

**McKinney Economic Development Corporation**  
Balance Sheet  
May 2024

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash and Cash Equivalents	\$ 721,310	\$ 2,136,437	\$ -	\$ -	\$ -	\$ 2,857,748
Investment Pools	31,558,453	3,437,363	-	-	-	34,995,815
Interest Receivable - Investments	262,793	-	-	-	-	262,793
Accounts Receivable/Other Taxes & Franchise Fees	3,922,161	-	-	-	-	3,922,161
Lease Receivable/GASB 87 Leases Receivable	584,015	-	-	-	-	584,015
Deposits/Security Deposits	31,566	-	-	-	-	31,566
Land	-	-	-	-	66,893,335	66,893,335
Buildings & Structures (Net of Depreciation)	-	-	-	-	157,212	157,212
Machinery & Equipment (Net of Depreciation)	-	-	-	-	186,848	186,848
Other Assets/Leases ROU Asset	-	-	-	1,972,453	-	1,972,453
GASB 68 TMRS/Actuarial	-	-	-	84,556	-	84,556
GASB 68 TMRS/Assumption	-	-	-	4,059	-	4,059
GASB 68 TMRS/Investment	-	-	-	236,775	-	236,775
GASB 68 TMRS/Contributions	-	-	-	122,848	-	122,848
GASB 75 OPEB/Actuarial	-	-	-	1,502	-	1,502
GASB 75 OPEB/Assumption Change	-	-	-	25,775	-	25,775
GASB 75 OPEB/Contributions	-	-	-	648	-	648
<b>Total Assets</b>	<b>\$ 37,080,298</b>	<b>\$ 5,573,800</b>	<b>\$ -</b>	<b>\$ 2,448,615</b>	<b>\$ 67,237,395</b>	<b>\$ 112,340,109</b>
<b>Other Debits</b>						
Deferred Charges/Unamortized Advance Refunding	\$ 12,689	\$ -	\$ -	\$ 99,541	\$ -	\$ 112,230
<b>Total Other Debits</b>	<b>\$ 12,689</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 99,541</b>	<b>\$ -</b>	<b>\$ 112,230</b>
<b>Total Assets and Other Debits</b>	<b>\$ 37,092,987</b>	<b>\$ 5,573,800</b>	<b>\$ -</b>	<b>\$ 2,548,156</b>	<b>\$ 67,237,395</b>	<b>\$ 112,452,339</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 70,103	\$ 500	\$ -	\$ -	\$ -	\$ 70,603
Compensated Absences Payable	-	-	-	51,946	-	51,946
Accrued Interest Payable	-	-	-	22,262	-	22,262
Deferred Revenue/Miscellaneous	-	-	-	-	-	-
Deposits/Office Space	7,500	-	-	-	-	7,500
Bonds Payable	-	-	-	18,290,000	-	18,290,000
Lease Liability Current	-	-	-	154,267	-	154,267
TMRS Pension Liability	-	-	-	751,043	-	751,043
OPEB Liability	-	-	-	153,887	-	153,887
Pension & Benefits/TMRS Pension Liability	-	-	-	1,842,309	-	1,842,309
TMRS Actuarial Experience	-	-	-	1,560	-	1,560
OPEB Actuarial Experience	-	-	-	64,162	-	64,162
OPEB Contributions	-	-	-	44,014	-	44,014
GASB Inflow/GASB 87 Leases	574,043	-	-	-	-	574,043
<b>Total Liabilities</b>	<b>\$ 651,646</b>	<b>\$ 500</b>	<b>\$ -</b>	<b>\$ 21,375,450</b>	<b>\$ -</b>	<b>\$ 22,027,596</b>
<b>Fund Balances/Equity</b>						
Reserve for Encumbrances	\$ 3,117,784	\$ -	\$ -	\$ -	\$ -	\$ 3,117,784
Reserve for Prepaids	74,171	-	-	-	-	74,171
Unreserved Fund Balance	33,249,387	5,573,300	-	-	-	38,822,688
Investment in Capital Assets	-	-	-	(18,827,294)	67,237,395	48,410,101
<b>Total Fund Balances/Equity</b>	<b>\$ 36,441,342</b>	<b>\$ 5,573,300</b>	<b>\$ -</b>	<b>\$ (18,827,294)</b>	<b>\$ 67,237,395</b>	<b>\$ 90,424,743</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 37,092,987</b>	<b>\$ 5,573,800</b>	<b>\$ -</b>	<b>\$ 2,548,156</b>	<b>\$ 67,237,395</b>	<b>\$ 112,452,339</b>

**McKinney Economic Development Corporation**  
Summary Operating Statement  
May 2024 (67% of FY Complete)

Revenues	FY24 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Received	Monthly Comparison		YTD Comparison		
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance	YTD Variance as a %
Sales Tax	\$ 23,359,039	\$ 2,163,234	\$ 15,703,922	\$ 7,655,117	67.2%	\$ 1,946,587	\$ 216,648	\$ 15,572,693	\$ 131,229	0.8%
Interest Income	615,000	52,174	984,917	(369,917)	160.1%	51,250	924	410,000	574,917	140.2%
Miscellaneous Revenue	468,111	29,952	215,874	252,237	46.1%	39,009	(9,057)	312,074	(96,200)	-30.8%
Sale of Land	-	-	890,156	(890,156)	0.0%	-	-	-	890,156	0.0%
<b>Total Revenues</b>	<b>\$ 24,442,150</b>	<b>\$ 2,245,361</b>	<b>\$ 17,794,869</b>	<b>\$ 6,647,281</b>	<b>72.8%</b>	<b>\$ 2,036,846</b>	<b>\$ 208,515</b>	<b>\$ 16,294,767</b>	<b>\$ 1,500,102</b>	<b>9.21%</b>
Expenditures	FY24 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Comparison		YTD Comparison		
						Monthly Budget	Monthly Variance	YTD Budget	YTD Variance	YTD Variance as a %
<b>MEDC Operations</b>										
Personnel	\$ 1,698,003	\$ 87,323	\$ 837,772	\$ 860,231	49.3%	\$ 141,500	\$ 54,177	\$ 1,132,002	\$ 294,230	26.0%
Supplies	68,500	2,969	22,228	46,272	32.5%	5,708	2,739	45,667	23,438	51.3%
Maintenance	2,750	-	353	2,397	12.8%	229	229	1,833	1,481	80.8%
Services/Sundry	2,663,082	519,592	1,394,901	1,268,181	52.4%	221,924	(297,669)	1,775,388	380,487	21.4%
<b>Total MEDC Operational Exp.</b>	<b>\$ 4,432,335</b>	<b>\$ 609,884</b>	<b>\$ 2,255,254</b>	<b>\$ 2,177,081</b>	<b>50.9%</b>	<b>\$ 369,361</b>	<b>\$ (240,523)</b>	<b>\$ 2,954,890</b>	<b>\$ 699,636</b>	<b>23.7%</b>
<b>Projects</b>										
Committed Projects	\$ 30,506,565	\$ 1,089,015	\$ 2,449,227	\$ 28,057,338	8.0%	\$ 2,542,214	\$ 1,453,199	\$ 20,337,710	\$ 17,888,483	88.0%
<b>Total Project Expenses</b>	<b>\$ 30,506,565</b>	<b>\$ 1,089,015</b>	<b>\$ 2,449,227</b>	<b>\$ 28,057,338</b>	<b>8.0%</b>	<b>\$ 2,542,214</b>	<b>\$ 1,453,199</b>	<b>\$ 20,337,710</b>	<b>\$ 17,888,483</b>	<b>88.0%</b>
<b>Non-Departmental</b>										
Other - Adm Fee	\$ 378,633	\$ 31,553	\$ 252,422	\$ 126,211	66.7%	\$ 31,553	\$ -	\$ 252,422	\$ -	0.0%
Economic Incentive	1,085,851	-	-	1,085,851	100.0%	90,488	90,488	723,901	723,901	100.0%
Insurance & Risk Fund	4,657	388	3,105	1,552	66.7%	388	-	3,105	-	0.0%
MEDC I & S Fund	2,466,353	205,529	1,644,235	822,118	66.7%	205,529	-	1,644,235	-	0.0%
<b>Total Non-Departmental Expenses</b>	<b>\$ 3,935,494</b>	<b>\$ 237,470</b>	<b>\$ 1,899,762</b>	<b>\$ 2,035,732</b>	<b>48.3%</b>	<b>\$ 327,958</b>	<b>\$ 90,488</b>	<b>\$ 2,623,663</b>	<b>\$ 723,901</b>	<b>27.6%</b>
<b>Total Expenses</b>	<b>\$ 38,874,394</b>	<b>\$ 1,936,369</b>	<b>\$ 6,604,243</b>	<b>\$ 32,270,151</b>	<b>17.0%</b>	<b>\$ 3,239,533</b>	<b>\$ 1,303,164</b>	<b>\$ 25,916,263</b>	<b>\$ 19,312,020</b>	<b>74.5%</b>
<b>Net</b>	<b>\$ (14,432,244)</b>	<b>\$ 308,991</b>	<b>\$ 11,190,626</b>			<b>\$ (1,202,687)</b>	<b>\$ 1,511,678</b>	<b>\$ (9,621,496)</b>	<b>\$ 20,812,122</b>	<b>-216.3%</b>
<b>FY24 Beginning Fund Balance</b>	<b>\$ 25,250,716</b>									
<b>Add FY24 Budgeted Revenue</b>	<b>24,442,150</b>									
<b>Less FY24 Budgeted Expenses</b>	<b>(38,874,394)</b>									
<b>FY24 Projected Ending Fund Balance</b>	<b>\$ 10,818,472</b>									

# MEDC Project Detail/Cash Flow

May 2024

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

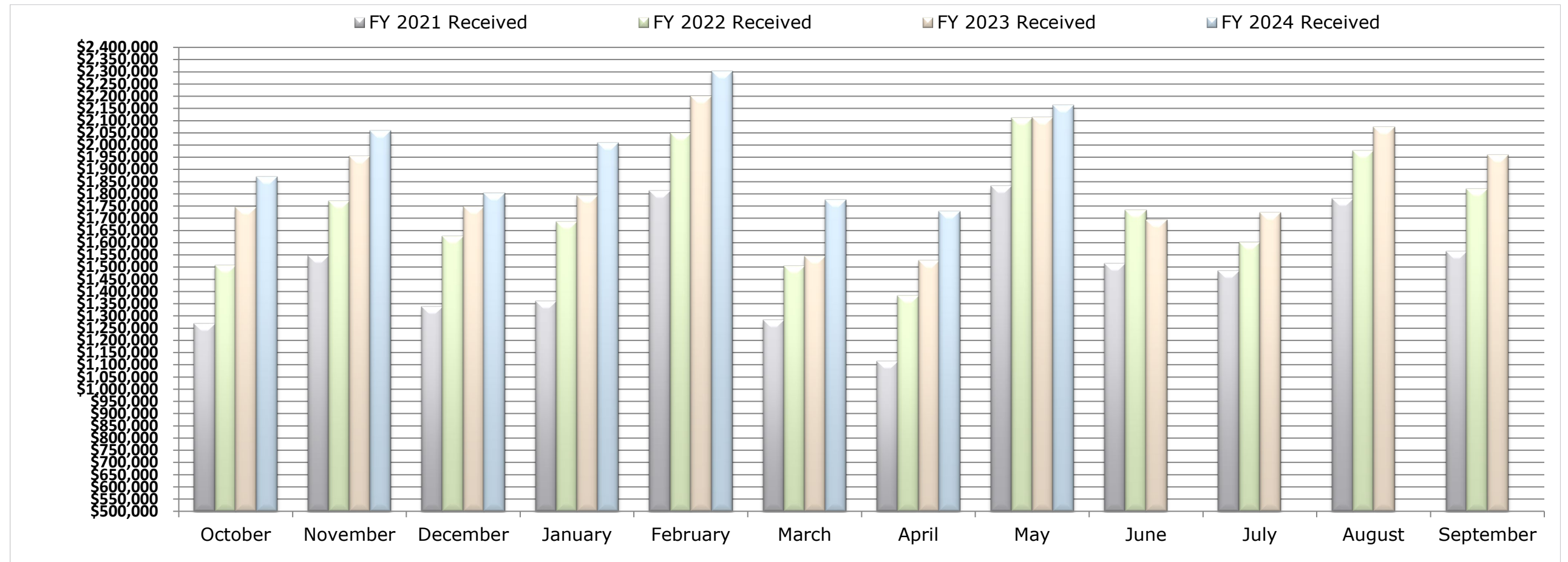
Projects	Project Number	Approved Project Amount	Project Expenses to date	Remaining Commitments	FY24	FY25	FY26	FY27	FY28 and Thereafter
PACCAR 2017	E17004	\$ 3,300,000	\$ 3,300,000	\$ -	\$ -	-	-	-	-
3-TAB Beacon	E17008	248,500	248,500	-	-	-	-	-	-
Independent Bank	E17010	5,381,000	5,381,000	-	-	-	-	-	-
WSD LED	E18003	44,000	-	44,000	44,000	-	-	-	-
PACCAR 2018	E19005	360,000	360,000	-	-	-	-	-	-
Moss	E19009	245,000	245,000	-	-	-	-	-	-
SRS	E19012	1,479,000	1,313,500	165,500	165,500	-	-	-	-
KVP	E19014	261,500	166,250	95,250	95,250	-	-	-	-
Yankon Lighting	E19016	34,000	-	34,000	34,000	-	-	-	-
Block-It Now	E20001	199,000	139,000	60,000	60,000	-	-	-	-
Boyd	E20003	100,500	100,500	-	-	-	-	-	-
Raytheon	E20004	7,010,000	7,010,000	-	-	-	-	-	-
Courmed	E20007	181,000	98,500	82,500	82,500	-	-	-	-
EnginSoft 2020	E20008	216,000	26,000	190,000	-	-	-	-	-
Sigmatix	E20010	101,500	41,500	60,000	60,000	-	-	-	-
Alanna	E20012	222,250	32,250	190,000	190,000	-	-	-	-
TedLogix	E20013	56,000	31,000	25,000	25,000	-	-	-	-
Locumatch	E20014	55,000	30,000	25,000	25,000	-	-	-	-
Telemedicine	E20017	331,500	76,500	255,000	255,000	-	-	-	-
Independent Bank 2020	E20018	2,838,000	1,588,998	1,249,002	265,803	927,399	55,800	-	-
iOpen	E21002	35,000	35,000	-	-	-	-	-	-
RPM Construction	E21003	951,000	-	951,000	851,000	50,000	50,000	-	-
Morrow renewables	E21004	80,000	69,333	10,667	10,667	-	-	-	-
Falkon Technologies	E21005	170,000	79,000	91,000	91,000	-	-	-	-
Vigilant Software	E21006	56,500	44,000	12,500	12,500	-	-	-	-
Kaizen Office Building	E21007	7,600,000	4,420,291	4,229,505	3,576,312	653,193	-	-	-
Shearshare	E21008	250,500	50,000	200,500	-	200,500	-	-	-
Language Learning	E21009	35,000	35,000	-	-	-	-	-	-
Robin Autopilot	E21011	525,000	195,000	330,000	320,000	10,000	-	-	-
Himalayan Ventures	E21013	552,000	262,987	289,013	289,013	-	-	-	-
Cirrus	E21014	450,000	76,500	373,500	323,500	50,000	-	-	-
Rescore	E21015	35,000	22,500	12,500	12,500	-	-	-	-
Spatial Laser	E21017	31,000	24,750	6,250	-	6,250	-	-	-
Security Consulting	E21018	286,200	76,200	210,000	210,000	-	-	-	-
Victory Lab	E21019	35,000	22,500	12,500	6,250	6,250	-	-	-
Review Wave	E21020	219,000	114,000	105,000	75,000	30,000	-	-	-
Autix Automotive	E21021	30,000	30,000	-	-	-	-	-	-
Contraforce 2	E22003	403,000	93,000	310,000	310,000	-	-	-	-
Albers	E22005	232,200	67,500	164,700	136,200	28,500	-	-	-
Aiden	E22006	476,000	71,000	405,000	334,000	50,000	21,000	-	-
HBCU Hub	E22009	56,000	26,313	29,688	10,938	18,750	-	-	-
Global Fact Base	E22010	30,000	22,500	7,500	-	7,500	-	-	-
AECS	E22011	27,500	20,625	6,875	-	6,875	-	-	-
Confer	E22012	55,000	30,000	25,000	12,500	12,500	-	-	-
Cloudnine	E22013	55,000	30,000	25,000	12,500	12,500	-	-	-
Stadiumdrop	E22014	56,000	43,500	12,500	-	12,500	-	-	-
Skylful	E22015	54,500	42,000	12,500	12,500	-	-	-	-
Raytheon 2022	E22016	3,150,000	-	3,150,000	-	630,000	630,000	630,000	1,260,000
ILS Gummies	E23001	171,000	171,000	-	-	-	-	-	-
Snipitz	E23002	50,000	25,000	25,000	-	12,500	12,500	-	-
Helo Systems	E23004	50,000	37,500	12,500	-	-	12,500	-	-
CX Data Labs	E23005	50,000	25,570	24,430	-	12,500	12,500	-	-
Book.io	E23006	50,000	37,500	12,500	-	-	12,500	-	-
Cirrus 2023	E23007	1,495,349	-	1,495,349	76,500	1,418,849	-	-	-
Alltrades Industrial Property	E23008	175,000	-	175,000	175,000	-	-	-	-
Water Boy RE, LLC	E23010	105,623	105,623	-	-	-	-	-	-
Tradition Homes, LLC	E23011	360,500	-	360,500	-	179,000	36,300	36,300	108,900
Finsist, Inc.	E23012	50,570	25,000	25,570	570	12,500	12,500	-	-
TowTrax	E23013	50,570	25,400	25,170	170	12,500	12,500	-	-
Rikodi	E23014	50,570	25,570	25,000	-	12,500	12,500	-	-
Moblyze, Inc.	E23015	50,570	25,000	25,570	25,570	-	-	-	-
Dabot	E23016	50,570	25,570	25,000	-	12,500	12,500	-	-
Plug and Play	E24001	4,500,000	250,000	4,250,000	1,250,000	1,500,000	1,500,000	-	-
Tek Leaders	E24002	747,650	-	747,650	-	747,650	-	-	-
Maverick Power	E24003	195,000	-	195,000	97,500	97,500	-	-	-
Open Stop Wellness	E24004	50,570	25,000	25,570	570	12,500	12,500	-	-
Complete CSM	E24005	50,825	25,825	25,000	-	12,500	12,500	-	-
Rocklake Insurance Group	E24006	20,570	-	20,570	17,570	3,000	-	-	-
The Glen Office	E24007	277,853	-	277,853	-	277,853	-	-	-
Airport Design	AI2250	1,781,000	-	1,781,000	1,781,000	-	-	-	-
<b>Totals</b>		<b>\$ 48,983,940</b>	<b>\$ 27,021,555</b>	<b>\$ 23,012,181</b>	<b>\$ 11,332,883</b>	<b>\$ 7,036,569</b>	<b>\$ 2,418,100</b>	<b>\$ 666,300</b>	<b>\$ 1,368,900</b>

# McKinney Economic Development Corporation

## Sales Tax Revenue

May 2024 (67% of FY Complete)

Month Received	FY 2019 Received	FY 2020 Received	FY 2021 Received	FY 2022 Received	FY 2023 Received	FY 2024 Received	Difference to FY 2023	Variance to FY 2023	% of Budget
October	\$1,081,713	\$1,165,480	\$1,266,887	\$1,505,930	\$ 1,744,754	\$ 1,870,001	\$ 125,247	7.2%	8.0%
November	1,219,028	1,380,273	1,546,275	1,769,473	1,953,351	2,057,621	104,270	5.3%	8.8%
December	1,123,713	1,253,931	1,337,046	1,625,682	1,746,641	1,802,724	56,083	3.2%	7.7%
January	1,068,303	1,185,717	1,360,427	1,685,372	1,792,873	2,007,689	214,816	12.0%	8.6%
February	1,420,142	1,670,492	1,810,982	2,047,001	2,200,406	2,301,628	101,222	4.6%	9.9%
March	1,021,757	1,140,182	1,281,889	1,503,190	1,542,369	1,774,394	232,025	15.0%	7.6%
April	1,006,335	1,288,819	1,113,662	1,381,890	1,527,564	1,726,631	199,067	13.0%	7.4%
May	1,291,030	1,276,942	1,830,977	2,111,453	2,113,379	2,163,234	49,855	2.4%	9.3%
June	1,174,600	1,316,761	1,513,303	1,732,613	1,694,214			0.0%	0.0%
July	1,072,098	1,267,094	1,482,555	1,600,462	1,723,832			0.0%	0.0%
August	1,310,882	1,516,349	1,780,053	1,977,131	2,073,238			0.0%	0.0%
September	1,216,602	1,369,952	1,564,200	1,819,544	1,959,047			0.0%	0.0%
<b>Total</b>	<b>\$14,006,204</b>	<b>\$15,831,992</b>	<b>\$17,888,256</b>	<b>\$20,759,743</b>	<b>\$ 22,071,669</b>	<b>\$ 15,703,922</b>	<b>\$ 1,082,584</b>	<b>7.4%</b>	<b>67.2%</b>





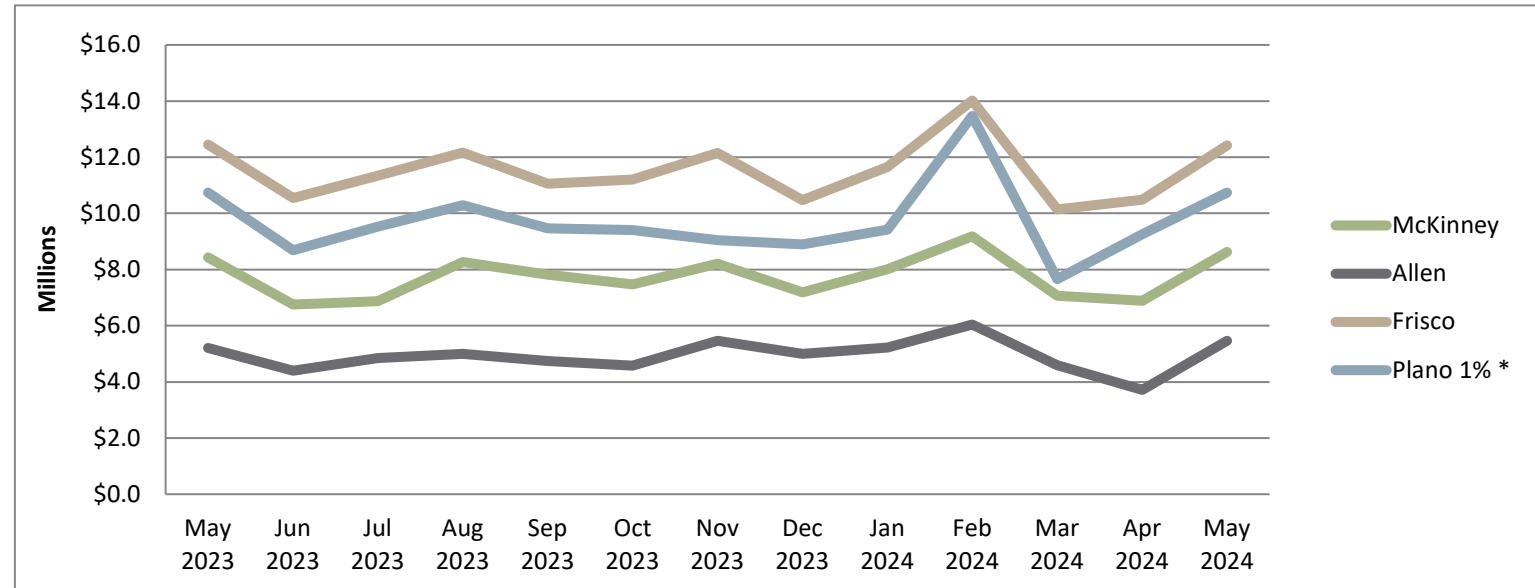
# TOTAL SALES TAX COLLECTED

## Sister City Comparison

May 2024	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$197,742	\$251,766	-\$39,266	-\$3,059
Var to LY	2.3%	4.8%	-0.3%	0.0%

Year To Date	McKinney	Allen	Frisco	Plano (1%)*
Diff to LY	\$4,318,849	\$1,516,843	-\$899,015	\$2,180,325
Var to LY	7.4%	3.9%	-1.0%	2.9%



### Year-to-Date Collections

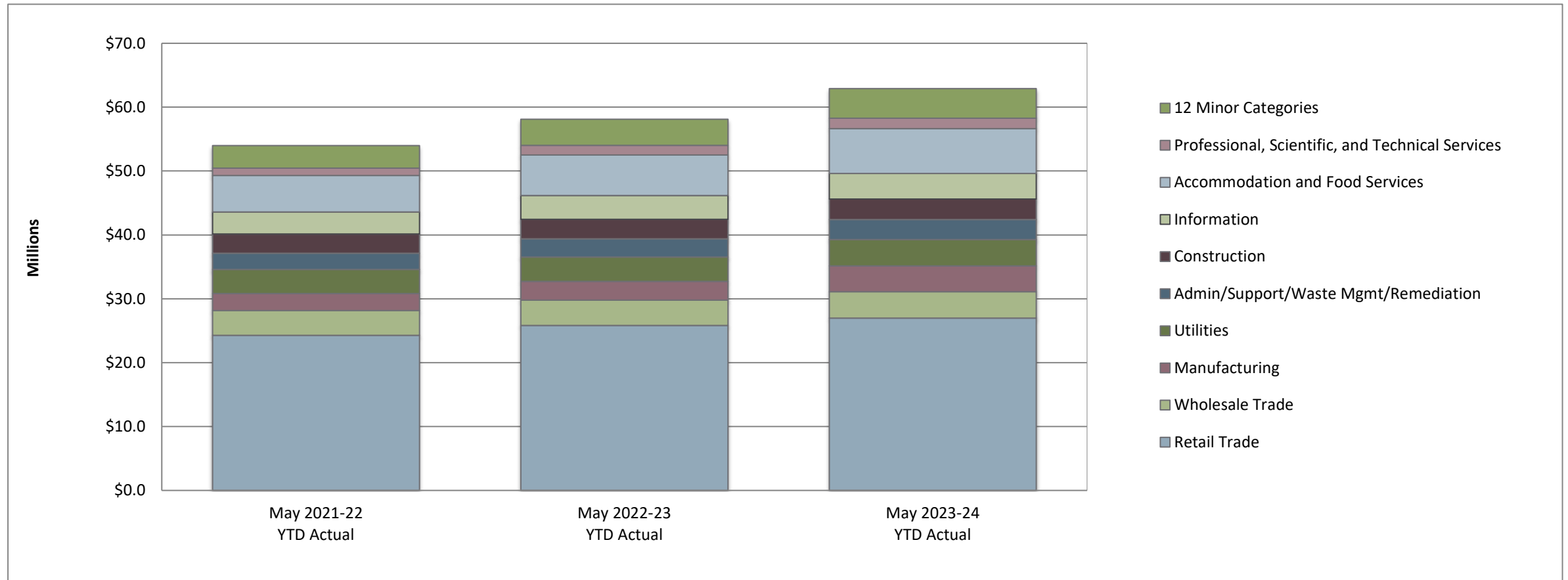
FY 2023	McKinney	Allen	Frisco	Plano 1% *
Oct 2022	\$6,979,018	\$4,559,468	\$11,753,057	\$9,054,926
Nov 2022	7,793,258	5,334,514	12,571,401	9,150,168
Dec 2022	6,966,351	4,327,359	11,471,207	8,820,439
Jan 2023	7,151,240	4,777,602	11,653,368	9,317,261
Feb 2023	8,781,061	6,460,683	14,028,061	11,722,418
Mar 2023	6,148,030	4,050,630	10,085,533	8,876,401
Apr 2023	6,088,794	3,856,622	9,435,151	8,030,741
<b>May 2023</b>	<b>8,431,987</b>	<b>5,208,884</b>	<b>12,455,121</b>	<b>10,740,431</b>
<b>FY 2023 Total</b>	<b>\$58,339,740</b>	<b>\$38,575,763</b>	<b>\$93,452,899</b>	<b>\$75,712,784</b>

FY 2024	McKinney	Allen	Frisco	Plano 1% *
Oct 2023	\$7,480,005	\$4,580,679	\$11,211,998	\$9,402,743
Nov 2023	8,208,639	5,465,276	12,149,941	9,043,425
Dec 2023	7,189,048	5,005,509	10,468,069	8,895,406
Jan 2024	8,008,845	5,221,220	11,660,064	9,418,268
Feb 2024	9,184,310	6,042,212	14,020,497	13,471,501
Mar 2024	7,074,686	4,601,037	10,143,893	7,659,821
Apr 2024	6,883,327	3,716,024	10,483,568	9,264,572
<b>May 2024</b>	<b>8,629,729</b>	<b>5,460,650</b>	<b>12,415,855</b>	<b>10,737,372</b>
<b>FY 2024 Total</b>	<b>\$62,658,589</b>	<b>\$40,092,607</b>	<b>\$92,553,885</b>	<b>\$77,893,109</b>

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

# Sales Tax by Industry

## May YTD Collections for Prior Three Years



### May Collections

Industries	May 2021-22 YTD Actual	May 2022-23 YTD Actual	May 2023-24 YTD Actual	May 24 vs May 23 YTD Variance	Variance as a %
Retail Trade	\$24,260,034	\$25,845,460	\$26,968,734	\$1,123,274	4%
Accommodation and Food Services	5,734,296	6,340,626	7,017,368	676,742	11%
Wholesale Trade	3,889,715	3,948,934	4,141,362	192,428	5%
Utilities	3,770,575	3,832,883	4,110,165	277,282	7%
Manufacturing	2,687,465	2,922,915	4,054,722	1,131,807	39%
Information	3,428,436	3,751,631	3,995,985	244,354	7%
Construction	3,031,594	3,063,339	3,231,054	167,715	5%
Admin/Support/Waste Mgmt/Remediation	2,512,578	2,820,539	3,114,406	293,867	10%
Professional, Scientific, and Technical Services	1,156,498	1,499,657	1,614,380	114,723	8%
12 Minor Categories	3,521,652	4,096,256	4,656,820	560,564	14%
<b>Totals</b>	<b>\$53,992,843</b>	<b>\$58,122,240</b>	<b>\$62,904,996</b>	<b>\$4,782,756</b>	<b>8%</b>