



# McKinney Economic Development Corporation Agenda

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Tuesday, December 18, 2018

8:00 AM

Council Chambers  
222 N. Tennessee Street  
McKinney, TX 75069

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

## CALL TO ORDER

## CONSENT ITEMS

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

**18-1073**      [Minutes of the McKinney Economic Development Corporation Meeting of October 22, 2018](#)

**Attachments:**    [Minutes](#)

**18-1074**      [Minutes of the McKinney Economic Development Corporation Meeting of November 20, 2018](#)

**Attachments:**    [Minutes](#)

## REPORTS

**18-1075**      [Board and Liaison Updates](#)  
                  [Board Chairman](#)  
                  [City of McKinney](#)  
                  [Chamber of Commerce](#)  
                  [Community Development Corporation](#)  
                  [Convention and Visitors Bureau](#)

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

**18-1076**      [Consider/Discuss MEDC Staff Monthly Report](#)

**Attachments:**    [Organizational Report](#)  
                          [KPI](#)  
                          [Scorecard](#)

**REGULAR AGENDA**

**18-1077**      [Consider/Discuss/Act on October Financials](#)

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

**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 551.087. Deliberation Regarding Economic Development Matters

- Project Elsa
- Project Empire
- Project Tahiti

C. Section 551.072. Deliberations about Real Property

- Master Development Agreement by and among The City of McKinney, McKinney Economic Development Corporation, McKinney Community Development Corporation, KDC Real Estate Development & Investments, LLC, Columbus Realty Partners, LTD, and M & R Investors, LLC

## **ACTION ON EXECUTIVE SESSION**

## **ADJOURN**

Posted in accordance with the Texas Government Code, Chapter 551, on the 14th day of December, 2018 at or before 5:00 p.m.

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Peter Tokar  
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-ada.compliance@mckinneytexas.org](mailto:contact-ada.compliance@mckinneytexas.org). Advance notification within this guideline will enable the City to make reasonable arrangements to ensure accessibility. ADA grievances may also be directed to the ADA Coordinator or filed online at <http://www.mckinneytexas.org/ada>.

18-1073



**TITLE:** Minutes of the McKinney Economic Development Corporation Meeting of  
October 22, 2018

**SUPPORTING MATERIALS:**

[Minutes](#)

## **MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**OCTOBER 22, 2018**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on October 22, 2018 at 8:00 am.

Board members Present: Chairman Jason Burress, Vice Chairman Paul Merritt, Brian Loughmiller, Patrick Cloutier, Kenneth Sipiora, Joe Minissale and Michael Jones.

Absent: None

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, MEDC Temporary Administrative Assistant Joanne Isom, Councilman Scott Elliott, Mayor George C. Fuller, MEDC Attorney Mark Houser, and Assistant to the City Manager Trevor Minyard.

Chairman Burress called the meeting to order at 8:00 am after determining a quorum present.

Chairman Burress welcomed two new board members, Brian Loughmiller and Patrick Cloutier.

**18-913** Chairman Burress called for Election of Officers for MEDC for the 2019 fiscal year. Officers include: Chairman; Vice Chairman; Secretary/Treasurer. Chairman Burress called for nominations for Chairman. Vice Chairman Merritt Nominated Jason Burress for Chairman. There were no other nominations. Board members unanimously approved the nomination by Vice Chairman Merritt. Chairman Burress called for nominations for Vice Chairman. Chairman Burress nominated Paul Merritt for Vice Chairman. There were no other nominations. Board members unanimously approved the nomination by Chairman Burress. Chairman Burress called for nominations for Secretary/Treasurer. Chairman Burress nominated Brian Loughmiller for Secretary/Treasurer. There were no other nominations. Board members

unanimously approved the nomination by Chairman Burress.

**18-908** Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Meeting of August 21, 2018. Board members unanimously approved the motion by Board member Minissale, seconded by Vice Chairman Merritt, to approve minutes of the McKinney Economic Development Corporation Meeting of August 21, 2018.

**18-909** Chairman Burress called for the Minutes of the McKinney Economic Development Corporation Meeting of September 18, 2018. Board members unanimously approved the motion by Board member Minissale, seconded by Vice Chairman Merritt, to approve minutes of the McKinney Economic Development Corporation Meeting of September 18, 2018.

**18-910** Chairman Burress called for Board and Liaison Updates Board and Liaison Updates.

City of McKinney – Assistant to the City Manager Trevor Minyard spoke on behalf of City Manager Paul Grimes. Mr. Grimes sends his regards from the University of Virginia where he is attending training. On October 16, 2018, City Council authorized and appointed a bond election committee for a potential May 2019 bond election to occur. The committee will start to meet next week and will continue to meet over the next 3 months. The State of the City will be held on Thursday, Nov. 1<sup>st</sup> at Christ Fellowship Church.

McKinney Community Development Corporation – President Cindy Schneible reported, attached is a report of all the promotional and project grants awarded by the MCDC last year. In August of 2018 the Board created a new category of project grants for the MCDC for a pilot project to be launched for the 2019 Fiscal year. This was created to assist retail with development infrastructure. The pilot will target business around the boundaries of the Cultural District. \$25,000 is the max allowable and requires a match by the business.

McKinney Convention and Visitors Bureau - Executive Director Dee-dee

Guerra addressed the board, and referred members to the report attached to the agenda. Highlights included the City and MISD winning the RFP for the NCAA Division II Football Championship that will take place in the new MISD stadium on December 15, 2018. Board members were invited to a meeting scheduled on November 13, 2018 from 8:00 to 9:00 a.m. to a meeting with the Destination Doctor. Purpose of the meeting is to work with MCVB staff to increase destination sales for the City of McKinney by 25% over current levels. Texas Travel Industry Association is developing legislative priorities for the upcoming session of the Texas General Assembly. Ms. Guerra will share those with MEDC once finalized. Ms. Guerra highlighted information about sales leads generated through participation in a sales mission to Ontario, California and recent advertising initiatives of the Convention and Visitors Bureau.

**18-911** Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Report. President Tokar discussed moving forward with executing the contract with Centipede Digital. This will be a full service marketing campaign that will have a message consistent with MEDC's strategic message. Centipede Digital will provide a full time employee that will house at the MEDC as the Social Media and Media Marketing Manager. The MEDC brand will be different from the City but will be a complimentary campaign that goes along with it. The Finance committee will be made up of board members Michael Jones, Ken Sipiora, and Secretary/Treasurer Brian Loughmiller.

**18-912** Chairman Burress called for Wistron Greentech Loan Termination and Mutual Release. Board members unanimously approved the motion by Board member Jones, seconded by Secretary/Treasurer Loughmiller, to approve the Loan Termination and Mutual Release.

Chairman Burress called for Citizen Comments and there were none.

Chairman Burress called for Board comments. Board member Sipiora announced there will be a ribbon cutting at The Samaritan Inn November 13<sup>th</sup> at 10:00 am at their new shelter facility on McDonald Street. Proud to mention it will be the Lynn Sipiora Pavilion where the ribbon will be cut.

Chairman Burress recessed the meeting into Executive Session at 8:18 am. 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 on the following projects, • Project Eagle • Project Tahiti • Project SIM • Project Power C. Section 551.072. Deliberations about Real Property • Project Southgate. I do anticipate that we will be taking action on one or more items once we return from Executive Session. Chairman Burress reconvened the meeting to open session at 9:50 am. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Secretary/Treasurer Loughmiller, to approve Project Eagle as discussed in Executive Session. Board members unanimously approved the motion by Board member Jones, seconded by Board member Minissale, to amend Project Tahiti agreement as discussed in Executive Session. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Secretary/Treasurer Loughmiller, to approve Project SIM as discussed in Executive Session.

Board members unanimously approved the motion by Board member Minissale, seconded by Board member Sipiora, to adjourn. Chairman Burress adjourned the meeting at 9:51 am.

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JASON BURRESS  
Chairman



**18-1074**



**TITLE:** Minutes of the McKinney Economic Development Corporation Meeting of November 20, 2018

**SUPPORTING MATERIALS:**

[Minutes](#)

## **MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**NOVEMBER 20, 2018**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on November 20, 2018 at 8:00 am.

Board members Present: Chairman Jason Burress, Vice Chairman Paul Merritt, Secretary Brian Loughmiller, Patrick Cloutier, Kenneth Sipiora, Joe Minissale and Michael Jones.

Absent: None

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, Administrative Assistant Deana Smithee, MEDC Temporary Administrative Assistant Joanne Isom, City Secretary Empress Drane, Councilman Scott Elliott, Mayor George C. Fuller, City Manager Paul Grimes, MEDC Attorney Mark Houser, and Assistant to the City Manager Trevor Minyard.

Chairman Burress called the meeting to order at 8:00 am after determining a quorum present.

- 18-1000** Chairman Burress called for Board and Liaison Updates. Chairman Burress stated it has been a very busy time. We're doing good work and got a few deals done. I look forward to announcing them.
- City of McKinney - City Manager Paul Grimes stated the City of McKinney established a Bond Committee comprised of approximately 35 members in the community to begin evaluating various disciplines throughout the City on capital project needs that would be then considered for a bond complacent to a ballot measure for bond election. We are looking at May of 2019, ultimately it will be up to City Council on when to call an election, what items to include on that bond election, and when they would have the election. The Bond Committee's first meeting was on November 14<sup>th</sup> and the next meeting will be November 27<sup>th</sup>.

There will be two more meetings, one in December and one in January. The committee will then report their recommendations to City Council. By early February City Council has to act for a May election. The city is growing and we can't serve a city of 184,000 soon to be 250,000 in the coming decade with the existing facilities. The Christmas tree lighting ceremony is this Friday, November 23<sup>rd</sup> at 8:45 pm at the Performing Arts Center. The 2020 U.S. Census is coming. We are working with the U.S. Census Bureau to ensure we get everyone counted. It is imperative to count how many people are here because that's what avails us to services, grants, representation and all of the above. Mr. Grimes concluded by thanking all of those who will be working on Thanksgiving. Their dedication and service to the community is appreciated.

Chamber of Commerce - Chamber President Lisa Hermes reported we are at the end of our three year strategic plan. Our board has been working diligently on the draft for the next 3 years. We are also gearing up for legislative session that will begin in January. We are finalizing our legislative agenda and will ask our board to approve the joint legislative agenda that City Council recently approved. There will be a Legislative Preview Breakfast with Chris Wallace who is the President of the North Texas Commission. He is very connected in Austin and will provide some valuable information. The Chamber is working with the McKinney Convention and Visitors Bureau and the McKinney ISD preparing to host the NCAA Division II Championship Football Game. Our Holiday Open House will be held at the Chamber office on December 6<sup>th</sup>, stop by if your schedule permits.

- 18-1001** Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Report. MEDC President Peter Tokar added a few announcements outside of his Organizational report that was submitted. The MEDC Holiday party will be held at the Guitar Sanctuary on

December 6th from 6:00 pm - 9:00 pm. Also, on November 28<sup>th</sup> the MEDC will host a Community Meet and Greet at 4:00 pm. President Tokar reported the Chamber's last Development Breakfast of the year will be on December 11<sup>th</sup> from 7:30 am - 9:00 am. I'll be joining Paul Bettner from Playful and giving a development update. Chairman Burress asked President Tokar about his trip to Spain. President Tokar reported, I attended the Smart City World Congress, the world's largest conference on Smart Cities for new technology and how to become a Smart City. I learned best practices from other cities around the world who are implementing new technologies. Smart City is a brand not something you achieve. Smart Cities are those that use technology in the latest infrastructure improvements to enhance the quality of life for citizens, residents, and businesses. I will put a formalized report together and provide it to the board and partners.

Chairman Burress addressed Business Development Specialist Clark and asked her about the Oklahoma University Economic Development Institute training she completed. Clark stated it was 120 hour course in which I received a certificate from the Oklahoma Economic Development Institute. This certificate will allow me to sit for the Certified Economic Development credentials which I plan to do in 2019.

**18-1002** Chairman Burress called for the Consideration/Discussion/Action on September Financials. Assistant to the City Manager Trevor Minyard reported on behalf of Chief Financial Officer Mark Holloway. End of year sales tax was up roughly \$850,000 in collections and this trend stayed the same for the rest of the city as well. The city at large received \$3.4 million more sales tax than it did last year. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Secretary Loughmiller, to approve September Financials.

**18-1003** Chairman Burress called for the McKinney Technology Center Update. President & CEO of Vazata Lance Black reported on the progress of the

McKinney Technology Center. Mr. Black stated they are about two weeks away from completion. They plan to have a kickoff party after the holidays and possibly a field trip after the next board meeting to tour the center. Once completed there will be about 35 offices and 100 hotel desk space. The concept is a small business owner/ entrepreneur that is currently working out of their home traveling to Dallas can move in and become a member of the McKinney Technology Center. There are 3 conference rooms, video conference rooms, training areas, a professional reception area, and a kitchen area suitable for events. We have hired a third party vendor to handle social media marketing. Cassidy with Community IMPACT is doing an article in December in timing with the kick off. We've signed 3 new tenants, we're excited about the early success we've had and we think it will continue on. Board Member Cloutier asked about the cost of Membership and if pricing is published. Pricing has not been published and depending on needs pricing may range from \$300 to \$7,500.

Chairman Burress recessed the meeting into Executive Session at 8:22 am. 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 Cloud • Project Trafalgar • Project Hisun • Project Raytheon • Project Independent Bank C. Section 551.072. Deliberations about Real Property • Master Development Agreement by and among The City of McKinney, McKinney Economic Development Corporation, McKinney Community Development Corporation, KDC Real Estate Development & Investments, LLC, Columbus Realty Partners, LTD, and M & R Investors, LLC • 26 acres, STACY SH 121 CENTER ADDITION (CMC) BLK A, LOT 1R, Collin County, Texas and 31.958 acres, SH-121 @ McKinney Place Drive, McKinney, TX 75070. I do anticipate that we will be taking action on one or more items once we return from Executive Session.

Chairman Burress reconvened the meeting to open session at 9:57 am. Board members unanimously approved the motion by Board member Jones, seconded by Vice Chairman Merritt, to approve the amendment to the Hisun agreement as discussed in Executive Session. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Minissale, to approve the Raytheon mutual termination on agreement one and to approve the amendment on Raytheon agreement two as discussed in Executive Session. Board members unanimously approved the motion by Secretary Loughmiller, seconded by Board member Cloutier, to approve the amendment to the Independent Bank agreement as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Cloutier, to adjourn. Chairman Burress adjourned the meeting at 10:00 am.

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JASON BURRESS  
Chairman

18-1075



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

**SUPPORTING MATERIALS:**

[MCDC Report](#)

[MCVB Report](#)



December 11, 2018

TO: MEDC

FROM: Cindy Schneible, MCDC President

RE: Board Update

### Promotional Grant Funding

Upcoming events supported by MCDC promotional grant funds include:

- McKinney Rotary Parade of Lights – 12/20/18 at 7:00 p.m. (rescheduled from 12/8)

The first cycle for FY 19 Promotional and Community Event Grants closed November 30, 2018. Eight applications were received, requesting a total of \$73,875. The total available for the Cycle is \$75,000. Applications will be presented to the MCDC board at the meeting on December 20. Board action will be taken at the January meeting. A list of applicants/requests is provided below.

### Promotional and Community Event Grant Applications - Cycle I - FY 19

P&C 19-01	Heritage Guild	Farmers Market, Tour de Coop, Ice Cream Crank-off	\$ 7,500.00
P&C 19-02	Collin Co History Museum	McKinney Then and Now Exhibit	\$ 11,675.00
P&C 19-03	St. Peters Episcopal	Empty Bowls	\$ 7,500.00
P&C 19-04	Main Street	Cultural District Events	\$ 15,000.00
P&C 19-05	Game Day Foods	Community Garden Kitchen Star Spangled Salsa Fest	\$ 6,700.00
P&C 19-06	Kiwanis Club of McKinney	Kiwanis Triathlon	\$ 2,500.00
P&C 19-07	ManeGait	Country Fair	\$ 8,000.00
P&C 19-08	SBG Hospitality	St. Patrick's Day Festival and 5K Shamrock Run	\$ 15,000.00
			<b>\$ 73,875.00</b>



Promotional and Community grants funds may only be used for advertising, marketing and promotion of events.

### **Project Grant Funding**

The first application period for Project grants opened December 1. Applications will be accepted through 1:00 p.m. on December 31.

Applications will be presented to the board at the January meeting with action scheduled for February.

### **Quality of Life Award**

MCDC is accepting nominations for the 2019 Quality of Life Award. Each year, MCDC presents a Quality of Life Award to an individual and/or organization that has made a positive difference in the lives of McKinney citizens. The Quality of Life Award provides an opportunity to recognize an individual or organization that works to make McKinney a better place to live, work and visit. Criteria and Nomination forms are available on the MCDC website:

<http://www.mckinneycdc.org/152/Quality-of-Life-Award>. The award will be presented at the McKinney Chamber's Community Awards Celebration on February 22, 2019.

### **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.

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. Most recent collaborations included funding support for a McKinney promotional video with Chet Garner – host of The Day Tripper; and MCDC has partnered with MCVB to pursue advertising opportunities with Bus Tours magazine.

MCDC funded a booth at ICSC's Red River States Conference and Deal Making Conference scheduled for January 9-11, 2019 in Ft. Worth – to promote retail opportunities in McKinney. Additionally, MCDC purchased the cover of the January issue of REDNews – which will feature HUB 121 and retail trade area demos.

### **Cotton Groves Project**

Celeste Cox, CEO of Habitat for Humanity of Collin County provided an update on the project to the MCDC board at the November meeting. The Training Center (model townhome) for the Cotton Groves container home project will be located in the parking lot of Habitat's ReStore at 2050 Couch Drive by mid-January. Habitat released an RFP to identify funding sources for interim construction and financing. Five banks are under consideration by the Habitat board. It is anticipated that infrastructure work will begin at the Cotton Groves site in the spring. Total capital required for the project is \$6 million. As of mid-November 21%, \$1.6 million, has been raised.

The Cotton Groves community will include 35 townhomes, an amenity center and open space features. Units will be a combination of three, four and five bedroom homes. Square footage

will range from 1,280 to 1,500 square feet. The cost to Habitat to construct a unit is approximately \$130,000 including infrastructure costs.

All units will have a 45-year deed restriction on them to ensure the units remain available as affordable housing long-term.

A floor plan for a three bedroom unit (also the model that will be used for the training center) is attached.

### **Merritt McGowan Manor Reconstruction**

Roslyn Miller, Executive Director of McKinney Housing Authority provided an update on the reconstruction, renovation, and rehabilitation of Merritt Homes at the November MCDC board meeting. MHA received approval from HUD for a RAD (Rental Assistance Demonstration) conversion on the property in September. Additionally, MHA qualified for 9% tax credits on the property. Residents in all 86 units at Merritt were successfully relocated in the fall, which allowed demo of the existing properties and work to begin on infrastructure.

Once complete, the new Merritt Homes Community will include 136 homes, a facility for on-site job training and after-school care for children who reside there.

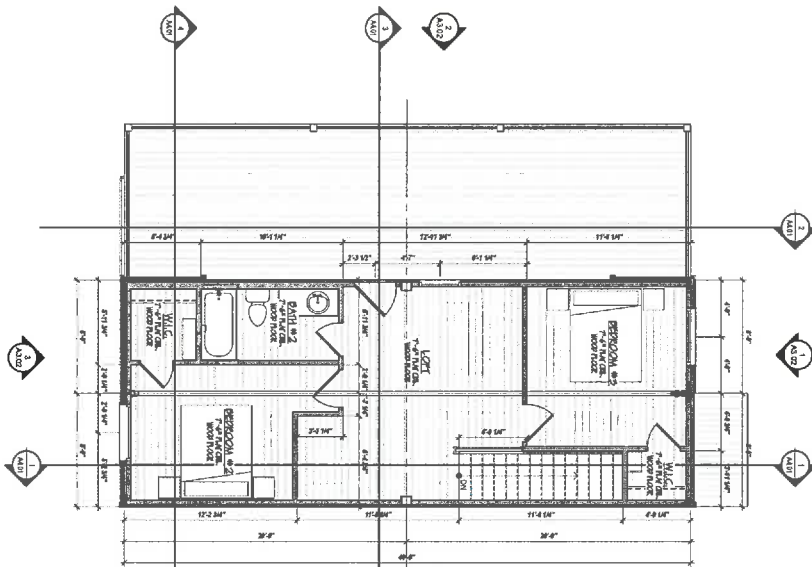
A schematic of the multi-family townhomes appears below.



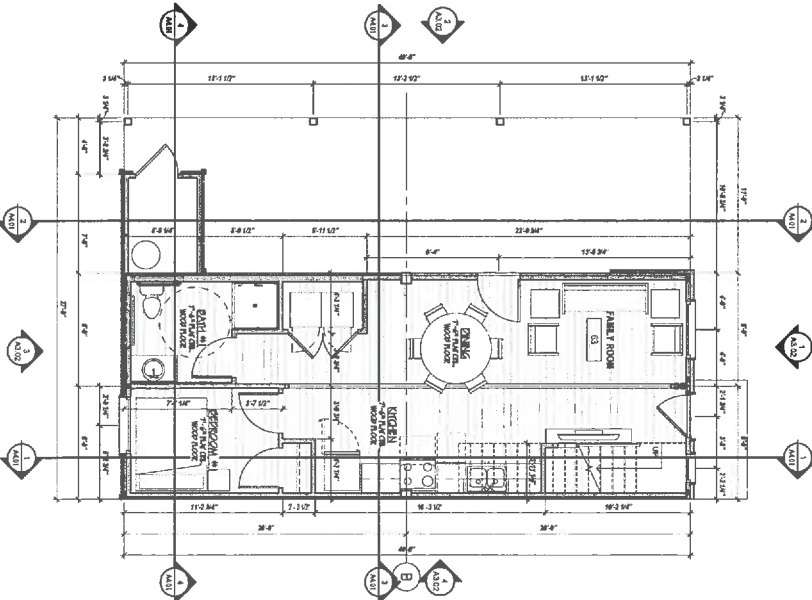
**McKinney StarCenter**

The MCD board approved an extension on the term of the \$3.5 million grant awarded in 2017 to January 1, 2020 (original term ended December 31, 2018); and approved including pre-development costs as overall project costs, for the purpose of utilizing grant funds.

2 SECOND FLOOR PLAN  
1/4" = 1'-0"



1 FIRST FLOOR PLAN  
1/4" = 1'-0"



Area Schedule	
ROOM	AREA
1.00 LIVING ROOM	121.00
2.00 DINING ROOM	121.00
3.00 KITCHEN	121.00
4.00 BEDROOM	110.00
5.00 BEDROOM	110.00
6.00 BATH	35.00
7.00 STAIRS	10.00
8.00 CLOSET	10.00
9.00 HALL	10.00
10.00 PORCH	10.00
11.00 TERRACE	10.00
12.00 GARAGE	10.00
13.00 TOTAL	558.00

A2.01

FLOOR PLAN -  
DIMENSIONAL

PROJECT NUMBER: 2017-08  
DRAWN BY: JG  
APPROVED BY: JG  
DATE: 10-20-18  
CONSTRUCTION DATE: 10-20-18

**HABITAT FOR  
HUMANITY,  
TRAINING  
CENTER**  
2017-08  
2017-08  
2017-08

NO.	DATE	REVISION
1	10-20-18	ISSUED FOR PERMIT

seven d four  
  
architecture  
6000 West Loop Dr.  
Ft. Worth, TX 76102  
P. 817.342.1234  
M. 817.342.1234



## Talking Points January 2018 for October 2018

**I. MCVB Room Nights Generated: TTL Room Nights: 854; TTL Revenue: \$ 94,324**

**WEDDINGS COMPLETED-October 2018 - TTL Room Nights: 159 TTL Rev: \$ 19,946**

- Spencer/Huckins Wedding – Sheraton: TTL room nights: 75, TTL rev: \$9375, Hampton Inn: TTL room nights: 17, TTL rev: \$2195
- Byer/Teller Wedding – Holiday Inn: TTL room nights: 8, TTL rev: \$882; Sheraton: TTL room nights: 32, TTL rev: \$ 4088
- Bloodworth/Ide Wedding – October 2018, Rustic Grace Estate, Comfort Suites – 0 rooms picked up, Neathery Estates- TTL room nights: 4, TTL rev: \$1017
- Anderson/Delcambre Wedding – Hampton Inn: TTL room nights: 6, TTL rev: \$774
- Brooke Von Readen Wedding – Holiday Inn, TTL room nights: 17, TTL rev: \$ 1615

**Assisted following wedding parties with hotel quotes/info, however no hotel room blocks made or welcome bags provided.**

- Tiffany Fluker –October 2018, Rock Creek
- Lori Naquin (MOB) – October 2018, Chestnut Square
- Danille Jansma Wedding – October 2018 – Rustic Grace
- Levi Kennaw Wedding – October 2018 – Stonecrest
- Kayly Browne Wedding, October 2018 – Avalon Legacy

**ASSOCIATION/CORPORATE/SMERF COMPLETED in October 2018: TTL Room nights: 695 ; TTL Revenue: \$ 74,378**

**Associaton: TTL Rooms: 208; TTL Rev: \$ 24,437**

- FARFA - Grand Hotel: TTL room nights: 53, TTL rev: \$ 5,837
- NAACP – Sheraton, TTL room nights: 155, TTL rev: \$,18,600

**Corporate: TTL Rooms: 456; TTL Revenue: \$ 47,120**

- Torchmark-FHL 101-Sheraton:TTL room nights: 63 ; TTYL Rev. \$ 5,985
- Torchmark-FHL 201-Sheraton: TTL room nights: 40; TTYL Rev. \$ 3,800
- Torchmark-LNL 101-Sheraton:TTL room nights: 353; TTYL Rev. \$ 37,335
- Emerson-FC 1605-Holiday Inn: TTL room nights: ; TTYL Rev. \$ **CANCELLED**

**SMERF: TTL Rooms: 31; TTL Rev: \$ 2,821**

- Lions Club – Holiday Inn, TTL room nights: 31, TTL rev: \$ 2,821

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



## **II. Visitors: FYTD Total (October '18-September '19): 426**

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

- Out of State: 55
- Out of Country: 11
- Texas Residents: 23
- McKinney Residents: 12
- Register Total: 101
- Ticker Counter: 426

## **III. RFP's: 16 (3-Association, 1-Corporate, 10-Weddings, 1 -Social: 0-Religious, 0 -Sports, 1-Day Trips)**

### **Association: 3**

- Advanced Drainage System. Dates: Nov 5-8, 2018. They will need 18 room night plus meeting space. Sent to: Sheraton, Hampton, Comfort Suites, Holiday Inn & Suites, Holiday Inn Express, La Quinta, Hilton Home 2, and Springhill Suites.
- Assisted Beto O'Rourke's campaign for a location to hold town hall meeting. Provided information on the Sheraton & Myers Park. They selected Sheraton Hotel. Approx. 800 in attendance, meeting room only.
- The National El Camino Owners Association. Dates: October 10-12, 2019. Looking for venues that has ample parking to display approximately 250-300 cars. Unfortunately, we do not have the venue/space to accommodate them so this will go down as lost business.

### **Corporate: 1**

- Level Up Training Center – Meeting space only. Attendees: 20-30, Date: December 8-9, 2018, February 9-10, 2019, and February 15-16, 2018. Sent to Sheraton, Holiday Inn, Hampton, La Quinta, LaCour, McKinney Venue, The Station, and MPAC.

### **Social: 2**

- Book Club Convention – Attendees: 150, Date: January 17-19, 2019. I called the planner back and she decided to stay in Jefferson TX. We got the call to bid on this convention she recanted it in the same week.
- Antiquer's of Dallas – day trip. Meet at Heard Craig House/Shopping

### **SMERF: 10 (10-Weddings, 0-Sport)**

- Bloodworth/Ide Wedding
- Delcambre/Anderson Wedding – The Grand
- Symm Wedding – Feb 2020, Springs
- Jocelyn Hubbell – May 2019, Chandlers Garden
- Jenni McFarland – March 2019, Cotton Mill
- Ryan Taylor – January 2019, The Springs
- Frazier Wedding – March 2019, The Springs
- Sumner Sparks Wedding – May 2019, The Cotton Mill



- Lamberson Wedding – November 2019, Stone Crest
- Abbott/Fowler Wedding – November 2018, Grand Hotel

#### **IV. Site Visits: 3**

- Texas Christmas Tree Growers Assoc. – Sheraton & Holiday Inn
- Jocelyn Hubbell, bride. Sheraton, Holiday Inn, Hampton, Grand Hotel
- NCAA- Division II Championship Football Game 12/12-15/18; MISD Stadium, 50 room nights in McKinney (NCAA Staff & Officials), using @ hotels in Frisco for football teams (Embassy Suites & Westin Stonebriar).

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

**Blogs on our website: 168**

Second Saturday Blog - 65

Showcasing Your McKinney Experiences – 2

Halloween Activities blog - 101

#### **VI. Visits on Homepage News Flash buttons & landing pages:**

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

- Weekend Update page – 71
- Tourism Grants - 5
- McKinney Shop – 32
- Event-Planning - 64

#### **VII. Photos, Text Written, Marketing Materials and Ads Submitted**

- Submitted info Tour Texas
- Finalized itinerary with Texas Travel Talk for bloggers
- Took photos around town to use on Instagram/Facebook

#### **VIII. Advertising- Website & Publication ROI Tracking:**

- MHS-Lions: 7
- Boyd-High-Broncos: 2
- Explore McKinney – 20
- Welcome-Polka-News-Readers: 1
- Texas Highways – 1
- New Orleans Magazine - 1
- Meet Texas Magazine – 3
- Meeting Planners Guide – 64
- Greetings TSAE Members - 2



## SOCIAL MEDIA TRACKING

FACEBOOK - 2018-19					
FY 18-19	New Likes	TTL Likes	Engaged Users	Total Reach	Impressions
Oct. 18	97	7491	92,814	378,097	2,678,708
<b>TOTALS</b>	<b>97</b>	<b>N/A</b>	<b>92,814</b>	<b>378,097</b>	<b>2,678,708</b>

Type	Number	Increase #
<b>TWITTER</b>		
Followers	4847	62
Tweets	6510	17
Tweet Impressions	17,800	4%
Profile Visits	301	-0.70%
Mentions by other users	33	up 120%
<b>YOUTUBE</b>	<b>Views</b>	<b>Subscribers</b>
YouTube views	6176	30
<b>INSTAGRAM- NEW!!</b>	<b>Impressions</b>	<b>Followers</b>
Instagram Posts	5,777	761 (+99)
<b>Google Business Pg.</b>	<b>Page Views</b>	<b>Website visits</b>
Performance	2200	21





**Web Analytics – OCTOBER 2018**

Month	Sessions	Pageviews	Users
Oct. 18	3,061	7,459	2,496
<b>FY 18-19</b>	<b>3,061</b>	<b>7,459</b>	<b>2,496</b>

Mobile Traffic	Users	Percent of Total
Mobile	1,226	47.23%
Desktop	1,184	45.61%
Tablet	186	7.16%

**OCTOBER TOP 25 WEB PAGES**

Page	Page views	Unique Page Views	Avg. Time on Page	Entrances	Bounce Rt.	Exit %
Home	1,348	1,087	0:01:22	1,025	28.63%	43.84%
Calendar	930	679	0:01:17	562	40.75%	37.96%
Shopping Centers	162	151	0:01:54	130	90.77%	82.10%
Events	158	131	0:00:36	22	0.00%	8.86%
Visitors Guide	117	108	0:01:58	15	66.67%	36.75%
Mo./Ann. Events	116	111	0:01:50	68	92.65%	77.59%
Dining	112	75	0:00:52	13	0.00%	23.21%
About McKinney	108	80	0:01:29	15	60.00%	31.48%
Explore	102	78	0:00:23	3	0.00%	17.65%
Halloween Blog	101	89	0:04:58	42	85.71%	69.31%
Calendar	81	76	0:00:46	75	77.33%	76.54%



Accommodations	79	63	0:01:01	15	20.00%	13.92%
Calendar	79	72	0:02:09	72	91.67%	91.14%
Toll Tag	78	66	0:02:33	66	83.33%	84.62%
Shopping	74	67	0:00:43	43	37.21%	39.19%
Weekend 10-25-28	70	65	0:01:55	0	0.00%	38.57%
2nd Sat Nov. 6	64	57	0:02:18	23	86.96%	56.25%
Calendar	57	40	0:01:09	1	0.00%	17.54%
Staff Directory	56	42	0:01:40	18	61.11%	46.43%
Broken Link	54	44	0:00:42	1	100.00%	12.96%
Calendar	52	41	0:00:52	1	100.00%	25.00%
Hotels & Motels	51	45	0:03:33	6	83.33%	43.14%
Calendar	48	35	0:00:39	1	100.00%	29.17%
Dining & Nightlife	47	41	0:00:44	26	61.54%	48.94%
Coffee Houses	47	39	0:01:52	2	100.00%	53.19%

Country Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs. per Sess.	Avg. sess.
United States	2,444	2,286	2,892	51.38%	2.49	0:02:02
Canada	23	23	24	54.17%	1.38	0:00:48
India	22	22	22	72.73%	1.41	0:01:21
China	13	13	13	92.31%	1.15	0:00:12
Germany	13	13	13	100.00%	1	0:00:00
South Korea	13	13	13	100.00%	1	0:00:00
Philippines	11	11	12	50.00%	1.83	0:01:23



Iraq	9	9	9	100.00%	1	0:00:00
United Kingdom	7	7	11	45.45%	1.45	0:00:26
Denmark	6	6	6	100.00%	1	0:00:00

State Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Sess. Duration	
Texas	1,894	1,747	2,283	53.04%	2.48	0:02:03	
California	75	74	87	32.18%	2.82	0:02:05	
(not set)	53	53	53	83.02%	1.17	0:00:30	
Florida	36	35	41	31.71%	2.71	0:02:35	
Illinois	30	29	30	36.67%	2.67	0:01:49	
Oklahoma	29	27	32	43.75%	2.22	0:00:51	
Kansas	28	28	32	56.25%	2.06	0:03:06	
New York	28	28	31	32.26%	2.13	0:01:19	
Massachusetts	23	21	25	40.00%	3.56	0:03:50	
Oregon	18	17	20	75.00%	1.4	0:00:21	

City Breakdown	Users	New Users	Sessions	Bounce Rate	Pgs./Sess.	Avg. Visit Duration
McKinney	582	494	793	50.95%	2.88	0:02:47
Dallas	491	451	535	59.25%	1.92	0:01:09
Plano	94	86	104	48.08%	2.65	0:02:53
Allen	72	68	76	60.53%	2.24	0:01:21
Frisco	68	61	74	56.76%	2.12	0:01:28
Prosper	46	44	49	75.51%	1.84	0:00:55

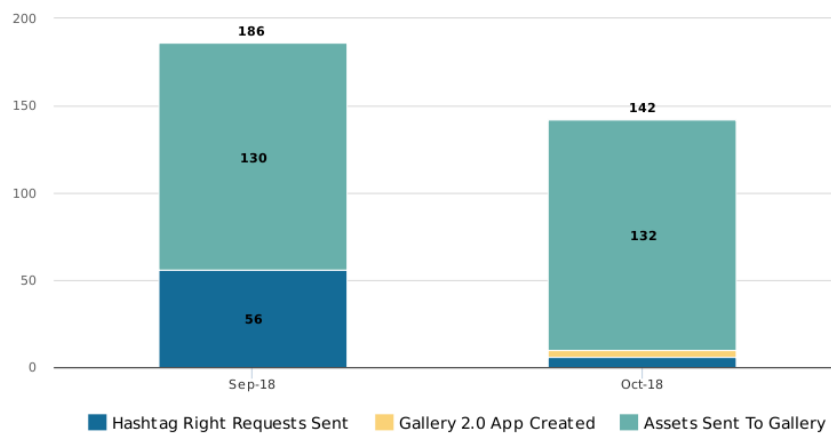


Fort Worth	32	31	35	48.57%	2.6	0:03:00
Houston	30	26	32	46.88%	2.34	0:00:40
Austin	26	24	29	51.72%	2.41	0:02:30
Wylie	23	21	24	45.83%	2.04	0:01:44

VISIT WIDGET - OCTOBER 2018					
	Users	Sessions	Page Views	Avg. Session in Min.	Downloads
Widget	57	58	238	3:02	
Desktop	36	37	449	2:56	
iOS App	68	63	503	3:24	18
Android App	8	7	27	1:03	3
TOTAL	169	165	1217		21

### CROWDRIFT – 10/2018

The graphic shows my usage of the platform – how many photos we have in our galleries and how many hashtag requests we have. Graph next to it is people access the galleries on our pages.





CROWDRIFT ACCESS-10/18	
Events	30
Monthly & Annual events	28
Explore	20
Dining	22
Foodie	9
Music	7
History	3
Social pics	3
<b>TOTAL</b>	<b>122</b>

#### VIII. Free Publicity:

**Publicity:** *Does not include \$30,000 for Grants*

FY 18-19	Budgeted Amount
Adv. & Promo TTL	\$ 141,470

OCTOBER 2018- MCVB Publicity/Free Media Coverage					
Publication	Article/Topic/Writer	Print Value	Web Value	PR Value	Impressions /Reach
BubbleLife	Shared Blog/website updates (3 times)	\$0	\$4,000	\$12,000	625,000
Group Travel Leader	Article about charging	\$0	\$3,900	\$11,700	150,000



site	station sponsorship				
County Line Magazine	Full page article on Heard Museum	\$1,935	\$2,000	\$6,000	50,000
North Texas E-News	Ran press release about organ concert at MPAC	\$0	\$500	\$1,500	40,000
<b>TOTALS</b>		\$1,935	\$10,400	\$31,200	865,000
<b>FY 18-19</b>		\$1,935	\$10,400	\$31,200	865,000

#### **X. Lost Business-4**

- Advanced Drainage System. Dates: Nov 5-8, 2018. Eighteen room night plus meeting space. They advised they will consider McKinney another time and that they planned to stay in Austin for this event.
- 2019 NACE National Convention (E-Sports) – July 17-19, 2019/July 10-12, 2019. They need space for 250 attendees w/audiovisual for general session, space for 250 guests for meal, at least 3 break out rooms that and hold a minimum of 100 with audiovisual and exhibit space for 20 exhibits of 8x10. We do not have a venue that would be able to accommodate their needs.
- The National El Camino Owners Association. Dates: October 10-12, 2019. Looking for venues that has ample parking to display approximately 250-300 cars. Unfortunately, we do not have the venue/space to accommodate them so this will go down as lost business
- The Book Club – meeting planner advised they elected to stay in Jefferson TX due to location being more suitable for attendees.

18-1076



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

**SUPPORTING MATERIALS:**

[Organizational Report](#)

[KPI](#)

[Scorecard](#)



## **McKinney Economic Development Corporation December 2018 Organizational Report**

Peter Tokar  
MEDC President

MEDC Board of Directors,

I want to take a moment to say Happy Holidays to the board. Regardless of the holiday that you celebrate, I wish you all a time of laughter, fun and togetherness with family and friends throughout the entire holiday season and into the New Year!

We are BUSY! Like I mentioned last month, the end of the year has always held twists and surprises for me in my economic development career. The end of 2018 is proving to be no different. We have some interesting projects that have come our way and it is a reality that we will be announcing at least two projects in Q1 of 2019. I have my board lunched scheduled with most of you before the end of the year, but I will be scheduling the remainder of them for January, so if you have not heard from me yet, stay tuned.

As always, please feel free to reach out to me at any time.

-Peter

### **President's Report:**

#### **A. Annual KPI's and Performance Scorecard**

- Staff completed our Annual KPI's (attached to board documents) and performance scorecard. While what we submitted met the requirement for reporting. We are redefining our KPI's for the new year to be consistent with traditional KPI's and not just metrics. The way the metrics were determined previously does not reflect actual organizational performance and does not give an accurate representation of the work the MEDC has done. The new KPI's will be more clear and measurable.

#### **B. Staffing**

- I plan to have a new staffing chart completed by years end to start looking at filling some positions we need. I have completed the final interviews for the Social Media and Marketing Manager position that will be provided to us in our





Marketing contract and am deliberating on the final selection. The new marketing individual will start the first of the year.

### **C. Events**

- We had a very successful meet and greet with the new MEDC President at the Sheraton hotel on Nov 28. Roughly 50-60 citizens came out to meet the new MEDC President, Chairman Buress gave remarks and the event was a success.
- 50 + people attended the MEDC Annual Holiday celebration held on December 6 at the Guitar Sanctuary. A special THANK YOU to Mayor Fuller for letting us use the facility and to City Attorney Mark Houser for his sponsorship of the event as well.

### **D. New Business Attraction – Projects (RFP Received: 1, Responded to: 1)**

- Project Elsa – New project focused on Southgate as a potential site.
- Project Cyber – A corporate relocation project lead that is looking at McKinney as a potential destination to relocate their HQ to.
- Project Sunny – Hosted a meeting with Assistant City Manager Barry Shelton on November 27 to discuss the drainage issues with Project Sunny's engineering team and broker to facilitate the potential challenges. The sale of MEDC three-acre land to Project Sunny was successfully closed on December 6.
- Project Empire – Worked with GIS staff to prepare the competitor city's map and analysis for Project Empire. Will join Project Empire Internal Meeting on December 13.
- Project Todd – Followed up with KDC for Project Todd current status on December 12.  
Project Cloud – Continue working with President Tokar and prepared the Executive Session agenda item to be presented at MEDC Board Meeting on December 18.
- Project Switzerland – Set a meeting with Project Switzerland executives to introduce President Tokar and explore Project Switzerland's development current interests in McKinney. Project Switzerland's McKinney visit is scheduled in January.

### **E. Marketing / Communications**

- The 2019 BISNOW event is slated to be in the last two weeks of March 2019. The MEDC will be the main sponsor of the event again and we hope to showcase our new marketing initiative and strategy at the event. We will also be featured in 2 BISNOW publications called the "Neighborhood Reports" that will focus on the development that is happening in McKinney.



- We are underway with our new marketing campaign with Centipede Digital. We met with CEO Tom Morganelli to discuss layout for the new website which will be under the URL [www.uniquemckinney.com](http://www.uniquemckinney.com). We are excited at the new direction and the new website will be a great tool for aiding in business recruitment and community exposure.

#### **F. Business Retention & Expansion**

- Tong Yang Group (TYG) – Worked with TYG President and set a private TYG Tour and Lunch to meet/welcome City Council Member and MEDC Board members on January 31.
- Hisun – Attended a meeting with President Sun and Finance Manager You to discuss the November Board decision on Hisun Loan Agreement compliance and assisted the executives for the clarification of the Agreement and Compliance on November 30.

#### **D. Emerging Technology / Tech Ecosystem**

- Following the trip to the Smart Cities World Congress, we are engaging with telecommunications infrastructure companies to get a roadmap for the 5G infrastructure started.
- McKinney Technology Center – Center is Open for business.

#### **E. Development Updates**

- Cotton Mill – We hosted a team from Atlanta consisting of Executive Chef and Restaurateur, Chris Sedgwick and CEO and Founder of Jekyll Brewery, Michael Lundmark. They are both interested in the cotton mill as a potential site for development.
- Hub 121 – Utility work for the Multi-Family portion of the development has started. There are construction vehicles on site and construction is underway.

#### **F. Networking / Business Development**

- Met with a company who has a location north of McKinney and needs a “hub” for being closer to the Dallas Metroplex. Currently working with the company to identify real estate needs and options in McKinney.
- Staff continued to provide tours to various managers and their spouses from Project Tahiti during the reporting period. The company is located in Southern California and is proposing a relocation of their corporate headquarters, research and development, manufacturing and distribution operations to McKinney or a city in Tennessee. The local developer for Project Tahiti provided a detailed presentation package in early December to the Project Tahiti CEO for their Board’s decision. This package included information from the MEDC about



McKinney as well as the MEDC financial incentive proposal). The local developer requested that the company make their decision in December.

- Invited to participate at Dallas Business Leads Group meeting and followed up with a large number of prospect companies from that meeting.
- Met with developer and broker for proposed office project at Hardin/380.
- Met with broker representing co-working company and introduced this opportunity to various office developers working on projects in McKinney.
- Re-contacted Southern California tech company about their plans to relocate their headquarters to this area. Could not obtain an update at this time. Since staff had also referred the project to various office developers working on projects in McKinney, I also contacted those office developers to see the status of their efforts with this company. No new update.
- Met with leading Dallas commercial broker regarding reports that a major Southern California corporation plans to relocate to DFW. Introduced McKinney as an ideal location for this headquarters project.
- Worked with two prospective developers to help them to connect on an opportunity for a medical office building in McKinney.
- Contacted Swedish tech company about potential opportunities in McKinney for their business.
- Assisted biotech company to locate interim space in Flour Mill and connected this company to two industrial spec building developers in McKinney for their permanent location.
- Connected potential outlet mall project to two property owners/developers in McKinney.
- Worked with a large Italian-based tech company to explore opportunities for them to locate their North America headquarters in McKinney. There are reports that the company will grow in Las Colinas instead.
- Contacted developer of HUB 121 – which has now begun construction of first phase.
- Contacted resort hotel developer and determined status of project and construction timeframe.
- Arranged meeting with med-tech innovation group and McKinney Technology Center to discuss office and wet lab opportunities.
- Met with sports tech company and introduced them to various office project developers in McKinney.
- Made contact with Perot Jain, venture capital firm, to introduce McKinney.
- Attended City Council meeting with Sentinel Capital for hearing on rezoning of land along new FM 546 from Agriculture to Industrial zone for future development of large planned business park near McKinney National



Airport. Council approved re-zoning. Attended meeting with City/MEDC and Sentinel to discuss resolution of drainage issue for this project.

- Met with Abby and developer of proposed 4 to 5 story office building planned for Craig Ranch.

### Upcoming Events:

- Capitol Days in Austin Texas – We are partnered with the McKinney Chamber of Commerce to be a lead sponsor for Capitol Days. We will be sharing more on this trip later in the new year.

MCKINNEY EDC KEY PERFORMANCE INDICATORS  
Fiscal Year: October 2017- September 2018

Category	KPI (# of)	Description	Guideline	MONTHLY	ANNUAL	October	November	December	Q1	January	February	March	Q2	April	May	June	Q3	July	August	September	Q4	YTD
				GOALS	GOALS				TOTALS				TOTALS				TOTALS				TOTALS	TOTAL GOALS
Retention/Expansion	BREP Visits	Appointments, discussions, etc	Date call/visit made	2	60	2	2	1	5	3	-	2	5	5	8	2	15	2	8	7	17	42
Retention/Expansion	Businesses Assisted	Foster company relations-liason, outreach, assistance, etc	Date action taken place	5	60	16	20	13	49	32	19	21	72	22	22	26	70	17	22	10	49	240
Retention/Expansion	Companies Expanded	Increased amount of sq.ft.	Effective date/executed agreement	-	4	1	-	-	1	-	-	-	-	-	-	-	-	-			-	1
Retention/Expansion	Jobs Retained & Created	Jobs - retained & created	Effective date/executed agreement	-	110	175	-	-	175	-	-	-	-	-	-	-	-	-			-	175
Business Attraction	Outreach Activity	Visits, events, site visit, tours, direct inquiries, etc.	Date of event	20	240	141	64	85	290	119	208	135	462	616	79	85	780	101	364	120	585	2,117
Business Attraction	Responses		Date responded	3	36	9	3	4	16	3	2	2	7	4	9	2	15	6	3	3	12	50
Business Attraction	Dead on Arrival	RFP's & direct inquiries not responded to	Date received	0	0	2	-	1	3	2	5	3	10	1	3	2	6	1	3	1	5	24
Business Attraction	New Business Locations	New amount of sq.ft.	Effective date/executed agreement	-	12	-	-	-	-	10,407	-	-	10,407	-	-	-	-	-	100,000	1,100	101,100	111,507
Business Attraction	Capital Investment (Amt)	Total amount invested	Effective date/executed agreement	-	\$35m	-	-	-	-	2,600,000	-	-	2,600,000	-	-	-	-	-	25,500,000	250,000	25,750,000	28,350,000
Business Attraction	New Jobs Created	Jobs - overall newly created jobs	Effective date/executed agreement	-	850	-	-	-	-	35	-	-	35	-	-	-	-	-	160	15	175	210
Entrepreneurship	TBD	TBD	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	-	-	-			-	-
Competiveness	Industrial Sq Ft.	New product; specutlative and build-to-suit	Effective date/executed agreement	-	100,000sf	72,000	-	-	72,000	-	-	-	-	-	-	-	-	-			-	72,000
Competiveness	Office Sq. Ft	New product; specutlative and build-to-suit	Effective date/executed agreement	-	200,00sf	-	-	-	-	-	-	-	-	-	-	-	-	-			-	-
Competitiveness	New Projects	Compliance date	Effective Date/Executed Agreement	-	20		-	-	-	-	-	-	-	-	-	1	1	-	1	1	2	3

NOTES:

1. **Business Attraction: Site Visits - REMOVED** The team decided that this KPI was unnecessary due to it also being reported in Outreach Activity
2. **Business Attraction: Dead on Arrival - DESCRIPTION UPDATED** This is to explain the reasoning for having this KPI; it is due to not having what the requestor needs (land, site, building, etc).
3. The **frequency** of the reporting is now noted under Monthly/Annual Goals. The frequency focus set for each category is the number in **RED**

## Project Scorecard

January - December 2018

<u>Executed Date</u>	<u>Companies</u>	<u>Type</u> <u>(New/Expansion)</u>	<u>Industry</u>	<u>MEDC Incentive</u>	<u>Employees</u> (added to the community)	<u>Payroll</u>	<u>Capital Investment</u>	<u>Square Feet</u> <u>(added/consumed)</u>
6/4/2018	McKinney Fulfillment Center	New	Speculative Industrial Development	\$268,000			\$6,000,000	115,176
8/26/2018	Virtuwave Holding, LLC	Emerging Tech	Cowork space	\$949,189	6	\$360,000	\$6,000,000	20,000
9/7/2018	Toyoshima GreenTech	New	US Headquarters (1st Global Soft Landing)	\$8,796	15	\$342,720	\$250,000	1,100
9/26/2018	Blockit	Emerging Tech	Software Development	\$34,632	7	\$2,475,000	\$0	3,148
10/22/2018	EnginSoft, LLC	Emerging Tech	Software Development	\$7,200	8	\$1,460,000	\$0	481
10/22/2018	WSD Inc.*(MEDC 3 Acres)	New	US Headquarters/LED Lights	\$44,000	18	\$216,800	\$2,500,000	25,000
10/24/2018	Volunteer Mobilization, LLC	Emerging Tech	Software Development	\$34,065	14	\$2,160,000	\$0	3,180
10/30/2018	McKinney Industrial Center	New	Speculative Industrial Development	\$165,793			\$6,186,308	72,000
11/28/2018	PACCAR 2nd Round*	Expansion	Premium Truck Manufacturer	\$360,000	102	\$5,166,304	\$12,000,000	184,000
12/6/2018	WSD Inc. (MEDC 3 Acres)***	Sold MEDC Land for New	US Headquarters/LED Lights	\$0				
	Moss Construction**	New	Regional HQ/Construction	\$245,000	35	\$4,985,500	\$2,600,000	10,407
	Project Todd*	Expansion	US Headquarters/Roofing Dist.	\$3,879,000	296	\$13,640,000	\$25,500,000	100,000
<b>12</b>				<b>\$5,995,675</b>	<b>501</b>	<b>\$30,806,324</b>	<b>\$61,036,308</b>	<b>534,492</b>

### Note by Abby Liu on 12/13/2018

\* Date - Loan/Grant Agreement Fully Executed Date and/or Land Transaction Closing Fully Executed Date

\*\* Fully Executed Incentive Offer Letter. Pending Fully Executed Agreement.

\*\*\* MEDC closed the sale of MEDC-owned 3-acre land to WSD for a new construction of its North America headquarters. The 3-acre land has been an undesirable piece in the past MEDC-owned 13-acre potential land sale negotiations. It was successfully sold at \$3.25/psf (market price) to WSD at the total sale price of \$434,000. MEDC provided no incentive for this land transaction. The deal was closed on December 6 and MEDC was funded on the same day.

18-1077



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

**SUPPORTING MATERIALS:**

[October 2018 Transmittal Letter](#)  
[October 2018 Financials](#)  
[October 2018 Invoices Processed](#)

# October Monthly Financial Report

November 15, 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 October. The following is a brief analysis of each section of the corporation's financials.

## October Analysis

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

Revenue of the McKinney Economic Development Corporation is 8.45% under the budgeted revenue. Sales tax figures are 5.3% above last year's collections through October. Below is a link to the current year-to-date revenue of the MEDC:

[MEDC Revenues - October](#)

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

Expenditures of the McKinney Economic Development Corporation are 21.45% under budget due to project milestones becoming due later in the year. During the month of October the only notable expense outside of normal operations was a \$397,369 loan advance to Playful.

[MEDC Expenditures - October](#)

### ***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: October](#)

[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 October:

[MEDC October 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

October 2018

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash and Cash Equivalents	\$ 104,354	\$ 68,446	\$ 45,247	\$ -	\$ -	\$ 218,047
Investment Pools	7,730,974	482,944	1,525,256	-	-	9,739,173
Accounts Receivable/Other Taxes & Franchise Fees	37,636	-	-	-	-	37,636
Deposits/Security Deposits	5,528	-	-	-	-	5,528
Deferred Charges/Prepaid Items	-	-	-	-	-	-
Land	-	-	-	-	46,916,687	46,916,687
Land Improvements (Net of Depreciation)	-	-	-	-	-	-
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>\$ 7,878,492</b>	<b>\$ 551,390</b>	<b>\$ 1,570,503</b>	<b>\$ 167,658</b>	<b>\$ 46,916,687</b>	<b>\$ 57,084,730</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	-	-	-	30,149,949	-	30,149,949
<b>Total Other Debits</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 31,935,924</b>	<b>\$ -</b>	<b>\$ 31,935,924</b>
<b>Total Assets and Other Debits</b>	<b>\$ 7,878,492</b>	<b>\$ 551,390</b>	<b>\$ 1,570,503</b>	<b>\$ 32,103,582</b>	<b>\$ 46,916,687</b>	<b>\$ 89,020,654</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 19,228	\$ -	\$ -	\$ -	\$ -	\$ 19,228
Accrued Payroll	-	-	-	-	-	-
Compensated Absences Payable	-	-	-	69,979	-	69,979
Accrued Interest Payable	-	-	-	27,727	-	27,727
Note Payable to Primary Government	-	-	-	815,999	-	815,999
Bonds Payable	-	-	-	30,745,000	-	30,745,000
TMRS Pension Liability	-	-	-	434,881	-	434,881
TMRS Actuarial Experience	-	-	-	9,996	-	9,996
<b>Total Liabilities</b>	<b>\$ 19,228</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 32,103,582</b>	<b>\$ -</b>	<b>\$ 32,122,811</b>
<b>Fund Balances/Equity</b>						
Reserve for Encumbrances	\$ 364,017	\$ -	\$ -	\$ -	\$ -	\$ 364,017
Reserve for Prepaids	26,668	-	-	-	-	26,668
Unreserved Fund Balance	7,468,578	551,390	1,570,503	-	-	9,590,471
Investment in Capital Assets	-	-	-	-	46,916,687	46,916,687
<b>Total Fund Balances/Equity</b>	<b>\$ 7,859,263</b>	<b>\$ 551,390</b>	<b>\$ 1,570,503</b>	<b>\$ -</b>	<b>\$ 46,916,687</b>	<b>\$ 56,897,843</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 7,878,492</b>	<b>\$ 551,390</b>	<b>\$ 1,570,503</b>	<b>\$ 32,103,582</b>	<b>\$ 46,916,687</b>	<b>\$ 89,020,654</b>

Unaudited

**McKinney Economic Development Corporation**  
Summary Operating Statement  
October 2018 (8% of FY Complete)

Revenues	FY19 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison	
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance
Sales Tax	\$ 14,255,971	\$ 1,081,713	\$ 1,081,713	\$ 13,174,258	7.6%	\$ 1,187,998	\$ (106,284)	\$ 1,187,998	\$ (106,284)
Interest Income	120,000	15,008	15,008	104,992	12.5%	10,000	5,008	10,000	5,008
<b>Total Revenues</b>	<b>\$ 14,375,971</b>	<b>\$ 1,096,721</b>	<b>\$ 1,096,721</b>	<b>\$ 13,279,250</b>	<b>7.6%</b>	<b>\$ 1,197,998</b>	<b>\$ (101,277)</b>	<b>\$ 1,197,998</b>	<b>\$ (101,277)</b>
Expenditures	FY19 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	\$ 1,493,162	\$ 79,036	\$ 79,036	\$ 1,414,126	5.3%	\$ 124,430	\$ 45,394	\$ 124,430	\$ 45,394
Supplies	42,000	2,262	2,262	39,738	5.4%	3,500	1,238	3,500	1,238
Maintenance	5,000	649	649	4,351	13.0%	417	(233)	417	(233)
Services/Sundry	970,410	78,440	78,440	891,970	8.1%	80,868	2,428	80,868	2,428
<b>Total MEDC Operational Exp.</b>	<b>\$ 2,510,572</b>	<b>\$ 160,387</b>	<b>\$ 160,387</b>	<b>\$ 2,350,185</b>	<b>6.4%</b>	<b>\$ 209,214</b>	<b>\$ 48,827</b>	<b>\$ 209,214</b>	<b>\$ 48,827</b>
<b>Projects</b>									
Committed Projects	\$ 7,368,550	\$ 404,794	\$ 404,794	\$ 6,963,756	5.5%	\$ 614,046	\$ 209,252	\$ 614,046	\$ 209,252
Other Project Expenses	180,000	-	-	180,000	0.0%	15,000	15,000	15,000	15,000
<b>Total Project Expenses</b>	<b>\$ 7,548,550</b>	<b>\$ 404,794</b>	<b>\$ 404,794</b>	<b>\$ 7,143,756</b>	<b>5.4%</b>	<b>\$ 629,046</b>	<b>\$ 224,252</b>	<b>\$ 629,046</b>	<b>\$ 224,252</b>
<b>Non-Departmental</b>									
Other - Adm Fee	\$ 450,000	\$ 37,500	\$ 37,500	\$ 412,500	8.3%	\$ 37,500	\$ -	\$ 37,500	\$ -
Insurance & Risk Fund	10,211	851	851	9,360	8.3%	851	-	851	-
MEDC I & S Fund	4,761,145	396,762	396,762	4,364,383	8.3%	396,762	-	396,762	-
<b>Total Non-Departmental Expenses</b>	<b>\$ 5,221,356</b>	<b>\$ 435,113</b>	<b>\$ 435,113</b>	<b>\$ 4,786,243</b>	<b>8.3%</b>	<b>\$ 435,113</b>	<b>\$ -</b>	<b>\$ 435,113</b>	<b>\$ -</b>
<b>Total Expenses</b>	<b>\$ 15,280,478</b>	<b>\$ 1,000,294</b>	<b>\$ 1,000,294</b>	<b>\$ 14,280,184</b>	<b>6.5%</b>	<b>\$ 1,273,373</b>	<b>\$ 273,079</b>	<b>\$ 1,273,373</b>	<b>\$ 273,079</b>
<b>Net</b>	<b>\$ (904,507)</b>	<b>\$ 96,427</b>	<b>\$ 96,427</b>			<b>\$ (75,376)</b>	<b>\$ 171,803</b>	<b>\$ (75,376)</b>	<b>\$ 171,803</b>
<b>FY19 Prelim Beginning Fund Balance</b>	<b>\$ 10,013,576</b>								
<b>Add FY19 Budgeted Revenue</b>	<b>14,375,971</b>								
<b>Less FY19 Budgeted Expense</b>	<b>(15,280,478)</b>								
<b>FY19 Proj. End Fund Balance</b>	<b>\$ 9,109,069</b>								

# MEDC Project Detail/Cash Flow

October 2018

All active MEDC projects are listed below, with the future cash flows based on a conservative estimate of the timing of incentive payments.

Projects	Project Number	Approved Project Amount	Project Expenses to date	Remaining Commitments	FY19	FY20	FY21	FY22
Statlab	E13007	\$ 157,500	\$ -	\$ 157,500	\$ 157,500			
Hisun	E13011	240,000	114,000	126,000	126,000			
O'Hara Flying Service	E14003	144,000	48,000	96,000	96,000			
Encore Wire	E14017	930,000	-	930,000	930,000			
AIM	E14021	144,900	75,900	69,000	69,000			
Popular Ink II	E15005	40,000	16,000	24,000	24,000			
Wright IMC	E15007	108,000	-	108,000	108,000			
Accent Care	E15008	460,110	291,090	169,020	169,020			
Horizon Data Center	E15010	256,000	205,000	51,000				51,000
Cookies-N-Milk	E16002	100,080	55,600	44,480	44,480			
Werx (Grant Match)	E17001	162,145	108,097	54,048	54,048			
SFMC	E17002	768,000	-	768,000	768,000			
TPUSA	E17003	610,000	-	610,000	610,000			
Paccar	E17004	3,300,000	1,100,000	2,200,000		2,200,000		
Cotiviti USA	E17005	792,000	-	792,000	792,000			
Simpson Strong Tie	E17006	467,000	-	467,000	467,000			
Playful	E17007	2,514,400	777,369	1,737,031	1,737,031			
3-TAB Beacon	E17008	248,500	171,500	77,000	77,000			
Lone Star Reel	E17009	224,982	-	224,982	224,982			
Independent Bank	E17010	5,381,000	221,000	5,160,000	4,160,000	1,000,000	-	-
Volunteer Mobilization	E18002	13,500	9,000	4,500	4,500			
BlockIt	E19001	34,965	7,425	27,540	27,540			
Toyoshima Greentech	E19002	50,000	-	50,000	50,000			
<b>Totals</b>		<b>\$ 17,147,082</b>	<b>\$ 3,199,980</b>	<b>\$ 13,947,102</b>	<b>\$ 10,696,102</b>	<b>\$ 3,200,000</b>	<b>\$ -</b>	<b>\$ 51,000</b>

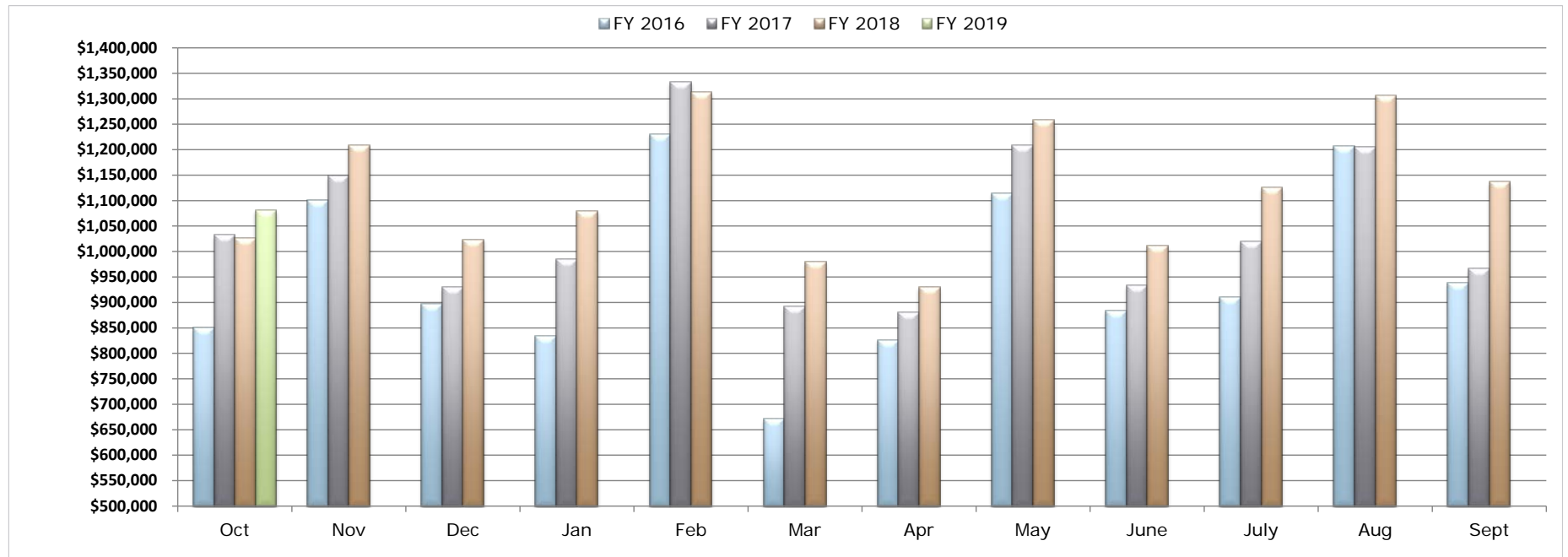
Unaudited

# McKinney Economic Development Corporation

## Sales Tax Revenue

October 2018 (8% of FY Complete)

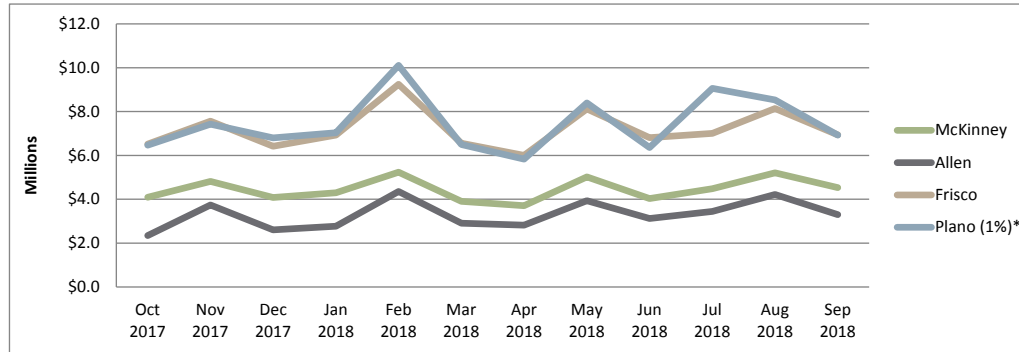
Month Received	FY 2014 Received	FY 2015 Received	FY 2016 Received	FY 2017 Received	FY 2018 Received	FY 2019 Received	Difference to FY 2018	Variance to FY 2018	% of Budget
October	\$780,694	\$809,613	\$851,178	\$1,032,847	\$1,026,985	\$ 1,081,713	\$ 54,728	5.3%	7.6%
November	938,090	982,351	1,101,106	1,148,939	1,208,295				
December	770,221	826,009	897,304	929,699	1,023,356				
January	744,988	821,731	833,503	985,393	1,079,316				
February	1,043,205	1,136,044	1,231,183	1,334,043	1,312,944				
March	681,914	764,445	671,518	891,649	980,238				
April	677,086	716,258	825,953	880,093	930,962				
May	978,399	1,031,572	1,114,575	1,208,091	1,258,169				
June	765,309	820,908	884,501	932,936	1,011,758				
July	787,000	840,355	910,886	1,019,409	1,125,759				
August	980,251	1,055,774	1,207,558	1,207,441	1,306,035				
September	928,323	1,013,186	938,767	967,150	1,136,996				
<b>Total</b>	<b>\$10,075,479</b>	<b>\$10,818,246</b>	<b>\$11,468,033</b>	<b>\$12,536,690</b>	<b>\$13,400,813</b>	<b>\$ 1,081,713</b>	<b>\$ 54,728</b>	<b>5.1%</b>	<b>8.0%</b>



# TOTAL SALES TAX COLLECTED

## Sister City Comparison

Oct 2018	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$215,216	\$944,376	\$324,773	-\$55,617
Var to LY	5.3%	40.3%	5.0%	-0.9%
Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$215,216	\$944,376	\$324,773	-\$55,617
Var to LY	5.3%	40.3%	5.0%	-0.9%



## Year-to-Date Collections

FY 2018	McKinney	Allen	Frisco	Plano 1% *
Oct 2017	\$4,095,706	\$2,345,746	\$6,516,345	\$6,469,308
<b>FY 2018 Total</b>	<b>\$4,095,706</b>	<b>\$2,345,746</b>	<b>\$6,516,345</b>	<b>\$6,469,308</b>
FY 2019	McKinney	Allen	Frisco	Plano 1% *
Oct 2018	\$4,310,922	\$3,290,122	\$6,841,118	\$6,413,690
<b>FY 2019 Total</b>	<b>\$4,310,922</b>	<b>\$3,290,122</b>	<b>\$6,841,118</b>	<b>\$6,413,690</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 - OCTOBER 2018**

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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>Amount</u>	<u>Description 1</u>	<u>Description 2</u>
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$39.72	WALL STREET JOURNAL	MONTHLY SUBSCRIPTION TO
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$28.36	THE YARD	BETH BECK AND JOHN VALENC
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$29.28	BENNYS CAFE	MARK COTTAM&JOHN VALENCIA
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$36.12	CANTINA LAREDO 301	GAGE GALINGER&J. VALENCIA
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$26.95	BUTCHER BOARD	KATY DRAKE BETTNER &
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$19.96	DALLAS MORNING NEWS PA	DALLAS MORNING NEWS
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$60.82	CITY WORKS - FRISCO	PETER TOKAR & MICHAEL
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$7.00	MARTA ATLANTA 00000018	PTOKER 9/28/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$43.23	HUTCHINS BBQ	MATT THOMAS & PETER TOKAR
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$150.00	ALS THERAPY DEVELOPMEN	PTOKER 9/21/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$6.85	RUSTY TACO	GEORGE TANGHONGS W LEE &
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$51.00	RICK'S CHOP HOUSE	PAUL FREDAND, ANDY BUDKE,
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$12.65	SNUG ON THE SQUARE	FRED RAGDALE W JLL
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$30.00	NORTH TX COMMERICAL ASSOC	BCOLEMAN 9/27/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$4.90	SNUG ON THE SQUARE	ALEJANDRO RIVERA & BRUCE
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$50.00	NORTH TEXAS CHAPT. NAI	BCOLEMAN 9/24/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$40.95	JASPERS	CHELBY SANDERS/CBRE &
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$15.98	BUTCHER BOARD	MICHAEL MONSALVE:MOSS CO
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$140.30	SAMS INTERNET	OFFICE SUPPLIES
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$58.72	SAMS	OFFICE SUPPLIES'
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$249.99	STAPLS0167290992000001	SPEAKERS
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$3,295.60	AFW - E-STORE #33	AMERICAN FURNITURE
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$121.18	STAPLS0167290992000001	OFFICE SUPPLIES
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$162.68	STAPLS0167290992000001	OFFICE SUPPLIES
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$15.39	TARGET 00021428	OFFICE SUPPLIES
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$38.00	STAPLES 00118653	PROJ EAGLE/TENT&WATER
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$152.49	TWC*TIME WARNER CABLE	MONTHLY BILL FOR
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$102.10	WM SUPERCENTER	MEDC BOARD MEETING
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$100.00	AWARDS UNLIMITED	THANK YOU GIFT
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$8.32	STAPLS0167290992000001	OFFICE SUPPLIES FOR
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$64.07	MINUTEMAN PRESS MCKINN	PLEXIGLASS SIGNS

**McKINNEY ECONOMIC DEVELOPMENT CORPORATION**  
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10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$97.77	MINUTEMAN PRESS MCKINN	BUSINESS CARDS
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$196.48	STAPLS0167290992000001	OFFICE SUPPLIES
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$37.23	STAPLS0167290992000001	OFFICE SUPPLIES
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$183.00	BROTHERS PIZZA	CHAMBER AMBASSADOR
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$79.14	OZARKA WATER	WATER
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$70.70	WM SUPERCENTER	CHAMBER AMBASSADOR
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$64.40	RICK'S CHOP HOUSE	JEFF CHEN: PRES OF TYG
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$17.51	PEIWEI ASIANDINER-0138	SARAH MARSHAL AND ABBY LU
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$29.51	MCALISTER'S DELI 533	COSTAR MEETING: BUSINESS
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$1,345.00	FLYER VIEW GROUP LLC	MURAL/MAP MCKINNEY
10/30/2018	JPMORGAN CHASE BANK (PCARD)	-\$645.33	4IMPRINT	AIRPORT MARKETING
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$2,717.20	4IMPRINT	AIRPORT MARKETING
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$1,400.00	HEARTLAND COMM GRP, IN	DISPLAY AD - 2 PAGE
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$199.00	ADVANTAGE STORAGE CRAI	STORAGE FACILITY MONTHLY
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$2.50	MARTA ATLANTA 00000018	PTOKAR 10/4/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$81.46	CUTS STEAKHOUSE ATLANT	IEDC ANNUAL PROSPECT
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$1,207.70	FIRA BCN ACREDITAC. FI	PTOKAR 11/13-15/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$3,781.01	DELTA 00623352120112	PTOKAR 11/13-15/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$200.00	BIONORTH TX	BCOLEMAN 10/10/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$30.40	TST* PARADISE BAKERY -	MATTHEW THOMPSON, GEORGE
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$50.00	NORTH TX CHAPTER OF CCIM	BCOLEMAN 10/11/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$20.00	NORTH TX CERTIFIED COMMER	BCOLEMAN 10/4/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$50.00	REFEA	BCOLEMAN 10/18/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$35.00	MCKINNEY CHAMBER OF CO	BCOLEMAN 10/2/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$89.00	BISNOW	BCOLEMAN 10/4/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$1,054.30	WAYFAIR*RACKS AND STAN	OFFICE FURNITURE
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$1,060.83	NEBRASKA FURNITURE MAR	OFFICE FURNITURE
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$1,725.00	OU CCE REG WEB	MCLARK 11/3-11/18
10/30/2018	JPMORGAN CHASE BANK (PCARD)	\$2,050.00	AIRNAV	AD #1746
10/26/2018	TEXAS WORKFORCE COMMISSION	-\$166.97	STATE UNEMPLOYMENT	3RD QTR 2018
10/26/2018	TEXAS WORKFORCE COMMISSION	\$166.97	STATE UNEMPLOYMENT	3RD QTR 2018



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10/26/2018	TOKAR, PETER	\$952.50	BARCELONA, SPAIN 11/10-17	SMART CITIES WORLD CONGRE
10/26/2018	VIANCO ENTERPRISES	\$2,409.00	AMUSEMENT/DECORATIONS	
10/26/2018	VIANCO ENTERPRISES	\$378.39	SHIPPING AND HANDLING	
10/26/2018	TCI AGENCY INC.	\$150.00	SURETY BOND D SMITHEE	NOTARY LICENSE
10/26/2018	TEXAS ECONOMIC DEV COUNCIL	\$550.00	ANNUAL CONF REG. P. TOKAR	10/16-19/18
10/26/2018	FOLIAGE DESIGN SYSTEM DFW	\$130.00	BUILDING MAINT/REPAIR SRV	
10/26/2018	OFFICETEAM	\$988.27	PERSONNEL, TEMP EMPL AGCY	
10/19/2018	STATE COMPTROLLER OF PUBLIC ACCOUNT	-\$3,982.81	SEPTEMBER SALES TAX	
10/19/2018	CLARK, MADISON A	\$390.50	NEW ORLEANS, LA 11/4-9/18	OU EDI
10/19/2018	TOKAR, PETER	\$83.00	AIRPORT PARKING 9/28-10/4	
10/19/2018	TIME WARNER CABLE	\$107.48	8620 13 100 0001447	
10/19/2018	RED MEDIA GROUP	\$2,099.67	CONSULTING SERVICES	
10/19/2018	MCKINNEY CHAMBER OF COMMERCE	\$500.00	11/1TABLE AT THE STATE OF	
10/19/2018	OFFICETEAM	\$0.37	MISCELLANEOUS SERVICES	
10/19/2018	OFFICETEAM	\$990.00	PERSONNEL, TEMP EMPL AGCY	
10/12/2018	PITNEY BOWES	\$109.58	11595929	1/18-3/18 LEASE PAYMENT
10/12/2018	PITNEY BOWES	\$109.31	11595929	4/18-6/18 LEASE PAYMENT
10/12/2018	PITNEY BOWES	\$109.04	11595929	7/18-9/18 LEASE PAYMENT
10/12/2018	COLEMAN, BRUCE	\$400.00	MILEAGE 9/18	
10/12/2018	PITNEY BOWES POSTAGE BY PHONE	\$129.95	8000-9090-0953-6686	POSTAGE ADD
10/12/2018	PLAYFUL BUILDING ONE LLC	\$397,368.51	REIMB PER LOAN AGREEMENT	
10/12/2018	AVFUEL CORPORATION	\$1,700.00	CONVENTION - NBAA	
10/12/2018	VERIZON WIRELESS	\$929.99	TELECOMM EQUIP, ACCESSOR	
10/12/2018	STANDARD COFFEE SERVICE CO	\$55.90	FOODS: STAPLE GROCERY	
10/12/2018	BROWN & HOFMEISTER LLP	\$920.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$520.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$157.50	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$80.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$140.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$1,060.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$645.00	MISC PROFESSIONAL SERVICE	

**McKINNEY ECONOMIC DEVELOPMENT CORPORATION**  
**INVOICES PROCESSED - OCTOBER 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>Amount</u>	<u>Description 1</u>	<u>Description 2</u>
10/12/2018	BROWN & HOFMEISTER LLP	\$880.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$120.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$120.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$1,740.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$220.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$740.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$320.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$1,660.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$4,020.00	MISC PROFESSIONAL SERVICE	
10/12/2018	BROWN & HOFMEISTER LLP	\$355.93	MISC PROFESSIONAL SERVICE	
10/12/2018	FOLIAGE DESIGN SYSTEM DFW	\$130.00	BUILDING MAINT/REPAIR SRV	
10/12/2018	OFFICETEAM	\$990.00	PERSONNEL,TEMP EMPL AGCY	
10/5/2018	LIU, WEI	\$26.60	SEPTEMBER MILEAGE	
10/5/2018	VALENCIA, JOHN	\$123.17	SEPTEMBER 2018 MILEAGE	
10/5/2018	BISNOW LLC	\$15,000.00	RAW SPACE SPONSOR 8/23/18	
10/5/2018	NOVATECH INC	\$213.50	RENTAL/LEASE EQUIPMENT	
	<b>TOTAL</b>	<b>\$459,231.77</b>		