FINANCIAL REPORTS FOR SIX MONTHS ENDED MARCH 31,2020



General Fund Recap – Budget Comparison

- March is 50% through the budget year
- Revenues are 66.9%of budget
- Expenditures are 52.9% of budget
- All Departments are under budget
- Budgeted to use \$1,864,181 in fund balance

| | Actual | Budget | Variance | % of Budget |
|----------------|------------|-------------|--------------|----------------|
| Revenues | 21,226,305 | 31,709,938 | (10,483,633) | 66.9% |
| Expenditures | 17,757,004 | 33,574,119 | 15,817,115 | 52.9% |
| Net Rev./(Exp) | 3,469,301 | (1,864,181) | 5,333,481 | |

General Fund – Revenue Highlights Budgetary Comparison

- Property tax is 99.2% of budget
 - We collect largest part of this budget during the first four months of the fiscal year.
- Building Permits is 76.4% of budget
 - Continued development at Mill Creek Crossing
 - Arroyo Ranch continues to pull permits
 - Guadalupe County beginning construction
 - Woodside Farms and Cordova Crossing beginning to pull permits
- Other Licenses and Permits is 51% or budget
 - Licenses for the eight liner machines
- Other State Gov. Shared Revenue is 74.9% of budget
 - Liquor and Bingo taxes is 85% of budget
- Health Revenue is 58.8% of budget
 - Includes food establishment inspections and animal service fees

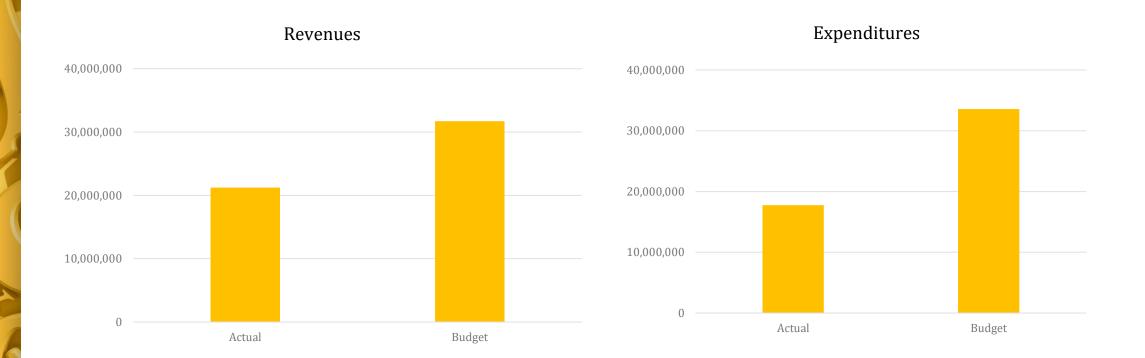
General Fund – Revenue Highlights Budgetary Comparison *(continued)*

- Miscellaneous Revenue is 69.7% of budget
 - Billed out alarm permit and received p-card rebate
- Lease Revenues 115% of budget
 - Sprint Tower lease revenue was higher than budgeted
- Private Source Donations is 376.6% of budget all of which is for Library
- Sales Tax is 53.2% of budget
- Municipal Court Revenue is only 27% of budget
 - Due to the COVID-19 pandemic, Municipal Court has been closed since mid-March

General Fund – Expenditure Highlights Budgetary Comparison

- Non-Departmental is 93.1% of budget
 - The entire amount of budgeted transfers to General Fund Capital Projects of \$1,386,681 has already been transferred
 - Due to the high collection of property tax revenue, the debt service portion of this revenue is transferred to the General I&S Fund

General Fund Revenues & Expenditures – Budgetary Comparison



General Fund Recap – Prior Year Comparison

- Revenues increased by 3.8%
- Expenditures increased by 6.1%

| | FY20 Actual | FY19 Actual | Variance | % Increase |
|----------------|----------------|----------------|-------------|---------------|
| Revenues | 21,226,305 | 20,449,977 | 776,327 | 3.8% |
| Expenditures | 17,757,004 | 16,734,170 | (1,022,834) | -6.1% |
| Net Rev./(Exp) | 3,469,301 | 3,715,807 | (246,506) | |

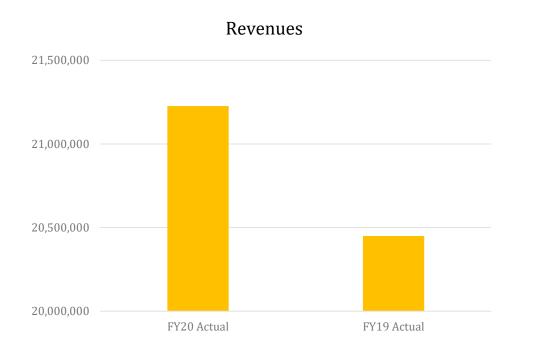
General Fund –Revenue Highlights Prior Year Comparison

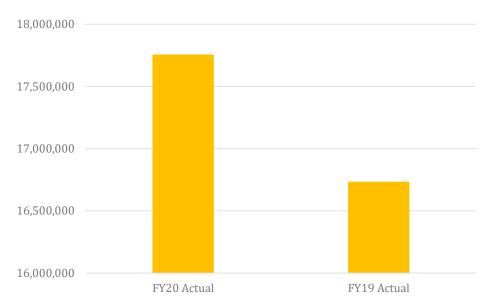
- Property Tax Revenue increased by \$613,360 or 5.8%
- Building Permits are up by \$233,318 or 71.2%
- Sales Tax increased by \$335,799 or 8.6%
- Charges for Services increased by \$12,518 or 228.3%
 - Management Services with SSLGC increased
- Intragovernmental Transfers are up by \$59,669 or 277.7%
 - DARE Fund is used to fund a portion of the salary of the Elementary School Coordinator
- Municipal Court Revenue decreased by 314,951 or 46.7%
 - Number of cases filed and warrants issued have decreased by 41% and the closure of Municipal Court due to COVID-19
- Miscellaneous Revenue decreased by \$360,728
 - Received first Indigent Health Care reimbursement in October 2018

General Fund –Expenditure Highlights Prior Year Comparison

- Police and Fire Departments expenditures have increased by \$285,496 and \$347,982 respectively
 - Majority of the increase was to salaries and benefits
- Engineering/Capital Projects Department is a new department. In prior year, all expenditures were charged to Public Works Department
- Non-Departmental increased by \$323,390
 - Transfers to General I&S Fund increased by \$292,133
 - Transfers to General Fund Capital Projects increased by \$296,597

General Fund Revenues & Expenditures – Prior Year Comparison





Expenditures

Utility Fund Recap – Budget Comparison

- March is 50% through the budget year
- Revenues are 47.7% of budget
- Expenditures are 51.8% of budget
- All Departments are under budget

| | Actual Budget Varian | | Variance | % of Budget |
|--------------|----------------------|-------------|--------------|-------------|
| Revenues | 25,550,755 | 53,559,152 | (28,008,397) | 47.7% |
| Expenditures | 29,078,910 | 56,108,338 | 27,029,429 | 51.8% |
| Net Rev/Exp | (3,528,155) | (2,549,186) | (978,968) | |

Utility Fund – Revenue Highlights Budgetary Comparison

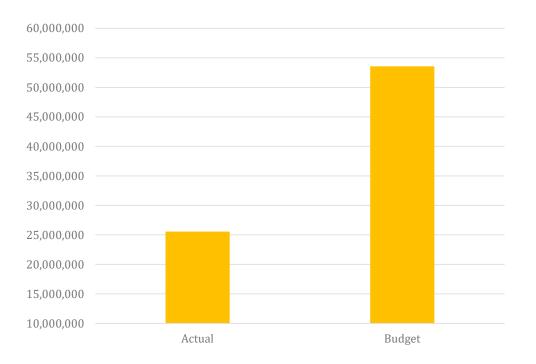
- Electric revenues are \$13,981,486 or 45.6% of budget
- Water revenues are \$6,476,118 or 49.3% of budget
- Sewer revenues are \$4,225,675 or 52.8% of budget
- Miscellaneous Revenue is 63.8% of budget
 - CPS Water Rights have already been billed
 - Credit Card Service Fees is 52% of budget

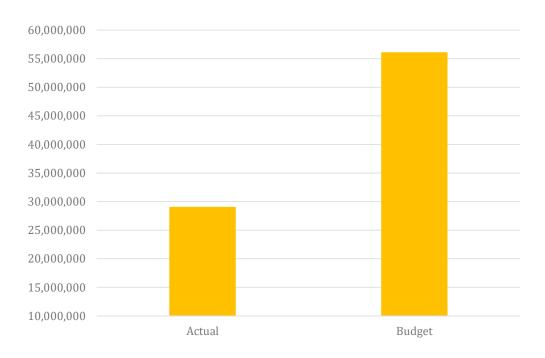
Utility Fund – Expenditure Highlights Budgetary Comparison

- Non-Departmental is 68.7% of budget
 - Entire amount of budgeted transfers to Utility Fund Capital Projects of \$6,122,981 have already been transferred
- Water Plant is 52.1% of budget
 - The payments made to SSLGC for the first three months include the largest portion of the debt service payments for the year

Utility Fund Revenues & Expenditures – Budgetary Comparison

Revenues





Expenditures

Utility Fund Recap – Prior Year Comparison

- Revenues have increased by \$1,971,434 or 8.4%
- Expenditures increased by \$5,162,979 or 21.6%

| | FY20 Actual | FY19 Actual | Variance | % Change |
|---------------|----------------|----------------|-------------|----------|
| Revenues | 25,550,755 | 23,579,321 | 1,971,434 | 8.4% |
| Expenditures | 29,078,910 | 23,915,931 | (5,162,979) | -21.6% |
| Net Rev/(Exp) | (3,528,155) | (336,610) | (3,191,545) | |

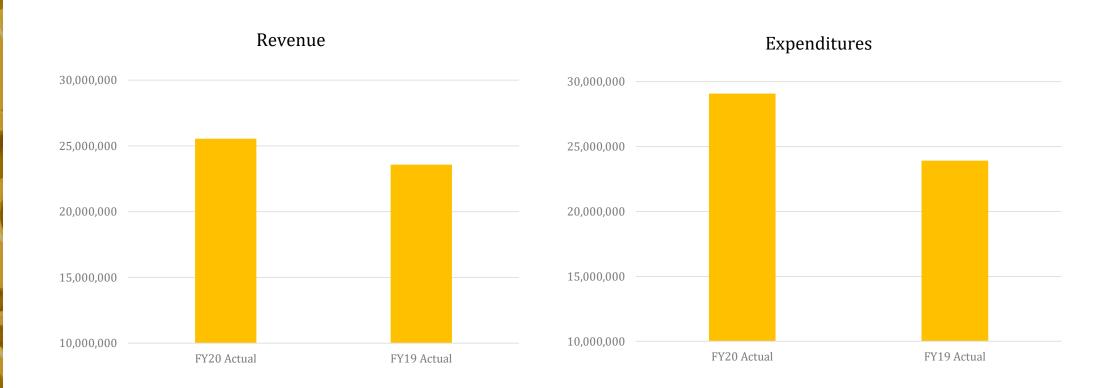
Utility Fund – Revenue Highlights Prior Year Comparison

- Electric revenues increased by \$105,836 or .8%
- Water revenues increased by \$1,440,442 or 28.6%
 - In FY19, we did not receive the first payment from NBU until May of 2019
 - Consumption has increased by 20%
- Sewer revenues increased by \$472,162 or 12.6%
 - Consumption has increased by 10%

Utility Fund – Expenditure Highlights Prior Year Comparison

- Electric Distribution increased by \$876,774 or 9.8%
 - Wholesale Power Costs increased by \$756,827
- Water Plant has increased by \$185,404 or 6.8%
 - Water Purchased has increased by \$94,389 due to an increase in consumption
- Water/Sewer increased by \$179,497 or 12.6% with the largest increase being in salaries and benefits
- Non-Departmental expenditures have increased by \$3,680,004
 - Transfers to Utility I&S Fund and Utility Fund Capital Projects have increased by \$4,077,790

Utility Fund Revenues & Expenditures – Prior Year Comparison



Other Funds Recap – Budget Comparison

- All Departments are under budget
- First year Golf Course Fund will not receive a transfer from General Fund

| Net Rev./(Exp.) | Actual | Budget | Variance |
|--------------------------|--------|----------|----------|
| Coliseum | 23,660 | (59,869) | 83,530 |
| Seguin Events Complex | 19,625 | (974) | 20,599 |
| Golf | 25,598 | (95,926) | 121,524 |

Other Funds Recap – Prior Year Comparison

- Decrease in Golf is due to no transfer from General Fund in FY20
 - Without the transfer in FY19, the net revenue for the Golf Course has increased by \$30,591

| Net Rev./(Exp.) | FY20 | FY19 | Variance |
|--------------------------|--------|--------|----------|
| Coliseum | 23,660 | 33,157 | (9,496) |
| Seguin Events Complex | 19,625 | 24,789 | (5,164) |
| Golf | 25,598 | 70,007 | (44,409) |

CITY OF SEGUIN SALES TAX

| | Fiscal Year | | Fiscal Ye | ear 2019 | | |
|-----------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------|----------------|-----------------|
| | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>1% City</u> | <u>1/4% City *</u> | 1/4% SEDC | <u>Total**</u> | <u>% Change</u> |
| October | 573,358 | 671,641 | 565,136 | 547,409 | 671,052 | 476,934 | 119,233 | 119,233 | 715,401 | 6.61% |
| November | 533,598 | 568,471 | 571,627 | 871,405 | 588,417 | 416,927 | 104,232 | 104,232 | 625,391 | 6.28% |
| December | 720,209 | 774,007 | 737,509 | 735,944 | 738,300 | 592,646 | 148,161 | 148,161 | 888,969 | 20.41% |
| January | 533,888 | 557,843 | 689,556 | 575,060 | 595,146 | 438,465 | 109,616 | 109,616 | 657,697 | 10.51% |
| February | 495,986 | 553,511 | 606,478 | 543,353 | 632,116 | 405,999 | 101,500 | 101,500 | 608,998 | -3.66% |
| March | <u>662,615</u> | <u>674,690</u> | <u>685,619</u> | <u>773,361</u> | <u>681,171</u> | <u>497,030</u> | <u>124,258</u> | <u>124,258</u> | <u>745,546</u> | <u>9.45%</u> |
| SUBTOTAL | 3,519,654 | 3,800,163 | 3,855,925 | 4,046,532 | 3,906,202 | 2,828,000 | 707,000 | 707,000 | 4,242,001 | 8.60% |
| April | 598,470 | 556,275 | 550,635 | 608,870 | 658,857 | | | | | |
| Мау | 513,621 | 556,505 | 591,444 | 650,197 | 633,605 | | | | | |
| June | 680,644 | 670,537 | 664,948 | 686,488 | 694,746 | | | | | |
| July | 616,286 | 594,049 | 603,605 | 660,885 | 703,849 | | | | | |
| August | 590,734 | 574,058 | 571,970 | 648,665 | 661,956 | | | | | |
| September | <u>694,831</u> | <u>638,312</u> | <u>596,401</u> | <u>668,859</u> | <u>710,897</u> | | | | | |
| TOTAL | 7,214,240 | 7,389,899 | 7,434,928 | 7,970,496 | 7,970,112 | | | | | |

* For Property Tax Reduction **Includes City's collection of City sales tax for each month.

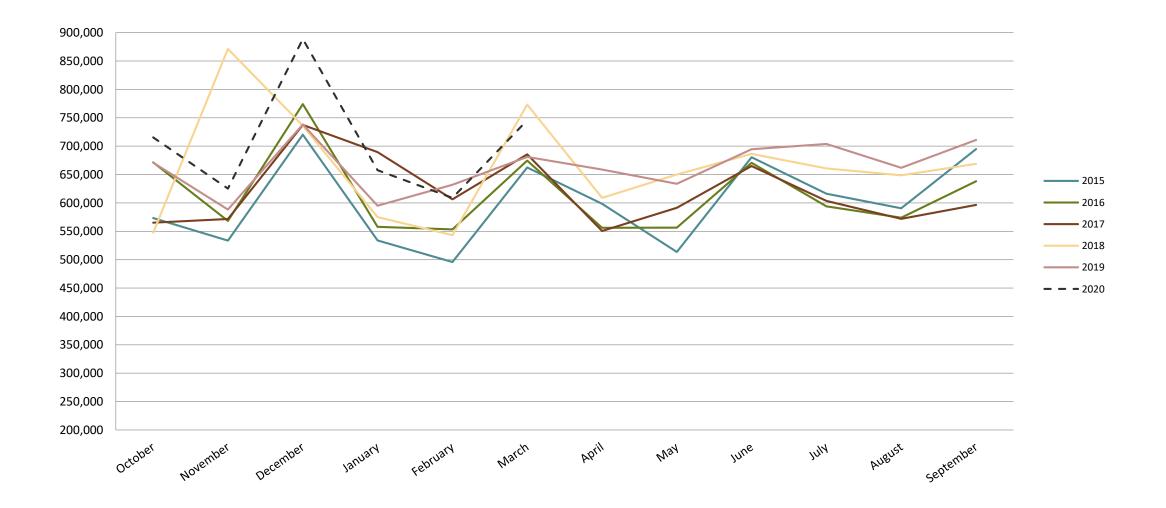
MARCH SALES TAX REPORT FOR SURROUNDING CITIES

| <u>City</u> | <u>2019</u> | <u>2020</u> | % Increase (Decrease) |
|----------------|-------------|-------------|--------------------------|
| Seguin | 681,171 | 745,546 | 9.45% |
| San Marcos | 3,038,207 | 3,741,142 | 23.14% |
| Schertz | 1,049,638 | 1,260,496 | 20.09% |
| San Antonio | 34,381,072 | 30,686,696 | -10.75% |
| New Braunfels | 2,737,670 | 2,790,495 | 1.93% |
| Austin | 21,122,033 | 20,178,973 | -4.46% |
| Selma | 672,416 | 607,593 | -9.64% |
| Universal City | 405,500 | 477,757 | 17.82% |
| Statewide | 560,596,634 | 532,203,116 | -5.06% |

YEAR-TO-DATE SALES TAX REPORT FOR SURROUNDING CITIES

| <u>City</u> | <u>FY2019</u> | <u>FY2020</u> | % Increase (Decrease) |
|----------------|---------------|---------------|--------------------------|
| Seguin | 3,906,202 | 4,242,001 | 8.60% |
| San Marcos | 19,479,834 | 22,365,216 | 14.81% |
| Schertz | 5,879,709 | 7,126,207 | 21.20% |
| San Antonio | 183,654,824 | 184,135,788 | 0.26% |
| New Braunfels | 16,099,225 | 16,958,987 | 5.34% |
| Austin | 118,132,024 | 124,898,405 | 5.73% |
| Selma | 3,327,277 | 3,450,310 | 3.70% |
| Universal City | 2,421,176 | 2,611,854 | 7.88% |
| Statewide | 3,047,610,546 | 3,149,982,074 | 3.36% |

Sales Tax Trend



9,000,000 8,000,000 7,000,000 6,000,000 5,000,000 September June March 4,000,000 December 3,000,000 2,000,000 1,000,000 0 2012 2013 2014 2015 2016 2017 2018 2019 2020

Sales Tax Trend by Quarter

GRANTS AWARDED AND IN PROGRESS - FY20

| Application | Description | Funding Type | Amount Funded | City Match | Begin | Ends | Department | Status | Fiscal Year |
|------------------------------|------------------------------------|--------------|----------------|--------------|----------|----------|--------------------|----------|-------------|
| DOJ | Bullet Proof Vests | Federal | \$4,401.18 | \$4,401.18 | 10/01/17 | 08/31/20 | Police | Ongoing | FY18 |
| OAG-VCLG | Victim Coordinator & Liaison Grant | Federal | \$40,614.00 | \$0.00 | 09/01/19 | 08/31/20 | Police | Ongoing | FY20 |
| OOG-Local Border Security | Police Overtime | Federal | \$20,000.00 | \$0.00 | 09/01/19 | 08/31/20 | Police | Ongoing | FY20 |
| Texas State University | Tobacco Buy/Sting | State | \$5,000.00 | \$0.00 | 01/01/20 | 08/31/20 | Police | Ongoing | FY20 |
| OOG-VOCA | Victim Emergency Services | Federal | \$58,000.00 | \$14,500.00 | 10/01/18 | 09/30/20 | Police | Ongoing | FY19-20 |
| GVEC | Main Street Program | Private | \$10,000.00 | \$0.00 | 10/21/19 | 10/21/20 | Main Street | Ongoing | FY20 |
| OOG-Justice Assistance Grant | Police Equipment | Federal | \$36,183.00 | \$0.00 | 09/30/19 | 12/29/20 | Police | Ongoing | FY20 |
| Guadalupe County United Way | Main Street Program | Private | \$5,000.00 | \$0.00 | 01/01/20 | 12/31/20 | Main Street | Ongoing | FY20 |
| Texas General Land Office | Hurricane Harvey | Federal | \$226,348.00 | \$0.00 | 01/01/19 | 01/01/21 | Infrastructure | Declined | FY18-21 |
| FEMA SAFER ¹ | 3-Firefighter positions | Federal | \$69,702.00 | \$129,447.00 | 02/25/18 | 02/24/21 | Fire | Ongoing | FY18-20 |
| DOJ | Bullet Proof Vests | Federal | \$4,609.87 | \$4,609.87 | 10/01/18 | 08/31/21 | Police | Ongoing | FY19 |
| Texas Dept of Agriculture | Main Street-Sidewalks | Federal | \$350,000.00 | \$70,000.00 | 02/01/20 | 01/31/22 | Development | Ongoing | FY20 |
| Clean Water Act/TCEQ | NonPoint Source/Septic | Federal | \$97,037.00 | \$64,691.00 | 09/01/20 | 08/31/24 | Development | Ongoing | FY21 |
| TCEQ | TERP | State | \$40,064.00 | *see below | 03/19/18 | 08/31/27 | Public Works | Ongoing | FY18-21 |
| TCEQ | TERP | State | \$10,012.00 | *see below | 03/19/18 | 08/31/27 | Public Works | Declined | FY18-21 |
| TCEQ | TERP | State | \$22,932.00 | *see below | 03/19/18 | 08/31/27 | Fire Department | Ongoing | FY18-21 |
| WalMart | Fire Dept Safety Vests | Foundation | \$1,500.00 | | 04/18/20 | 12/31/20 | Fire Department | Ongoing | FY21 |
| TCEQ-AACOG-Solid Waste Grant | Household Hazardous Waste | State | \$25,000.00 | \$12,500.00 | 05/01/20 | 04/30/21 | Utilities | 6/1/2020 | FY20-21 |
| US Dept of Treasury/TDEM | Coronavirus Relief Fund | Federal | \$343,629.00 | | 06/01/20 | 12/30/20 | City Covid-related | Ongoing | FY20 |
| | | | | | | | | | |
| Totals | | | \$1,370,032.05 | \$300,149.05 | | | | | |

* Replacement of older road trucks. Match is remaining cost of new equipment.

 $^{\rm 1}$ Last year of a 3-year grant. Only Year 3 included in this information.

FY20-GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD (as of May 18, 2020)

| Application | Description | Funding Type | Ask Amount | City Match | Begin | Ends | Department | Est Award Date | Fiscal Year |
|---|-----------------------------------|--------------|----------------|---------------------|----------|----------|------------|----------------|-------------|
| | | | | | | | | | |
| Dept Homeland Security ² | AFG-EMS Power Lift for 4 vehicles | Federal | \$103,000.00 | \$10,300.00 | 06/01/20 | 04/30/21 | Fire | 6/1/2020 | FY20 |
| AARP Community Challege | Bauer Park Improvements | Private | \$69,541.22 | \$0.00 | 06/01/20 | 11/09/20 | Parks | 6/1/2020 | FY20 |
| Homeland Security/OOG | Local Border Security Program | Federal | \$99,720.00 | \$0.00 | 09/01/20 | 08/31/21 | Police | 7/1/2020 | FY21 |
| DOJ/COPS ^{1,2} | Student Resource Officers | Federal | \$250,000.00 | \$233,776.00 | 09/01/20 | 08/31/23 | Police | 7/1/2020 | FY21 |
| National Trust for Historic Preservation ³ | Sebastopol House Museum | Federal | \$0.00 | \$0.00 | 09/01/20 | NA | Parks | 9/1/2020 | FY21 |
| THC/Tx Preservation Trust | Sebastopol Conditions Assessment | State | \$20,000.00 | \$20,000.00 | 10/01/20 | 08/31/21 | Parks | 10/1/2020 | FY21 |
| US Dept of Justice/OVW | Non-Fatal Strangulation Education | Federal | \$495,795.17 | \$0.00 | 10/01/20 | 09/30/23 | Police | 10/1/2020 | FY21 |
| US Dept of Justice/NJA | SPD/BBT Crisis Intervention Team | Federal | \$206,916.00 | \$107,050.00 | 10/01/20 | 09/30/23 | Police | 10/1/2020 | FY21 |
| US Dept pf Justice/BPV | Bullet Proof Vest Program | Federal | \$5,832.00 | \$5 <i>,</i> 832.00 | 10/01/20 | 09/30/23 | Police | 10/1/2020 | FY21 |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| | | | | | | | | | |
| Total | | | \$1,250,804.39 | \$376,958.00 | | | | | |

Italics = Budget amount not Finalized

¹ 25% of the City Match (shown) is to be paid by SISD.

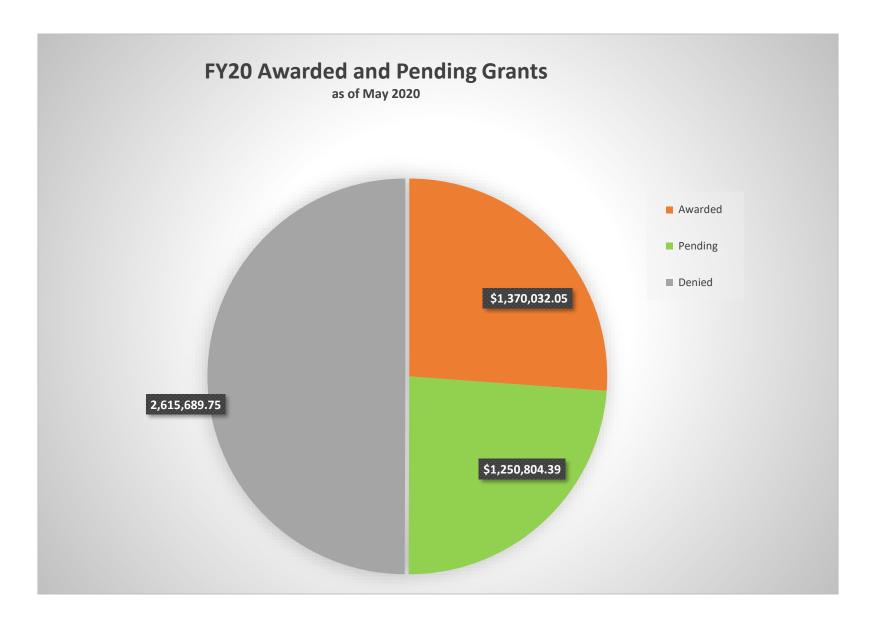
² Hardship exemption applied for to waive City Match.

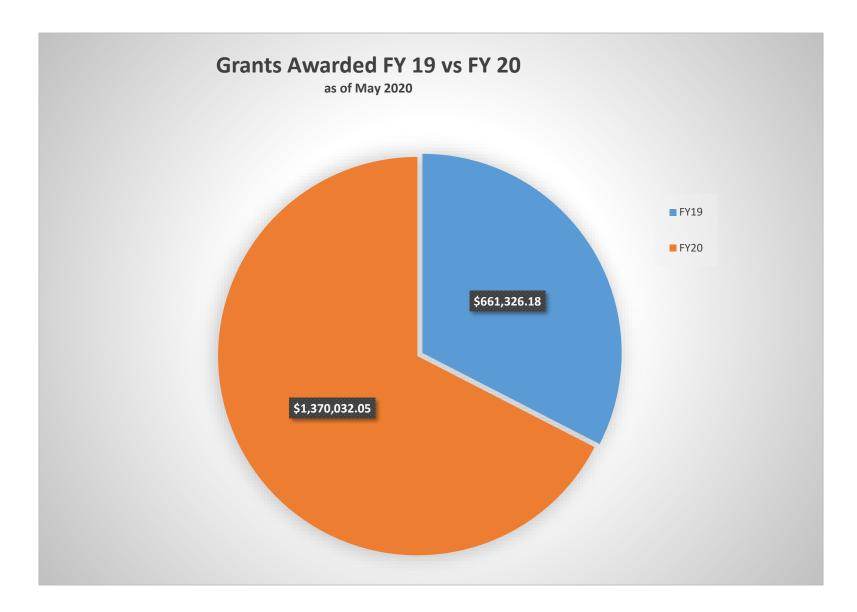
³ Nomination, no cash award. Recognition of Endangerment to pursue funding.

GRANTS APPLIED FOR AND NOT AWARDED - FY20

| Application | Description | Funding Type | Amount Requested | Date Submitted | Date Notified | Notes |
|---|---|---------------|------------------|----------------|---------------|--|
| TDEM-EWS | Early Warning System | State/Federal | \$316,332.83 | 12/28/2018 | 03/05/20 | no specific reason given for denial |
| TDEM-Heideke | Flood Mitigation Grant | State/Federal | \$494,349.41 | 12/28/2018 | 03/05/20 | no specific reason given for denial |
| TDEM-Hidalgo | Flood Mitigation Grant | State/Federal | \$420,393.95 | 12/28/2018 | 03/05/20 | no specific reason given for denial |
| TDEM-San Antonio Avenue | Flood Mitigation Grant | State/Federal | 83,269.88 | 12/28/2018 | 03/05/20 | no specific reason given for denial |
| San Antonio Conservation Foundation | Wilson Pottery/Sebastopol | Private | 49,999.00 | 4/12/2019 | unknown | Did not see COS award on website |
| HSRP Sbgrant Program/Natl Park Svc | Historic Building Renovation | Federal | 223,650.00 | 4/1/2019 | unknown | not funded |
| Dept of Justice/Buerau of Justice Assist. | Justice and Mental Health Collaboration | Federal | 219,698.00 | 7/15/2019 | 02/01/20 | not funded |
| TxDOT SRTS | Safe Routes to School-Weinert | State/Federal | 685,351.00 | 4/11/2019 | 01/30/20 | Per Tx Transportation Commission: Application Not Clear |
| OOG/Criminal Justice ⁴ | JAG-WatchGuard equipment | Federal | \$97,930.00 | 2/25/2020 | 04/15/20 | City 's spam filter did not allow additional req'd reporting |
| OOG/Criminal Justice ⁴ | VOCA | Federal | \$24,715.68 | 2/25/2020 | 04/15/20 | City 's spam filter did not allow additional req'd reporting |
| | | | | | | |
| | | | | | | |
| Total | | | \$2,615,689.75 | | | |

⁴ Application disregarded due to not receiving summary and question templates.





Occupancy Tax Revenue Comparison

| | FY20 Actual | FY19 Actual | Variance | % Increase |
|-------------|-------------|-------------|----------|------------|
| HOT Revenue | 514,918 | 560,715 | (45,798) | -8.2% |