

**McKinney Economic Development Corporation**  
Balance Sheet  
December 2023

	MEDC Operations	Interest and Sinking	Reserve Fund	Long-Term Debt	General Fixed Assets	Total
<b>Assets</b>						
Cash and Cash Equivalents	\$ 1,222,842	\$ 1,225,300	\$ -	\$ -	\$ -	\$ 2,448,141
Investment Pools	24,317,485	3,359,479	-	-	-	27,676,964
Interest Receivable - Investments	265,743	-	-	-	-	265,743
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)	-	-	-	-	165,153	165,153
Machinery & Equipment (Net of Depreciation)	-	-	-	-	216,147	216,147
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>\$ 30,343,812</b>	<b>\$ 4,584,778</b>	<b>\$ -</b>	<b>\$ 2,448,615</b>	<b>\$ 67,274,634</b>	<b>\$ 104,651,840</b>
<b>Other Debits</b>						
Deferred Charges/Unamortized Advance Refunding	\$ -	\$ -	\$ -	\$ 99,541	\$ -	\$ 99,541
<b>Total Other Debits</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 99,541</b>	<b>\$ -</b>	<b>\$ 99,541</b>
<b>Total Assets and Other Debits</b>	<b>\$ 30,343,812</b>	<b>\$ 4,584,778</b>	<b>\$ -</b>	<b>\$ 2,548,156</b>	<b>\$ 67,274,634</b>	<b>\$ 104,751,381</b>
<b>Liabilities</b>						
Vouchers Payable	\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ 2,500
Compensated Absences Payable	-	-	-	51,946	-	51,946
Accrued Interest Payable	-	-	-	22,262	-	22,262
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>\$ 584,043</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 21,375,450</b>	<b>\$ -</b>	<b>\$ 21,959,493</b>
<b>Fund Balances/Equity</b>						
Reserve for Encumbrances	\$ 3,927,041	\$ -	\$ -	\$ -	\$ -	\$ 3,927,041
Reserve for Prepaids	74,171	-	-	-	-	74,171
Unreserved Fund Balance	25,758,558	4,584,778	-	-	-	30,343,336
Investment in Capital Assets	-	-	-	(18,827,294)	67,274,634	48,447,340
<b>Total Fund Balances/Equity</b>	<b>\$ 29,759,770</b>	<b>\$ 4,584,778</b>	<b>\$ -</b>	<b>\$ (18,827,294)</b>	<b>\$ 67,274,634</b>	<b>\$ 82,791,888</b>
<b>Total Liabilities and Fund Balances</b>	<b>\$ 30,343,812</b>	<b>\$ 4,584,778</b>	<b>\$ -</b>	<b>\$ 2,548,156</b>	<b>\$ 67,274,634</b>	<b>\$ 104,751,381</b>

**McKinney Economic Development Corporation**  
 Summary Operating Statement  
 December 2023 (25% 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	\$ 1,802,724	\$ 5,730,346	\$ 17,628,693	24.5%	\$ 1,946,587	\$ (143,863)	\$ 5,839,760	\$ (109,414)	-1.9%
Interest Income	615,000	176,435	349,478	265,522	56.8%	51,250	125,185	153,750	195,728	127.3%
Other Income	-	307,070	307,070	(307,070)	0.0%	-	307,070	-	307,070	0.0%
Miscellaneous Revenue	468,111	29,733	65,092	403,019	13.9%	39,009	(9,276)	117,028	(51,936)	-44.4%
<b>Total Revenues</b>	<b>\$ 24,442,150</b>	<b>\$ 2,315,962</b>	<b>\$ 6,451,985</b>	<b>\$ 17,990,165</b>	<b>26.4%</b>	<b>\$ 2,036,846</b>	<b>\$ 279,116</b>	<b>\$ 6,110,538</b>	<b>\$ 341,448</b>	<b>5.59%</b>
Expenditures	FY24 Adopted Budget	Monthly Actual	YTD Actual	Remaining Budget	Budget Spent	Monthly Budget	Monthly Variance	YTD Budget	YTD Variance	YTD Variance as a %
<b>MEDC Operations</b>										
Personnel	\$ 1,698,003	\$ 85,390	\$ 287,916	\$ 1,410,087	17.0%	\$ 141,500	\$ 56,110	\$ 424,501	\$ 136,585	32.2%
Supplies	68,500	3,959	6,775	61,725	9.9%	5,708	1,749	17,125	10,350	60.4%
Maintenance	2,750	16	353	2,397	12.8%	229	213	688	335	48.7%
Services/Sundry	2,503,082	215,481	382,923	2,120,159	15.3%	208,590	(6,891)	625,771	242,848	38.8%
<b>Total MEDC Operational Exp.</b>	<b>\$ 4,272,335</b>	<b>\$ 304,847</b>	<b>\$ 677,966</b>	<b>\$ 3,594,369</b>	<b>15.9%</b>	<b>\$ 356,028</b>	<b>\$ 51,181</b>	<b>\$ 1,068,084</b>	<b>\$ 390,117</b>	<b>36.5%</b>
<b>Projects</b>										
Committed Projects	\$ 28,725,565	\$ 299,309	\$ 552,555	\$ 28,173,010	1.9%	\$ 2,393,797	\$ 2,094,488	\$ 7,181,391	\$ 6,628,837	92.3%
<b>Total Project Expenses</b>	<b>\$ 28,725,565</b>	<b>\$ 299,309</b>	<b>\$ 552,555</b>	<b>\$ 28,173,010</b>	<b>1.9%</b>	<b>\$ 2,393,797</b>	<b>\$ 2,094,488</b>	<b>\$ 7,181,391</b>	<b>\$ 6,628,837</b>	<b>92.3%</b>
<b>Non-Departmental</b>										
Other - Adm Fee	\$ 378,633	\$ 31,553	\$ 94,658	\$ 283,975	25.0%	\$ 31,553	\$ -	\$ 94,658	\$ -	0.0%
Economic Incentive	1,085,851	-	-	1,085,851	100.0%	90,488	90,488	271,463	271,463	100.0%
Insurance & Risk Fund	4,657	388	1,164	3,493	25.0%	388	-	1,164	-	0.0%
MEDC I & S Fund	2,466,353	205,529	616,588	1,849,765	25.0%	205,529	-	616,588	-	0.0%
<b>Total Non-Departmental Expenses</b>	<b>\$ 3,935,494</b>	<b>\$ 237,470</b>	<b>\$ 712,411</b>	<b>\$ 3,223,083</b>	<b>18.1%</b>	<b>\$ 327,958</b>	<b>\$ 90,488</b>	<b>\$ 983,874</b>	<b>\$ 271,463</b>	<b>27.6%</b>
<b>Total Expenses</b>	<b>\$ 36,933,394</b>	<b>\$ 841,626</b>	<b>\$ 1,942,932</b>	<b>\$ 34,990,462</b>	<b>5.3%</b>	<b>\$ 3,077,783</b>	<b>\$ 2,236,157</b>	<b>\$ 9,233,349</b>	<b>\$ 7,290,417</b>	<b>79.0%</b>
<b>Net</b>	<b>\$ (12,491,244)</b>	<b>\$ 1,474,336</b>	<b>\$ 4,509,054</b>			<b>\$ (1,040,937)</b>	<b>\$ 2,515,273</b>	<b>\$ (3,122,811)</b>	<b>\$ 7,631,865</b>	<b>-244.4%</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>(36,933,394)</b>									
<b>FY24 Projected Ending Fund Balance</b>	<b>\$ 12,759,472</b>									

# MEDC Project Detail/Cash Flow

December 2023

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

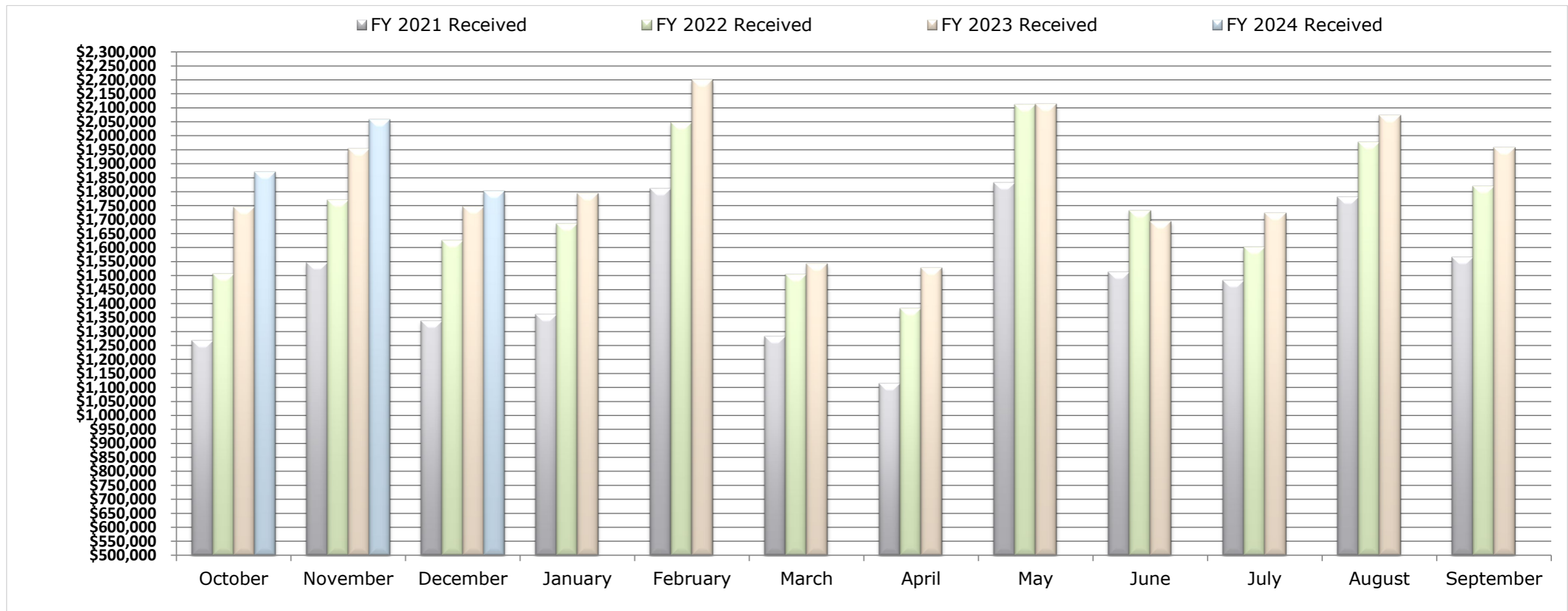
Projects	Project Number	Approved Project Amount	Project Expenses to date	Remaining Commitments	FY24	FY25	FY26	FY27	FY28 and Thereafter
PACCAR 2017	E17004	\$ 3,300,000	\$ 3,300,000	\$ -	\$ -				
3-TAB Beacon	E17008	248,500	248,500	-	-				
Independent Bank	E17010	5,381,000	5,381,000	-	-				
WSD LED	E18003	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	6,306,311	703,689	703,689				
Courmed	E20007	181,000	98,500	82,500	82,500				
EnginSoft 2020	E20008	216,000	26,000	190,000	-				
Xcelerate	E20009	224,000	81,500	142,500	142,500				
Sigmatrx	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	3,752,669	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	21,000	198,000	168,000	30,000			
Autix Automotive	E21021	30,000	23,750	6,250	-	6,250			
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	15,000	15,000	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	31,000	25,000	12,500	12,500			
Skyllful	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	25,000	25,000	-	12,500	12,500		
CX Data Labs	E23005	50,000	25,570	24,430	-	12,500	12,500		
Book.io	E23006	50,000	25,000	25,000	-	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		
Totals		\$ 41,584,472	\$ 25,286,669	\$ 16,679,977	\$ 9,145,432	\$ 4,416,816	\$ 893,100	\$ 666,300	\$ 1,368,900

# McKinney Economic Development Corporation

## Sales Tax Revenue

December 2023 (25% of FY Complete)

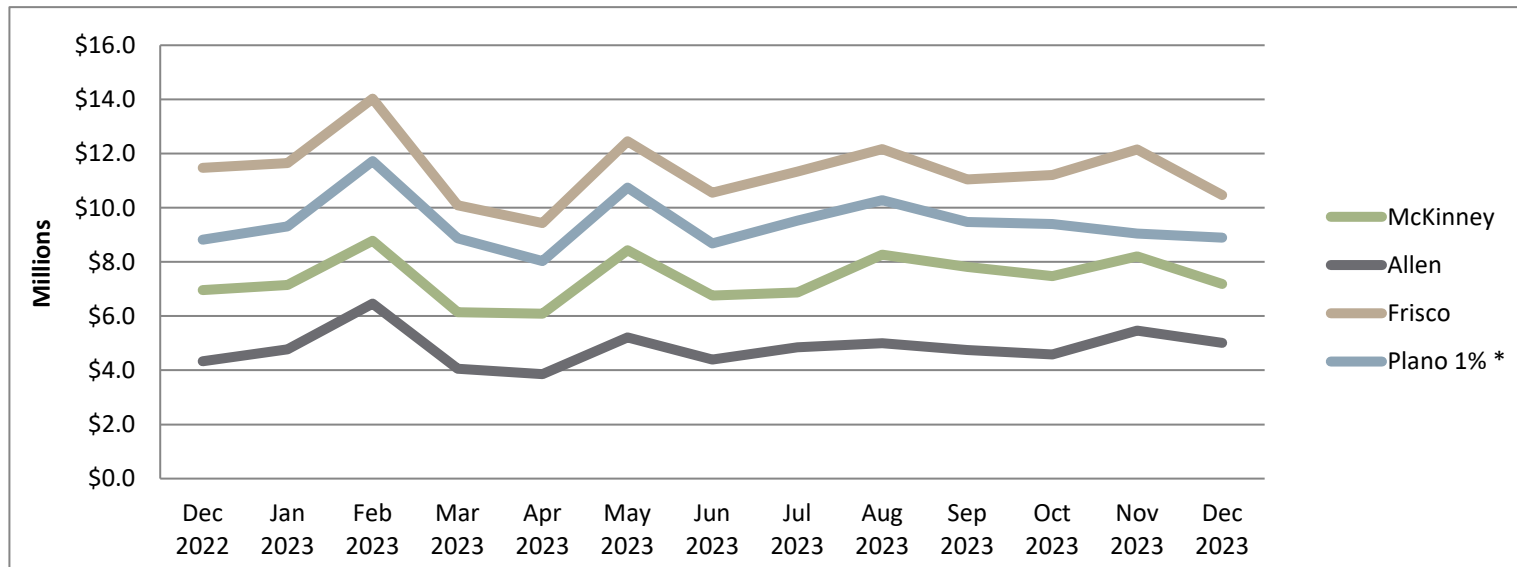
Month Received	FY 2019 Received	FY 2020 Received	FY 2021 Received	FY 2022 Received	FY 2023 Received	FY 2024 Received	Difference to FY 2023	Variance to FY 2023	% of Budget
October	\$1,081,713	\$1,165,480	\$1,266,887	\$1,505,930	\$ 1,744,754	\$ <b>1,870,001</b>	\$ <b>125,247</b>	<b>7.2%</b>	<b>8.0%</b>
November	1,219,028	1,380,273	1,546,275	1,769,473	1,953,351	<b>2,057,621</b>	<b>104,270</b>	<b>5.3%</b>	<b>8.8%</b>
December	1,123,713	1,253,931	1,337,046	1,625,682	1,746,641	<b>1,802,724</b>	<b>56,083</b>	<b>3.2%</b>	<b>7.7%</b>
January	1,068,303	1,185,717	1,360,427	1,685,372	1,792,873			<b>0.0%</b>	<b>0.0%</b>
February	1,420,142	1,670,492	1,810,982	2,047,001	2,200,406			<b>0.0%</b>	<b>0.0%</b>
March	1,021,757	1,140,182	1,281,889	1,503,190	1,542,369			<b>0.0%</b>	<b>0.0%</b>
April	1,006,335	1,288,819	1,113,662	1,381,890	1,527,564			<b>0.0%</b>	<b>0.0%</b>
May	1,291,030	1,276,942	1,830,977	2,111,453	2,113,379			<b>0.0%</b>	<b>0.0%</b>
June	1,174,600	1,316,761	1,513,303	1,732,613	1,694,214			<b>0.0%</b>	<b>0.0%</b>
July	1,072,098	1,267,094	1,482,555	1,600,462	1,723,832			<b>0.0%</b>	<b>0.0%</b>
August	1,310,882	1,516,349	1,780,053	1,977,131	2,073,238			<b>0.0%</b>	<b>0.0%</b>
September	1,216,602	1,369,952	1,564,200	1,819,544	1,959,047			<b>0.0%</b>	<b>0.0%</b>
<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>\$ 5,730,346</b>	<b>\$ 285,600</b>	<b>5.2%</b>	<b>24.5%</b>



# TOTAL SALES TAX COLLECTED

## Sister City Comparison

<b>Dec 2023</b>	<b>McKinney</b>	<b>Allen</b>	<b>Frisco</b>	<b>Plano (1%)*</b>
Diff to LY	\$222,697	\$678,150	-\$1,003,138	\$74,968
Var to LY	3.2%	15.7%	-8.7%	0.8%
<b>Year To Date</b>	<b>McKinney</b>	<b>Allen</b>	<b>Frisco</b>	<b>Plano (1%)*</b>
Diff to LY	\$1,139,064	\$830,121	-\$1,965,657	\$316,043
Var to LY	5.2%	5.8%	-5.5%	1.2%



### Year-to-Date Collections

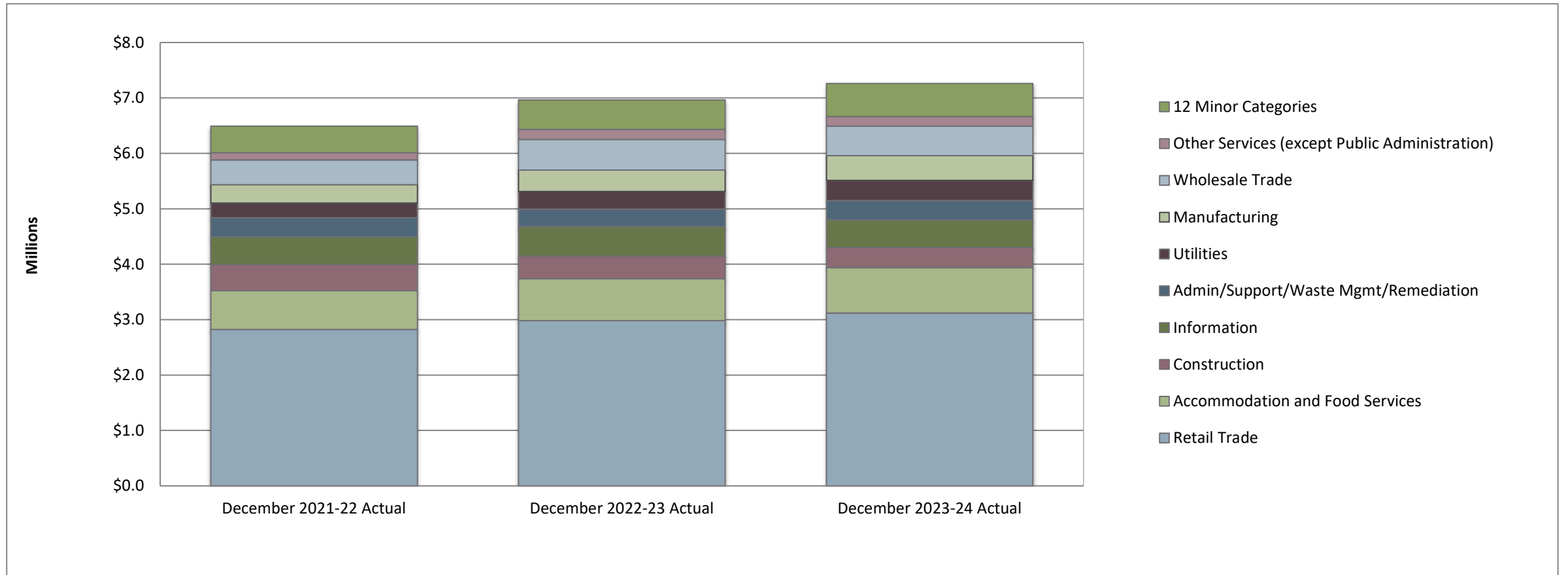
<b>FY 2023</b>	<b>McKinney</b>	<b>Allen</b>	<b>Frisco</b>	<b>Plano 1% *</b>
Oct 2022	\$6,979,018	\$4,559,468	\$11,753,057	\$9,054,926
Nov 2022	7,793,258	5,334,514	12,571,401	9,150,168
<b>Dec 2022</b>	<b>6,966,351</b>	<b>4,327,359</b>	<b>11,471,207</b>	<b>8,820,439</b>
<b>FY 2023 Total</b>	<b>\$21,738,627</b>	<b>\$14,221,342</b>	<b>\$35,795,665</b>	<b>\$27,025,532</b>

<b>FY 2024</b>	<b>McKinney</b>	<b>Allen</b>	<b>Frisco</b>	<b>Plano 1% *</b>
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
<b>Dec 2023</b>	<b>7,189,048</b>	<b>5,005,509</b>	<b>10,468,069</b>	<b>8,895,406</b>
<b>FY 2024 Total</b>	<b>\$22,877,692</b>	<b>\$15,051,463</b>	<b>\$33,830,008</b>	<b>\$27,341,575</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

## December Collections for Prior Three Years



### December Collections

Industries	December 2021-22 Actual	December 2022-23 Actual	December 2023-24 Actual	December 24 vs December 23 Variance	Variance as a %
Retail Trade	\$2,819,959	\$2,982,267	\$3,117,622	\$135,355	5%
Accommodation and Food Services	703,614	754,408	819,603	\$65,195	9%
Wholesale Trade	442,418	547,863	529,719	(\$18,144)	-3%
Information	496,248	534,825	495,103	(\$39,722)	-7%
Construction	474,193	407,787	364,344	(\$43,443)	-11%
Manufacturing	334,061	387,577	446,812	\$59,235	15%
Utilities	262,991	321,636	363,208	\$41,572	13%
Admin/Support/Waste Mgmt/Remediation	345,211	312,402	352,458	\$40,056	13%
Other Services (except Public Administration)	136,206	184,515	176,738	(\$7,777)	-4%
12 Minor Categories	477,617	529,534	593,301	\$63,767	12%
<b>Totals</b>	<b>\$6,492,518</b>	<b>\$6,962,814</b>	<b>\$7,258,908</b>	<b>\$296,094</b>	