



Department of Finance
Quarterly Review

For the Period Ended September 30, 2019

Town of Addison

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To: Wes Pierson, City Manager
From: Bill Hawley, Acting Finance Director
Re: Fourth Quarter Financial Review
Date: 10/30/2019

This is the fourth quarter report for the 2018-2019 fiscal year. Revenues and expenditures reflect activity from October 1, 2018 through September 30, 2019 or one hundred percent of the fiscal year.

GENERAL FUND

- Fiscal year to date revenue totaled \$40.1 million, which is 106.3 percent of the overall budget amount. Property tax revenues are at 102 percent of budget. Sales tax collections are 107.2 percent of the budget. Four quarters of mixed beverage taxes has been received from the state as of September 30, 2019. Municipal court fines are at 117.6 percent of budget.
 1. Electric franchise fees were 96.5 percent of budget as of September 30, 2019. Telecommunications access fees were 84.2 percent of budget, the result of both a change in consumer habits as people eliminate their land-lines and a change in legislation that limits the collection of telecommunications and cable franchise fees.
- Fiscal year-to-date expenditures and transfers totaled approximately \$40.1 million, which is 94.5 percent of budget. All departments were at or below their respective budgets for fiscal year 2019.

HOTEL FUND

- Revenues through the fourth quarter totaled approximately \$7.2 million, 80.4 percent of the fiscal year 2019 budget. Hotel occupancy tax collections were 97.7 percent of budget thru twelve months of collections. Special Events revenues are lower than budgeted, but the fiscal year 2019 budget has not been amended to reflect the elimination of Tasty Bucks.
 2. Conference Centre revenues ended the fiscal year \$96 thousand below budget.
- Hotel Fund expenditures total \$6.8 million or 75.7 percent of budget. All departments were at or below their respective budgets for fiscal year 2019.

AIRPORT FUND

- Operating revenue through the fourth quarter totaled approximately \$6.9 million or 127.6 percent of the fiscal year 2019 budget.
- Year-to-date operating expenses amounted to \$4.8 million, resulting in operating income of \$2.1 million.

UTILITY FUND

- Operating revenue through the fourth quarter totaled \$11.8 million or 92.2 percent of the fiscal year 2019 budget. With a one-month lag in the collection of utility revenues, eleven months (91.7 percent) of the fiscal year has expired.
 3. Water sales are 84.5 percent of the fiscal year 2019 budget, the result of unusually wet weather this spring. Sewer charges are 84.7% of budget, also the result of unusually wet weather.
- Operating expenses through the fourth quarter totaled approximately \$11.8 million, or 97.6 percent of the fiscal year 2019 budget.
 4. Wastewater treatment expenses are unusually high due to increased costs from the Trinity River Authority wastewater treatment.
 5. Interest costs for Certificates of Obligation issued in the fall of 2018 were higher than projected in the fiscal year 2019 budget.

STORMWATER FUND

- Operating revenue through the fourth quarter totaled \$2.2 million or 102.9 percent of the fiscal year 2019 budget. With a one-month lag in the collection of stormwater revenues, eleven months (91.7 percent) of the fiscal year has expired.
- Operating expenses through the fourth quarter totaled approximately \$1.6 million or 79.6 percent of the fiscal year 2019 budget. Four quarterly transfers have been made to the Addison Grove Escrow fund.

Executive Dashboard - 4th Quarter, 2019 Fiscal Year

Financial Indicators

Positive variance compared to historical trends

Positive

Negative variance of 3%-5% and more than \$50,000 compared to historical trends

Warning

Negative variance of >5% and more than \$50,000 compared to historical trends

Negative

| Key Revenue Sources | FY2019 Budget | Actual through 09/30/19 | % Annual Budget |
|------------------------------------------------|------------------|----------------------------|--------------------|
| Ad Valorem Taxes - General Fund | \$ 16,950,736 | \$ 17,255,718 | 101.80% |
| Non-Property Taxes - General Fund | 15,205,000 | 16,168,138 | 106.33% |
| Hotel Tax | 5,530,000 | 5,465,294 | 98.83% |
| Franchise Fees - General Fund | 2,575,000 | 2,468,993 | 95.88% |
| Service/Permitting/License Fees - General Fund | 2,442,570 | 3,044,398 | 124.64% |
| Rental Income - All Funds | 5,013,255 | 6,107,062 | 121.82% |
| Fines and Penalties - All Funds | 395,000 | 483,955 | 122.52% |
| Special Event Revenue - Hotel Fund | 2,647,700 | 1,043,162 | 39.40% |
| Fuel Flowage Fees - Airport Fund | 917,400 | 1,019,452 | 111.12% |
| Water and Sewer Charges - Utility Fund | 12,584,297 | 10,645,507 | 84.59% |

(1)

(3)

| Key Expenditures | FY2019 Budget | Actual through 09/30/19 | % Annual Budget |
|----------------------|------------------|----------------------------|--------------------|
| General Fund | \$ 42,446,493 | \$ 40,123,685 | 94.53% |
| Hotel Fund | 8,957,261 | 6,780,992 | 75.70% |
| Economic Development | 1,860,868 | 1,548,938 | 83.24% |
| Airport Operations | 5,576,572 | 4,786,020 | 85.82% |
| Utility Operations | 12,035,512 | 11,749,956 | 97.63% |

Executive Dashboard - 4th Quarter, 2019 Fiscal Year

Financial & Staffing Indicators

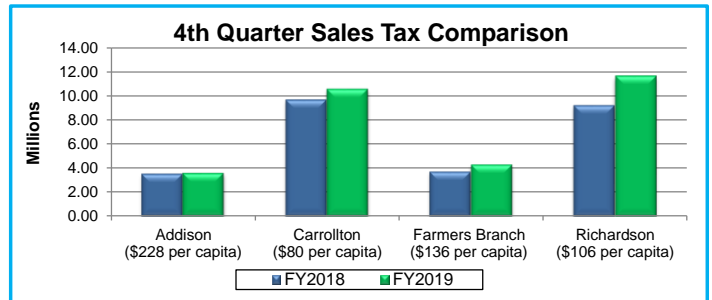
Personnel Information:

| New Hires - Benefitted Positions | | | | |
|----------------------------------|---------------------|---------------------|----------------|-----------|
| Department | 07/2019-09/2019 | | | FY2019 |
| | Part-Time Positions | Full-time positions | Total, 4th Qtr | YTD |
| City Manager | 0 | 0 | 0 | 3 |
| Conference Centre | 0 | 1 | 1 | 1 |
| Development Services | 0 | 0 | 0 | 3 |
| Finance | 0 | 4 | 4 | 5 |
| Fire | 0 | 0 | 0 | 3 |
| General Services | 0 | 0 | 0 | 1 |
| Human Resources | 0 | 0 | 0 | 1 |
| Public Works | 0 | 0 | 0 | 6 |
| Municipal Court | 0 | 1 | 1 | 1 |
| Parks | 0 | 1 | 1 | 6 |
| Police | 0 | 2 | 2 | 8 |
| Recreation | 1 | 0 | 1 | 3 |
| Streets | 0 | 0 | 0 | 2 |
| Grand Total | 1 | 9 | 10 | 43 |

| Separations - Benefitted Positions | | | | |
|------------------------------------|---------------------|---------------------|----------------|-----------|
| Department | 07/2019-09/2019 | | | FY2019 |
| | Part-Time Positions | Full-time positions | Total, 4th Qtr | YTD |
| City Manager | 0 | 0 | 0 | 2 |
| Conference Centre | 0 | 2 | 2 | 3 |
| Development Services | 0 | 0 | 0 | 2 |
| Finance | 0 | 1 | 1 | 5 |
| Fire | 0 | 2 | 2 | 5 |
| Human Resources | 0 | 0 | 0 | 1 |
| Public Works | 0 | 0 | 0 | 1 |
| Municipal Court | 0 | 0 | 0 | 1 |
| Parks | 0 | 1 | 1 | 4 |
| Police | 0 | 1 | 1 | 9 |
| Recreation | 1 | 0 | 1 | 2 |
| Streets | 0 | 1 | 1 | 1 |
| Grand Total | 1 | 8 | 9 | 36 |

Economic Development Incentives:

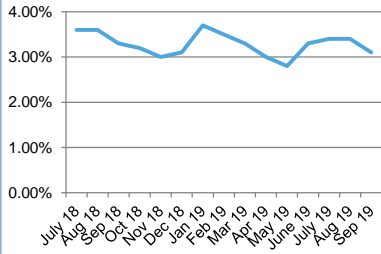
| Executed Agreements | Amount Paid FY19 | Total Incentives Committed |
|---------------------|------------------|----------------------------|
| 3 | \$357,309 | \$505,334 |



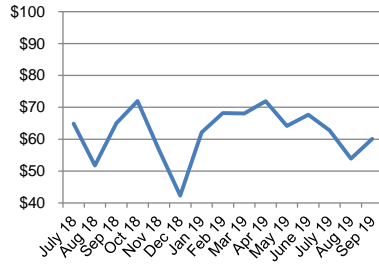
Executive Dashboard - 4th Quarter, 2019 Fiscal Year

Economic Indicators

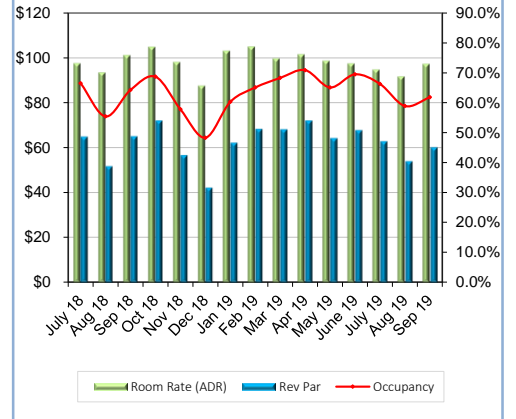
DFW Unemployment Rate Last 12 months



Hotel Revenue Per Available Room



Addison Hotel Statistics

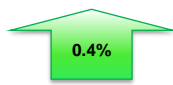


Occupancy Indicators:

Office Occupancy = 82.0%
Retail Occupancy = 94.2%

Hotel Indicators

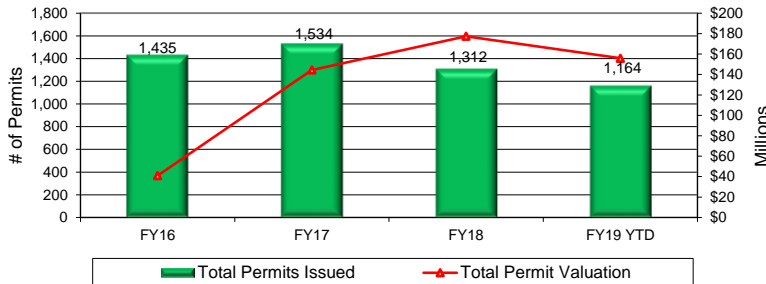
Hotel Occupancy = 62.3%
RevPar = \$58.93



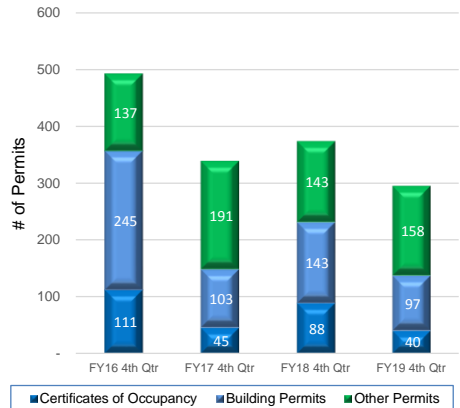
Source: CoStar (compares to prior year)

Source: STR Report (compares to prior year)

Total Permits Issued and Valuation

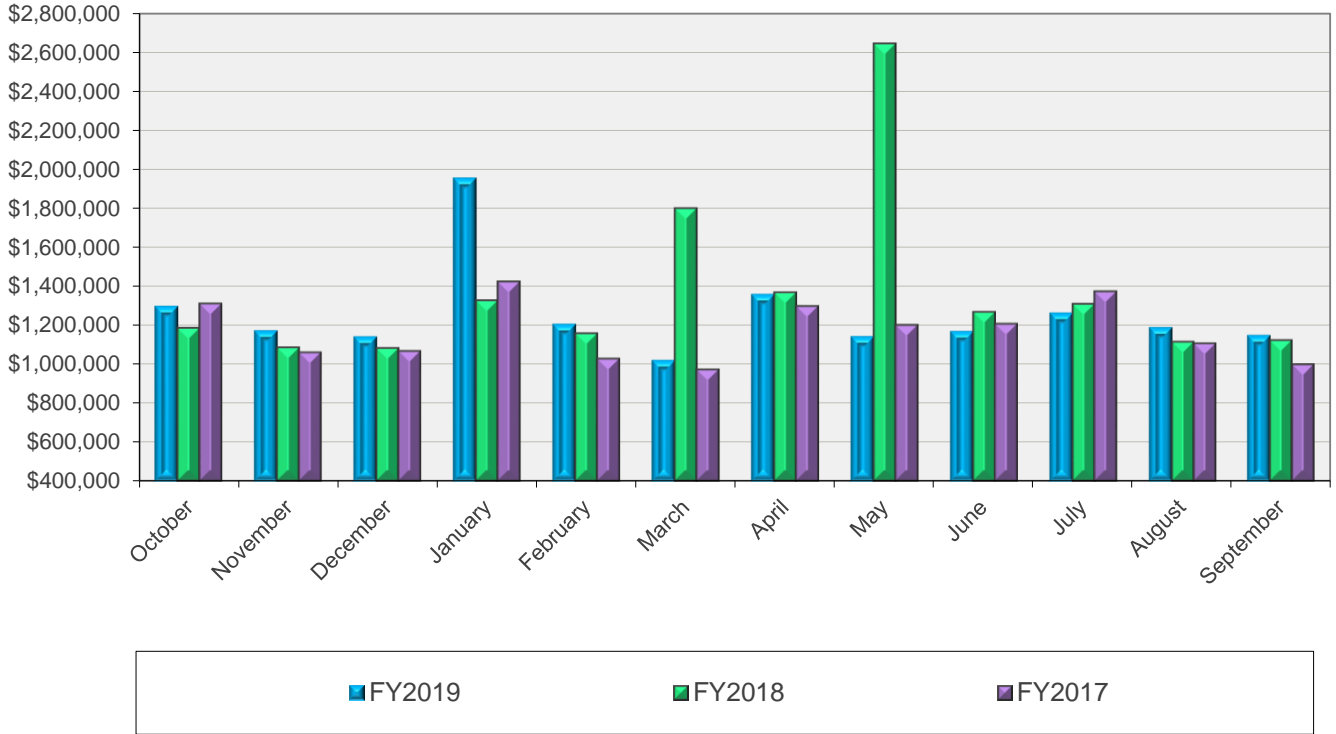


Quarterly Permit Activity, Year over Year



Sales Tax Information

Monthly Sales Tax Collections



Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
 Warning
 Negative

TOWN OF ADDISON
GENERAL FUND
FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Revenues: | | | | | |
| Ad Valorem taxes: | | | | | |
| Current taxes | \$ 15,904,272 | \$ 16,965,736 | \$ (19,013) | \$ 17,311,698 | 102.0% |
| Delinquent taxes | (73,767) | (45,000) | 3,343 | (96,218) | 213.8% |
| Penalty & interest | 44,338 | 30,000 | 6,188 | 40,238 | 134.1% |
| Non-property taxes: | | | | | |
| Sales tax | 16,449,993 | 14,005,000 | 3,588,977 | 15,017,081 | 107.2% |
| Alcoholic beverage tax | 1,146,633 | 1,200,000 | 285,487 | 1,151,057 | 95.9% |
| Franchise / right-of-way use fees: | | | | | |
| Electric franchise | 1,568,812 | 1,600,000 | 340,191 | 1,544,669 | 96.5% (1) |
| Gas franchise | 229,319 | 200,000 | - | 253,426 | 126.7% |
| Telecommunication access fees | 468,770 | 475,000 | 96,223 | 400,099 | 84.2% (1) |
| Cable franchise | 288,094 | 300,000 | 67,030 | 270,799 | 90.3% |
| Street rental fees | 11,844 | - | - | - | 0.0% |
| Licenses and permits: | | | | | |
| Business licenses and permits | 117,157 | 194,900 | 126,725 | 222,420 | 114.1% |
| Building and construction permits | 1,286,878 | 603,900 | 241,231 | 1,161,087 | 192.3% |
| Service fees: | | | | | |
| General government | 31 | 100 | - | - | 0.0% |
| Public safety | 974,914 | 870,000 | 211,037 | 860,710 | 98.9% |
| Urban development | 890 | 2,850 | 490 | 2,180 | 76.5% |
| Streets and sanitation | 414,493 | 371,000 | 105,586 | 384,169 | 103.5% |
| Recreation | 70,715 | 71,300 | 17,796 | 64,452 | 90.4% |
| Interfund | 530,520 | 328,520 | 87,345 | 349,380 | 106.3% |
| Court fines | 334,467 | 320,000 | 90,413 | 376,362 | 117.6% |
| Interest earnings | 333,192 | 100,000 | 138,520 | 643,083 | 643.1% |
| Rental income | 8,120 | 6,600 | 550 | 6,780 | 102.7% |
| Other | 193,845 | 158,000 | 85,368 | 185,852 | 117.6% |
| Total Revenues | 40,303,530 | 37,757,906 | 5,473,487 | 40,149,324 | 106.3% |

Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
 Warning
 Negative

TOWN OF ADDISON
 GENERAL FUND
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Expenditures: | | | | | |
| General Government: | | | | | |
| City secretary | 180,167 | 180,089 | 56,624 | 173,173 | 96.2% |
| City manager | 1,098,973 | 1,148,976 | 357,323 | 1,182,714 | 102.9% |
| Finance | 1,832,385 | 2,125,814 | 464,963 | 2,025,571 | 95.3% |
| General services | 637,461 | 742,211 | 227,240 | 709,740 | 95.6% |
| Municipal court | 623,809 | 737,885 | 173,780 | 640,728 | 86.8% |
| Human resources | 629,992 | 696,206 | 166,431 | 632,179 | 90.8% |
| Information technology | 1,865,571 | 2,100,593 | 577,784 | 1,990,604 | 94.8% |
| Combined services | 1,186,403 | 1,360,626 | 237,628 | 1,131,125 | 83.1% |
| Council projects | 312,580 | 341,507 | 48,975 | 327,325 | 95.8% |
| Public safety: | | | | | |
| Police | 8,726,035 | 9,509,734 | 2,634,650 | 9,235,890 | 97.1% |
| Emergency communications | 1,375,968 | 1,383,152 | 24,704 | 1,365,005 | 98.7% |
| Fire | 7,713,285 | 7,851,079 | 2,244,025 | 7,819,204 | 99.6% |
| Development services | 1,374,246 | 1,611,844 | 408,915 | 1,341,451 | 83.2% |
| Streets | 1,895,171 | 2,204,253 | 678,912 | 1,597,712 | 72.5% |
| Parks and Recreation: | | | | | |
| Parks | 3,381,066 | 4,117,652 | 1,637,184 | 3,886,241 | 94.4% |
| Recreation | 1,673,500 | 1,863,368 | 515,570 | 1,593,519 | 85.5% |
| Other financing uses: | | | | | |
| Transfers to other funds | 1,202,000 | 4,471,504 | 1,117,876 | 4,471,504 | 100.0% |
| Total Expenditures | 35,708,612 | 42,446,493 | 11,572,584 | 40,123,685 | 94.5% |
| Net Change in Fund Balance | 4,594,918 | (4,688,587) | (6,099,097) | 25,639 | |
| Fund Balance at Beginning of Year | 16,368,038 | 20,962,956 | | 20,962,956 | |
| Fund Balance at End of Year | \$ 20,962,956 | \$ 16,274,369 | | \$ 20,988,595 | |

Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
 Warning
 Negative

TOWN OF ADDISON
 HOTEL FUND
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Revenues: | | | | | |
| Hotel/Motel occupancy taxes | \$ 5,552,084 | \$ 5,530,000 | \$ 1,374,988 | \$ 5,401,691 | 97.7% |
| Proceeds from special events | 1,570,391 | 2,647,700 | 533,400 | 1,043,162 | 39.4% |
| Conference centre rental | 629,278 | 620,000 | 125,167 | 523,710 | 84.5% (2) |
| Theatre centre rental | 77,992 | 80,000 | 28,437 | 88,460 | 110.6% |
| Interest and miscellaneous | 555,313 | 29,880 | 32,791 | 108,265 | 362.3% |
| Total Revenues | 8,385,058 | 8,907,580 | 2,094,783 | 7,165,288 | 80.4% |
| Expenditures: | | | | | |
| Addison theatre centre | 352,605 | 408,332 | 88,687 | 290,457 | 71.1% |
| Conference centre | 1,027,977 | 1,100,052 | 254,215 | 933,014 | 84.8% |
| General hotel operations | 150,178 | 161,470 | 38,423 | 141,706 | 87.8% |
| Marketing | 922,818 | 1,083,888 | 327,507 | 949,693 | 87.6% |
| Performing arts | 500,126 | 445,000 | - | 437,900 | 98.4% |
| Special events | 2,889,450 | 4,060,994 | 1,349,069 | 2,455,540 | 60.5% |
| Special events operations | 937,755 | 982,525 | 275,611 | 857,682 | 87.3% |
| Other financing uses: | | | | | |
| Transfer to Debt service fund | 710,800 | - | - | - | 0.0% |
| Transfer to Economic development fund | 610,000 | 715,000 | 178,750 | 715,000 | 100.0% |
| Total Expenditures | 8,101,709 | 8,957,261 | 2,512,262 | 6,780,992 | 75.7% |
| Net Change in Fund Balance | 283,349 | (49,681) | (417,479) | 384,296 | |
| Fund Balance at Beginning of Year | 3,839,188 | 4,122,537 | | 4,122,537 | |
| Fund Balance at End of Year | \$ 4,122,537 | \$ 4,072,856 | | \$ 4,506,833 | |

Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
 Warning
 Negative

TOWN OF ADDISON
ECONOMIC DEVELOPMENT FUND
FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Revenues: | | | | | |
| Ad Valorem taxes: | \$ 1,024,998 | \$ 1,080,834 | \$ (612) | \$ 1,114,158 | 103.1% |
| Business license fee | 58,304 | 60,500 | 915 | 53,295 | 88.1% |
| Interest income and other | 23,162 | 7,000 | 14,421 | 59,147 | 845.0% |
| Transfers from General/Hotel Fund | 610,000 | 715,000 | 178,750 | 715,000 | 100.0% |
| Total Revenues | 1,716,464 | 1,863,334 | 193,474 | 1,941,600 | 104.2% |
| Expenditures: | | | | | |
| Personnel services | 412,407 | 463,125 | 131,170 | 451,119 | 97.4% |
| Supplies | 16,200 | 23,604 | 4,120 | 17,769 | 75.3% |
| Maintenance | 16,980 | 22,866 | 6,193 | 17,721 | 77.5% |
| Contractual services | 1,011,926 | 1,329,252 | 385,205 | 1,040,308 | 78.3% |
| Capital replacement/lease | 17,688 | 22,021 | 5,505 | 22,021 | 100.0% |
| Other financing uses: | | | | | |
| Transfers to other funds | 100,000 | - | - | - | 0.0% |
| Total Expenditures | 1,575,201 | 1,860,868 | 532,193 | 1,548,938 | 83.2% |
| Net Change in Fund Balance | 141,263 | 2,466 | (338,719) | 392,662 | |
| Fund Balance at Beginning of Year | 1,295,762 | 1,437,025 | | 1,437,025 | |
| Fund Balance at End of Year | \$ 1,437,025 | \$ 1,439,491 | | \$ 1,829,687 | |

Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
 Warning
 Negative

AIRPORT FUND
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Operating Revenues: | | | | | |
| Operating grants | \$ 50,000 | \$ 50,000 | \$ - | \$ - | 0.0% |
| Service fees | 127,023 | 145,391 | 24,703 | 103,306 | 71.1% |
| Fuel flowage fees | 975,818 | 917,400 | 256,281 | 1,019,452 | 111.1% |
| Rental income | 4,473,583 | 4,306,655 | 2,136,747 | 5,488,112 | 127.4% |
| Interest income and other | 719,627 | 24,500 | 104,869 | 334,809 | 1366.6% |
| Total Operating Revenues: | 6,346,051 | 5,443,946 | 2,522,600 | 6,945,679 | 127.6% |
| Operating Expenses: | | | | | |
| Town - Personnel services | 378,066 | 446,673 | 97,254 | 319,907 | 71.6% |
| Town - Supplies | 11,795 | 40,000 | 24,887 | 32,394 | 81.0% |
| Town - Maintenance | 36,482 | 53,000 | 23,042 | 58,212 | 109.8% |
| Town - Contractual services | 194,042 | 249,308 | 28,103 | 184,313 | 73.9% |
| Town - Capital Replacement/Lease | 26,823 | 222,292 | 52,780 | 222,292 | 100.0% |
| Town - Debt service | 588,112 | 902,466 | 204,715 | 748,948 | 83.0% |
| Town - Capital Outlay | 279,034 | - | - | - | 0.0% |
| Operator - Operations and maintenance | 2,793,948 | 3,255,453 | 731,885 | 2,761,617 | 84.8% |
| Operator - Service contract | 452,169 | 407,380 | 185,621 | 458,337 | 112.5% |
| Total Operating Expenses: | 4,760,471 | 5,576,572 | 1,348,287 | 4,786,020 | 85.8% |
| Net Change in Fund Balance | 1,585,580 | (132,626) | 1,174,313 | 2,159,659 | |
| Fund Balance at Beginning of Year | 5,037,537 | 6,623,117 | | 6,623,117 | |
| Fund Balance at End of Year | \$ 6,623,117 | \$ 6,490,491 | | \$ 8,782,776 | |

Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
 Warning
 Negative

UTILITY FUND
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Operating revenues: | | | | | |
| Water sales | \$ 6,997,055 | \$ 6,998,344 | \$ 2,254,177 | \$ 5,913,375 | 84.5% (3) |
| Sewer charges | 5,073,338 | 5,585,953 | 1,416,068 | 4,732,132 | 84.7% (3) |
| Tap fees | 18,496 | 25,275 | 2,000 | 7,050 | 27.9% |
| Penalties | 89,342 | 75,000 | 30,561 | 107,593 | 143.5% |
| Interest income and other | 225,792 | 79,600 | 502,312 | 651,282 | 818.2% |
| Total Operating Revenues: | 12,404,023 | 12,764,172 | 4,205,118 | 11,764,432 | 92.2% |
| Operating expenses: | | | | | |
| Personnel services | 1,578,303 | 2,057,126 | 491,084 | 1,696,403 | 82.5% |
| Supplies | 147,849 | 202,040 | 53,616 | 169,159 | 83.7% |
| Maintenance | 358,293 | 487,177 | 105,302 | 315,130 | 64.7% |
| Contractual services | | | | | |
| Water purchases | 3,871,343 | 3,519,797 | 1,231,081 | 3,467,867 | 98.5% |
| Wastewater treatment | 3,341,843 | 2,978,229 | 1,093,317 | 3,635,316 | 122.1% (4) |
| Other services | 1,163,952 | 1,247,802 | 314,752 | 855,819 | 68.6% |
| Capital Replacement/Lease | 54,394 | 340,657 | 85,164 | 340,657 | 100.0% |
| Debt service | 982,597 | 1,056,684 | 367,506 | 1,133,162 | 107.2% (5) |
| Capital outlay | 255,351 | 146,000 | 74,949 | 74,949 | 51.3% |
| Other financing uses: | | | | | |
| Transfers to other funds | 500,000 | - | - | 61,494 | 0.0% |
| Total Operating Expenses: | 12,253,925 | 12,035,512 | 3,816,771 | 11,749,956 | 97.6% |
| Net Change in Fund Balance | 150,098 | 728,660 | 388,347 | 14,476 | |
| Fund Balance at Beginning of Year | 12,061,540 | 12,211,638 | | 12,211,638 | |
| Fund Balance at End of Year | \$ 12,211,638 | \$ 12,940,298 | | \$ 12,226,114 | |

Positive variance compared to historical trends
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends
 Negative variance of >5% and more than \$50,000 compared to historical trends

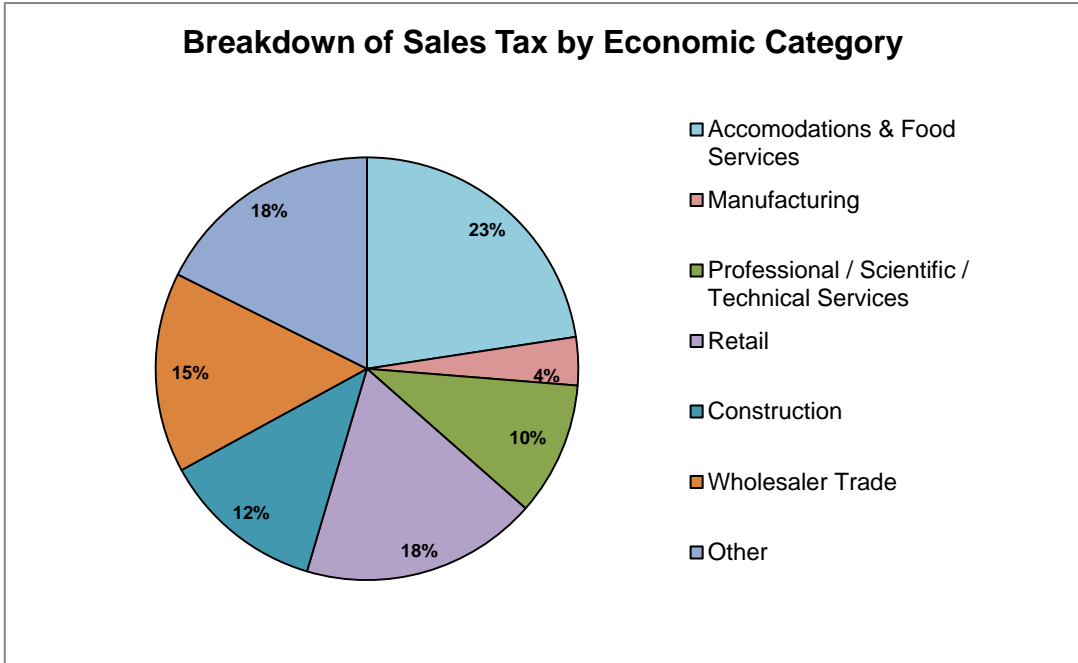
Positive
 Warning
 Negative

STORMWATER UTILITY FUND
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2017-18 ACTUAL PRIOR YEAR | FY 2018-19 REVISED BUDGET | FY 2018-19 ACTUAL 4TH QTR | FY 2018-19 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Operating revenues: | | | | | |
| Drainage Fees | \$ 2,137,942 | \$ 2,134,800 | \$ 556,107 | \$ 2,068,344 | 96.9% |
| Interest income and other | 203,768 | 30,000 | 38,912 | 159,182 | 530.6% |
| Total Operating Revenues: | 2,341,710 | 2,164,800 | 595,019 | 2,227,526 | 102.9% |
| Operating expenses | | | | | |
| Personnel services | 157,845 | 312,464 | 82,898 | 272,726 | 87.3% |
| Supplies | 8,084 | 41,597 | 1,902 | 15,392 | 37.0% |
| Maintenance | 84,131 | 216,200 | 27,545 | 76,850 | 35.5% |
| Contractual services | 189,334 | 351,083 | 63,062 | 173,228 | 49.3% |
| Debt service | 522,210 | 546,108 | 126,458 | 546,916 | 100.1% |
| Capital outlay | 13,760 | 50,000 | 5,340 | 21,035 | 42.1% |
| Other financing uses: | | | | | |
| Transfers to other funds | - | 500,000 | 125,000 | 500,000 | 100.0% |
| Total Operating Expenses: | 975,364 | 2,017,452 | 432,205 | 1,606,147 | 79.6% |
| Net Change in Fund Balance | 1,366,346 | 147,348 | 162,814 | 621,379 | |
| Fund Balance at Beginning of Year | 4,050,787 | 5,417,133 | | 5,417,133 | |
| Fund Balance at End of Year | \$ 5,417,133 | \$ 5,564,481 | | \$ 6,038,512 | |

TOWN OF ADDISON
Schedule of Sales Tax Collections
For the quarter ending September 30, 2019

| | FY2019 | | % Change | FY2018 | |
|-------------|---------------------|-------------------|------------|---------------------|-------------------|
| | Monthly Collections | | from | Monthly Collections | |
| | | | Prior Year | | |
| October | \$ | 1,294,332 | 9.3% | \$ | 1,184,668 |
| November | | 1,168,041 | 7.7% | | 1,084,154 |
| December | | 1,137,218 | 5.2% | | 1,080,572 |
| January | | 1,951,678 | 47.1% | | 1,326,683 |
| February | | 1,202,189 | 3.9% | | 1,156,819 |
| March | | 1,016,343 | -43.5% | | 1,798,199 |
| April | | 1,355,558 | -0.8% | | 1,366,196 |
| May | | 1,138,099 | -56.9% | | 2,643,325 |
| June | | 1,164,646 | -8.0% | | 1,266,269 |
| July | | 1,259,503 | -3.7% | | 1,308,045 |
| August | | 1,184,583 | 6.4% | | 1,113,326 |
| September | | 1,144,891 | 2.1% | | 1,121,736 |
| | \$ | 15,017,081 | | \$ | 16,449,992 |
| Budget: | | 13,700,000 | 109.6% | | 13,400,000 |



TOWN OF ADDISON
HOTEL OCCUPANCY TAX COLLECTION
Hotels By Service Type for the Quarter and Year-to-Date Ended September 30, 2019
With Comparative Information from Prior Fiscal Year

| | Rooms | | July - Sept 2019 | | 19 to 18 | YTD FY 2019 | | 19 to 18 | |
|-------------------------------|--------------|-------------|------------------|-------------|-----------|------------------|-------------|------------|--|
| | Number | % | Amount | % | % Diff. | Amount | % | % Diff. | |
| Full Service | | | | | | | | | |
| Marriott Quorum | 547 | 13% | \$ 234,686 | 18% | 12% | \$ 903,631 | 17% | -7% | |
| Renaissance | 528 | 13% | 143,567 | 11% | 0% | 755,208 | 14% | -4% | |
| Crowne Plaza | 428 | 10% | 94,535 | 7% | -29% | 433,815 | 8% | -23% | |
| | 1,503 | 37% | 472,788 | 37% | -3% | 2,092,653 | 39% | -10% | |
| Extended Stay | | | | | | | | | |
| Budget Suites | 344 | 8% | 8,733 | 1% | 40% | 19,294 | 0% | 33% | |
| Hawthorn Suites | 70 | 2% | 15,590 | 1% | 4% | 70,018 | 1% | -1% | |
| Marriott Residence Inn | 150 | 4% | 68,482 | 5% | 13% | 275,163 | 5% | 22% | |
| Hyatt House | 132 | 3% | 42,804 | 3% | -17% | 185,576 | 3% | -10% | |
| Homewood Suites | 120 | 3% | 55,269 | 4% | 6% | 216,502 | 4% | 16% | |
| Home2Suites | 132 | 3% | 76,140 | 6% | 11% | 297,741 | 6% | 6% | |
| Springhill Suites | 159 | 4% | 72,745 | 6% | 25% | 265,631 | 5% | 0% | |
| | 1,107 | 27% | 339,764 | 26% | 9% | 1,329,924 | 25% | 6% | |
| Business Moderate | | | | | | | | | |
| Marriott Courtyard Quorum | 176 | 4% | 84,739 | 7% | 1% | 355,250 | 7% | -3% | |
| LaQuinta Inn | 152 | 4% | 49,142 | 4% | -6% | 201,834 | 4% | -6% | |
| Marriott Courtyard Midway | 145 | 4% | 53,448 | 4% | -2% | 228,722 | 4% | -2% | |
| Radisson - Addison | 101 | 2% | 31,432 | 2% | -13% | 141,025 | 3% | -9% | |
| Hilton Garden Inn | 96 | 2% | 49,709 | 4% | 1% | 201,514 | 4% | -3% | |
| Holiday Inn Express | 97 | 2% | 35,773 | 3% | 100% | 156,505 | 3% | 100% | |
| Holiday Inn Beltway | 102 | 2% | 12,366 | 1% | 100% | 18,145 | 0% | -51% | |
| Best Western Plus | 84 | 2% | 26,580 | 2% | -5% | 108,525 | 2% | -9% | |
| | 953 | 23% | 343,190 | 27% | 3% | 1,411,521 | 26% | 3% | |
| Economy | | | | | | | | | |
| Motel 6 | 127 | 3% | 34,415 | 3% | 35% | 117,298 | 2% | 27% | |
| Hampton Inn | 158 | 4% | 54,840 | 4% | -4% | 230,584 | 4% | -7% | |
| Red Roof Inn | 105 | 3% | 18,910 | 1% | -30% | 100,300 | 2% | -9% | |
| Quality Suites North/Galleria | 78 | 2% | 24,215 | 2% | 27% | 95,826 | 2% | 20% | |
| America's Best Value Inn | 60 | 1% | 5,033 | 0% | -36% | 23,585 | 0% | -19% | |
| | 528 | 13% | 137,412 | 11% | 1% | 567,592 | 11% | 1% | |
| TOTAL | 4,091 | 100% | 1,293,153 | 100% | 2% | 5,401,691 | 100% | -2% | |

