



Department of Finance  
*Quarterly Review*

*For the Period Ended June 30, 2021*

---

---

*Town of Addison*

## *Table of Contents - Quarter Ended 6/30/21*

---

Memorandum to the City Manager.....	1-2
Executive Dashboard .....	3-6
General Fund, Quarterly Statement of Revenues Compared to Budget .....	7
General Fund, Quarterly Statement of Expenditures Compared to Budget .....	8
Hotel Fund .....	9
Economic Development Fund.....	10
Airport Fund .....	11
Utility Fund.....	12
Stormwater Fund.....	13
Schedule of Sales Tax Collections and Related Analyses .....	14
Hotel Occupancy Tax Collection by Hotel Service Type.....	15

**To: Wes Pierson, City Manager**  
**From: Steven Glickman, Chief Financial Officer**  
**Re: Third Quarter Financial Review**  
**Date: 8/24/2021**

This is the third quarter report for the 2020-2021 fiscal year. Revenues and expenditures reflect activity from October 1, 2020 through June 30, 2021 or 75 percent of the fiscal year.

### **GENERAL FUND**

- Fiscal year-to-date revenue totals \$35.5 million, which is 90.3 percent of the overall budget amount. Sales tax collections are at 85.3 percent of the fiscal year 2021 budget. Alcoholic beverage tax collections are at 61.6 percent of the fiscal year 2021 budget.
- Fiscal year-to-date expenditures and transfers total approximately \$26.9 million, which is 67.1 percent of budget. All departments are on pace with or below their respective budgets for fiscal year 2021.

### **HOTEL FUND**

- Revenues through the third quarter total approximately \$1.9 million, 36.3 percent of the fiscal year 2021 budget. Hotel occupancy tax collections are 34.6 percent of budget for eight months of collections. Collections have not been received by all hoteliers for June. Proceeds from Special Events are below budget due to timing of events; all significant events occur between May and September.
- Hotel Fund expenditures of \$2.8 million are 48.6 percent of budget, and \$429 thousand less than this time a year ago. Performing Arts expenditures are at 100 percent due to the full payment of the Water Tower Theater primary grant. Special events expenditures are at 31.6 percent due to timing of events.

### **AIRPORT FUND**

- Operating revenue through the third quarter total approximately \$4.2 million or 81.0 percent of the fiscal year 2021 budget.
- Operating expenses total \$3.0 million, or 59.1 percent of fiscal year 2021 budget.
- Total year-to-date operating income for the Airport Fund is \$1.2 million.

## UTILITY FUND

- Operating revenue through the third quarter totals \$8.2 million, or 58.8 percent of the fiscal year 2021 budget. With a one-month lag in the collection of utility revenues, 66.7 of the fiscal year has expired. Water revenues are at 58.8 percent of the fiscal year 2021 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 third quarter total approximately \$9.2 million, or 64.5 percent of the fiscal year 2021 budget. Water wholesale purchases are slightly higher and wastewater treatment expenses are less than this time a year ago.

## STORMWATER FUND

- Operating revenue through the third quarter total \$1.7 million or 67.6 percent of the fiscal year 2021 budget. With a one-month lag in the collection of stormwater revenues, 66.7 percent of the fiscal year has expired.
- Operating expenses through the third quarter total approximately \$907 thousand, or 68.5 percent of the fiscal year 2021 budget. The percentage to budget is driven by our debt service payment, which is made in Q2 of the fiscal year.

## Executive Dashboard - 3rd Quarter, 2021 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	FY2021 Budget	Actual through 6/30/21	% Annual Budget
Ad Valorem Taxes - General Fund	\$ 19,425,398	\$ 20,089,247	103.42%
Non-Property Taxes - General Fund	13,954,766	11,656,724	83.53%
Hotel Tax	4,155,000	1,437,253	34.59% <sup>(1)</sup>
Franchise Fees - General Fund	2,260,000	1,534,514	67.90%
Service/Permitting/License Fees - General Fund	3,113,326	1,797,881	57.75%
Rental Income - All Funds	4,337,770	3,324,900	76.65%
Fines and Penalties - All Funds	335,000	116,190	34.68% <sup>(2)</sup>
Special Event Revenue - Hotel Fund	1,104,500	408,906	37.02% <sup>(3)</sup>
Fuel Flowage Fees - Airport Fund	625,043	746,990	119.51%
Water and Sewer Charges - Utility Fund	13,772,976	8,181,900	59.41%

Key Expenditures	FY2021 Budget	Actual through 6/30/21	% Annual Budget
General Fund	\$ 40,039,551	\$ 26,884,361	67.14%
Hotel Fund	5,838,563	2,834,730	48.55%
Economic Development	2,019,815	1,034,932	51.24%
Airport Operations	5,110,205	3,022,338	59.14%
Utility Operations	14,243,405	9,184,611	64.48%

<sup>(1)</sup> Hotel tax revenue has not been collected from all hoteliers and 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 are low due to the timing of events

Executive Dashboard - 3rd Quarter, 2021 Fiscal Year

Staffing Indicators

Personnel Information:

Separations - Benefitted Positions				
	4/2021-6/2021			FY2021
Department	Part-Time Positions	Full-time positions	Total 2nd Qtr	YTD
Airport	0	0	0	0
City Manager	0	0	0	1
Conference Centre	0	0	0	0
Development Services	0	2	2	2
Finance	0	1	1	1
Fire	0	4	4	7
General Services	0	0	0	1
Human Resources	0	0	0	0
Public Works	0	3	3	5
Marketing & Communications	0	0	0	0
Municipal Court	0	0	0	0
Parks	0	0	0	2
Police	0	0	0	4
Recreation	0	0	0	0
Special Events	0	0	0	0
Streets	0	2	2	2
<b>Grand Total</b>	<b>0</b>	<b>12</b>	<b>12</b>	<b>25</b>

New Hires - Benefitted Positions				
	4/2021-6/2021			FY2021
Department	Part-Time Positions	Full-time positions	Total 2nd Qtr	YTD
Airport	0	0	0	14
City Manager	0	0	0	1
Conference Centre	0	0	0	0
Development Services	0	0	0	1
Finance	0	0	0	1
Fire	0	0	0	4
General Services	0	0	0	2
Human Resources	0	0	0	0
Public Works	0	1	1	3
Marketing & Communications	0	0	0	1
Municipal Court	0	0	0	0
Parks	0	0	0	2
Police	0	3	3	8
Recreation	1	0	1	1
Special Events	0	0	0	0
Streets	0	1	1	4
<b>Grand Total</b>	<b>1</b>	<b>5</b>	<b>6</b>	<b>42</b>

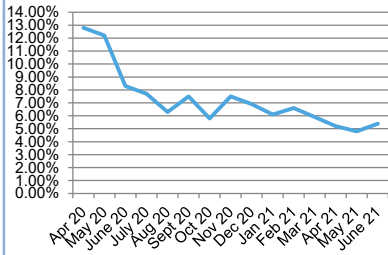
Public Safety Sworn Positions	Budgeted FY 2021	Filled Positions	Percent Filled
Police	66	63	95%
Fire <sup>(1)</sup>	56	54	96%

<sup>(1)</sup> FY2021 budget includes 56 budgeted sworn positions plus overfill of 1 Firefighter (F3) position. Fire received approval in Q2 to have an additional temporary overfill.

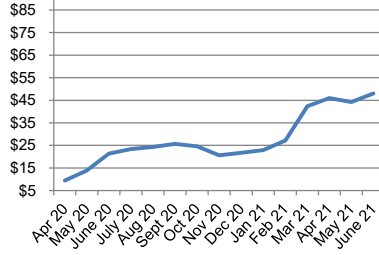
# Executive Dashboard - 3rd Quarter, 2021 Fiscal Year

## Economic Indicators

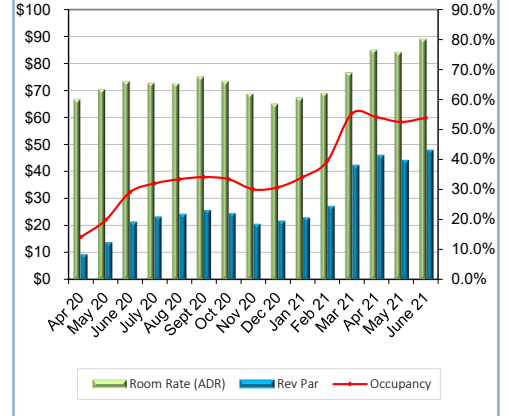
**DFW Unemployment Rate Last 12 months**



**Hotel Revenue Per Available Room**



**Addison Hotel Statistics**



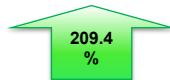
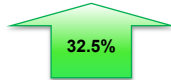
**Occupancy Indicators:**

Office Occupancy = 79.5%

Retail Occupancy = 90.6%

Hotel Occupancy = 53.5%

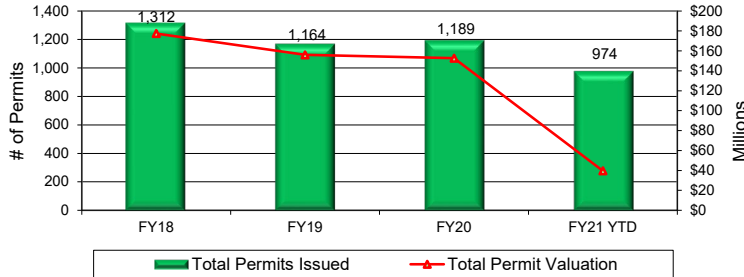
RevPar = \$46.09



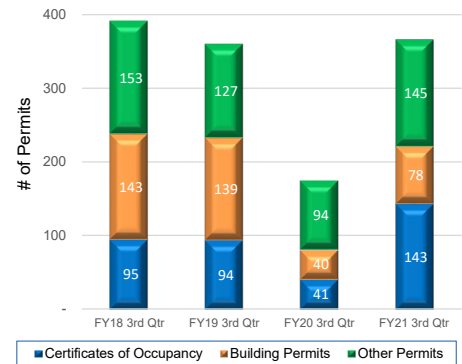
Source: CoStar (compares to prior year Q3)

Source: STR Report (compares to prior year Q3)

**Total Permits Issued and Valuation**



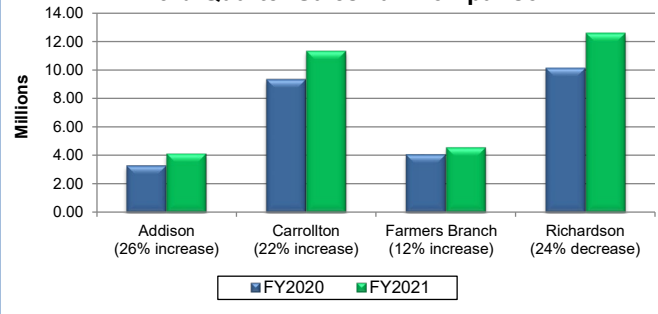
**Quarterly Permit Activity, Year over Year**



**Economic Development Incentives:**

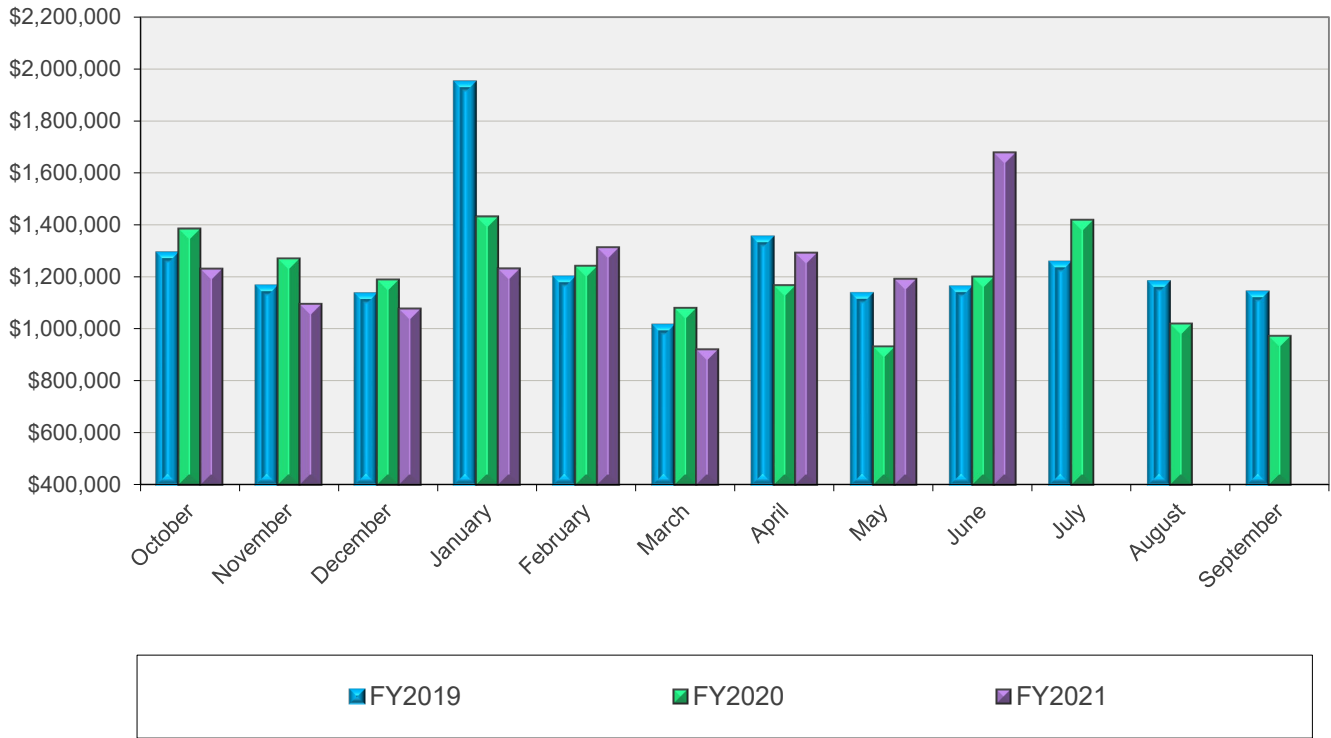
Executed Agreements	Amount Paid FY21	Total Incentives Committed
4	\$0	\$205,333

**3rd Quarter Sales Tax Comparison**



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

Warning

**TOWN OF ADDISON**  
**GENERAL FUND**  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:					
Current taxes	\$ 18,925,819	\$ 19,546,156	\$ 105,595	\$ 20,227,671	103.5%
Delinquent taxes	(356,413)	(165,758)	(13,426)	(179,970)	108.6% <sup>(1)</sup>
Penalty & interest	47,840	45,000	16,102	41,545	92.3%
Non-property taxes:					
Sales tax	14,302,624	12,928,766	4,157,735	11,024,569	85.3%
Alcoholic beverage tax	888,599	1,026,000	276,974	632,155	61.6%
Franchise / right-of-way use fees:					
Electric franchise	1,459,652	1,525,000	358,988	1,092,940	71.7%
Gas franchise	204,919	205,000	-	185,638	90.6% <sup>(2)</sup>
Telecommunication access fees	316,471	400,000	55,354	160,467	40.1%
Cable franchise	196,520	130,000	30,454	95,468	73.4%
Street rental fees	(1,000)	-	-	-	0.0%
Licenses and permits:					
Business licenses and permits	110,964	211,650	47,645	86,525	40.9%
Building and construction permits	1,072,321	930,900	125,389	431,973	46.4%
Service fees:					
General government	20	-	-	-	0.0%
Public safety	892,713	984,945	230,348	608,606	61.8%
Urban development	1,950	71,900	12,335	25,919	36.0%
Streets and sanitation	395,968	445,700	105,124	320,948	72.0%
Recreation	34,914	57,800	9,094	16,087	27.8%
Interfund	516,490	410,431	102,608	307,823	75.0%
Court fines	227,997	260,000	47,762	116,190	44.7%
Interest earnings	402,873	200,000	22,339	70,322	35.2%
Rental income	9,252	8,000	1,650	5,500	68.8%
Other	168,925	128,000	139,928	249,463	194.9%
<b>Total Revenues</b>	<b>39,819,418</b>	<b>39,349,490</b>	<b>5,831,997</b>	<b>35,519,840</b>	<b>90.3%</b>

<sup>(1)</sup> Represents prior year tax payment refunds

<sup>(2)</sup> Franchise fee payment due in the 3rd quarter

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

Warning

**TOWN OF ADDISON**  
**GENERAL FUND**  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Expenditures:</b>					
General Government:					
City Secretary	173,058	213,088	35,280	143,769	67.5%
City Manager	1,245,323	1,182,665	273,569	820,627	69.4%
Finance	1,826,483	1,795,555	371,123	1,242,472	69.2%
General Services	682,111	752,269	170,963	445,914	59.3%
Municipal Court	647,094	706,818	132,478	466,844	66.0%
Human Resources	641,387	721,040	153,435	471,991	65.5%
Information Technology	1,905,667	2,248,601	492,700	1,322,840	58.8%
Combined Services	1,323,634	1,187,951	516,609	955,749	80.5%
Council Projects	339,790	302,132	122,141	234,805	77.7%
Public Safety:					
Police	9,318,044	10,290,874	2,354,353	6,772,568	65.8%
Emergency Communications	1,360,463	1,391,519	368,867	1,392,569	100.1% <sup>(1)</sup>
Fire	8,492,457	8,660,315	1,988,895	6,039,285	69.7%
Development Services					
Streets	1,501,596	1,637,553	356,769	1,029,174	62.8%
Parks and Recreation:					
Parks	1,799,513	2,150,903	677,096	1,242,568	57.8%
Recreation	3,772,783	4,261,292	1,008,112	2,704,044	63.5%
Other financing uses:					
Transfers to other funds	1,634,920	1,826,026	398,110	1,065,930	58.4%
<b>Total Expenditures</b>	<b>40,273,223</b>	<b>40,039,551</b>	<b>9,598,236</b>	<b>26,884,361</b>	<b>67.1%</b>
Net Change in Fund Balance	(453,805)	(690,061)	(3,766,238)	8,635,479	
<b>Fund Balance at Beginning of Year</b>	<b>20,588,244</b>	<b>20,134,439</b>		<b>20,134,439</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 20,134,439</b>	<b>\$ 19,444,378</b>		<b>\$ 28,769,918</b>	

<sup>(1)</sup> NTECC operations contribution for 4th quarter posted in period 9

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

Warning

**TOWN OF ADDISON**  
HOTEL FUND  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Hotel/Motel occupancy taxes	\$ 3,240,946	\$ 4,155,000	\$ 756,962	\$ 1,437,253	34.6% <sup>(1)</sup>
Proceeds from special events	107,030	1,104,500	365,206	408,906	37.0% <sup>(2)</sup>
Conference centre rental	233,183	-	750	1,400	0.0% <sup>(3)</sup>
Theatre centre rental	51,465	23,810	11,850	25,751	108.2%
Interest and miscellaneous	74,519	50,100	1,901	62,371	124.5%
<b>Total Revenues</b>	<b>3,707,143</b>	<b>5,333,410</b>	<b>1,136,669</b>	<b>1,935,681</b>	<b>36.3%</b>
<b>Expenditures:</b>					
Addison theatre centre	246,578	318,876	55,177	147,278	46.2%
Conference centre	796,479	200,977	48,722	176,675	87.9%
General hotel operations	55,828	154,125	935	20,473	13.3%
Marketing	618,006	1,113,915	253,573	504,954	45.3%
Performing arts	505,000	329,089	36,987	329,089	100.0% <sup>(4)</sup>
Special events	762,665	931,773	217,758	603,981	64.8% <sup>(2)</sup>
Special events operations	606,661	2,405,808	719,597	760,191	31.6%
Attractions Capital Projects	31,762	-	-	4,090	0.0%
Other financing uses:					
Transfer to Economic Development Fund	384,000	384,000	96,000	288,000	75.0%
<b>Total Expenditures</b>	<b>4,006,979</b>	<b>5,838,563</b>	<b>1,428,749</b>	<b>2,834,730</b>	<b>48.6%</b>
Net Change in Fund Balance	(299,836)	(505,153)	(292,080)	(899,049)	
<b>Fund Balance at Beginning of Year</b>	<b>3,449,095</b>	<b>3,149,259</b>		<b>3,149,259</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 3,149,259</b>	<b>\$ 2,644,106</b>		<b>\$ 2,250,210</b>	

<sup>(1)</sup> Hotel tax collections have not been received by all hoteliers

<sup>(2)</sup> Special events revenues and expenses are low due to the timing of events

<sup>(3)</sup> Conference Centre is closed for FY2021

<sup>(4)</sup> Full NPO primary grant payment and matching funds of \$64,263.02 for non-profit grant funding to Water Tower Theatre

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

Warning

**TOWN OF ADDISON**  
**ECONOMIC DEVELOPMENT FUND**  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:	\$ 1,092,347	\$ 1,127,348	\$ 6,245	\$ 1,158,737	102.8%
Business license fee	47,043	50,000	1,750	24,100	48.2%
Interest income and other	34,160	58,000	1,873	5,975	10.3%
Transfers from General/Hotel Fund	384,000	384,000	96,000	288,000	75.0%
<b>Total Revenues</b>	<b>1,557,550</b>	<b>1,619,348</b>	<b>105,867</b>	<b>1,476,812</b>	<b>91.2%</b>
<b>Expenditures:</b>					
Personnel services	479,218	491,120	111,829	340,663	69.4%
Supplies	8,506	20,932	2,685	4,214	20.1%
Maintenance	19,393	29,450	5,090	15,531	52.7%
Contractual services	861,623	1,430,153	241,203	661,776	46.3%
Debt Service	16,997	48,160	4,249	12,748	26.5%
<b>Total Expenditures</b>	<b>1,385,737</b>	<b>2,019,815</b>	<b>365,056</b>	<b>1,034,932</b>	<b>51.2%</b>
Net Change in Fund Balance	171,813	(400,467)	(259,189)	441,880	
<b>Fund Balance at Beginning of Year</b>	<b>1,797,019</b>	<b>1,968,832</b>		<b>1,968,832</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 1,968,832</b>	<b>\$ 1,568,365</b>		<b>\$ 2,410,712</b>	

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

Warning

**AIRPORT FUND**  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating Revenues:</b>					
Operating grants	\$ 1,431,219	\$ 50,000	\$ -	\$ -	0.0%
Service fees	103,234	158,107	31,439	80,388	50.8% <sup>(1)</sup>
Fuel flowage fees	867,777	625,043	291,913	746,990	119.5%
Rental income	4,421,924	4,305,960	1,083,990	3,292,249	76.5%
Interest income and other	861,323	50,000	19,017	85,978	172.0%
<b>Total Operating Revenues:</b>	<b>7,685,477</b>	<b>5,189,110</b>	<b>1,426,360</b>	<b>4,205,604</b>	<b>81.0%</b>
<b>Operating Expenses:</b>					
Personnel services	356,381	2,157,056	446,917	1,309,233	60.7%
Supplies	40,793	61,900	11,866	32,144	51.9%
Maintenance	69,292	479,730	59,601	190,064	39.6%
Contractual services	279,244	1,325,914	258,933	734,751	55.4%
Capital Replacement/Lease	217,258	230,958	54,315	162,944	70.6%
Debt service	855,123	819,647	-	564,736	68.9%
Capital Outlay	-	35,000	6,489	28,467	81.3%
Operator - Operations and maintenance	3,060,383	-	-	-	0.0% <sup>(2)</sup>
Operator - Service contract	396,815	-	-	-	0.0% <sup>(2)</sup>
<b>Total Operating Expenses:</b>	<b>5,275,289</b>	<b>5,110,205</b>	<b>838,121</b>	<b>3,022,338</b>	<b>59.1%</b>
Capital Projects (Cash Funded)	3,540,044	2,103,911	-	-	0.0%
<b>Total Expenses:</b>	<b>8,815,333</b>	<b>7,214,116</b>	<b>838,121</b>	<b>3,022,338</b>	<b>41.9%</b>
Net Change in Working Capital	(1,129,856)	(2,025,006)	588,238	1,183,266	
<b>Working Capital at Beginning of Year</b>	<b>7,264,401</b>	<b>6,134,545</b>		<b>6,134,545</b>	
<b>Working Capital at End of Year</b>	<b>\$ 6,134,545</b>	<b>\$ 4,109,539</b>		<b>\$ 7,317,811</b>	

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

<sup>(2)</sup> The Town no longer has an operator contract as the Airport operations were insured in FY2021

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

Warning

**UTILITY FUND**  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Water sales	\$ 7,460,287	\$ 7,502,499	\$ 1,621,901	\$ 4,410,453	58.8% <sup>(1)</sup>
Sewer charges	5,380,789	6,270,477	1,390,444	3,771,447	60.1% <sup>(1)</sup>
Tap fees	21,565	17,500	2,135	6,535	37.3%
Penalties	36,448	75,000	-	-	0.0%
Interest income and other	127,436	108,500	5,447	21,959	20.2%
<b>Total Operating Revenues:</b>	<b>13,026,525</b>	<b>13,973,976</b>	<b>3,019,927</b>	<b>8,210,394</b>	<b>58.8%</b>
<b>Operating expenses:</b>					
Personnel services	1,943,252	2,318,042	491,682	1,473,427	63.6%
Supplies	214,536	216,281	60,471	194,078	89.7%
Maintenance	524,182	650,623	167,641	327,318	50.3%
Contractual services					
Water purchases	3,506,330	3,652,672	913,340	2,268,392	62.1%
Wastewater treatment	3,427,714	3,746,596	635,648	2,579,119	68.8%
Other services	743,773	1,735,463	305,737	889,924	51.3%
Capital Replacement/Lease	331,857	340,797	82,964	248,893	73.0%
Debt service	1,516,118	1,517,931	-	1,203,460	79.3%
Capital outlay	84,269	65,000	-	-	0.0%
<b>Total Operating Expenses:</b>	<b>12,292,031</b>	<b>14,243,405</b>	<b>2,657,483</b>	<b>9,184,611</b>	<b>64.5%</b>
Capital Projects (Cash Funded)	860,351	163,000	(59,590)	87,037	53.4%
<b>Total Expenses:</b>	<b>13,152,382</b>	<b>14,406,405</b>	<b>2,597,893</b>	<b>9,271,647</b>	<b>64.4%</b>
Net Change in Working Capital	(125,857)	(432,429)	422,034	(1,061,253)	
<b>Working Capital at Beginning of Year</b>	<b>6,509,475</b>	<b>6,432,149</b>		<b>6,383,618</b>	
<b>Working Capital at End of Year</b>	<b>\$ 6,383,618</b>	<b>\$ 5,999,720</b>		<b>\$ 5,322,365</b>	

<sup>(1)</sup> Revenues represent a one-month lag in the collection of utility revenues and there is heavy seasonality with water revenue

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

Warning

**STORMWATER UTILITY FUND**  
**FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

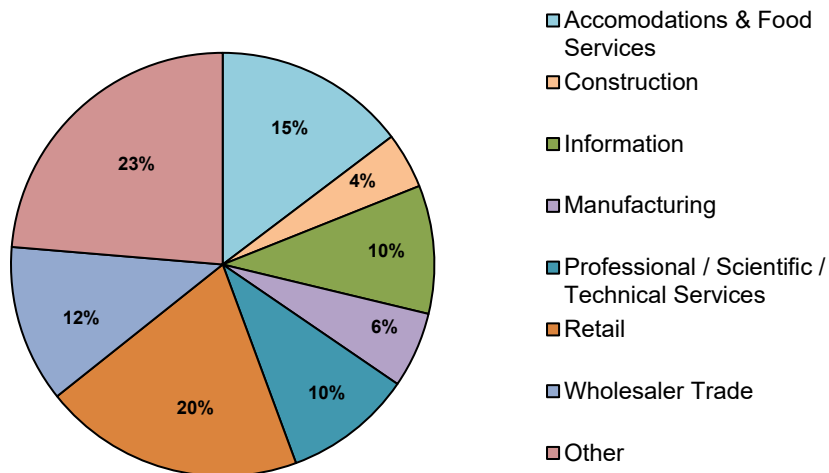
CATEGORY	FY 2019-20 ACTUAL PRIOR YEAR	FY 2020-21 REVISED BUDGET	FY 2020-21 ACTUAL 3RD QTR	FY 2020-21 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Drainage Fees	\$ 2,320,434	\$ 2,455,791	\$ 613,167	\$ 1,663,169	67.7% <sup>(1)</sup>
Interest income and other	110,961	40,000	6,778	24,098	60.2%
<b>Total Operating Revenues:</b>	<b>2,431,395</b>	<b>2,495,791</b>	<b>619,945</b>	<b>1,687,267</b>	<b>67.6%</b>
<b>Operating expenses</b>					
Personnel services	275,450	313,093	77,464	220,485	70.4%
Supplies	13,239	17,700	4,715	7,607	43.0%
Maintenance	32,637	102,620	14,721	44,147	43.0%
Contractual services	173,065	310,224	70,193	175,651	56.6%
Debt service	543,141	542,266	-	426,683	78.7%
Capital outlay	48,524	38,610	32,720	32,720	84.7%
<b>Total Operating Expenses:</b>	<b>1,086,056</b>	<b>1,324,513</b>	<b>199,814</b>	<b>907,293</b>	<b>68.5%</b>
Capital Projects (Cash Funded)	33,383	2,272,430	-	2,624	0.1%
<b>Total Expenses:</b>	<b>1,119,439</b>	<b>3,596,943</b>	<b>199,814</b>	<b>909,917</b>	<b>25.3%</b>
Net Change in Working Capital	1,311,956	(1,101,152)	420,131	777,350	
<b>Working Capital at Beginning of Year</b>	<b>6,441,685</b>	<b>7,753,641</b>		<b>7,753,641</b>	
<b>Working Capital at End of Year</b>	<b>\$ 7,753,641</b>	<b>\$ 6,652,489</b>		<b>\$ 8,530,991</b>	

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

**TOWN OF ADDISON**  
**Schedule of Sales Tax Collections**  
*For the quarter ending June 30, 2021*

	FY2021		% Change from	FY2020	
	Monthly Collections		Prior Year	Monthly Collections	
October	\$	1,229,815	-11.2%	\$	1,384,839
November		1,095,667	-13.7%		1,269,353
December		1,076,775	-9.4%		1,188,777
January		1,231,161	-13.9%		1,430,683
February		1,312,153	5.7%		1,241,465
March		921,263	-14.7%		1,080,029
April		1,291,548	10.7%		1,166,877
May		1,191,232	27.9%		931,272
June		1,674,956	39.6%		1,199,683
July			-100.0%		1,418,491
August			-100.0%		1,019,598
September			-100.0%		971,556
	<b>\$</b>	<b>11,024,569</b>		<b>\$</b>	<b>14,302,624</b>
Budget:		12,928,766	85.3%		13,700,000

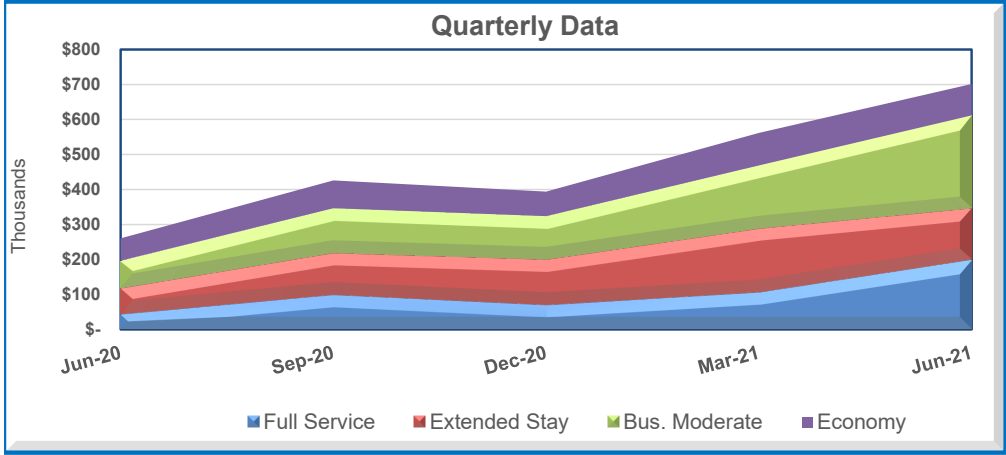
**Breakdown of Sales Tax by Economic Category**





**TOWN OF ADDISON**  
**HOTEL OCCUPANCY TAX COLLECTION**  
**Hotels By Service Type for the Quarter and Year-to-Date Ended June 30, 2021**  
*With Comparative Information from Prior Fiscal Year*

	Rooms		Apr. - June 2021		21 to 20
	Number	%	Amount	%	% Diff.
<b>Full Service</b>					
Marriott Quorum	547	15%	\$ 110,587	16%	222%
Renaissance	528	14%	88,056	13%	1418%
	1,075	29%	198,643	28%	349%
<b>Extended Stay</b>					
Budget Suites	344	9%	10,011	1%	6%
<sup>(1)</sup> Hawthorn Suites	70	2%	-	0%	-100%
<sup>(2)</sup> Mainstay Suites	70	2%	13,899	2%	0%
Marriott Residence Inn	150	4%	-	0%	-100%
Hyatt House	132	4%	10,717	2%	-19%
<sup>(1)</sup> Homewood Suites	120	3%	-	0%	-100%
Home2Suites	132	4%	54,050	8%	281%
Springhill Suites	159	4%	58,204	8%	733%
	1,177	32%	146,881	21%	97%
<b>Business Moderate</b>					
Marriott Courtyard Quorum	176	5%	53,576	8%	481%
LaQuinta Inn	152	4%	41,791	6%	112%
Marriott Courtyard Midway	145	4%	41,328	6%	467%
Radisson - Addison	101	3%	25,328	4%	438%
Hilton Garden Inn	96	3%	32,632	5%	385%
Holiday Inn Express	97	3%	39,330	6%	100%
<sup>(1)</sup> Holiday Inn Beltway	102	3%	-	0%	100%
Best Western Plus	84	2%	32,105	5%	112%
	953	26%	266,090	38%	241%
<b>Economy</b>					
Motel 6	127	3%	-	0%	-100%
Hampton Inn	158	4%	29,825	4%	447%
Red Roof Inn	105	3%	31,833	5%	97%
Quality Suites North/Galleria	78	2%	19,278	3%	38%
America's Best Value Inn	60	2%	8,942	1%	184%
	528	14%	89,879	13%	41%
<b>TOTAL</b>	<b>3,733</b>	<b>100%</b>	<b>\$ 701,493</b>	<b>100%</b>	<b>170%</b>



<sup>(1)</sup> Not yet received one or more payments for the quarter  
<sup>(2)</sup> New hotel as of 2nd quarter FY2021