

MCKINNEY COMMUNITY DEVELOPMENT CORPORATION
Promotional and Community Event Grant Application
Fiscal Year 2023

IMPORTANT:

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at www.mckinneycdc.org; by calling 972.547.7653 or by emailing cschneible@mckinneycdc.org
- **Please call to discuss your plans for submitting an application in advance of completing the form.** A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation
7300 SH 121, SB, Suite 200
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at www.mckinneycdc.org, by calling 972.547.7653 or emailing cschneible@mckinneycdc.org.*

Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.

Promotional and Community Event Grant Calendar:

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: November 30, 2022	December 15, 2022	January 26, 2023
Cycle II: May 31, 2023	June 22, 2023	July 27, 2023

APPLICATION

INFORMATION ABOUT YOUR ORGANIZATION

Name: McKinney Chamber Foundation Inc

Federal Tax I.D.: 20-8285256

Incorporation Date: 01/23/2007

Mailing Address: 7300 State Highway 121, Ste 200A

City: McKinney

ST: TX

Zip: 75070

Phone: 972-542-0163

Fax: 972-548-0876

Email:

limaidixon@mckinneychamber.com

Website:

Check One:

- ☐ Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- ☐ Governmental entity
- ☐ For profit corporation
- ☐ Other

Professional affiliations and organizations to which your organization belongs: n/a

REPRESENTATIVE COMPLETING APPLICATION:

Name: Wendy Kidd

Title:

Mailing Address: 103 E Virginia St Ste 206

City: McKinney

ST: TX

Zip: 75069

Phone: 469-480-4263

Fax:

Email: wendy@eachandeverydetail.com

CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:

Name: Wendy Kidd

Title:

Mailing Address: same as above

City:

ST:

Zip:

Phone

Fax:

Email: same as above

FUNDING

Total amount requested: \$9000

Matching Funds Available (Y/N and amount): No

Have you received or will funding be requested from any other City of McKinney entity (e.g. McKinney Convention and Visitors Bureau, Arts Commission, City of McKinney) for this event?

☒ Yes

☐ No

Please provide details and funding requested: McKinney Arts Commission - support for artists and entertainers
Visit McKinney - support promotion

PROMOTIONAL/COMMUNITY EVENT

Start Date: 8/14/2023

Completion Date: 10/14/23

BOARD OF DIRECTORS *(may be included as an attachment)*
See attachment

LEADERSHIP STAFF *(may be included as an attachment)*

Wendy Kidd

Theresa Strange Johnston

Celeste Haiduk Cox

Blynda Christian

Using the outline below, provide a written narrative no longer than 7 pages in length:

I. Applying Organization

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project/Promotional/Community Event for which funds are requested.

II. Promotional/Community Event

- Outline details of the Promotional/Community Event for which funds are requested. Include information regarding scope, goals, objectives, target audience.
- Describe how this event will **showcase McKinney and promote the City for the purpose of business development and/or tourism.**
- Describe how the proposed Promotional/Community Event fulfills strategic goals and objectives for your organization.
- Promotional/Community Events must be **open to the public**. If a registration fee is charged, it must be \$35 or less.
- **If the event benefits a nonprofit organization, specific detail must be provided regarding the benefit** (e.g. X\$ per entry; X% of overall revenue; X% of net revenue).
- Provide information regarding planned activities in support of the event, timeframe/schedule, estimated attendance and admission/registration fees, if planned.
- Include the venue/location for the proposed event.
- Provide a timeline for the production of the event.
- Detail goals for growth/expansion in future years.
- Provide plans to attract resident and visitor participation and contribute to business development, tourism and growth of McKinney sales tax revenue.
- Demonstrate informed budgeting/financial planning – addressing revenue generation, costs and use of net revenue.

Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?

☒ Yes

☐ No

Date(s): 5/31/21, 5/31/22

Financial

- Provide an overview of the organization's financial status including the projected impact of this event on your organization's ability to fulfill mission and goals.
- Please attach your organization's budget and Profit and Loss statement for the current and previous fiscal year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why.
- **In addition to your organization's budget, please provide a detailed budget for the proposed Promotion/Community Event.**

Refer to Narrative

IV. Marketing and Outreach

- Provide specific detail regarding the advertising, marketing plans and outreach strategies developed for this event.
- Provide a detailed outline and budget for planned marketing, advertising and outreach activities and promotional channels (e.g. print, radio, social media platforms, etc.). **The total expenditures planned must match the amount requested in this grant application.** If you need an example, please contact Linda Jones at ljones2@mckinneycdc.org.

V. Metrics to Evaluate Success

- Outline the metrics that will be used to evaluate success of the proposed Promotional/Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.

VI. Presentation to MCDC Board of Directors

Completed applications that are eligible for consideration by MCDC will be presented to the board according to the schedule included on the first page of this application. **Please be prepared to provide the information outlined below in your presentation:**

- Details regarding the specific marketing activities (promotional channels) that you plan to use and the budget allocated to each (print, radio, social media, etc.).
- If this is an annual/biennial event, please include results you saw from use of the various marketing activities in the past (what worked, what didn't).
- Do you plan to utilize the grant requested to fund your total marketing budget? If not, what percentage would the grant cover?
- If possible, please include examples of past marketing initiatives (screen shots of ads, social media, etc.). Also – please include photos of previous year's event in your presentation.
- Please share the attendance numbers from the previous year's event (if this is a repeat event).
- If possible, please identify the number of people who attended from McKinney – and those who were visitors to the city.
- If you are applying as a for-profit organization, with a nonprofit beneficiary identified for your event, please include the name(s) of the nonprofit groups who will be supported by the event and the percentage of revenue (indicate gross or net) or dollar amount that will be provided.
- Presentations to the Board will be limited to no more than five (5) minutes.

Acknowledgements

If funding is approved by the MCDC board of directors, Applicant will assure:

- The Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used **exclusively** for advertising, marketing and promotion of the Promotional/Community event described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Promotional/Community Event. A logo will be provided by MCDC for inclusion on all advertising, marketing and promotional materials. Specifics for audio messaging will be agreed upon by applicant and MCDC and included in an executed performance agreement.
- The Organization officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Promotional/Community Event for which funds were received.
- A final report detailing the success of the Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Promotional/Community Event.
- Grant funding is provided on a reimbursement basis subsequent to submission of a reimbursement request, with copies of invoices and paid receipts for qualified expenses. Up to 20% of the grant awarded may be withheld until the final report on the Promotional/Community Event is provided to MCDC.
- Funds granted must be used within one year of the date the grant is approved by the MCDC board.

We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.

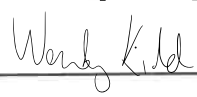
Chief Executive Officer


Signature

Printed Name Lisa Hermes

Date May 31, 2023

Representative Completing Application

Wendy Kidd 
Signature

Wendy Kidd
Printed Name

5/30/2023
Date

INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.

CHECKLIST:

Completed Application:

- ☒ Use the form/format provided
- ☒ Organization Description
- ☒ Outline of Promotional/Community Event; description, budget, goals and objectives
- ☒ Indicate how this event will showcase the City of McKinney for business development/tourism
- ☒ Promotional/Community Event timeline and venue included
- ☒ Overall organization **and** event budget that includes plans and budget for advertising, marketing and outreach included
- ☒ Evaluation metrics are outlined
- ☒ List of board of directors and staff
- ☒ Financials: organization's budget and P&L statement for current and previous fiscal year;
Promotional/Community Event budget; audited financial statements are provided
- ☒ IRS Determination Letter (if applicable)

A FINAL REPORT MUST BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE EVENT/COMPLETION OF THE PROJECT/PROMOTIONAL/COMMUNITY EVENT.

FINAL PAYMENT OF FUNDING AWARDED WILL BE MADE UPON RECEIPT OF FINAL REPORT.

PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE FOR THE FINAL REPORT.



McKINNEY COMMUNITY DEVELOPMENT CORPORATION

Final Report

Organization:

Funding Amount:

Project/Promotional/Community Event:

Start Date:

Completion Date:

Location of Project/Promotional/Community Event:

Please include the following in your report:

- Narrative report on the Project/Promotional/Community Event
- Identify goals and objectives achieved
- Financial report – budget as proposed and actual expenditures, with explanations for any variance. If the event includes a charitable component, include the donation made.
- Samples of printed marketing and outreach materials (MCDC logo to be included)
- Screen shots of online Promotions (MCDC logo to be included)
- Photographs, slides, videotapes, etc.
- Performance against metrics outlined in application

Please submit Final Report no later than 30 days following the completion of the Promotional/Community Event to:

McKinney Community Development Corporation
7300 SH 21, SB, Suite 200
McKinney, TX 75070

Attn: Cindy Schneible
cschneible@mckinneycdc.org

McKINNEY COMMUNITY DEVELOPMENT CORPORATION Narrative – 2023

Organization: McKinney Chamber of Commerce Foundation

Funding Amount: \$9,000

Project/Promotional/Community Event: McKinney Día de los Muertos

Event Date: Saturday, October 14, 2023

Location of Project/Promotional/Community Event: Dr. Glenn Mitchell Memorial Park – 300 W. Louisiana Street 1.

1: Applying Organization

The purpose of this corporation shall be as provided in its charter, which may include, not as a restriction, limitation or enlargement of such purposes, but as illustrative thereof, the aims of advancement and diffusion of knowledge and understanding of economics; economic development, and industrial development of the community; matters of public concern; finance, education and training; housing; human relations; problems of minority groups; science and technology; economic planning and development; international relations; and other subjects related to improved efficiency, development, acceleration of both the quality and quantity of economic growth and employment opportunities through:

- (a) the undertaking of studies and research, compilation of results, and publication thereof through any appropriate media;
- (b) the conduct of training courses, seminars, discussion groups, forums, panels, or lectures, and the like;
- (c) any activity which tends to promote understanding, unification, or improve relationships between different economic or ethnic groups.
- (d) the McKinney Chamber Foundation is organized exclusively for charitable, educational, and scientific purposes, including, for such purposes, the making of distributions to organizations that qualify as exempt organizations under section 501(c)(3) of the Internal Revenue Code, or corresponding section of any future federal tax code.

2: Promotion / Community Event

McKinney and Collin County's Latino population has become significantly diverse over time to include other populations such as Puerto Ricans, Hondurans, Columbians and several others. Therefore, an event was selected to also highlight these different cultures/ethnic groups along with Mexican Culture. Dia De Los Muertos, also known as Day of the Dead, is celebrated by nearly every Latin/Hispanic/Central American country. It is a holiday that involves family and friends gathering to pray and to remember friends and family members who have died. It is not typically viewed as a time for mourning but a joyous occasion of remembering loved ones who have died. It is meant to be a happy time to share memories.

Scope: One day event; Free - attracting residents and out-of-town visitors

Goals & Objectives:

1. To present Mexican History of McKinney, Texas.

2. Learn about Latino history and culture, while networking with different Latino cultures in the community

Target Audience: The target audience includes the Mexican, Latino and Hispanic populations of McKinney, along with anyone who is willing to experience this cultural experience. We want all ages of the general population to learn and experience Latino/Hispanic culture and history.

Describe how this initiative will showcase McKinney and promote the city for the purpose of business development and/or tourism.

With close to 3,000 attendees in the 2021 inaugural Día de los Muertos (DDLDM) and 5,000 attendees for 2022, this event has expanded the tourism footprint for the community. This event will continue to highlight local artists and give them an opportunity to present and sell their work. Food vendors from McKinney will be present, offering various types of Hispanic/Latino foods. Performances will be put on by local performers and schools, thus, giving them the opportunity to highlight the work they are doing in the community. Multiple sponsors will be present to offer their products and advertise/promote McKinney. The actual DDLDM holiday is celebrated on November 1-2. With McKinney's occurring on October 14th, this will give us the advantage of drawing in crowds from across the county that might otherwise go to events closer to them or in their own city. Based on last year's events, we anticipate at least 7,500 individuals to flow through the event, shopping, or dining in downtown and other local establishments. We are expecting at least 30 booths that artists, businesses, and organizations will occupy.

Describe how the proposed Promotional / Community Event fulfills the strategic goals and objectives for your organization.

- Collaborate with and support local community members, businesses, artists and city entities.
- Engage students in the learning, development, and presentation of McKinney's Mexican Culture

Provide information regarding planned activities in support of the event, time frame/schedule, estimated attendance, and admission/registration fees, if planned. Please note: if admission/registration fees are charged, they must be limited to \$35 or less; the event must be open to the public.

Planned activities in support of the event include:

Entertainers may include Newly featured quilt and car shows and on-site t-shirt sales; Mariachi Band; Folklorico Dancers; Vi Beba – Puerto Rican Dancing Musicians; Aztec Dancers; Kumbala Dance Studio and Bombazo, all dressed in authentic regalia; Local DJs; Costume contests; 3 food trucks with delicious Latin cuisine; 30+ vendors with educational and interactive experiences through a variety of vendors, cultural expressions, and sacred moments.

Vendors may include: Monarch Messages art and craft; Skull Mask arts and craft; Memory Tree; MISD High School face painting; Holy Family sponsor booth; Andrea Holmes; Evelio Aztecs; Ofrenda Kits; Sugar Skulls By Maggie; Artesanias on Hamilton; Yhoaki; ARAI; Crafty Mari; Rodriguez Moda Artesanal; Tiendita de Frida; Lela Fashion; Peace Smudge Love; Mexican Candy; Diggin It; Frida headbands painting; Vita Verde Botanicals; MHS ESL BOOTH; Live Painting, Mextilo Artisanal Fashion and more.

This FREE event will last from 12pm-9pm. We expect that there will be at least 7,500 participants.

Venue / location for the proposed event: Downtown McKinney - Dr. Glenn Mitchell Memorial Park - 300 W. Louisiana St. McKinney, Texas 75069

Timeline for the production of the event.

- January – February – Set event strategy.
- February – May - Establish DDLM committee, confirm participants and date.
- May – July - Sponsorship proposals; Finalize funding, entertainment, vendors, and marketing strategy.
- August – October – Marketing campaign and final logistics
- October 14th – Event

Goals for growth/explanation in future years: Close to 3,000 participants were logged for the inaugural 2021 event, 5,000 for the 2022 event. We anticipate having 5,000-7,500 attendees in 2023. Future growth will include expansion across downtown and in the Old Settlers Recreation community. As historic East McKinney is revitalized, we will investigate various venues in the area.

We aim to attract resident and visitor participation and contribute to business development, tourism, and McKinney sales tax revenue growth. Our focus is to collaborate with local artists, local businesses, and local educators to promote this event, their businesses, and educational opportunities. These participants will be hands-on in building projects showcased at the event, highlighting these resources to local residents and visitors. Our desire is to bring new and renewed attention to these Hispanic resources in our own community and promote their growth.

We also want to highlight and promote McKinney as a unique destination for residents and visitors alike. This includes the ongoing development of the McKinney Día de los Muertos website (www.mckinneydiadelosmuertos.com), Facebook (<https://www.facebook.com/mckinneydiadelosmuertos/>) and Instagram (https://instagram.com/mckinneydiadelosmuertos?utm_medium=copy_link) pages; paid and donated newspaper articles through Community Impact and McKinney Courier-Gazette. This also includes presentations to and through the following entities as available:

- Mexican/Latino Civic entities and community events

- Downtown ofrenda displays.
- McKinney Creative Community
- City Council
- Local Chambers
- Kiwanis Club
- McKinney Morning Pride Lions Club
- McKinney Noon Lions Club
- Rotary Club
- Millhouse Lunch and Learn
- Downtown merchants
- Roy & Helen Hall McKinney Public Library (Genealogy Week)
- Local radio stations

Please see the attached budget for the 2023 event. We anticipate all sponsors returning to the event and the same or higher levels. We plan to cut costs such as using porta-potties instead of a restroom trailer and no longer needing to pay for costumed attendees. All net revenue will be held to use towards the 2024 Dia de los Muertos event.

III. Financial

This event will not impact our ability to fulfill our mission and would, in fact, enhance our efforts to advance diversity, equity and inclusion throughout our community. We do not have an overall organization budget.

- Please see the attached Profit and Loss Statements.
- Please see the attached overall budget for the event itself.

Overview of Promotional/Community Event financial goal?

Gross Revenue	\$36,298
Projected Expenses	\$33,133
Net Revenue	\$3,165

What dollar amount and percentage of Promotional/Community Event funding will be provided by other sources such as sponsorship, registration fees, individual or corporate donations, etc.?
75% or \$27,298

Sponsorship Revenue	\$20,000
Vendor Registration Fees	\$2,000
Donations	\$n/a
Other (raffle, auction, etc.)	\$n/a
Net Revenue	\$3,165

IV. Marketing

Through City and County entities, faith communities, neighborhood associations, civic events/entities, and other venues, marketing plans include:

- Pre-Event Marketing Materials (promotional videos, flyers, cards, yard signs) - \$3,000.00
- Event Day Marketing (stage banners, large posters, a-frame signs, informational brochures) - \$2,000.00
- Local Newspapers - \$2,000.00
- Local Radio - \$500.00
- Email Campaigns - \$500.00
- Social Media Ads - \$1,000.00

TOTAL - \$9,000

These marketing, outreach, and budgeting plans are forecasted based on the 2022 event.

V. Metrics to Evaluate Success

Metrics that will be used to evaluate the success of the proposed Promotional / Community Event.

- **Attendance:** We expect to bring 5,000-7,500 people to McKinney Square and positively impact the businesses participating in our event and/or located nearby.
- **Non-McKinney Attendance:** We expect our non-McKinney participation to be high, possibly 40%. We believe that many from surrounding communities that do not have a Day of the Dead event, and possibly those who do have one, will attend ours, such as those from Allen, Frisco, Anna, Celina, Plano, Princeton, Richardson, Prosper, etc.
- **Monetary Impact:** Our financial focus is to build on the first two years' baseline and cover the costs of this event. All excess funds will be reserved for the 2024 event.
- **Educational Impact:** This event is meant to engage residents and visitors in awareness of Hispanic culture and heritage in McKinney. This will include email signups to gain a larger audience, volunteers and ambassadors for the event.

Income	Budget	Actual
Sponsorships	\$20,000.00	
MCDC	\$9,000.00	
Food Trucks	\$1,750.00	
Vendor Booths	\$2,000.00	
Art Commission Grant	\$3,000.00	
T-Shirt Income	\$548.00	
Total Income	\$36,298.00	\$0.00
Expenses	Budget	Actual
Pre-Event Marketing Materials (promotional videos, flyers, cards, yard signs)	\$3,000.00	
Event Day Marketing (stage banners, large posters, a-frame signs, informational brochures)	\$2,000.00	
Local Newspapers (Community Impact and Al Dia)	\$2,000.00	
Local Radio	\$500.00	
Email Campaigns	\$500.00	
Social Media Ads	\$1,000.00	
Branding (marketing material design)	\$0.00	
Artistic Decor	\$3,000.00	
DJ & Entertainment	\$5,500.00	
Security	\$1,215.00	
Permit Fee	\$100.00	
Mobile Stage Rental Fee	\$695.00	
Sound & Lighting	\$5,000.00	
Event Insurance	\$1,030.00	
Porta potties	\$1,500.00	
Paypal Fees	\$500.00	
General Supplies	\$3,343.00	
T-shirts for volunteers & sponsors	\$2,100.00	
Butterfly Cutouts	\$150.00	
Parking Area for Vendors (FUMC)	\$0.00	
MCDC Expenses	\$9,000.00	\$0.00
Total Minus MCDC Expenses	\$24,133.00	\$0.00
Total Expense	\$33,133.00	\$0.00
Total Net Income	\$3,165.00	

\$9,000.00

McKinney Chamber Foundation Inc			
2023 Board of Directors			
James	Craig	Craig International	Chair
Nate	Pike	Utter Pike Wealth Management	Immediate Past Chair
Donna	Wood	Coserv	Chair-Elect
Harold	McLeod	First United Bank	Treasurer
James	Craig	Craig International	2020-2022
Judson	Duncan	Emerson	2022-2024
Peggy	Ellis	Health Markets Insurance Agency	2021-2023
Lisa	Hammett	Success Coach - Personal, Professional, Philanthropic	2022-2024
Mari	McGowan	Abernathy, Roeder, Boyd, & Hullett	2021-2023
Marvin	Mchellon	Truist	2023-2025
Harold	McLeod	First United Bank	2021-2023
Don	McKneely	Business News Group	2021-2023
Nate	Pike	Utter Wealth Management	2020-2022
Joe	Riccardi	Kimley-Horn & Assoc., Inc.	2022-2024
Melissa	Simmons	Andre+Associates CPAS PC	2022-2024
Jocelyn	Williams	Raytheon	2023-2025
Donna	Wood	CoServ	2022-2024
Scott	Woodruff	WIRE Properties	2023-2025

Address	Phone#	Email
6850 TPC Dr, Ste 104, McKinney, TX 75070	(972) 529-1371	jcraig@craigintl.com
2027 Texoma Pkwy, Sherman, TX 75030	(903) 893-6227	nate.pike@wellsfargoadvisors.com
7701 S. Stemmons Frwy, Corinth, TX 76210	(940)270-6816	dwood@coserv.com
6401 S Custer, Ste 100, McKinney, TX 75070	(972) 569-2333	harold.mcleod@firstunitedbank.com
3201 Emerson Way, McKinney, TX 75070	(972) 542-5513	judson.Duncan@Emerson.com
6401 W Eldorado Pkwy, McKinney, TX 75070	(972) 800-9223	pellis@healthmarkets.com
McKinney, TX 75069	(214) 725-7650	info@lisahammett.com
1700 N Redbud Blvd, McKinney, TX 75069	(214) 544-4000	mmcgowan@abernathy-law.com
150 Preston Rd, Dallas, TX 75248	(972) 581-2804	marvin.mchellon@truist.com
2150 S Central Expy, McKinney, TX 75070	(214) 369-3200	don@mbnusa.biz
260 E Davis St, Ste 100, McKinney, TX 75069	(469) 301-2585	joe.riccardi@kimley-horn.com
4695 W University Dr, Ste 100, McKinney, TX	(972) 548-1040	melissa.simmons@andrecpa.com
2501 W University Dr, McKinney, TX 75071	(972) 952-6613	jocelyn.williams@rtx.com
McKinney, TX 75072	(214) 477-9663	swoodruff@wireproperties.com

McKinney Chamber Foundation Inc

Profit & Loss

January through April 2023

	Apr 23	Jan - Apr 23
Ordinary Income/Expense		
Income		
4000 . Contributions		
4500-DEI Restricted Funds	15,000.00	17,500.00
Total 4000 . Contributions	15,000.00	17,500.00
Total Income	15,000.00	17,500.00
Expense		
Bank Service Charges	0.00	7.50
DEI Expense	1,288.43	7,987.22
Total Expense	1,288.43	7,994.72
Net Ordinary Income	13,711.57	9,505.28
Other Income/Expense		
Other Income		
Black History Month - Other Inc	0.00	72,259.57
Total Other Income	0.00	72,259.57
Other Expense		
Black History Month - Other Exp	2,500.00	79,309.55
Total Other Expense	2,500.00	79,309.55
Net Other Income	2,500.00	-7,049.98
Net Income	16,211.57	2,455.30

McKinney Chamber of Commerce and Affiliates

**Combined Financial Statements
December 31, 2022 and 2021**

McKinney Chamber of Commerce and Affiliates

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Independent Auditors' Report

To the Board of Directors of
McKinney Chamber of Commerce and Affiliates

Opinion

We have audited the accompanying combined financial statements of McKinney Chamber of Commerce and Affiliates (Chamber) (a nonprofit organization), which comprise the combined statements of financial position as of December 31, 2022 and 2021, and the related combined statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the combined financial statements.

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the financial position of the Chamber as of December 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America (GAAP).

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Combined Financial Statements section of our report. We are required to be independent of the Chamber and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Change in Accounting Principle

As discussed in Note 2 to the combined financial statements, the Chamber changed its method of accounting for its leases effective January 1, 2022 as required by the provisions of Financial Accounting Standards Board Accounting Standards Update 2016-02, *Leases*. Our opinion is not modified with respect to that matter.

Responsibilities of Management for the Combined Financial Statements

Management is responsible for the preparation and fair presentation of the combined financial statements in accordance with GAAP, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of combined financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the combined financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Chamber's ability to continue as a going concern within one year after the date that the combined financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Combined Financial Statements

Our objectives are to obtain reasonable assurance about whether the combined financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the combined financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the combined financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the combined financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Chamber's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the combined financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Chamber's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

A handwritten signature in cursive script that reads "Sutton Frost Cary".

A Limited Liability Partnership

Arlington, Texas
May 17, 2023

McKinney Chamber of Commerce and Affiliates
Combined Statements of Financial Position
Years Ended December 31, 2022 and 2021

	2022	2021
Assets		
Current assets:		
Cash	\$ 334,972	\$ 575,994
Cash held for others	20,174	11,117
Certificate of deposit	164,031	163,621
Accounts receivable	15,622	72,581
Other receivable	164,219	-
Prepaid expenses	55,100	40,324
Total current assets	754,118	863,637
Noncurrent assets:		
Certificates of deposit	337,873	337,131
Security deposit	10,000	5,857
Right-of-use asset - operating lease, net	746,048	-
Property and equipment, net	93,630	20,273
Total noncurrent assets	1,187,551	363,261
Total assets	<u>\$ 1,941,669</u>	<u>\$ 1,226,898</u>
Liabilities and Net Assets		
Current liabilities:		
Accounts payable	\$ 12,141	\$ 17,000
Accrued expenses	68,750	123,366
Deferred revenue	5,800	65,655
Right-of-use liability - operating lease, current	42,985	-
Due to others	20,174	11,117
Total current liabilities	149,850	217,138
Right-of-use liability - operating lease, net	763,122	-
Total liabilities	912,972	217,138
Net assets without donor restrictions:		
Undesignated	738,382	719,445
Board designated	290,315	290,315
Total net assets without donor restrictions	1,028,697	1,009,760
Total liabilities and net assets	<u>\$ 1,941,669</u>	<u>\$ 1,226,898</u>

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Activities
Years Ended December 31, 2022 and 2021

	2022	2021
Net assets without donor restrictions		
Revenue and support:		
Membership dues	\$ 741,392	\$ 721,884
Membership services	258,669	187,210
Publications	86,573	77,091
Advocacy	51,695	217,856
Community development	158,852	81,180
Contributions	41,587	31,144
Administrative and other	6,285	31,102
Total revenue and support	1,345,053	1,347,467
Expenses:		
Program services	1,339,544	1,306,764
Management and general	146,735	85,906
Total expenses	1,486,279	1,392,670
Change in net assets from operations	(141,226)	(45,203)
Non-operating activity:		
Gain on forgiveness of Paycheck		
Protection Program Loan	-	246,919
Loss on disposal of property and equipment	(4,056)	
Other income	164,219	-
Change in net assets	18,937	201,716
Net assets without donor restrictions, beginning of year	1,009,760	808,044
Net assets without donor restrictions, end of year	<u>\$ 1,028,697</u>	<u>\$ 1,009,760</u>

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statement of Functional Expenses
Year Ended December 31, 2022

	Program Services	Management and General	Total
Member activities	\$ 266,168	\$ 29,574	\$ 295,742
Bank charges	687	76	763
Community development	83,011	9,223	92,234
Computer software and technical support	11,580	1,287	12,867
Credit card processing fees	18,933	-	18,933
Depreciation	11,354	1,261	12,615
Development	31,874	3,542	35,416
Dues and subscriptions	8,223	914	9,137
Equipment rental and lease	7,172	797	7,969
Insurance	3,131	348	3,479
Office rent	135,079	15,009	150,088
Other	41,698	4,633	46,331
Payroll taxes	40,211	4,468	44,679
Personnel	88,332	9,815	98,147
Professional	16,200	1,800	18,000
Promotional	2,138	238	2,376
Publishing	59,944	6,660	66,604
Salaries and bonuses	506,757	56,306	563,063
Telephone service	7,052	784	7,836
Total expenses	<u>\$ 1,339,544</u>	<u>\$ 146,735</u>	<u>\$ 1,486,279</u>

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statement of Functional Expenses
Year Ended December 31, 2021

	Program Services	Management and General	Total
Member activities	\$ 475,192	\$ -	\$ 475,192
Bank charges	683	76	759
Community development	49,535	5,504	55,039
Computer software and technical support	12,137	1,349	13,486
Credit card processing fees	13,148	1,461	14,609
Depreciation	6,301	700	7,001
Development	9,212	1,024	10,236
Dues and subscriptions	7,393	821	8,214
Equipment rental and lease	6,879	764	7,643
Insurance	3,508	390	3,898
Office rent	69,385	7,709	77,094
Other	21,161	2,350	23,511
Payroll taxes	40,284	4,476	44,760
Personnel	89,036	9,893	98,929
Professional	9,000	1,000	10,000
Promotional	2,242	249	2,491
Publishing	58,416	-	58,416
Repairs and maintenance	675	75	750
Salaries and bonuses	425,525	47,281	472,806
Telephone service	7,052	784	7,836
Total expenses	\$ 1,306,764	\$ 85,906	\$ 1,392,670

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2022 and 2021

	2022	2021
Cash flows from operating activities:		
Change in net assets	\$ 18,937	\$ 201,716
Adjustments to reconcile change in net assets to net cash used by operating activities:		
Gain on forgiveness of Paycheck Protection Program loan	-	(246,919)
Depreciation	12,615	7,001
Loss on disposal of property and equipment	4,056	-
Amortization of right-of-use asset - operating lease	46,556	-
Changes in assets and liabilities:		
Cash held for others	(9,057)	(2,981)
Accounts receivable	56,959	(41,634)
Other receivable	(164,219)	-
Prepaid expenses	(14,776)	(443)
Security deposit	(4,143)	-
Accounts payable	(4,859)	17,000
Accrued expenses	(54,616)	88,115
Deferred revenue	(59,855)	(25,840)
Right-of-use liability - operating lease	13,503	-
Due to others	9,057	2,981
Net cash used by operating activities	(149,842)	(1,004)
Cash flows from investing activities:		
Purchases of certificates of deposit	(1,152)	(3,107)
Purchases of property and equipment	(90,028)	(7,674)
Net cash used by investing activities	(91,180)	(10,781)
Cash flows from financing activities:		
Proceeds from Paycheck Protection Program loan	-	246,919
Net change in cash	(241,022)	235,134
Cash at beginning of year	575,994	340,860
Cash at end of year	\$ 334,972	\$ 575,994
Supplemental disclosure of cash flow information:		
Forgiveness of Paycheck Protection Program loan	\$ -	\$ 246,919
Right-of-use asset obtained in exchange for new lease liability	\$ 792,604	\$ -

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

1. Organization

The McKinney Chamber of Commerce (Chamber of Commerce) is a not-for-profit organization incorporated under the laws of the State of Texas. The purpose of the Chamber of Commerce is to provide a broad range of services that promotes business and economic development and provides information to its members, the citizens and visitors of McKinney, Texas.

The activities of the Chamber of Commerce include the activities of the McKinney Chamber of Commerce Political Action Committee dba Committee to Inform Voters on Business Issues and Concerns (CIVBIC). The Chamber of Commerce has one affiliate entity: the McKinney Chamber Foundation, Inc. (Foundation).

The combined financial statements include the activities of the Chamber of Commerce, the CIVBIC and the Foundation (collectively, the Chamber). The Chamber is primarily supported by membership dues, fees for activities and public contributions from individuals and organizations.

2. Summary of Significant Accounting Policies

Combined Financial Statements

In accordance with the provisions of FASB ASC 958-810 *Not-for-Profit Entities/Consolidations*, the financial statements of the Chamber have been combined, and all material inter-organization transactions and accounts have been eliminated.

Basis of Accounting

The accompanying combined financial statements are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP).

Combined Financial Statement Presentation

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions - Net assets not subject to donor-imposed stipulations. Net assets without donor restrictions may be designated for specific purposes by action of the board of directors.

Net assets with donor restrictions - Net assets subject to donor stipulations that will be met by actions of the Chamber and/or the passage of time.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

Some net assets with donor restrictions include a stipulation that assets provided be maintained permanently (perpetual in nature) while permitting the Chamber to expend the income generated by the assets in accordance with the provisions of additional donor-imposed stipulations or a board of directors approved spending policy. As of December 31, 2022 and 2021, no such net asset restrictions existed.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law. Contributions whose restrictions are met in the same year the contributions are received are reported as net assets without donor restrictions. Expirations of donor restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

Financial Instruments and Credit Risk Concentrations

Financial instruments which are potentially subject to concentrations of credit risk consist principally of cash, certificates of deposit and accounts receivable. Cash and certificates of deposit are placed with high credit quality financial institutions to minimize risk. Accounts at these institutions are insured by the Federal Deposit Insurance Corporation up to \$250,000. At December 31, 2022, the Chamber's uninsured balances totaled \$87,873. Accounts receivable are unsecured and due from members. The Chamber continually evaluates accounts receivable for collectability, and allowances for potential losses are maintained, if considered necessary. No allowance was deemed necessary at December 31, 2022 or 2021.

Certificates of Deposit

Certificates of deposit with original maturities greater than three months and remaining maturities less than one year are classified as current assets. Certificates of deposit with remaining maturities of more than one year are classified as noncurrent assets. At December 31, 2022, the Chamber had three certificates of deposit with an interest rate of 0.25% maturing on December 6, 2023, June 6, 2024 and August 4, 2024. At December 31, 2021, the Chamber had three certificates of deposit with interest rates of 0.20%, 0.25% and 0.20% maturing on June 6, 2022, December 6, 2023 and August 4, 2024, respectively. The certificates of deposit are carried at cost, which approximates fair value.

Accounts Receivable

The Chamber has receivables from corporations, individuals and members. Accounts receivable are stated at estimated net realizable value. The Chamber recognizes bad debt expense using the allowance method.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

Property and Equipment

Property and equipment purchased by the Chamber are recorded at cost. Depreciation is calculated using the straight-line method based upon the estimated useful lives of 3 to 10 years.

Deferred Revenue

Deferred revenue consists of event and program revenue that has been paid in advance. Revenues are recognized when the event or program occurs.

Due to Others

Due to others represents amounts held by the Chamber related to a scholarship program and other programs it administers on behalf of committees of the Chamber.

Revenue Recognition

Membership dues are recognized as revenue over the applicable membership period as members simultaneously receive and consume the benefits of membership. Registrations and sponsorships are recognized as revenue in the year in which the event occurs. Membership dues, registration and sponsorship revenue received before year-end and relating to the next fiscal year are classified as deferred revenue in the statements of financial position.

The Chamber recognizes contributions when cash, securities or other assets or an unconditional promise to give is received. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of the amounts expected to be collected. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

Federal Income Taxes

The Chamber of Commerce is exempt from federal income tax under the provision of Section 501(c)(6) of the Internal Revenue Code (IRC), except to the extent it has unrelated business income. The CIVBIC is a nonprofit, publicly supported organization, as defined in Section 501(c)(4) of the IRC, that is exempt from federal income taxes on related income under Section 501(a) of the IRC. The Foundation is exempt from federal income taxes under Section 501(a) of the IRC as foundations described in IRC Section 501(c)(3), except to the extent it has unrelated business income. The Chamber did not have any taxable unrelated business income during the years ended December 31, 2022 and 2021.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

GAAP requires the evaluation of tax positions taken in the course of preparing the Chambers' tax returns and recognition of a tax liability (or asset) if the Chamber has taken an uncertain position that more likely than not would not be sustained upon examination by the Internal Revenue Service.

Management has analyzed the tax positions taken by the Chamber, and has concluded that as of December 31, 2022 and 2021, there are no uncertain tax positions taken or expected to be taken that would require recognition of a liability (or asset) or disclosure in the combined financial statements.

Allocation of Functional Expenses

The costs of providing program and supporting services have been summarized on a functional basis in the combined statements of activities. Accordingly, certain costs have been allocated among programs and supporting services benefited.

Advertising Costs

Advertising costs are expensed when paid and totaled \$1,075 for the year ended December 31, 2021. No advertising costs were incurred for the year ended December 31, 2022.

Estimates and Assumptions

The preparation of combined financial statements in conformity with GAAP requires the Chamber's management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the combined financial statements and the reported revenues and expenses during the reporting periods. Actual results could differ from those estimates.

Accounting Pronouncement Adopted

The Chamber adopted ASU 2016-02, *Leases*, (Topic 842). The guidance in the ASU supersedes the current leasing guidance. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the statement of financial position for all leases with terms longer than 12 months. Leases are classified as either finance or operating, with classification affecting the pattern of expense recognition in the statement of activities. The ASU also required expanded disclosures related to the amount, timing and uncertainty of cash flows arising from leases. The Chamber adopted the provisions from ASU 2016-02 and recorded the impact of the adoption as of January 1, 2022, using the modified retrospective method resulting in recording a right-of-use asset and right-of-use liability totaling \$844,311. No changes were required to net assets as of January 1, 2022.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

3. Cash Held for Others

The Chamber holds funds on behalf of committees of the Chamber for various programs. The Chamber collects the money on behalf of these committees and disburses funds periodically. The amount collected but not yet disbursed totaled \$20,174 and \$11,117 at December 31, 2022 and 2021, respectively, and is presented as cash held for others with a corresponding liability reported as due to others.

4. Property and Equipment

Property and equipment consist of the following at December 31:

	2022	2021
Equipment	\$ 10,740	\$ 10,740
Furniture and fixtures	76,833	12,034
Information technology	40,823	35,785
Leasehold improvements	1,017	1,017
	129,413	59,576
Less accumulated depreciation	(35,783)	(39,303)
	<u>\$ 93,630</u>	<u>\$ 20,273</u>

Depreciation expense totaled \$12,615 and \$7,001 for the years ended December 31, 2022 and 2021, respectively.

5. Paycheck Protection Program Loan

During February and June 2021, the Chamber received loan proceeds in the amounts of \$128,458 and \$118,461, respectively from financial institutions under the Paycheck Protection Program (PPP), established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act). The CARES Act loan includes a feature that allows for forgiveness of the loan if the funds are used for eligible purposes, including payroll and benefits, and if the Chamber maintains its payroll levels. During the year ended December 31, 2022, the Chamber received notification from the Small Business Administration that their PPP loans were forgiven in full. Accordingly, the Chamber has recognized \$246,919 as non-operating income in the combined statement of activities for the year ended December 31, 2021.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

Employee Retention Credit

During the year ended December 31, 2022, the Chamber was eligible to receive the Employee Retention Credit pursuant to the CARES Act. Accordingly, an other receivable and other income totaling \$164,219 has been included in the accompanying combined financial statements.

6. Net Assets Without Donor Restrictions

Net assets without donor restrictions include a board-designated reserve fund totaling \$290,315 at December 31, 2022 and 2021. The reserve is designated to help ensure long-term financial stability and position the Chamber to respond to varying economic conditions and changes affecting the combined financial position and the ability to continuously carry out the Chamber's mission as well as to have funds available for new venture investments.

7. Employee Benefit Plan

The Chamber provides a Simple IRA retirement plan for all eligible employees. The Chamber contributed \$11,630 and \$11,476 to the plan during the years ended December 31, 2022 and 2021, respectively.

8. Lease

In evaluating its contracts, the Chamber separately identifies lease and nonlease components, such as common area and other maintenance costs, in calculating the right-of-use (ROU) assets and lease liabilities for its retail spaces. The Chamber has elected the practical expedient to not separate lease and nonlease components and classifies the contract as a lease if consideration in the contract allocated to the lease component is greater than the consideration allocated to the nonlease component.

Leases result in the recognition of ROU assets and lease liabilities on the combined statements of financial position. ROU assets represent the right to use an underlying asset for the lease term, and lease liabilities represent the obligation to make lease payments arising from the lease, measured on a discounted basis. The Chamber determines lease classification as operating or finance at the lease commencement date.

At lease inception, the lease liability is measured at the present value of the lease payments over the lease term. The ROU asset equals the lease liability adjusted for any initial direct costs, prepaid or deferred rent, and lease incentives. The Chamber uses the implicit rate when readily determinable. As most of the leases do not provide an implicit rate, the Chamber uses the risk-free rate based on the information available at the commencement date to determine the present value of lease payments. Risk-free rates used to determine the present value of lease payments were derived by reference to the interest paid on short-term government debt.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

The lease term may include options to extend or to terminate the lease that the Chamber is reasonably certain to exercise. The Chamber has elected not to record leases with an initial term of 12 months or less on the combined statements of financial position. Lease expense on such leases is recognized on a straight-line basis over the lease term.

Nature of Lease

In April 2022, the Chamber entered into an operating lease arrangement for use of a building for general office space. The lease expires September 15, 2032. The lease notes one five-year renewal option that will be utilized and requires the Chamber to pay all executory costs (maintenance and insurance). Termination of the lease is generally prohibited unless there is a violation under the lease agreement.

Future minimum lease payments and reconciliations to the combined statement of financial position at December 31, 2022 are as follows for the years ending December 31:

2023	\$ 65,424
2024	91,659
2025	94,104
2026	95,985
2027	97,905
Thereafter	<u>483,298</u>
Total future undiscounted lease payments	928,375
Less present value discount	<u>(122,268)</u>
Lease liability	<u><u>\$ 806,107</u></u>

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

The following lease cost and required information for the year ended December 31, 2022:

Total operating lease cost	<u>\$ 63,602</u>
Other information:	
Cash paid for amounts included in the measurement of lease liability:	
Operating cash flows from operating leases	<u>\$ (13,503)</u>
Right-of-use assets obtained in exchange for new operating lease liability	<u>\$ 792,604</u>
Weighted-average remaining lease term:	
Operating leases	<u>9.71 years</u>
Weighted-average discount rate:	
Operating leases	<u>2.84%</u>

9. Liquidity and Availability of Resources

The Chamber's financial assets available within one year of the combined statements of financial position date for general expenditure are as follows at December 31:

	<u>2022</u>	<u>2021</u>
Cash	\$ 334,972	\$ 575,994
Cash held for others	20,174	11,117
Certificate of deposit	164,031	163,621
Accounts receivable	15,622	72,581
Other receivable	<u>164,219</u>	<u>-</u>
Total current financial assets	699,018	823,313
Less amounts unavailable for general expenditures within one year:		
Due to others	20,174	11,117
Board designated reserves	<u>290,315</u>	<u>290,315</u>
Financial assets not available for general expenditures	<u>310,489</u>	<u>301,432</u>
Total current financial assets available to meet cash needs for general expenditures within one year	<u>\$ 388,529</u>	<u>\$ 521,881</u>

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

The Chamber's cash is not subject to donor or other contractual restrictions that make it unavailable for general expenditures within one year of the combined statements of financial position date.

The Chamber keeps financial assets available for general expenditures and other obligations as they come due. During the years ended December 31, 2022 and 2021, the level of liquidity was managed within the Chamber's expectations.

10. Subsequent Events

The Chamber evaluated subsequent events through the date the combined financial statements were available to be issued, and concluded that no additional disclosures are required.

McKinney Chamber of Commerce and Affiliates

**Combined Financial Statements
December 31, 2021 and 2020**

McKinney Chamber of Commerce and Affiliates

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Independent Auditors' Report

To the Board of Directors of
McKinney Chamber of Commerce and Affiliates

We have audited the accompanying combined financial statements of McKinney Chamber of Commerce and Affiliates (Chamber) (a nonprofit organization), which comprise the combined statement of financial position as of December 31, 2021, and the related combined statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the combined financial statements.

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the financial position of the Chamber as of December 31, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted the United States of America (GAAP).

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Combined Financial Statements section of our report. We are required to be independent of the Chamber and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Prior Period Financial Statements

The combined financial statements of the Chamber as of and for the year ended December 31, 2020 were audited by other auditors whose report dated September 1, 2021 expressed an unmodified opinion on those statements.

Responsibilities of Management for the Combined Financial Statements

Management is responsible for the preparation and fair presentation of the combined financial statements in accordance with GAAP, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of combined financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the combined financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Chamber's ability to continue as a going concern within one year after the date that the combined financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Combined Financial Statements

Our objectives are to obtain reasonable assurance about whether the combined financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the combined financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the combined financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the combined financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Chamber's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the combined financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Chamber's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

A handwritten signature in cursive script that reads "Sutton Frost Cary".

A Limited Liability Partnership

Arlington, Texas
October 11, 2022

McKinney Chamber of Commerce and Affiliates
Combined Statements of Financial Position
December 31, 2021 and 2020

	2021	2020
Assets		
Current assets:		
Cash	\$ 575,994	\$ 340,860
Certificate of deposit	118,790	-
Accounts receivable	72,581	30,947
Prepaid expenses	40,324	39,881
Cash held for others	11,117	8,136
Total current assets	818,806	419,824
Noncurrent assets:		
Certificates of deposit	381,962	497,645
Security deposit	5,857	5,857
Property and equipment, net	20,273	19,600
Total noncurrent assets	408,092	523,102
Total assets	\$ 1,226,898	\$ 942,926
Liabilities and Net Assets		
Current liabilities:		
Accounts payable	\$ 17,000	\$ -
Accrued expenses	123,366	35,251
Deferred revenue	65,655	91,495
Due to others	11,117	8,136
Total liabilities	217,138	134,882
Net assets without donor restrictions:		
Undesignated	719,445	517,729
Board designated	290,315	290,315
Total net assets without donor restrictions	1,009,760	808,044
Total liabilities and net assets	\$ 1,226,898	\$ 942,926

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Activities
Years Ended December 31, 2021 and 2020

	2021	2020
Net assets without donor restrictions		
Revenue and support:		
Membership dues	\$ 721,884	\$ 697,361
Membership services	187,210	189,222
Publications	77,091	80,517
Advocacy	217,856	26,501
Community development	81,180	95,615
Contributions	31,144	6,493
Administrative and other	31,102	10,804
Total revenue and support	1,347,467	1,106,513
Expenses:		
Program services	1,306,764	999,267
Management and general	85,906	90,073
Total expenses	1,392,670	1,089,340
Change in net assets from operations	(45,203)	17,173
Non-operating activity:		
Gain on forgiveness of Paycheck Protection Program Loan	246,919	-
Change in net assets	201,716	17,173
Net assets without donor restrictions, beginning of year	808,044	790,871
Net assets without donor restrictions, end of year	<u>\$ 1,009,760</u>	<u>\$ 808,044</u>

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statement of Functional Expenses
Year Ended December 31, 2021

	Program Services	Management and General	Total
Bank charges	\$ 683	\$ 76	\$ 759
Community development	49,535	5,504	55,039
Computer software and technical support	12,137	1,349	13,486
Credit card processing fees	13,148	1,461	14,609
Depreciation	6,301	700	7,001
Development	9,212	1,024	10,236
Dues and subscriptions	7,393	821	8,214
Equipment rental and lease	6,879	764	7,643
Insurance	3,508	390	3,898
Member activities	475,192	-	475,192
Office rent	69,385	7,709	77,094
Other	21,161	2,350	23,511
Payroll taxes	40,284	4,476	44,760
Personnel	89,036	9,893	98,929
Professional	9,000	1,000	10,000
Promotional	2,242	249	2,491
Publishing	58,416	-	58,416
Repairs and maintenance	675	75	750
Salaries and bonuses	425,525	47,281	472,806
Telephone service	7,052	784	7,836
Total expenses	\$ 1,306,764	\$ 85,906	\$ 1,392,670

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statement of Functional Expenses
Year Ended December 31, 2020

	Program Services	Management and General	Total
Bank charges	\$ 597	\$ 66	\$ 663
Community development	45,920	5,102	51,022
Computer software and technical support	12,287	1,365	13,652
Credit card processing fees	12,093	1,344	13,437
Depreciation	10,256	1,140	11,396
Development	7,055	784	7,839
Dues and subscriptions	6,999	778	7,777
Equipment rental and lease	7,599	844	8,443
Insurance	3,441	382	3,823
Member activities	128,905	-	128,905
Office rent	69,385	7,709	77,094
Other	12,390	1,374	13,764
Payroll taxes	41,982	4,665	46,647
Personnel	100,882	11,209	112,091
Professional	7,200	800	8,000
Promotional	3,020	336	3,356
Publishing	59,682	-	59,682
Salaries and bonuses	462,175	51,353	513,528
Telephone service	7,399	822	8,221
Total expenses	\$ 999,267	\$ 90,073	\$ 1,089,340

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

	2021	2020
Cash flows from operating activities:		
Increase in net assets	\$ 201,716	\$ 17,173
Adjustments to reconcile increase in net assets to net cash used by operating activities:		
Gain on forgiveness of Paycheck Protection Program loan	(246,919)	-
Depreciation	7,001	11,396
Changes in assets and liabilities:		
Cash held for others	(2,981)	(827)
Accounts receivable	(41,634)	(15,794)
Prepaid expenses	(443)	14,639
Accounts payable	17,000	(32,117)
Accrued expenses	88,115	-
Deferred revenue	(25,840)	(4,500)
Due to others	2,981	827
Net cash used by operating activities	(1,004)	(9,203)
Cash flows from investing activities:		
Purchases of property and equipment	(7,674)	(2,641)
Purchases of certificates of deposit	(3,107)	(4,621)
Net cash used by investing activities	(10,781)	(7,262)
Cash flows from financing activities:		
Proceeds from Paycheck Protection Program loan	246,919	-
Net increase (decrease) in cash	235,134	(16,465)
Cash at beginning of year	340,860	357,325
Cash at end of year	\$ 575,994	\$ 340,860
Noncash financing activities:		
Forgiveness of Paycheck Protection Program loan	\$ 246,919	\$ -

See notes to combined financial statements.

McKinney Chamber of Commerce and Affiliates

Notes to Combined Financial Statements

1. Organization

The McKinney Chamber of Commerce (Chamber of Commerce) is a not-for-profit organization incorporated under the laws of the State of Texas. The purpose of the Chamber of Commerce is to provide a broad range of services that promotes business and economic development and provides information to its members, the citizens and visitors of McKinney, Texas.

The activities of the Chamber include the activities of the McKinney Chamber of Commerce Political Action Committee dba Committee to Inform Voters on Business Issues and Concerns (CIVBIC).

The Chamber has one affiliate entity: the McKinney Chamber Foundation, Inc. (Foundation).

The combined financial statements include the activities of the Chamber of Commerce, the CIVBIC and the Foundation (collectively, the Chamber). The Chamber is primarily supported by membership dues, fees for activities and public contributions from individuals and organizations.

2. Summary of Significant Accounting Policies

Combined Financial Statements

In accordance with the provisions of *FASB ASC 958-810 Not-for-Profit Entities/Consolidations*, the financial statements of the Chamber have been combined, and all inter-organization transactions and accounts have been eliminated.

Basis of Accounting

The accompanying combined financial statements are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP).

Combined Financial Statement Presentation

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions - Net assets not subject to donor-imposed stipulations. Net assets without donor restrictions may be designated for specific purposes by action of the board of directors.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

Net assets with donor restrictions - Net assets subject to donor stipulations that will be met by actions of the Chamber and/or the passage of time.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law. Contributions whose restrictions are met in the same year the contributions are received are reported as net assets without donor restrictions. Expirations of donor restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

Credit and Market Risk Concentrations

Financial instruments which are potentially subject to concentrations of credit risk consist principally of cash, certificates of deposit and accounts receivable. Cash and certificates of deposit are placed with high credit quality financial institutions to minimize risk. Accounts at these institutions are insured by the Federal Deposit Insurance Corporation up to \$250,000. At December 31, 2021, the Chamber's uninsured balances totaled \$419,940. Accounts receivable are unsecured and due from members. The Chamber continually evaluates accounts receivable for collectability, and allowances for potential losses are maintained, if considered necessary. No allowance was deemed necessary at December 31, 2021 or 2020.

Certificates of Deposit

Certificates of deposit with original maturities greater than three months and remaining maturities less than one year are classified as current assets. Certificates of deposit with remaining maturities of more than one year are classified as noncurrent assets. At December 31, 2021 and 2020, the Chamber has three certificates of deposit with interest rates of 0.20%, 0.25% and 0.20% maturing on June 6, 2022, December 6, 2023 and August 4, 2024, respectively. The certificates of deposit are carried at cost, which approximates its fair value.

Property and Equipment

Property and equipment purchased by the Chamber are recorded at cost. Depreciation is calculated using the straight-line method based upon the estimated useful lives of 3 to 7 years.

Deferred Revenue

Deferred revenue consists of event and program revenue that has been paid in advance. Revenues are recognized when the event or program occurs.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

Due to Others

Due to others represents amounts held by the Chamber related to a scholarship program and other programs it administers on behalf of committees of the Chamber.

Accounts Receivable

The Chamber has receivables from corporations, individuals and members. Accounts receivable are stated at estimated net realizable value. The Association recognizes bad debt expense using the allowance method.

Revenue Recognition

Membership dues are recognized as revenue over the applicable membership period as members simultaneously receive and consume the benefits of membership. Registrations and sponsorships are recognized as revenue in the year in which the event occurs. Membership dues, registration and sponsorship revenue received before year-end and relating to the next fiscal year are classified as deferred revenue in the statements of financial position.

The Organization recognizes contributions when cash, securities or other assets or an unconditional promise to give is received. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of the amounts expected to be collected. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

Federal Income Taxes

The Chamber of Commerce is exempt from federal income tax under the provision of Section 501(c)(6) of the Internal Revenue Code (IRC), except to the extent it has unrelated business income. The CIVBIC is a nonprofit, publicly supported organization, as defined in Section 501(c)(4) of the IRC, that is exempt from federal income taxes on related income under Section 501(a) of the IRC. The Foundation is exempt from federal income taxes under Section 501(a) of the IRC as foundations described in IRC Section 501(c)(3), except to the extent it has unrelated business income. The Chamber and its affiliates did not have any taxable unrelated business income during the year ended December 31, 2021.

GAAP requires the evaluation of tax positions taken in the course of preparing the Chambers' tax returns and recognition of a tax liability (or asset) if the Chamber has taken an uncertain position that more likely than not would not be sustained upon examination by the Internal Revenue Service.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

Management has analyzed the tax positions taken by the Chamber, and has concluded that as of December 31, 2021, there are no uncertain tax positions taken or expected to be taken that would require recognition of a liability (or asset) or disclosure in the combined financial statements.

Functional Allocation of Expenses

The costs of providing program and supporting services have been summarized on a functional basis in the combined statements of activities. Accordingly, certain costs have been allocated among programs and supporting services benefited.

Advertising Costs

Advertising costs are expensed when paid and totaled \$1,075 and \$0 for the years ended December 31, 2021 and 2020, respectively.

Use of Estimates

The preparation of combined financial statements in conformity with GAAP requires the Chamber's management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the combined financial statements and the reported revenues and expenses during the reporting periods. Actual results could differ from those estimates.

Reclassification

Certain reclassifications have been made to the 2020 combined financial statements to conform to the 2021 presentation.

New Accounting Pronouncements

Changes to GAAP are established by the Financial Accounting Standards Board (FASB) in the form of accounting standards updates (ASUs) to the FASB's Accounting Standards Codification.

The Chamber considers the applicability and impact of all ASUs. ASUs not listed below were assessed and determined to be either not applicable or are expected to have minimal impact on the Chamber's combined financial position and changes in net assets.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

In 2016, the FASB issued its leasing standard in ASU 2016-02, *Leases* for both lessees and lessors. Under its core principle, a lessee will recognize right-of-use assets and related lease liabilities on the statement of financial position for all lease arrangements with terms longer than 12 months. The pattern of expense recognition in the statement of activities will depend on a lease's classification. For not-for-profit organizations, the standard takes effect for fiscal years beginning after December 15, 2021.

In 2020, FASB issued ASU 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. The Chamber will be required to present contributed nonfinancial assets as separate line items in the statement of activities, apart from contributions of cash or other financial assets, and additional quantitative and qualitative disclosures will be required. The standard takes effect for annual reporting periods beginning after June 15, 2021.

The Chamber is currently assessing the impact that adopting this new guidance will have on the combined financial statements.

3. Cash Held for Others

The Chamber holds funds on behalf of committees of the Chamber for various programs. The Chamber collects the money on behalf of these committees and disburses funds periodically. The amount collected but not yet disbursed totaled \$11,117 and \$8,136 at December 31, 2021 and 2020, respectively, and is presented as cash held for others with a corresponding liability reported as due to others.

4. Property and Equipment

Property and equipment consist of the following at December 31:

	2021	2020
Equipment	\$ 10,740	\$ 5,235
Furniture and fixtures	12,034	12,034
Information technology	35,785	33,616
Leasehold improvements	1,017	1,017
	59,576	51,902
Less accumulated depreciation	(39,303)	(32,302)
	<u>\$ 20,273</u>	<u>\$ 19,600</u>

Depreciation expense totaled \$7,001 and \$11,396 for the years ended December 31, 2021 and 2020, respectively.

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

5. Paycheck Protection Program Loan

During February and June 2021, the Chamber received loan proceeds in the amount of \$128,458 and \$118,461, respectively from financial institutions under the Paycheck Protection Program (PPP), established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act). The CARES Act loan includes a feature that allows for forgiveness of the loan if the funds are used for eligible purposes, including payroll and benefits, and if the Chamber maintains its payroll levels. During the year ended December 31, 2021, the Chamber received notification from the Small Business Administration that their PPP loans were forgiven in full. Accordingly, the Chamber has recognized \$246,919 as other income in the combined statement of activities for the year ended December 31, 2021.

6. Net Assets Without Donor Restrictions

Net assets without donor restrictions include a board-designated reserve fund totaling \$290,315 at December 31, 2021 and 2020. The reserve is designated to help ensure long-term financial stability and position the Chamber to respond to varying economic conditions and changes affecting the combined financial position and the ability to continuously carry out the Chamber's mission as well as to have funds available for new venture investments.

7. Employee Benefit Plan

The Chamber provides a Simple IRA retirement plan for all eligible employees. The Chamber contributed \$11,476 and \$13,897 to the plan during the years ended December 31, 2021 and 2020, respectively.

8. Commitments

The Chamber leases office space and equipment under non-cancelable operating lease agreements expiring through 2025. Operating lease expense relate to these leases totaled \$84,737 for the year ended December 31, 2021.

The following is a schedule of future minimum lease payments under the Chamber's lease agreements for the years ended December 31:

2022	\$	84,304
2023		7,210
2024		7,210
2025		4,845

McKinney Chamber of Commerce and Affiliates
Combined Statements of Cash Flows
Years Ended December 31, 2021 and 2020

9. Liquidity and Availability of Resources

The Chamber's financial assets available within one year of the combined statements of financial position date for general expenditure are as follows at December 31:

	2021	2020
Cash	\$ 575,994	\$ 340,860
Cash held for others	11,117	8,136
Certificate of deposit	118,790	-
Accounts receivable	72,581	30,947
Total current financial assets	778,482	379,943
Less amounts unavailable for general expenditures within one year:		
Due to others	11,117	8,136
Board designated reserves	290,315	290,315
Financial assets not available for general expenditures	301,432	298,451
Total current financial assets available to meet cash needs for general expenditures within one year	<u>\$ 477,050</u>	<u>\$ 81,492</u>

The Chamber's cash is not subject to donor or other contractual restrictions that make it unavailable for general expenditures within one year of the combined statements of financial position date.

The Chamber keeps financial assets available for general expenditures and other obligations as they come due. During the years ended December 31, 2021 and 2020, the level of liquidity was managed within the Chamber's expectations.

10. Subsequent Events

The Chamber evaluated subsequent events through the date the combined financial statements were available to be issued, and concluded that no additional disclosures are required.



Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

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MCKINNEY CHAMBER FOUNDATION INC
% TERRI RICKETTS PRESIDENT
1700 REDBUD BLVD STE 180
MCKINNEY TX 75069-3293

030330

CUT OUT AND RETURN THE VOUCHER IMMEDIATELY BELOW IF YOU ONLY HAVE AN INQUIRY.
DO NOT USE IF YOU ARE MAKING A PAYMENT.

CUT OUT AND RETURN THE VOUCHER AT THE BOTTOM OF THIS PAGE IF YOU ARE MAKING A PAYMENT,
EVEN IF YOU ALSO HAVE AN INQUIRY.

The IRS address must appear in the window.

0752594868

BODCD-TE

Use for inquiries only

Letter Number: LTR4168C
Letter Date : 2021-12-20
Tax Period : 000000

INTERNAL REVENUE SERVICE
P.O. Box 2508
Cincinnati OH 45201



208285256

MCKINNEY CHAMBER FOUNDATION INC
% TERRI RICKETTS PRESIDENT
1700 REDBUD BLVD STE 180
MCKINNEY TX 75069-3293

208285256 YN MCKI 00 2 000000 670 000000000000

The IRS address must appear in the window.

0752594868

BODCD-TE

Use for payments

Letter Number: LTR4168C
Letter Date : 2021-12-20
Tax Period : 000000

INTERNAL REVENUE SERVICE
OGDEN UT 84201-0102



208285256

MCKINNEY CHAMBER FOUNDATION INC
% TERRI RICKETTS PRESIDENT
1700 REDBUD BLVD STE 180
MCKINNEY TX 75069-3293

208285256 YN MCKI 00 2 000000 670 000000000000



Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0752594868
Dec. 20, 2021 LTR 4168C 0
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BODC: TE

MCKINNEY CHAMBER FOUNDATION INC
% TERRI RICKETTS PRESIDENT
1700 REDBUD BLVD STE 180
MCKINNEY TX 75069-3293



030330

Employer ID number: 20-8285256
Form 990 required: YES

Dear Taxpayer:

We're responding to your request dated Dec. 09, 2021, about your tax-exempt status.

We issued you a determination letter in July, 2008, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also show you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at www.irs.gov/forms-pubs or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m.,

McKinney Chamber Foundation Inc

Profit & Loss

January through December 2022

	Dec 22	Jan - Dec 22	Comments
Ordinary Income/Expense			
Income			
4000 . Contributions			
4500-DEI Restricted Funds	0.00	40,000.00	
Total 4000 . Contributions	0.00	40,000.00	
Total Income	0.00	40,000.00	
Expense			
Bank Service Charges	0.00	257.00	
DEI Expense	0.00	19,195.31	
Foundation Expenses			
Management Fees	0.00	6,000.00	
Total Foundation Expenses	0.00	6,000.00	
Organization and Admin	0.00	75.00	
Total Expense	0.00	25,527.31	
Net Ordinary Income	0.00	14,472.69	
Other Income/Expense			
Other Income			
Black History Month - Other Inc	12,059.70	52,124.61	
Total Other Income	12,059.70	52,124.61	
Other Expense			
Black History Month - Other Exp	0.44	40,425.35	
Total Other Expense	0.44	40,425.35	
Net Other Income	12,059.26	11,699.26	
Net Income	12,059.26	26,171.95	