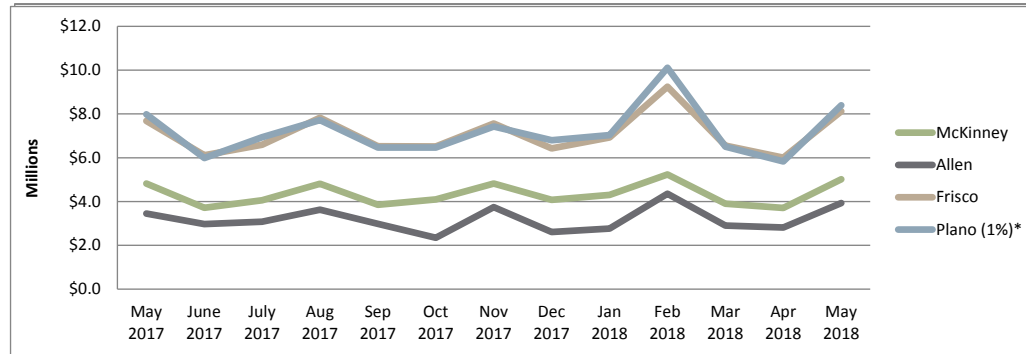
Month Received	FY 2013 Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	FY 2018 Received	Difference to FY 2017	Variance to FY 2017	% of Budget
October	\$716,718	\$780,694	\$809,613	\$851,178	\$1,032,847	\$ 1,026,985	\$ (5,862)	-0.6%	7.6%
November	1,039,163	938,090	982,351	1,101,106	1,148,939	1,208,295	59,356	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	1,258,169	50,078	4.1%	9.3%
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				
<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>\$ 8,820,265</b>	<b>\$ 409,510</b>	<b>4.6%</b>	<b>65.4%</b>



# TOTAL SALES TAX COLLECTED

## Sister City Comparison

May 2018	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$200,148	\$479,270	\$439,532	\$417,366
Var to LY	4.2%	13.9%	5.7%	5.2%
Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$1,638,919	-\$471,004	\$4,740,633	\$4,367,803
Var to LY	4.9%	-1.8%	9.0%	8.1%



## 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
<b>May 2017</b>	<b>\$4,816,789</b>	<b>\$3,455,179</b>	<b>\$7,678,904</b>	<b>\$7,979,585</b>
<b>FY 2017 Total</b>	<b>\$33,519,894</b>	<b>\$25,955,597</b>	<b>\$52,604,097</b>	<b>\$54,200,261</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
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
<b>May 2018</b>	<b>\$5,016,937</b>	<b>\$3,934,449</b>	<b>\$8,118,437</b>	<b>\$8,396,951</b>
<b>FY 2018 Total</b>	<b>\$35,158,813</b>	<b>\$25,484,593</b>	<b>\$57,344,731</b>	<b>\$58,568,063</b>

\* 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 - MAY 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"

Date	Vendor Name	Transaction Amount	Description 1	Description 2
5/4/2018	RED MEDIA GROUP	\$ 1,666.67	CONSULTING SERVICES	
5/4/2018	LAKE FOREST MCKINNEY INVESTORS LTD	\$ 7,441.88	MAY RENT	
5/4/2018	LAKE FOREST MCKINNEY INVESTORS LTD	\$ 460.77	MARCH UTILITIES	
5/4/2018	STAR LOCAL MEDIA	\$ 55.00	MCKINNEY COURIER GAZETTE	
5/4/2018	TEXAS ECONOMIC DEV COUNCIL	\$ 500.00	VALENCIA MEMBER RENEWAL	
5/4/2018	MCKINNEY CHAMBER OF COMMERCE	\$ 1,250.00	INTERACTIVE HOLE SPONSOR	
5/4/2018	FOLIAGE DESIGN SYSTEM DFW	\$ 130.00	BUILDING MAINT/REPAIR SRV	
5/4/2018	VOLUNTEER MOBILIZATION, LLC	\$ 1,125.00	MAY '18 LEASE REIMB	
5/11/2018	VALENCIA, JOHN	\$ 164.05	4/3/18 - 4/30/18	
5/11/2018	COLEMAN, BRUCE	\$ 206.50	SAVANNAH, GA 5/6-9/18	IAMC SPRING FORUM 2018
5/11/2018	NTCAR	\$ 2,500.00	PLATINUM SPONSOR 8/29/18	
5/11/2018	NOVATECH INC	\$ 213.50	RENTAL/LEASE EQUIPMENT	
5/11/2018	STANDARD COFFEE SERVICE CO	\$ 34.28	FOODS: STAPLE GROCERY	
5/11/2018	MCKINNEY CHAMBER OF COMMERCE	\$ 35.00	A.LIU 5/1/18	
5/11/2018	MCKINNEY CHAMBER OF COMMERCE	\$ 35.00	J.VALENCIA 5/1/18	
5/18/2018	STATE COMPTROLLER OF PUBLIC ACCOUNT	\$ (3,934.58)	APRIL 2018 SALES TAX	
5/18/2018	TIME WARNER CABLE	\$ 107.40	8260 13 100 0001447	MEDC 4/16/18 - 5/15/18
5/18/2018	MINUTEMAN PRESS OF MCKINNEY	\$ 145.96	PRINTING,SILK SCR,TYPSET	
5/18/2018	RALPH ANDERSEN & ASSOCIATES	\$ 7,850.00	CONSULTING SERVICES	
5/25/2018	PITNEY BOWES	\$ 106.62	12977745	9/30/17 - 12/29/17
5/25/2018	COLEMAN, BRUCE	\$ 21.60	SAVANNAH, GA 5/6-9/18	IAMC SPRING FORUM 2018
5/25/2018	COLEMAN, BRUCE	\$ 224.00	SOUTHERN CA 5/29-6/1/18	MEDC SOUTHER CA BUS. MTG
5/25/2018	COLEMAN, BRUCE	\$ 591.32	MARCH 2018 MILEAGE	
5/25/2018	COLEMAN, BRUCE	\$ 676.44	APRIL 2018 MILEAGE REIMBU	
5/25/2018	COLEMAN, BRUCE	\$ 591.32	3/9/18 - 3/30/18	
5/25/2018	COLEMAN, BRUCE	\$ 827.79	4/2/18 - 4/30/18	
5/25/2018	COLEMAN, BRUCE	\$ (591.32)	MARCH 2018 MILEAGE	
5/25/2018	COLEMAN, BRUCE	\$ (676.44)	APRIL 2018 MILEAGE REIMBU	
5/25/2018	PITNEY BOWES POSTAGE BY PHONE	\$ 106.98	8000-9090-0953-6686	POSTAGE ADD
5/25/2018	BOYD ELECTRIC LTD	\$ 31.00	COMPUTER HARDWARE-MAIN FR	
5/25/2018	BOYD ELECTRIC LTD	\$ 9.39	ELECTRICAL EQUIP & SUPPLY	
5/25/2018	BOYD ELECTRIC LTD	\$ 20.55	HARDWARE,AND ALLIED ITEMS	
5/25/2018	BOYD ELECTRIC LTD	\$ 22.65	TAPE(NOT DP,SOUND,VIDEO)	
5/25/2018	BOYD ELECTRIC LTD	\$ 280.00	DATA PROC SERV &SOFTWARE	
5/25/2018	JUBILEE PRINTING SERVICES LLC	\$ 84.00	PRINTING,SILK SCR,TYPSET	
5/25/2018	MCKINNEY CHAMBER OF COMMERCE	\$ 780.00	GOLF TEAM FEE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 8,100.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 1,136.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 32.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 304.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 112.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 640.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 752.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 2,385.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 272.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 160.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 148.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 234.00	MISC PROFESSIONAL SERVICE	
5/25/2018	BROWN & HOFMEISTER LLP	\$ 192.00	MISC PROFESSIONAL SERVICE	
5/25/2018	FOLIAGE DESIGN SYSTEM DFW	\$ 130.00	BUILDING MAINT/REPAIR SRV	
5/25/2018	RALPH ANDERSEN & ASSOCIATES	\$ 7,850.00	CONSULTING SERVICES	
5/30/2018	LAND ACQUISITION/ROW	\$ (100,000.00)	PROJ TOPFLIGHT 26 ACRES	STACY RD & SH 121
5/30/2018	LAND ACQUISITION/ROW	\$ 14,539,485.28	PROJ TOPFLIGHT 26 ACRES	STACY RD & SH 121