



Department of Finance  
*Quarterly Review*

*For the Period Ended September 30, 2020*

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*Town of Addison*

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**To: Wes Pierson, City Manager**  
**From: Steven Glickman, Chief Financial Officer**  
**Re: Fourth Quarter Financial Review**  
**Date: 11/10/2020**

This is the fourth quarter report for the 2019-2020 fiscal year. Revenues and expenditures reflect activity from October 1, 2019 through September 30, 2020 or 100 percent of the fiscal year.

### **GENERAL FUND**

- Fiscal year-to-date revenue totals \$39.9 million, which is 101.7 percent of the overall budget amount. Sales tax collections are at 104.4 percent of the fiscal year 2020 budget. Alcoholic beverage tax collections are at 77.9 percent of the fiscal year 2020 budget.
- Fiscal year-to-date expenditures and transfers total approximately \$40.2 million, which is 93.0 percent of budget. Most departments were at or below their respective budgets for fiscal year 2020.

### **HOTEL FUND**

- Revenues through the fourth quarter total approximately \$3.6 million, 47.1 percent of the fiscal year 2020 budget. Hotel occupancy tax collections are 55.9 percent of budget through eleven months of collections. Proceeds from Special Events are below budget because of cancellation of events due to COVID-19.
- Hotel Fund expenditures of \$4.0 million are 50.2 percent of budget, and \$4.0 million less than this time a year ago. Performing Arts expenditures are at 100 percent due to the final payment of the Water Tower Theater grant. Special events expenditures are at 27.1 percent because of the cancellation of events due to COVID-19.

### **AIRPORT FUND**

- Operating revenue through the fourth quarter total approximately \$7.7 million or 99.5 percent of the fiscal year 2020 budget.
- Operating expenses total \$5.1 million, or 90.9 percent of fiscal year 2020 budget.
- Through the fourth quarter \$3.6 million has been spent on cash funded capital projects.
- Working Capital at end-of-year for the Airport Fund is \$5.9 million.

## UTILITY FUND

- Operating revenue through the fourth quarter totals \$13.1 million, or 100 percent of the fiscal year 2020 budget. Water revenues are at 105.8 percent of the fiscal year 2020 budget. There is heavy seasonality with water revenue. The year-to-date revenue and percent of budget is in line with prior year.
- Operating expenses through the fourth quarter total approximately \$12.3 million, or 93.5 percent of the fiscal year 2020 budget. Water wholesale purchases and wastewater treatment expenses slightly exceeded the FY2020 budget.

## STORMWATER FUND

- Operating revenue through the fourth quarter total \$2.4 million, or 101.2 percent of the fiscal year 2020 budget.
- Operating expenses through the fourth quarter total approximately \$1.1 million, or 72.9 percent of the fiscal year 2020 budget. The percentage to budget is driven by our debt service payment, which was made in Q2 of the fiscal year. Capital expense includes the purchase of a new vehicle.

## Executive Dashboard - 4th Quarter, 2020 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	FY2020 Budget	Actual through 9/30/20	% Annual Budget
Ad Valorem Taxes - General Fund	\$ 18,752,174	\$ 18,682,521	99.63%
Non-Property Taxes - General Fund	14,840,000	15,191,224	102.37%
Hotel Tax	5,540,000	3,097,548	55.91% <sup>(1)</sup>
Franchise Fees - General Fund	2,332,100	2,202,455	94.44%
Service/Permitting/License Fees - General Fund	2,806,790	2,985,665	106.37%
Rental Income - All Funds	5,223,600	4,733,139	90.61%
Fines and Penalties - All Funds	427,000	264,445	61.93% <sup>(2)</sup>
Special Event Revenue - Hotel Fund	1,297,500	107,030	8.25% <sup>(3)</sup>
Fuel Flowage Fees - Airport Fund	916,000	867,778	94.74%
Water and Sewer Charges - Utility Fund	12,927,738	12,841,076	99.33%

Key Expenditures	FY2020 Budget	Actual through 9/30/20	% Annual Budget
General Fund	\$ 43,219,096	\$ 40,178,157	92.96%
Hotel Fund	7,971,396	4,003,556	50.22% <sup>(3)</sup>
Economic Development	1,870,331	1,383,358	73.96%
Airport Operations	5,661,675	5,145,294	90.88%
Utility Operations	13,112,660	12,264,833	93.53%

<sup>(1)</sup> Hotel tax revenue reflects less hotel occupancy due to COVID-19

<sup>(2)</sup> Municipal court has fewer court fines/fees issued due to COVID-19

<sup>(3)</sup> Special events in the Hotel Fund reflects cancellation of special events due to COVID-19

## Executive Dashboard - 4th Quarter, 2020 Fiscal Year

### Staffing Indicators

#### Personnel Information:

Separations - Benefitted Positions				
	7/2020-9/2020			FY2020
Department	Part-Time Positions	Full-time positions	Total 4th Qtr	YTD
City Manager	0	0	0	0
Conference Centre	0	7	7	8
Development Services	0	1	1	1
Finance	0	1	1	3
Fire	0	0	0	3
General Services	0	1	1	2
Human Resources	0	0	0	0
Public Works	0	0	0	6
Marketing & Communications	0	1	1	1
Municipal Court	0	0	0	0
Parks	0	0	0	1
Police	0	1	1	5
Recreation	0	1	1	3
Special Events	0	0	0	1
Streets	0	0	0	0
<b>Grand Total</b>	<b>0</b>	<b>13</b>	<b>13</b>	<b>34</b>

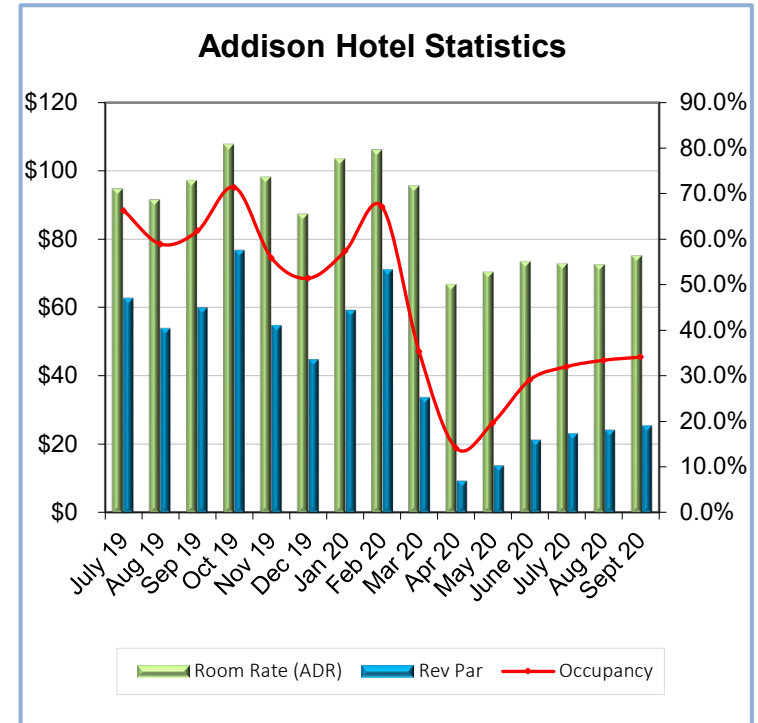
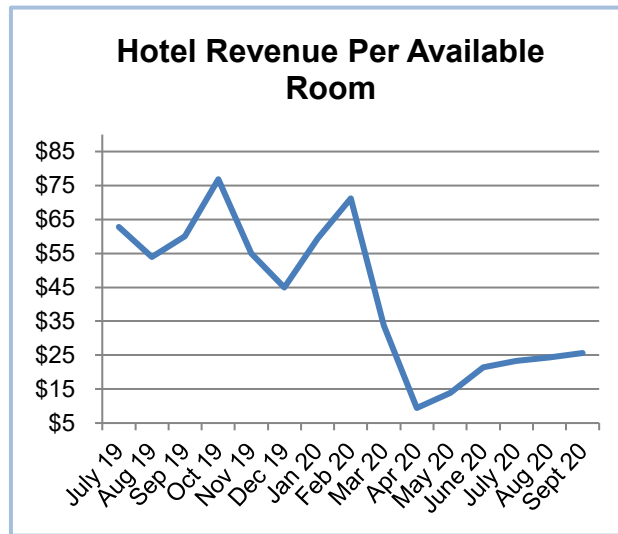
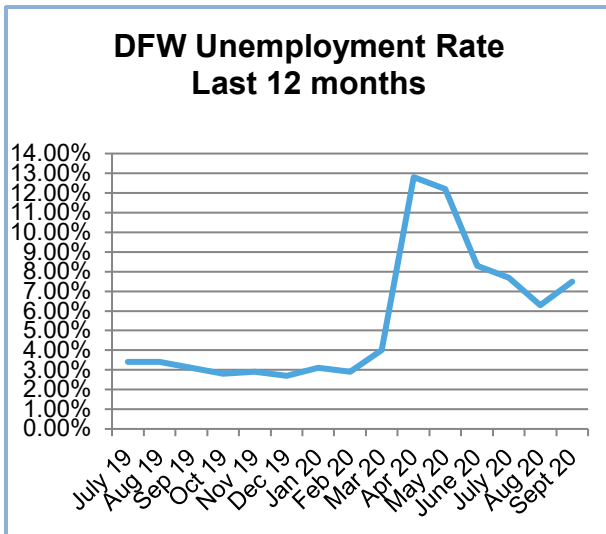
New Hires - Benefitted Positions				
	7/2020-9/2020			FY2020
Department	Part-Time Positions	Full-time positions	Total 4th Qtr	YTD
City Manager	0	0	0	0
Conference Centre	0	0	0	3
Development Services	0	0	0	1
Finance	0	0	0	2
Fire	0	0	0	6
General Services	0	0	0	0
Human Resources	0	0	0	0
Public Works	0	2	2	6
Marketing & Communications	0	0	0	0
Municipal Court	0	0	0	0
Parks	0	1	1	3
Police	0	2	2	6
Recreation	0	0	0	2
Special Events	0	0	0	1
Streets	0	0	0	2
<b>Grand Total</b>	<b>0</b>	<b>5</b>	<b>5</b>	<b>32</b>

Public Safety Sworn Positions	Budgeted FY 2020	Filled Positions	Percent Filled
Police	74	72	97%
Fire <sup>(1)</sup>	58	59	102%

<sup>(1)</sup> FY2020 budget includes 58 budgeted positions plus overfill of 1 Firefighter (F3) position

# Executive Dashboard - 4th Quarter, 2020 Fiscal Year

## Economic Indicators

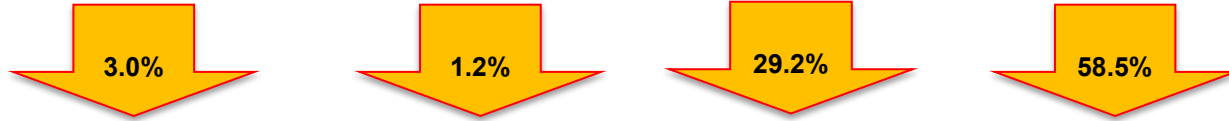


**Occupancy Indicators:**

Office Occupancy = 79.0%      Retail Occupancy = 93.0%

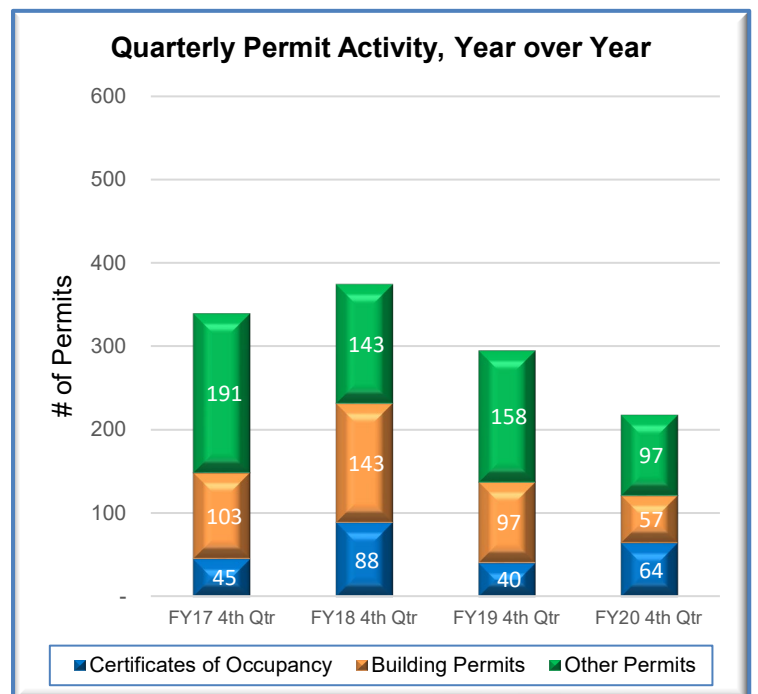
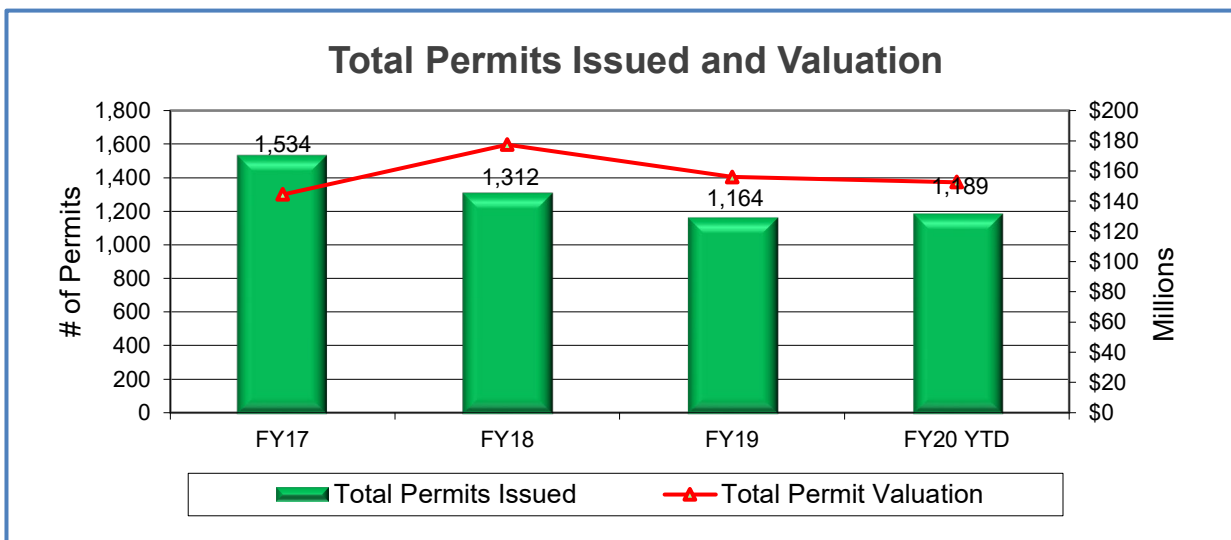
**Hotel Indicators**

Hotel Occupancy = 33.2%      RevPar = \$24.43



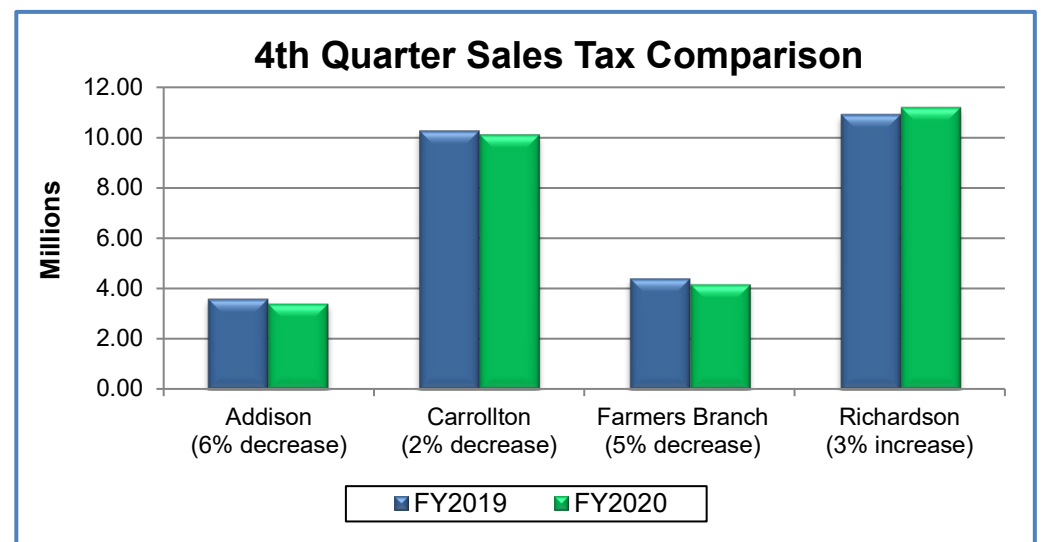
Source: CoStar (compares to prior year Q4)

Source: STR Report (compares to prior year Q4)



**Economic Development Incentives:**

Executed Agreements	Amount Paid FY20	Total Incentives Committed
5	\$384,869	\$480,334

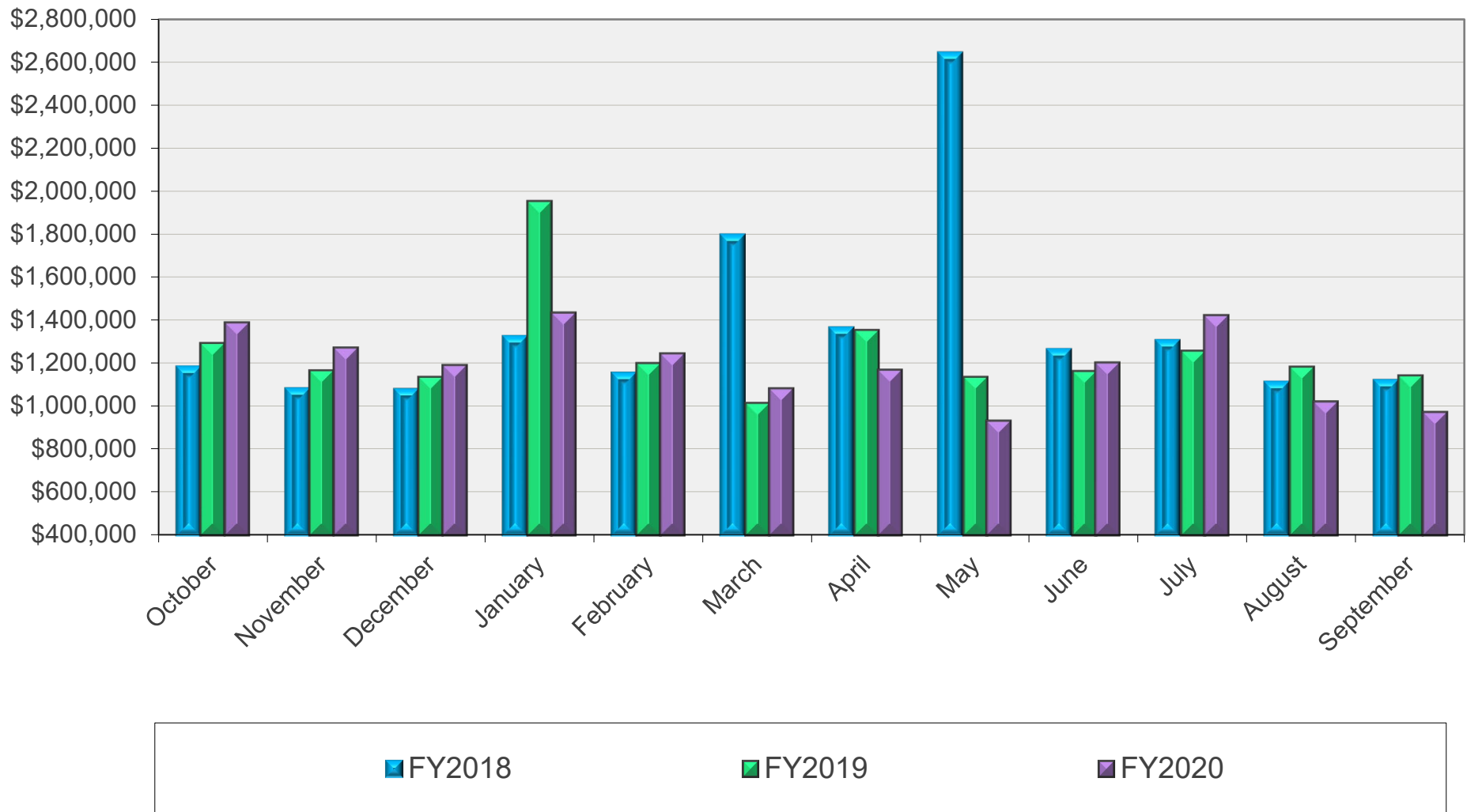


\* Decrease due to effects of COVID-19

Executive Dashboard - 4th Quarter, 2020 Fiscal 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**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:					
Current taxes	\$ 17,296,733	\$ 18,781,674	\$ 96,660	\$ 18,991,094	101.1%
Delinquent taxes	(96,002)	(70,000)	4,993	(356,413)	509.2% <sup>(1)</sup>
Penalty & interest	40,238	40,500	20,040	47,840	118.1%
Non-property taxes:					
Sales tax	15,017,081	13,700,000	3,409,645	14,302,624	104.4%
Alcoholic beverage tax	1,151,057	1,140,000	297,253	888,599	77.9%
Franchise / right-of-way use fees:					
Electric franchise	1,534,930	1,560,000	311,363	1,485,546	95.2%
Gas franchise	253,426	216,600	-	204,919	94.6%
Telecommunication access fees	400,099	400,000	61,959	316,471	79.1%
Cable franchise	270,799	150,000	31,735	196,520	131.0%
Street rental fees	-	5,500	(1,000)	(1,000)	0.0%
Licenses and permits:					
Business licenses and permits	222,420	165,700	27,382	110,964	67.0%
Building and construction permits	1,144,521	674,500	132,117	1,072,321	159.0%
Service fees:					
General government	-	-	-	20	0.0%
Public safety	907,174	942,300	182,367	836,792	88.8%
Urban development	2,180	60,300	7,682	17,727	29.4%
Streets and sanitation	403,677	377,200	102,768	396,436	105.1%
Recreation	64,452	70,300	3,758	34,914	49.7%
Interfund	349,380	516,490	129,123	516,490	100.0%
Court fines	376,362	352,000	35,433	227,998	64.8% <sup>(2)</sup>
Interest earnings	643,083	100,000	26,138	402,873	402.9%
Rental income	7,380	7,600	3,600	9,252	121.7%
Other	262,961	3,000	(58,819)	163,278	5442.6% <sup>(3)</sup>
<b>Total Revenues</b>	<b>40,251,951</b>	<b>39,193,664</b>	<b>4,824,197</b>	<b>39,865,265</b>	<b>101.7%</b>

<sup>(1)</sup> Delinquent property tax refunds

<sup>(2)</sup> Municipal court has fewer court fines/fees issued due to COVID-19

<sup>(3)</sup> Includes sale of City property not budgeted for in FY2020

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**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Expenditures:</b>					
General Government:					
City Secretary	175,970	207,783	49,947	172,993	83.3%
City Manager	1,186,118	1,246,999	360,267	1,243,138	99.7%
Finance	2,044,165	1,849,829	645,208	1,820,999	98.4%
General Services	716,848	766,195	207,706	680,201	88.8%
Municipal Court	650,660	739,563	173,583	644,147	87.1%
Human Resources	643,118	713,207	176,670	640,255	89.8%
Information Technology	2,006,930	2,220,737	508,719	1,899,127	85.5%
Combined Services	1,163,133	1,388,593	307,599	1,320,146	95.1%
Council Projects	330,555	351,811	(60,294)	339,790	96.6%
Public Safety:					
Police	9,354,818	9,988,388	2,677,450	9,302,777	93.1%
Emergency Communications	1,365,490	1,432,188	4,533	1,360,463	95.0%
Fire	7,868,725	8,462,015	2,456,021	8,466,819	100.1% <sup>(1)</sup>
Development Services					
Streets	1,350,598	1,626,900	489,978	1,498,545	92.1%
Parks and Recreation:					
Parks	1,777,128	2,220,634	658,693	1,791,421	80.7%
Recreation	3,911,318	4,044,545	1,203,493	3,759,534	93.0%
Other financing uses:					
Transfers to other funds	1,609,586	1,899,309	491,552	1,628,903	85.8%
<b>Total Expenditures</b>	<b>40,626,664</b>	<b>43,219,096</b>	<b>10,842,763</b>	<b>40,178,157</b>	<b>93.0%</b>
Net Change in Fund Balance	(374,713)	(4,025,432)	(6,018,566)	(312,892)	
<b>Fund Balance at Beginning of Year</b>	<b>20,962,956</b>	<b>20,588,243</b>		<b>20,588,243</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 20,588,243</b>	<b>\$ 16,562,811</b>		<b>\$ 20,275,351</b>	

<sup>(1)</sup> Personnel costs slightly exceeded budget for FY 2020

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**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Hotel/Motel occupancy taxes	\$ 5,401,691	\$ 5,540,000	\$ 413,760	\$ 3,097,548	55.9% <sup>(1)</sup>
Proceeds from special events	1,043,162	1,297,500	(8,090)	107,030	8.2% <sup>(2)</sup>
Conference centre rental	523,710	630,000	(25,225)	233,182	37.0% <sup>(3)</sup>
Theatre centre rental	88,460	77,000	11,388	68,781	89.3%
Interest and miscellaneous	108,265	25,000	3,576	57,203	228.8%
<b>Total Revenues</b>	<b>7,165,288</b>	<b>7,569,500</b>	<b>395,408</b>	<b>3,563,745</b>	<b>47.1%</b>
<b>Expenditures:</b>					
Addison theatre centre	291,298	421,938	97,644	246,506	58.4%
Conference centre	956,507	1,152,735	139,053	796,480	69.1%
General hotel operations	142,763	144,173	1,716	53,548	37.1%
Marketing	962,526	1,134,939	165,366	617,618	54.4%
Performing arts	437,900	505,000	-	505,000	100.0% <sup>(4)</sup>
Special events	2,579,212	2,812,567	226,190	761,982	27.1% <sup>(2)</sup>
Special events operations	903,337	998,354	91,771	606,660	60.8%
Attractions Capital Projects	1,039,680	33,690	17,808	31,761	94.3%
Other financing uses:					
Transfer to Economic Development Fund	715,000	768,000	-	384,000	50.0%
<b>Total Expenditures</b>	<b>8,028,225</b>	<b>7,971,396</b>	<b>739,550</b>	<b>4,003,556</b>	<b>50.2%</b>
Net Change in Fund Balance	(862,937)	(401,896)	(344,141)	(439,811)	
<b>Fund Balance at Beginning of Year</b>	<b>4,122,537</b>	<b>3,259,600</b>		<b>3,259,600</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 3,259,600</b>	<b>\$ 2,857,704</b>		<b>\$ 2,819,789</b>	

<sup>(1)</sup> Hotel tax fell significantly in the 3rd quarter due to the effects of COVID-19  
<sup>(2)</sup> Special event revenues and expenses are low because of cancellation of events due to COVID-19  
<sup>(3)</sup> Conference Centre rental revenue fell sharply due to COVID-19 and the subsequent closure of the Conference Centre  
<sup>(4)</sup> Final matching grant payment for non-profit grant funding to Water Tower Theatre in June 2020. Amount is in line with historical data.

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**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:	\$ 1,086,365	\$ 1,105,981	\$ 7,140	\$ 1,096,177	99.1%
Business license fee	64,026	50,500	3,153	47,043	93.2%
Interest income and other	48,416	30,000	2,404	34,160	113.9%
Transfers from General/Hotel Fund	715,000	768,000	-	384,000	50.0% <sup>(1)</sup>
<b>Total Revenues</b>	<b>1,913,807</b>	<b>1,954,481</b>	<b>12,697</b>	<b>1,561,380</b>	<b>79.9%</b>
<b>Expenditures:</b>					
Personnel services	453,011	479,272	139,110	477,439	99.6%
Supplies	18,456	23,645	3,678	8,507	36.0%
Maintenance	17,805	23,237	5,741	19,393	83.5%
Contractual services	1,042,520	1,327,180	231,511	861,021	64.9%
Capital replacement/lease	22,021	16,997	4,249	16,997	100.0%
<b>Total Expenditures</b>	<b>1,553,813</b>	<b>1,870,331</b>	<b>384,290</b>	<b>1,383,358</b>	<b>74.0%</b>
Net Change in Fund Balance	359,994	84,150	(371,593)	178,023	
<b>Fund Balance at Beginning of Year</b>	<b>1,437,025</b>	<b>1,797,019</b>		<b>1,797,019</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 1,797,019</b>	<b>\$ 1,881,169</b>		<b>\$ 1,975,042</b>	

<sup>(1)</sup> Reduced transfer from the Hotel Fund

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

**AIRPORT FUND**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating Revenues:</b>					
Operating grants	\$ -	\$ 1,360,000	\$ 157,000	\$ 1,381,219	101.6%
Service fees	103,306	138,000	25,022	103,234	74.8% <sup>(1)</sup>
Fuel flowage fees	1,019,452	916,000	236,475	867,778	94.7% <sup>(1)</sup>
Rental income	5,488,112	4,509,000	1,110,864	4,421,924	98.1%
Interest income and other	356,442	780,000	61,357	892,665	114.4%
<b>Total Operating Revenues:</b>	<b>6,967,312</b>	<b>7,703,000</b>	<b>1,590,717</b>	<b>7,666,819</b>	<b>99.5%</b>
<b>Operating Expenses:</b>					
Town - Personnel services	324,776	470,762	98,822	338,805	72.0%
Town - Supplies	33,600	41,000	34,369	39,577	96.5%
Town - Maintenance	77,453	53,441	22,655	69,292	129.7% <sup>(2)</sup>
Town - Contractual services	186,367	287,983	33,461	183,231	63.6%
Town - Capital Replacement/Lease	32,292	217,258	54,315	217,258	100.0%
Town - Debt service	763,934	853,910	174,643	866,353	101.5%
Operator - Operations and maintenance	2,761,617	3,308,028	753,524	3,070,472	92.8%
Operator - Service contract	522,020	429,293	87,436	360,307	83.9%
<b>Total Operating Expenses:</b>	<b>4,702,059</b>	<b>5,661,675</b>	<b>1,259,224</b>	<b>5,145,294</b>	<b>90.9%</b>
Capital Projects (Cash Funded)	31,703	3,663,917	2,476,184	3,633,777	99.2%
<b>Total Expenses:</b>	<b>4,733,762</b>	<b>9,325,592</b>	<b>3,735,408</b>	<b>8,779,072</b>	<b>94.1%</b>
Net Change in Working Capital	2,233,550	(1,622,592)	(2,144,691)	(1,112,253)	
<b>Working Capital at Beginning of Year</b>	<b>4,812,377</b>	<b>7,045,927</b>		<b>7,045,927</b>	
<b>Working Capital at End of Year</b>	<b>\$ 7,045,927</b>	<b>\$ 5,423,335</b>		<b>\$ 5,933,674</b>	

<sup>(1)</sup> Percentage is below the quarterly threshold but actuals are in line with historical trends

<sup>(2)</sup> Actuals are in line with historical trends

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**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Water sales	\$ 6,663,348	\$ 7,051,676	\$ 3,158,376	\$ 7,460,287	105.8%
Sewer charges	5,144,473	5,876,062	1,853,292	5,380,789	91.6%
Tap fees	7,050	25,275	4,800	11,375	45.0%
Penalties	124,261	75,000	-	36,448	48.6%
Interest income and other	169,769	94,600	122,074	239,318	253.0%
<b>Total Operating Revenues:</b>	<b>12,108,901</b>	<b>13,122,613</b>	<b>5,138,542</b>	<b>13,128,216</b>	<b>100.0%</b>
<b>Operating expenses:</b>					
Personnel services	1,716,439	2,264,720	533,647	1,926,249	85.1%
Supplies	176,462	217,990	59,969	206,621	94.8%
Maintenance	329,051	495,622	223,220	530,032	106.9%
Contractual services					
Water purchases	3,467,867	3,435,039	1,286,650	3,506,330	102.1% <sup>(1)</sup>
Wastewater treatment	3,635,316	3,373,435	690,187	3,427,714	101.6% <sup>(1)</sup>
Other services	863,217	1,390,199	174,203	741,493	53.3%
Capital Replacement/Lease	340,657	331,857	82,964	331,857	100.0%
Debt service	1,133,162	1,513,798	331,066	1,516,118	100.2%
Capital outlay	74,949	90,000	50,583	78,419	87.1%
<b>Total Operating Expenses:</b>	<b>11,737,120</b>	<b>13,112,660</b>	<b>3,432,488</b>	<b>12,264,833</b>	<b>93.5%</b>
Capital Projects (Cash Funded)	338,352	1,813,000	523,752	860,362	47.5%
<b>Total Expenses:</b>	<b>12,075,472</b>	<b>14,925,660</b>	<b>3,956,240</b>	<b>13,125,196</b>	<b>87.9%</b>
Net Change in Working Capital	33,429	(1,803,047)	1,182,301	3,020	
<b>Working Capital at Beginning of Year</b>	<b>6,233,408</b>	<b>6,266,837</b>		<b>6,266,837</b>	
<b>Working Capital at End of Year</b>	<b>\$ 6,266,837</b>	<b>\$ 4,463,790</b>		<b>\$ 6,269,857</b>	

<sup>(1)</sup> Water wholesale purchases and wastewater treatment expenses slightly exceeded the FY2020 budget

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**  
**FY2020 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

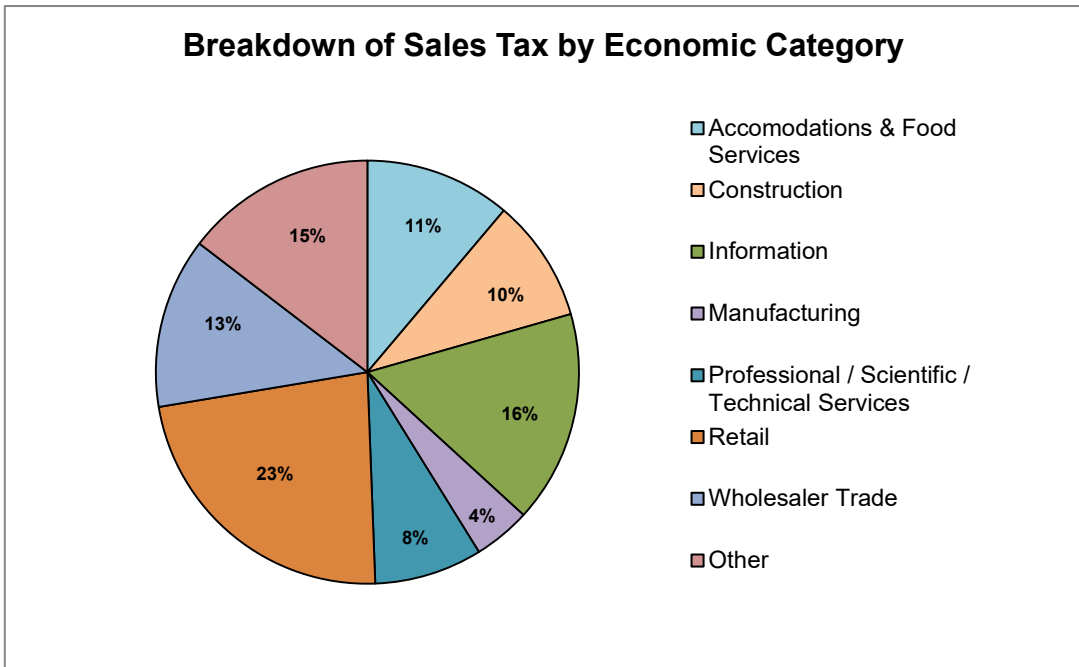
CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 4TH QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Drainage Fees	\$ 2,235,566	\$ 2,349,795	\$ 747,806	\$ 2,320,434	98.8% <sup>(1)</sup>
Interest income and other	159,165	53,900	8,230	110,961	205.9%
<b>Total Operating Revenues:</b>	<b>2,394,731</b>	<b>2,403,695</b>	<b>756,036</b>	<b>2,431,395</b>	<b>101.2%</b>
<b>Operating expenses</b>					
Personnel services	275,422	304,134	74,955	273,918	90.1%
Supplies	16,117	20,597	5,600	13,239	64.3%
Maintenance	77,810	210,700	27,754	32,637	15.5%
Contractual services	179,173	367,874	60,452	172,465	46.9%
Debt service	546,916	544,466	122,033	543,141	99.8%
Capital outlay	21,035	40,000	-	48,524	121.3% <sup>(2)</sup>
Other financing uses:					
Capital Projects (Cash Funded)	-	-	-	-	0.0%
<b>Total Operating Expenses:</b>	<b>1,116,473</b>	<b>1,487,771</b>	<b>290,794</b>	<b>1,083,926</b>	<b>72.9%</b>
Capital Projects (Cash Funded)	50,449	1,181,000	3,979	33,383	2.8%
<b>Total Expenses:</b>	<b>1,166,922</b>	<b>2,668,771</b>	<b>294,774</b>	<b>1,117,308</b>	<b>41.9%</b>
Net Change in Working Capital	1,227,809	(265,076)	461,262	1,314,087	
<b>Working Capital at Beginning of Year</b>	<b>5,240,798</b>	<b>6,468,607</b>		<b>6,468,607</b>	
<b>Working Capital at End of Year</b>	<b>\$ 6,468,607</b>	<b>\$ 6,203,531</b>		<b>\$ 7,782,694</b>	

<sup>(1)</sup> Fees represent a one-month lag in the collection of stormwater revenue but actuals are in line with historical trends

<sup>(2)</sup> Capital outlay includes the purchase of one delayed arrival vehicle

**TOWN OF ADDISON**  
**Schedule of Sales Tax Collections**  
*For the quarter ending September 30, 2020*

	FY2020 Monthly Collections	% Change from Prior Year	FY2019 Monthly Collections
October	\$ 1,384,839	7.0%	\$ 1,294,332
November	1,269,353	8.7%	1,168,041
December	1,188,777	4.5%	1,137,218
January	1,430,683	-26.7%	1,951,678 <sup>(1)</sup>
February	1,241,465	3.3%	1,202,189
March	1,080,029	6.3%	1,016,343
April	1,166,877	-13.9%	1,355,558
May	931,272	-18.2%	1,138,099
June	1,199,683	3.0%	1,164,646
July	1,418,491	12.6%	1,259,503
August	1,019,598	-13.9%	1,184,583
September	971,556	-15.1%	1,144,891
	<b>\$ 14,302,624</b>		<b>\$ 15,017,081</b>
Budget:	13,700,000	104.4%	13,700,000

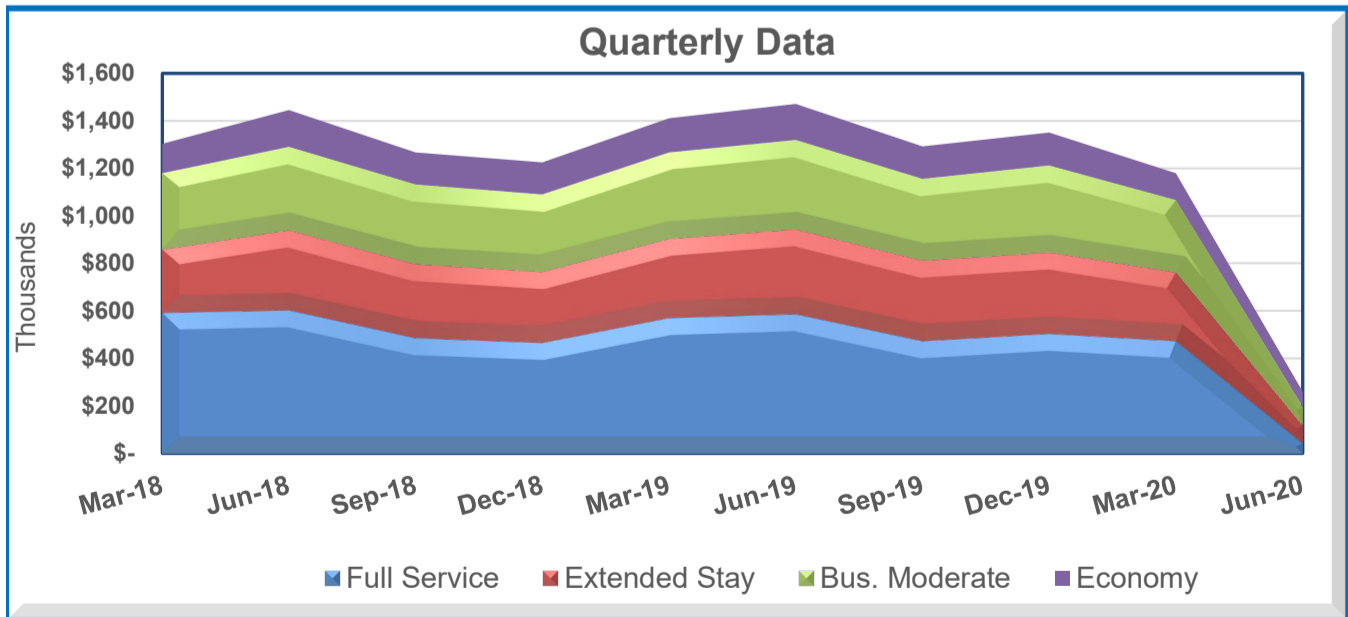


<sup>(1)</sup> Gross collections derived from audit payments was \$517,606 in FY2019



**TOWN OF ADDISON**  
**HOTEL OCCUPANCY TAX COLLECTION**  
**Hotels By Service Type for the Quarter and Year-to-Date Ended September 30, 2020**  
*With Comparative Information from Prior Fiscal Year*

	Rooms		July - Sept. 2020		20 to 19
	Number	%	Amount	%	% Diff.
<b>Full Service</b>					
Marriott Quorum	547	13%	\$ 71,804	17%	-69%
Renaissance	528	13%	27,690	7%	-81%
<sup>(1)</sup> Crowne Plaza	428	10%	-	0%	-100%
	1,503	37%	99,494	23%	-79%
<b>Extended Stay</b>					
Budget Suites	344	8%	9,811	2%	12%
Hawthorn Suites	70	2%	7,032	2%	-55%
Marriott Residence Inn	150	4%	20,788	5%	-70%
Hyatt House	132	3%	24,164	6%	-44%
<sup>(2)</sup> Homewood Suites	120	3%	17,168	4%	-69%
Home2Suites	132	3%	25,657	6%	-66%
Springhill Suites	159	4%	14,609	3%	-80%
	1,107	27%	119,229	28%	-65%
<b>Business Moderate</b>					
Marriott Courtyard Quorum	176	4%	16,650	4%	-80%
LaQuinta Inn	152	4%	32,381	8%	-34%
Marriott Courtyard Midway	145	4%	13,819	3%	-74%
Radisson - Addison	101	2%	15,552	4%	-51%
Hilton Garden Inn	96	2%	13,649	3%	-73%
Holiday Inn Express	97	2%	16,985	4%	100%
<sup>(2)</sup> Holiday Inn Beltway	102	2%	-	0%	100%
Best Western Plus	84	2%	18,541	4%	-30%
	953	23%	127,577	30%	-63%
<b>Economy</b>					
Motel 6	127	3%	26,879	6%	-22%
Hampton Inn	158	4%	10,749	3%	-80%
Red Roof Inn	105	3%	18,482	4%	-2%
Quality Suites North/Galleria	78	2%	19,393	5%	-20%
America's Best Value Inn	60	1%	4,158	1%	-17%
	528	13%	79,661	19%	-42%
<b>TOTAL</b>	<b>4,091</b>	<b>100%</b>	<b>\$ 425,961</b>	<b>100%</b>	<b>-67%</b>



<sup>(1)</sup> Crowne Plaza has closed permanently  
<sup>(2)</sup> Not yet received one or more payments for the quarter