



**It's real.**

**Date:** December 9, 2020

**To:** Mayor and City Councilmembers  
Steve Parker, City Manager

**From:** Susan Caddell *Susan Caddell*  
Director of Finance

**Subject:** Financial Reports for Year Ended September 30, 2020

Attached you will find financial reports for the General, Utility, Coliseum, Seguin Events Complex, and Golf Fund for the Year ended September 30, 2020. These financial statements are prior to review by our outside auditors and any recommended adjusting entries by the auditors and prior to the issuance of the Comprehensive Annual Financial Report.

The first report is the Income Statement for the General Fund on a budgetary comparison. We collected 105.8% of our budgeted revenues.

- Property Tax is 104.1% of budget.
- Franchise Taxes is 101.1% of budget.
- Building Permits is 262.7% of budget. We had tremendous activity this year including continued development at Mill Creek Crossing. Arroyo Ranch continues to pull permits for their homes and Amenity Center. GBRA is moving a modular office on their property. In addition, Woodside Farms and Cordova Crossing are pulling permits. Guadalupe County is constructing a new two-story building and remodeling existing offices around the Adult Detention and Law Enforcement Center. Finally, we have received payments for the USDA project and United Alloy. At the end of the fiscal year, we received the permits for the new apartment complex across from TLU.
- Other Licenses and Permits is 120% of budget. This revenue consists of the licenses for the eight liner machines.
- Sales Tax is 108% of budget. A more detailed report on sales tax is included later in the report.
- Other State Gov. Shared Revenue is 149.4% of budget. This includes liquor and bingo taxes, which is 166.5% of budget.
- Miscellaneous Revenue is 215.4% of budget. We bill out our alarm permits in November, which was \$31,775. In addition, we received our p-card rebate in

November in the amount of \$17,738.97 for the General Fund portion. On September 30, we received a refund of Indigent Health Care in the amount of \$853,157.95.

- Lease Revenues is 115% of budget. The Sprint Tower lease increased from the budget amount of \$11,903 to \$13,688.
- Municipal Court Revenue is only 45.8% of budget. Due to the COVID-19 pandemic, Municipal Court was closed for several. We tried to reopen with limited capacity, but very few responded and the regional presiding judge recommended no in person court. He has now said that we can do in person court if zoom is not possible. We are now set up to hold zoom court dates and will be sending out letters to give the defendants the option of one or the other. Culture and Recreation was only 61.5% of budget which includes the accounts of Park Facility Rental (21.4% of budget), Daycamp Registration (58.1% of budget) and After School Programs (64.7% of budget).

Expenditures are 97% of budget. All departments are under budget with the exception of Non-Departmental, which is 109.5% of budget. This is due to several factors. As we collect our property tax revenue, the debt service portion of the property tax is transferred to the General I&S Fund. In addition, because our sales tax revenue is over budget, our transfers to SEDC was also over budget.

The next report is the Income Statement for the General Fund as compared to FY19. Our revenue increased by \$1,863,665 or 5.9% compared to last year.

- Property Tax Revenue is up by \$735,411 or 6.7%.
- Building Permits are up by \$1,313,974 or 213.9%.
- Sales tax is up by \$643,666 or 8.1%.
- Local Grants and Contributions is up by \$8,600 or 296.6%
- Charges for Services is up by \$62,768 or 679.9%. The Management Services Agreement with SSLGC increased this year to cover more of the true costs performed by City departments.
- Culture and Recreation is down 43.5%. Due to COVID-19, JAAM registration as well as day camp registration is down as well as league participation fees and park facility rentals.
- Municipal Court Revenue is down by \$552,215 or 47.5%. The number of cases filed decreased by 53% and warrants issued have decreased by 77%. In addition, mid-March we closed Municipal Court to the public and did not hold court sessions.

Our expenditures have increased by \$1,789,379 or 5.8% from this time last year.

- Police and Fire Departments' expenditures increased by \$632,995 and \$720,591 respectively. The majority of this increase was to salaries and benefits.
- Engineering/Capital Projects Department is a new department this year. In past fiscal years, all the expenditures were charged in the Public Works Department and Utility Fund.

- Non-Departmental increased by \$369,600. Transfers to General I&S Fund increased by \$381,998.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We collected 101.4% of our budgeted revenues.

- Water Revenues are 104.3% of budget.
- Sewer Revenues are 112.6% of budget.
- Other Charges is 75.6% of budget. This includes late charges, reconnection fees, connection fees, etc. During the shutdown, we did not have cutoffs, which lowered the reconnection fees.
- Interest Revenues are 60.5% of budget.

Expenditures for the Utility Fund are 95.7% of budget.

- Water Plant was 101.4% of budget largely due to being over budget on the amount we pay SSLGC, which is a result of the water revenues being over budget.

The next report is the Income Statement for the Utility Fund as compared to FY19. Our revenue has increased by \$400,212 or .7%.

- Water revenue is up by \$868,821 or 6.8%. This can be attributed to several factors including the increase in water rates as well as an increase in customers by 1.55% and an increase in consumption by 8.72%.
- Sewer revenue is up by \$884,245 or 10.9%. The number of customers increased by 3.6%. Consumption is up by 5.39%. We also had an increase in sewer rates.

Expenditures have increased by \$4,603,359 or 9.3%.

- Electric Distribution has increased by \$1,223,330 or 6.1%. This is largely due to an increase in wholesale power by \$865,270. Salaries and benefits have increased by \$216,874.
- Water Plant has increased by \$226,377 or 4.2%, which is largely due to an increase in the Water Purchased account of \$138,967. Consumption has increased which causes this expense to also increase.
- Water/Sewer has increased by \$237,923 or 7.9%, with the largest increase in salaries and benefits of \$138,763.
- Non-Departmental has increased by \$2,436,311. Transfers to Utility Fund Capital Projects have increased by \$2,698,786.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. You can see the effects of COVID-19 on some of these funds. Rental Fees for the Coliseum is only 50.3% of budget and is down by 50.3% from this time last year. Fairgrounds Rentals are only 58% of budget and are down by 30.4%. The Golf Fund Income Statement comparing FY20 to FY19 shows a decrease in net income of \$114,694. In FY19, \$75,000 was transferred

from the General Fund at the beginning of the year. In FY20, we did not budget to transfer from the General Fund. When you take the \$75,000 out of the revenue for FY19, the net income decreased by \$39,694.

The next reports detail more information about the sales tax revenue. We finished the year up by 8.08% from this time last year. The month of September showed an increase of 13.46%.

The next several pages are a recap of the grants that we have been awarded for FY20 and those that are pending award notification. Some grants have carried over from one year to the next. I have adjusted the award amount based upon what we have already received and will be expecting to receive in FY20.

Finally, you will find the last two pages for our Hotel Occupancy Tax Collections. Occupancy Tax revenue is down by \$108,061.94.

Please let me know if you have any questions or would like additional information provided.



# FY2020 INCOME STATEMENT-GENERAL FUND

For Year Ended September 30, 2020

	FY 2019-20 Actual 09/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	11,740,244	11,281,892	458,352	104.1%
3180 - Franchise Taxes	1,167,100	1,154,429	12,671	101.1%
3210 - Building Permits	1,928,301	734,000	1,194,301	262.7%
3220 - Other Licenses & Permits	48,000	40,000	8,000	120.0%
3310 - Interlocal Agreement	853,477	853,477	(0)	100.0%
3340 - State/Federal Gov. Grants	178,029	238,647	(60,618)	74.6%
3350 - Sales Tax	8,613,777	7,975,000	638,777	108.0%
3350 - Other State Gov. Shared Revenue	179,325	120,000	59,325	149.4%
3390 - Local Grants & Contribut.	11,500	0	11,500	NA
3410 - Charges for Services	72,000	72,000	0	100.0%
3420 - Public Safety	1,088,880	1,400,000	(311,120)	77.8%
3440 - Sanitation Revenues	1,741,929	1,750,000	(8,071)	99.5%
3450 - Health	93,785	95,000	(1,215)	98.7%
3470 - Culture and Recreation	245,901	400,000	(154,099)	61.5%
3510 - Municipal Court	611,111	1,332,900	(721,789)	45.8%
3520 - Library	19,114	30,000	(10,886)	63.7%
3610 - Interest Revenues	112,193	173,000	(60,807)	64.9%
3620 - Miscellaneous Revenues	1,571,600	729,754	841,846	215.4%
3630 - Lease Revenues	13,688	11,903	1,785	115.0%
3650 - Private Source Donations	43,173	55,000	(11,827)	78.5%
3700 - User Fees	2,907,966	2,907,966	0	100.0%
3910 - Intragovernmental Trnsfrs	438,422	464,970	(26,548)	94.3%
<b>Revenue Totals</b>	<b>33,679,518</b>	<b>31,819,938</b>	<b>1,859,580</b>	<b>105.8%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	64,043	77,894	13,850	82.2%
11 - City Manager	267,525	273,357	5,832	97.9%
12 - Finance	599,413	647,062	47,649	92.6%
14 - Legal and Judicial	401,934	422,212	20,279	95.2%
16 - Police	7,893,830	8,180,074	286,245	96.5%
17 - Fire	6,504,478	6,564,541	60,063	99.1%
18 - Animal Services	535,169	588,814	53,646	90.9%
21 - Planning	1,244,015	1,345,789	101,773	92.4%
22 - City Secretary	69,112	81,284	12,172	85.0%
23 - Human Resources	276,214	346,830	70,617	79.6%
24 - Public Works Department	3,237,260	3,563,480	326,220	90.8%
25 - Vehicle Maintenance	449,143	480,435	31,292	93.5%
26 - Engineering/Capital Projects	345,345	413,695	68,350	83.5%
27 - Brush Department	439,000	480,492	41,492	91.4%
28 - Downtown & Main St. Prog.	179,130	198,233	19,102	90.4%
29 - Facilities	303,488	327,835	24,348	92.6%
31 - Public Library	1,243,725	1,346,211	102,486	92.4%
34 - Parks and Recreation	1,598,979	1,800,838	201,859	88.8%
87 - Information Technologies	686,841	745,455	58,614	92.1%
89 - City Attorney	126,961	132,770	5,809	95.6%
90 - Non-Departmental	6,265,921	5,723,066	(542,855)	109.5%
<b>Expenditure Totals</b>	<b>32,731,524</b>	<b>33,740,369</b>	<b>1,008,845</b>	<b>97.0%</b>
<b>Net Revenues (Expenditures)</b>	<b>947,994</b>	<b>(1,920,431)</b>	<b>2,868,424</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - General Fund

For Years Ended September 30, 2020 and September 30, 2019

	FY 2019-20 Actual 09/30/20	FY 2018-2019 Actual 09/30/19	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	11,740,244	11,004,834	735,411	6.7%
3180 - Franchise Taxes	1,167,100	1,227,458	(60,357)	-4.9%
3210 - Building Permits	1,928,301	614,327	1,313,974	213.9%
3220 - Other Licenses & Permits	48,000	39,600	8,400	21.2%
3310 - Interlocal Agreement	853,477	803,352	50,125	6.2%
3340 - State/Federal Gov. Grants	178,029	249,177	(71,148)	-28.6%
3350 - Sales Tax	8,613,777	7,970,110	643,666	8.1%
3350 - Other State Gov. Shared Revenue	179,325	155,334	23,990	15.4%
3390 - Local Grants & Contribut.	11,500	2,900	8,600	296.6%
3410 - Charges for Services	72,000	9,233	62,768	679.9%
3420 - Public Safety	1,088,880	1,112,062	(23,181)	-2.1%
3440 - Sanitation Revenues	1,741,929	1,697,403	44,526	2.6%
3450 - Health	93,785	105,672	(11,887)	-11.2%
3470 - Culture and Recreation	245,901	435,191	(189,290)	-43.5%
3510 - Municipal Court	611,111	1,163,326	(552,215)	-47.5%
3520 - Library	19,114	29,937	(10,822)	-36.2%
3610 - Interest Revenues	112,193	236,194	(124,000)	-52.5%
3620 - Miscellaneous Revenues	1,571,600	1,710,500	(138,900)	-8.1%
3630 - Lease Revenues	13,688	11,903	1,785	15.0%
3650 - Private Source Donations	43,173	74,340	(31,167)	-41.9%
3700 - User Fees	2,907,966	2,749,049	158,917	5.8%
3910 - Intragovernmental Trnsfrs	438,422	413,952	24,470	5.9%
<b>Revenue Totals</b>	<b>33,679,518</b>	<b>31,815,852</b>	<b>1,863,665</b>	<b>5.9%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	64,043	68,592	4,549	6.6%
11 - City Manager	267,525	254,147	(13,378)	-5.3%
12 - Finance	599,413	586,687	(12,726)	-2.2%
14 - Legal and Judicial	401,934	392,467	(9,467)	-2.4%
16 - Police	7,893,830	7,260,835	(632,995)	-8.7%
17 - Fire	6,504,478	5,783,887	(720,591)	-12.5%
18 - Animal Services	535,169	545,313	10,144	1.9%
21 - Planning	1,244,015	1,220,668	(23,347)	-1.9%
22 - City Secretary	69,112	74,967	5,855	7.8%
23 - Human Resources	276,214	341,624	65,410	19.1%
24 - Public Works Department	3,237,260	3,627,305	390,045	10.8%
25 - Vehicle Maintenance	449,143	411,778	(37,365)	-9.1%
26 - Engineering/Capital Projects	345,345	0	(345,345)	NA
27 - Brush Department	439,000	438,202	(798)	-0.2%
28 - Downtown & Main St. Prog.	179,130	191,046	11,916	6.2%
29 - Facilities	303,488	262,314	(41,174)	-15.7%
31 - Public Library	1,243,725	1,229,157	(14,568)	-1.2%
34 - Parks and Recreation	1,598,979	1,598,113	(866)	-0.1%
87 - Information Technologies	686,841	648,276	(38,565)	-5.9%
89 - City Attorney	126,961	110,446	(16,515)	-15.0%
90 - Non-Departmental	6,265,921	5,896,321	(369,600)	-6.3%
<b>Expenditure Totals</b>	<b>32,731,524</b>	<b>30,942,145</b>	<b>(1,789,379)</b>	<b>-5.8%</b>
<b>Net Revenues (Expenditures)</b>	<b>947,994</b>	<b>873,707</b>	<b>74,286</b>	



# FY2020 INCOME STATEMENT-UTILITY FUND

For Year Ended September 30, 2020

Account Number	Account Name	FY 2019-20 Actual 09/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	301,717	259,966	41,751	116.1%
3430	- Electric Revenue	29,912,004	30,657,522	(745,518)	97.6%
3432	- Water Revenue	13,699,738	13,140,561	559,177	104.3%
3434	- Sewer Revenue	9,019,956	8,007,753	1,012,203	112.6%
3480	- Other Charges	472,330	625,000	(152,670)	75.6%
3610	- Interest Revenues	194,055	321,000	(126,945)	60.5%
3620	- Miscellaneous Revenues	603,117	461,350	141,767	130.7%
3700	- User Fees	86,000	86,000	0	100.0%
<b>4 - Revenue Totals:</b>		<b>54,288,917</b>	<b>53,559,152</b>	<b>729,765</b>	<b>101.4%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	449,734	456,169	6,435	98.6%
45	- Utility Administration	395,733	451,706	55,974	87.6%
46	- Administrative Services	1,093,020	1,206,653	113,633	90.6%
47	- Electric Distribution	21,257,869	22,160,551	902,682	95.9%
48	- Utility Services	1,339,865	1,604,344	264,479	83.5%
49	- Engineering/Capital Projects	586,489	628,668	42,178	93.3%
56	- Water Plant	5,648,130	5,572,534	(75,596)	101.4%
57	- Water/Sewer	3,231,927	3,407,833	175,907	94.8%
65	- Geronimo Creek WWTP	271,168	316,300	45,132	85.7%
66	- Walnut Branch WWTP	1,184,191	1,376,164	191,973	86.1%
80	- Economic Development	417,872	575,439	157,567	72.6%
81	- Facilities	921,940	1,110,482	188,543	83.0%
87	- Information Technologies	667,065	708,375	41,310	94.2%
89	- City Attorney	153,499	162,770	9,270	94.3%
90	- Non-Departmental	16,612,055	16,907,850	295,795	98.3%
<b>Expenditure Totals:</b>		<b>54,230,557</b>	<b>56,645,838</b>	<b>2,415,282</b>	<b>95.7%</b>
<b>Net Revenues (Expenditures) before Depreciation</b>		<b>58,360</b>	<b>(3,086,686)</b>	<b>3,145,046</b>	
<b>Depreciation</b>		<b>(5,585,347)</b>			
<b>Net Revenues (Expenditures) after Depreciation</b>		<b>(5,526,987)</b>	<b>(3,086,686)</b>	<b>(2,440,301)</b>	<b>-</b>



# FY2020 Income Statement Prior vs. Actual - Utility Fund

**For Years Ended September 30, 2020 and  
September 30, 2019**

Account Number	Account Name	FY 2019-20 Actual 09/30/20	FY 2018-2019 Actual 09/30/19	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	301,717	241,720	59,996	24.8%
3430	- Electric Revenue	29,912,004	30,931,254	(1,019,250)	-3.3%
3432	- Water Revenue	13,699,738	12,830,918	868,821	6.8%
3434	- Sewer Revenue	9,019,956	8,135,711	884,245	10.9%
3480	- Other Charges	472,330	619,123	(146,793)	-23.7%
3610	- Interest Revenues	194,055	389,816	(195,760)	-50.2%
3620	- Miscellaneous Revenues	603,117	654,162	(51,046)	-7.8%
3700	- User Fees	86,000	86,000	0	0.0%
<b>4</b>	<b>- Revenue Totals:</b>	<b>54,288,917</b>	<b>53,888,705</b>	<b>400,212</b>	<b>0.7%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	449,734	433,343	(16,391)	-3.8%
45	- Utility Administration	395,733	397,755	2,022	0.5%
46	- Administrative Services	1,093,020	1,537,445	444,425	28.9%
47	- Electric Distribution	21,257,869	20,034,540	(1,223,330)	-6.1%
48	- Utility Services	1,339,865	1,375,623	35,759	2.6%
49	- Engineering/Capital Projects	586,489	0	(586,489)	NA
56	- Water Plant	5,648,130	5,421,753	(226,377)	-4.2%
57	- Water/Sewer	3,231,927	2,994,004	(237,923)	-7.9%
65	- Geronimo Creek WWTP	271,168	265,041	(6,127)	-2.3%
66	- Walnut Branch WWTP	1,184,191	1,179,244	(4,948)	-0.4%
80	- Economic Development	417,872	308,174	(109,698)	-35.6%
81	- Facilities	921,940	801,065	(120,874)	-15.1%
87	- Information Technologies	667,065	583,507	(83,558)	-14.3%
89	- City Attorney	153,499	119,959	(33,540)	-28.0%
90	- Non-Departmental	16,612,055	14,175,744	(2,436,311)	-17.2%
	<b>Expenditure Totals:</b>	<b>54,230,557</b>	<b>49,627,197</b>	<b>(4,603,359)</b>	<b>-9.3%</b>
<b>Net Revenues (Expenditures) before Depreciation</b>		<b>58,360</b>	<b>4,261,507</b>	<b>(4,203,147)</b>	<b>-98.6%</b>
<b>Depreciation</b>		<b>(5,585,347)</b>	<b>(5,182,472)</b>	<b>(402,875)</b>	<b>7.8%</b>
<b>Net Revenues (Expenditures) after Depreciation</b>		<b>(5,526,987)</b>	<b>(920,965)</b>	<b>(4,606,023)</b>	



# FY2020 -INCOME STATEMENT-COLISEUM FUND

For Year Ended September 30, 2020

	FY 2019-20 Actual 09/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	43,232	86,000	(42,768)	50.3%
Concession Income	5,756	8,000	(2,244)	71.9%
Interest Earnings	2,557	4,500	(1,943)	56.8%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	0	500	(500)	0.0%
Transfers from Occupancy Tax	198,012	210,250	(12,238)	94.2%
<b>Revenue Totals</b>	<b>249,556</b>	<b>309,250</b>	<b>(59,694)</b>	<b>80.7%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	41,671	41,878	207	99.5%
Benefits	18,587	19,690	1,103	94.4%
Utilities	66,190	86,401	20,211	76.6%
Janitorial Services	86,000	86,000	0	100.0%
Repairs/Maintenance	30,010	38,064	8,054	78.8%
Equipment Rental	849	1,000	151	84.9%
General Supplies	17,366	19,400	2,034	89.5%
Credit Card Service Fees	1,336	1,336	0	100.0%
Public Relations	2,000	2,000	0	100.0%
Capital Outlay	14,025	106,225	92,200	13.2%
<b>Expenditure Totals</b>	<b>278,033</b>	<b>403,094</b>	<b>125,061</b>	<b>69.0%</b>
<b>Net Revenues (Expenditures)</b>	<b>(28,477)</b>	<b>(93,844)</b>	<b>65,367</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - Coliseum

### For Years Ended September 30, 2020 and September 30, 2019

	FY 2019-20 Actual 09/30/20	FY 2018-2019 Actual 09/30/19	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	43,232	86,927	(43,695)	-50.3%
Concession Income	5,756	5,939	(184)	-3.1%
Interest Earnings	2,557	6,836	(4,279)	-62.6%
Miscellaneous Revenue	0	700	(700)	
Credit Card Service Fees	0	383	(383)	-100.0%
Transfers from Occupancy Tax	198,012	224,750	(26,738)	-11.9%
<b>Revenue Totals</b>	<b>249,556</b>	<b>325,535</b>	<b>(75,979)</b>	<b>-23.3%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	41,671	36,729	(4,942)	-13.5%
Benefits	18,587	16,751	(1,835)	-11.0%
Utilities	66,190	71,060	4,870	6.9%
Janitorial Services	86,000	86,000	0	0.0%
Repairs/Maintenance	30,010	39,073	9,064	23.2%
Equipment Rental	849	478	(371)	-77.8%
General Supplies	17,366	14,847	(2,519)	-17.0%
Credit Card Service Fees	1,336	366	(969)	-264.5%
Education	0	18	18	100.0%
Public Relations	2,000	1,664	(336)	-20.2%
Capital Outlay	14,025	10,000	(4,025)	-40.2%
<b>Expenditure Totals</b>	<b>278,033</b>	<b>276,987</b>	<b>(1,047)</b>	<b>-0.4%</b>
<b>Net Revenues (Expenditures)</b>	<b>(28,477)</b>	<b>48,549</b>	<b>(77,026)</b>	



# FY2020 INCOME STATEMENT

## SEGUIN EVENTS COMPLEX

### For Year Ended September 30, 2020

	FY 2019-20 Actual 09/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	493	1,000	(507)	49.3%
Rodeo Arena Rentals	21,875	23,000	(1,125)	95.1%
Fairgrounds Facilities Rentals	19,715	34,000	(14,285)	58.0%
Interest Earnings	948	900	48	105.3%
Transfers from Occupancy Tax	61,465	65,264	(3,799)	94.2%
<b>Revenue Totals</b>	<b>104,496</b>	<b>124,164</b>	<b>(19,668)</b>	<b>84.2%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	52,754	59,062	6,309	89.3%
Benefits	22,644	25,375	2,731	89.2%
Utilities	14,991	22,401	7,410	66.9%
Repairs/Maintenance	8,145	8,200	55	99.3%
General Supplies	7,985	10,100	2,115	79.1%
<b>Expenditure Totals</b>	<b>106,519</b>	<b>125,138</b>	<b>18,619</b>	<b>85.1%</b>
<b>Net Revenues (Expenditures)</b>	<b>(2,022)</b>	<b>(974)</b>	<b>(1,049)</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - Seguin Events Complex

### For Years Ended September 30, 2020 and September 30, 2019

FY 2019-20 Actual 09/30/20	FY 2018-2019 Actual 09/30/19	Variance Pos. (Neg)	% of Budget
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#### 020 - SEGUIN EVENTS COMPLEX REVENUES

Concession Income	493	638	(145)	-22.7%
Rodeo Arena Rentals	21,875	18,834	3,041	16.1%
Fairgrounds Facilities Rentals	19,715	28,314	(8,599)	-30.4%
Interest Earnings	948	1,887	(939)	-49.8%
Miscellaneous Revenue	0	33	(33)	-100.0%
Transfers from Occupancy Tax	61,465	66,932	(5,467)	-8.2%
<b>Revenue Totals</b>	<b>104,496</b>	<b>116,638</b>	<b>(12,142)</b>	<b>-10.4%</b>

#### 020 - SEGUIN EVENTS COMPLEX EXPENDITURES

Salaries	52,754	55,162	2,408	4.4%
Benefits	22,644	23,660	1,016	4.3%
Utilities	14,991	16,683	1,692	10.1%
Repairs/Maintenance	8,145	7,374	(771)	-10.5%
General Supplies	7,985	8,115	130	1.6%
<b>Expenditure Totals</b>	<b>106,519</b>	<b>110,994</b>	<b>4,475</b>	<b>4.0%</b>

#### Net Revenues (Expenditures)

<b>(2,022)</b>	<b>5,644</b>	<b>(7,666)</b>
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# FY 2020 INCOME STATEMENT

## GOLF FUND

### For Year Ended September 30, 2020

	FY 2019-20 Actual 09/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND REVENUES</b>				
Golf Course Receipts	334,802	345,000	(10,198)	97.0%
Golf Cart Rentals	347,244	347,000	244	100.1%
Golf Concessions	105,345	100,000	5,345	105.3%
Golf Merchandise Sales	22,642	33,000	(10,358)	68.6%
Interest Earnings	4,761	6,400	(1,639)	74.4%
Miscellaneous	13,002	13,000	2	100.0%
Transfers from General Fund	0	0	0	#DIV/0!
Transfers from Golf Building Fund	21,343	21,343		100.0%
<b>Revenue Totals</b>	<b>849,138</b>	<b>865,743</b>	<b>(16,605)</b>	<b>98.1%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	475,084	478,936	3,852	99.2%
Benefits	175,360	177,261	1,902	98.9%
Utilities	22,334	35,712	13,378	62.5%
Repairs/Maintenance	21,497	30,000	8,503	71.7%
Rental	6,318	8,100	1,782	78.0%
Insurance	4,804	4,804	(0)	100.0%
General Supplies	119,463	170,321	50,858	70.1%
Energy and Fuel	8,521	12,000	3,479	71.0%
Miscellaneous	31,635	31,635	(0)	100.0%
Education	2,845	9,900	7,055	28.7%
Public Relations	962	3,000	2,038	32.1%
<b>Expenditure Totals</b>	<b>868,823</b>	<b>961,669</b>	<b>92,846</b>	<b>90.3%</b>
<b>Net Revenues (Expenditures)</b>	<b>(19,685)</b>	<b>(95,926)</b>	<b>76,241</b>	



# FY 2020 INCOME STATEMENT

## Prior vs. Actual - Golf Fund

### For Years Ended September 30, 2020 and September 30, 2019

	FY 2019-20 Actual 09/30/20	FY 2018-2019 Actual 09/30/19	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND</b>				
Golf Course Receipts	334,802	347,182	(12,380)	-3.6%
Golf Cart Rentals	347,244	352,718	(5,474)	-1.6%
Golf Concessions	105,345	127,779	(22,433)	-17.6%
Golf Merchandise Sales	22,642	34,618	(11,976)	-34.6%
Interest Earnings	4,761	9,221	(4,460)	-48.4%
Miscellaneous	13,002	13,826	(824)	-6.0%
Transfers from General Fund	0	75,000	(75,000)	-100.0%
Transfers from Golf Building Fund	21,343	0	21,343	NA
<b>Revenue Totals</b>	<b>849,138</b>	<b>960,343</b>	<b>(111,205)</b>	<b>-11.6%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	475,084	447,849	(27,234)	-6.1%
Benefits	175,360	168,568	(6,792)	-4.0%
Utilities	22,334	28,665	6,331	22.1%
Repairs/Maintenance	21,497	30,000	8,503	28.3%
Rental	6,318	5,808	(509)	-8.8%
Insurance	4,804	3,789	(1,015)	-26.8%
General Supplies	119,463	139,098	19,635	14.1%
Energy and Fuel	8,521	8,434	(87)	-1.0%
Miscellaneous	31,635	25,705	(5,931)	-23.1%
Education	2,845	4,918	2,073	42.1%
Public Relations	962	2,500	1,538	61.5%
<b>Expenditure Totals</b>	<b>868,823</b>	<b>865,334</b>	<b>(3,489)</b>	<b>-0.4%</b>
<b>Net Revenues (Expenditures)</b>	<b>(19,685)</b>	<b>95,009</b>	<b>(114,694)</b>	

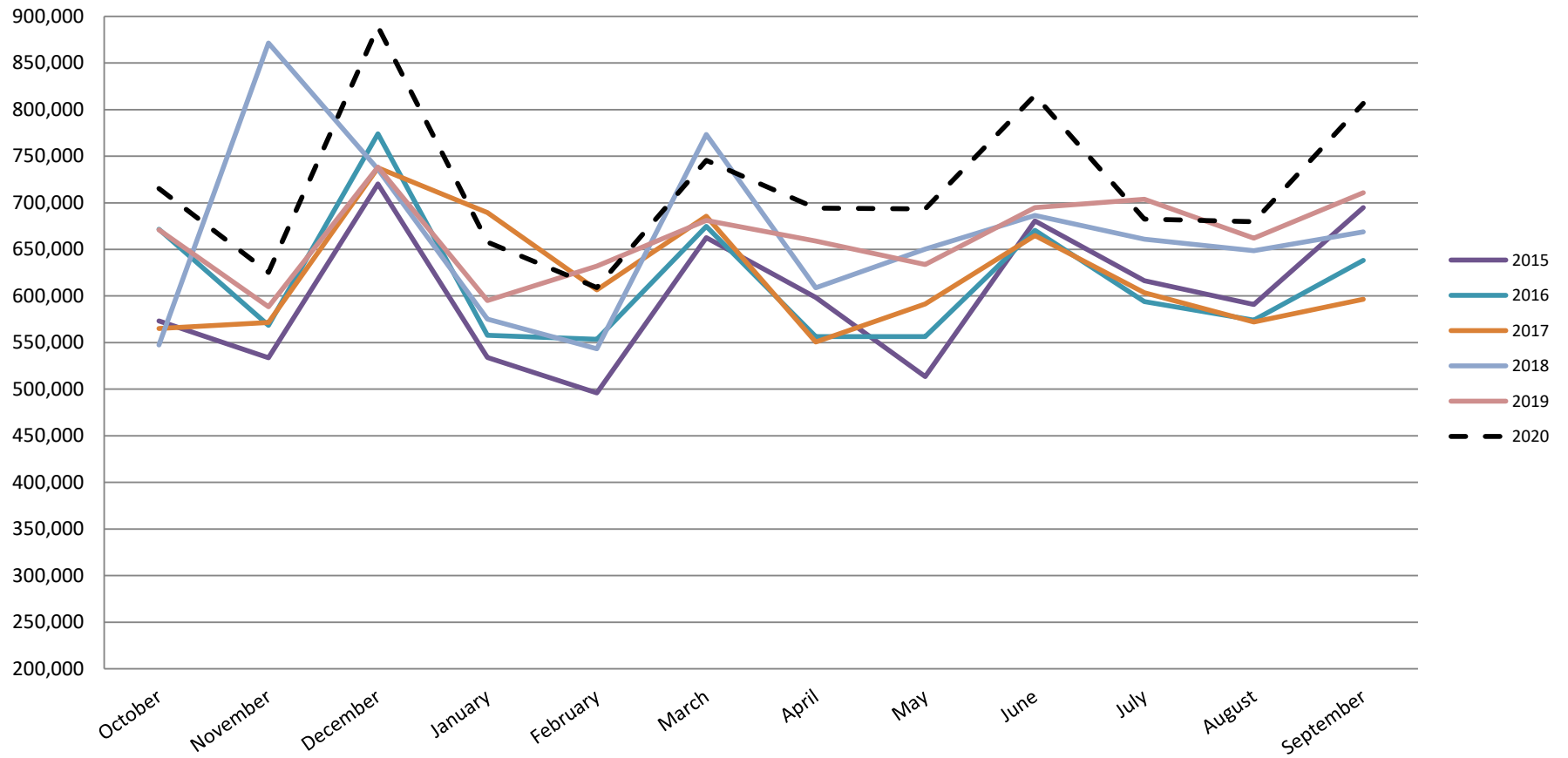
**CITY OF SEGUIN  
SALES TAX**

	Fiscal Year <u>2015</u>	Fiscal Year <u>2016</u>	Fiscal Year <u>2017</u>	Fiscal Year <u>2018</u>	Fiscal Year <u>2019</u>	<u>1% City</u>	Fiscal Year 2020 <u>1/4% City *</u>	<u>1/4% SEDC</u>	<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	662,615	674,690	685,619	773,361	681,171	497,030	124,258	124,258	745,546	9.45%
April	598,470	556,275	550,635	608,870	658,857	462,831	115,708	115,708	694,246	5.37%
May	513,621	556,505	591,444	650,197	633,605	462,213	115,553	115,553	693,319	9.42%
June	680,644	670,537	664,948	686,488	694,746	543,520	135,880	135,880	815,279	17.35%
July	616,286	594,049	603,605	660,885	703,849	455,046	113,762	113,762	682,569	-3.02%
August	590,734	574,058	571,970	648,665	661,956	453,167	113,292	113,292	679,751	2.69%
September	<u>694,831</u>	<u>638,312</u>	<u>596,401</u>	<u>668,859</u>	<u>710,897</u>	<u>537,741</u>	<u>134,435</u>	<u>134,435</u>	<u>806,611</u>	<u>13.46%</u>
<b>TOTAL</b>	<b>7,214,240</b>	<b>7,389,899</b>	<b>7,434,928</b>	<b>7,970,496</b>	<b>7,970,112</b>	<b>5,742,518</b>	<b>1,435,629</b>	<b>1,435,629</b>	<b>8,613,777</b>	8.08%

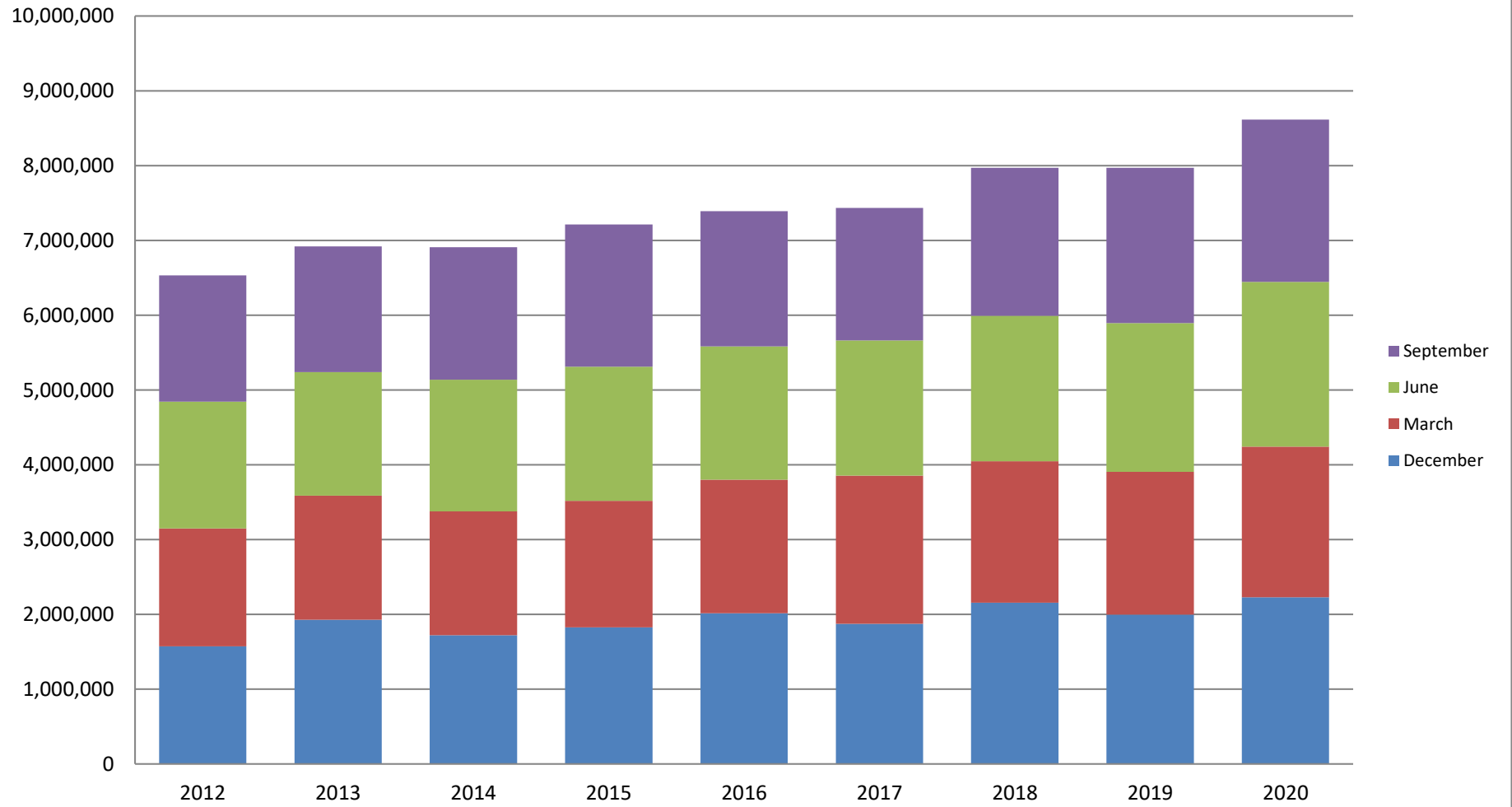
\* For Property Tax Reduction

\*\*Includes City's collection of City sales tax for each month.

## Sales Tax Trend



## Sales Tax Trend by Quarter



**SEPTEMBER SALES TAX REPORT  
FOR SURROUNDING CITIES**

<b><u>City</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>% Increase (Decrease)</u></b>
Seguin	710,897	806,611	13.46%
San Marcos	3,113,787	4,273,961	37.26%
Schertz	1,214,491	1,341,599	10.47%
San Antonio	33,051,253	33,737,703	2.08%
New Braunfels	2,834,980	3,145,606	10.96%
Austin	21,019,150	21,178,009	0.76%
Selma	659,673	817,224	23.88%
Universal City	434,914	498,758	14.68%
Statewide	550,477,405	583,889,202	6.07%

**YEAR-TO-DATE SALES TAX REPORT  
FOR SURROUNDING CITIES**

<b><u>City</u></b>	<b><u>FY2019</u></b>	<b><u>FY2020</u></b>	<b><u>% Increase (Decrease)</u></b>
Seguin	7,970,112	8,613,777	8.08%
San Marcos	37,507,801	48,548,868	29.44%
Schertz	12,431,729	14,387,349	15.73%
San Antonio	369,949,573	362,852,747	-1.92%
New Braunfels	33,351,134	34,909,644	4.67%
Austin	239,726,639	237,947,137	-0.74%
Selma	6,907,981	7,007,065	1.43%
Universal City	4,953,672	5,412,745	9.27%
Statewide	6,167,038,171	6,238,370,726	1.16%

**GRANTS AWARDED AND IN PROGRESS - FY20**

Application	Description	Award Number	Funding Type	Amount Funded	City Match	Begin	Ends	Department	Status	Fiscal Year
OAG-VCLG	Victim Coordinator & Liaison Grant (VCLG)	2098515	Federal	\$40,614.00	\$0.00	09/01/19	08/31/20	Police	Ongoing	FY20
OOG-Local Border Security Program	Police Overtime	2996205	Federal	\$20,000.00	\$0.00	09/01/19	08/31/20	Police	Complete	FY20
Texas State University	Tobacco Buy/Sting (TEG)	Interlocal Agreement	State	\$5,000.00	\$0.00	01/01/20	08/31/20	Police	On-Hold	FY20
OOG-VOCA	Victim Emergency Services	3245402	Federal	\$58,000.00	\$14,500.00	10/01/18	09/30/20	Police	Complete	FY19-20
Texas Historical Commission	Texas Historical Commission	TX-20-10024	Federal	200.00	0.00	06/01/20	09/30/20	Main Street	Complete	FY20
OOG-Justice Assistance Grant	Police Equipment	3766301	Federal	\$36,183.00	\$0.00	09/30/19	12/29/20	Police	Complete	FY20
US Dept of Treasury/TDEM	Coronavirus Relief Fund (CRF)	Allocation	Federal	\$1,718,145.00	\$0.00	06/01/20	12/30/20	COS	Ongoing	FY20
US Health & Human Services	Provider Relief-Medicare	Allocation	Federal	\$24,118.99	\$0.00	01/31/20	12/30/20	Fire/EMS	Ongoing	FY20-21
WalMart	Fire Dept Safety Vests	Letter	Foundation	\$1,500.00	\$0.00	04/18/20	12/31/20	Fire Department	Ongoing	FY21
Texas General Land Office	Hurricane Harvey	CDBG-DR	Federal	\$226,348.00	\$0.00	01/01/19	01/01/21	Infrastructure	Declined	FY18-21
FEMA SAFER <sup>1</sup>	3-Firefighter positions	EMW-2016-FH-00334	Federal	\$69,702.00	\$129,447.00	02/25/18	02/24/21	Fire	Ongoing	FY18-20
TCEQ-AACOG-Solid Waste Grant	Household Hazardous Waste	RFA-2019-299-RR	State	\$25,000.00	\$12,500.00	05/01/20	04/30/21	Utilities	Ongoing	FY20-21
DOJ	Bullet Proof Vests	FY2019	Federal	\$4,609.87	\$4,609.87	10/01/18	08/31/21	Police	Complete	FY19
CenterPoint Energy	Seek Reveal Fire PRO (6 units)	Community Safety Grant	Foundation	1,900.00	1,900.00	08/31/20	08/31/21	Fire/EMS	Complete	FY21
Texas State University	Tobacco Buy/Sting (TEG)	Interlocal Agreement	State	\$2,500.00	\$0.00	09/01/20	08/31/21	Police	Ongoing	FY21
GVEC	Main Street Program	Letter	Private	\$10,000.00	\$0.00	10/21/19	10/21/21	Main Street	Ongoing	FY20
Guadalupe County United Way	Main Street Program	Letter	Private	\$5,000.00	\$0.00	01/01/20	12/31/21	Main Street	Ongoing	FY20
Texas Dept of Agriculture	Main Street-Sidewalks	7219292	Federal	\$350,000.00	\$70,000.00	02/01/20	01/31/22	Development	Ongoing	FY20
Clean Water Act/TCEQ	Septic Decomissioning	582-21-10099	Federal	\$97,037.00	\$64,691.00	09/01/20	08/31/24	Development	Ongoing	FY21
TCEQ	TERP	582-18-83146-0673	State	\$40,064.00	*see below	03/19/18	08/31/27	Public Works	Complete	FY18-21
TCEQ	TERP	582-18-83174-0673	State	\$10,012.00	*see below	03/19/18	08/31/27	Public Works	Declined	FY18-21
TCEQ	TERP	582-18-82597-0673	State	\$22,932.00	*see below	03/19/18	08/31/27	Public Works	Declined	FY18-21
Texas State Library Archives (TSLAC)	Video equipment and hotspots	CAR2-21019	Federal	24,480.00	0.00	04/21/20	08/31/21	Library	Awarded	FY21
<b>Totals</b>				<b>\$2,793,345.86</b>	<b>\$297,647.87</b>					

\* Replacement of older road trucks. Match is the amount awarded.

<sup>1</sup> Last year of a 3-year grant. Only Year 3 included in this information.

<sup>2</sup> Total Match = \$215,902. 50/50 split between SEDC and COS.

**FY20-GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD (as of Dec 9, 2020)**

Application	Description	Solicitation Number	Funding Type	Ask Amount	City Match	Grant Term		Department	Est Award Date	Fiscal Year
						Begin	Ends			
Homeland Security/OOG	Local Border Security Program	2996206	Federal	99,720.00	0.00	09/01/20	08/31/21	Police	7/1/2020	FY21
BJA/DOJ	K-9 Assistance	Southwet Border Rural	Federal	87,200.00	0.00	09/01/20	NA	Police	10/1/2020	FY21
TDA-CDBG	Fire Pumper & Brush Truck	FAST Fund	Federal	500,000.00	5,000.00	10/01/20	04/01/22	Fire	10/2/2020	FY21
FEMA	Covid Public Assistance	PA 4485	Federal	131,000.00	32,750.00	03/16/20	12/30/20	Citywide		
ONEOK	Seek Reveal Fire PRO (6 units)	Emergency Responder	Foundation	3,745.00	0.00	10/01/20	08/31/20	Fire	10/1/2020	FY21
<b>Total</b>				<b>821,665.00</b>	<b>37,750.00</b>					

*Italics = Budget amount not Finalized*

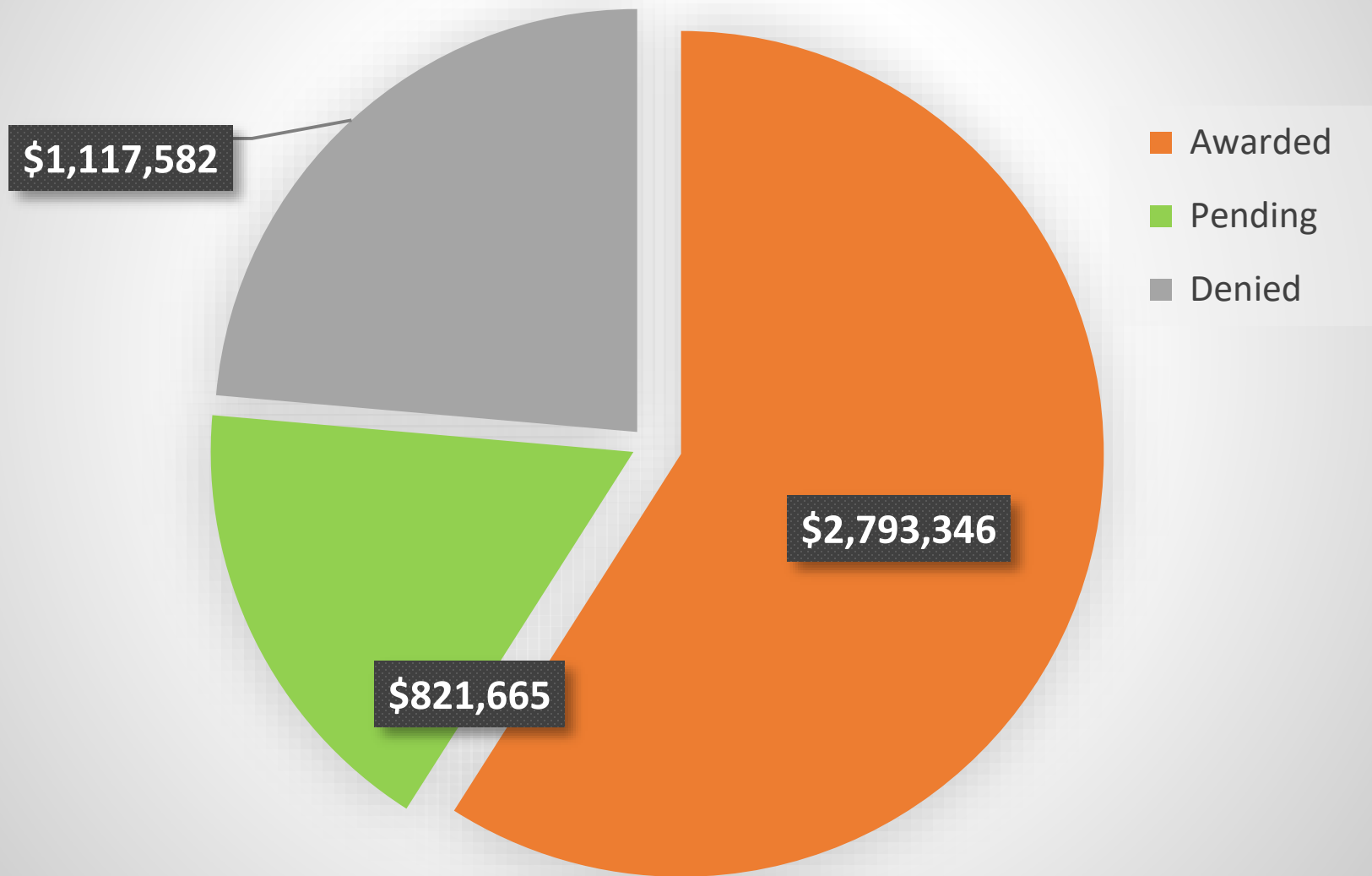
<sup>1</sup> Nomination, no cash award. Recognition of Endangerment to pursue funding.

**GRANTS APPLIED FOR AND NOT AWARDED - FY20**

Application	Description	Funding Type	Ask Amount	City Match	Department	Submitted	Date Notified	Notes
TDEM-EWS	Early Warning System	State/Federal	\$316,332.83		Citywide		03/05/20	no specific reason given for denial
TDEM-Heideke	Flood Mitigation Grant	State/Federal	\$494,349.41		Citywide		03/05/20	no specific reason given for denial
TDEM-Hidalgo	Flood Mitigation Grant	State/Federal	\$420,393.95		Citywide		03/05/20	no specific reason given for denial
TDEM-San Antonio Avenue	Flood Mitigation Grant	State/Federal	83,269.88		Citywide		03/05/20	no specific reason given for denial
TxDOT SRTS	Safe Routes to School-Weinert	State/Federal	685,351.00		Citywide		01/30/20	Per Tx Transportation Commission: Application Not Clear
OOG/Criminal Justice <sup>1</sup>	<b>JAG-WatchGuard equipment</b>	Federal	\$97,930.00	\$0.00	Police	3/11/2020	03/11/20	City's spam filter did not allow additional req'd reporting
OOG/Criminal Justice <sup>1</sup>	<b>VOCA</b>	Federal	\$24,715.68	\$0.00	Police	3/11/2020	03/11/20	City's spam filter did not allow additional req'd reporting
AARP Community Challenge	Bauer Park Improvements	Private	69,541.22	0.00	Parks	4/20/2020	07/13/20	We were not in their "priority" area
PetSmart Charities	Seguin Pet Outreach	Foundation	0.00		Animal Services		07/30/20	Letter of Intent was "competitive", but "limited funding". No application made
DOJ/COPS	Student Resource Officers	Federal	250,000.00	233,776.00	Police	3/5/2020	08/31/20	areas awarded had higher local crime rates
Leary Firefighters Foundation	Laser-Driven Fire Extinguisher Training	Foundation	23,300.00	0.00	Fire	6/12/2020	08/04/20	Suggested we continue to apply each year, we are "competitive"
Dept Homeland Security (AFG)	AFG-EMS Power Lift for 4 vehicles	Federal	103,000.00	10,300.00	Fire	3/13/2020	10/28/20	Advanced to Phase II, "not enough funding"
US Dept of Justice/OVW	Non-Fatal Strangulation Education	Federal	495,795.17	0.00	Police	1/24/2020	09/21/20	Budget worksheet was not received <sup>2</sup>
Georgia-Pacific	Knox SecureKey System	Foundation	30,000.00	0.00	Fire	6/23/2020	10/28/20	Budget constraints. Accepts applications all year, but funding ran out
Firehouse Subs	Laser-Driven Fire Extinguisher Training	Foundation	23,300.00	0.00	Fire	8/6/2020	10/08/20	More than 13 miles from a local Firehouse Subs restaurant
National Trust for Historic Preservation <sup>1</sup>	Sebastopol House Museum	Federal	0.00	0.00	Parks	2/1/2020		No direct notification, website showed award to 11 Most Endangered.
<b>Total</b>			<b>\$1,117,582.07</b>					

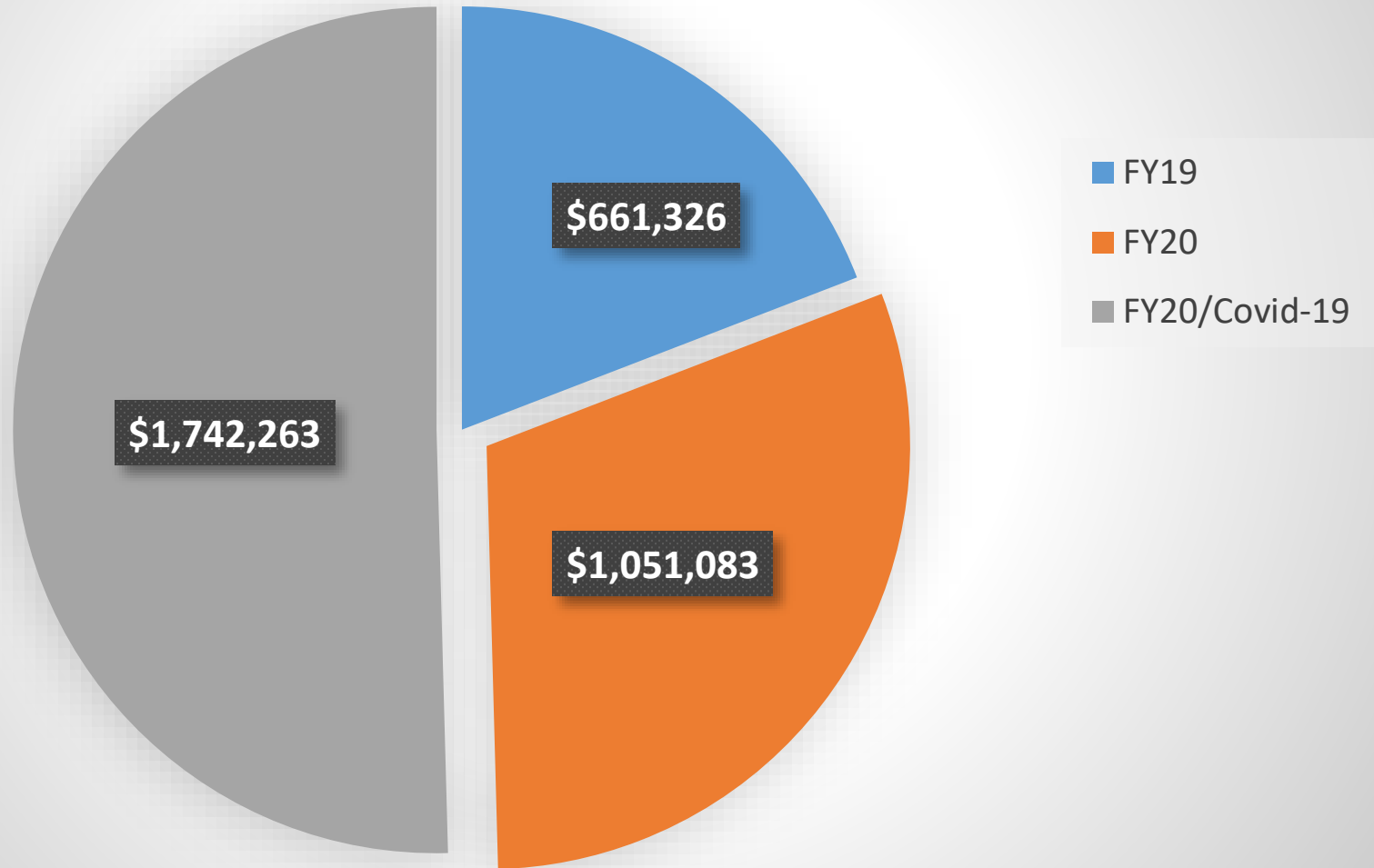
# FY20 Awarded and Pending Grants

as of 10/1/2020 (Does not include Matching Funds)



# Grants Awarded FY20 vs FY19

as of 10/1/2020 (Does not include Matching Funds)



**FISCAL YEAR 2020 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	July 31	TOTAL
Holiday Inn Express	28,897.76	23,958.50	28,068.60	14,485.47	<b>95,410.33</b>
La Quinta	24,257.18	19,601.86	20,578.97	11,829.37	<b>76,267.38</b>
Hampton Inn	28,342.76	24,664.17	23,806.49	11,821.29	<b>88,634.71</b>
Comfort Inn Suites*	22,526.55	14,678.53	16,945.68	11,909.13	<b>66,059.89</b>
Days Inn	20,267.30	9,605.60	15,931.88	9,680.82	<b>55,485.60</b>
Townplace Suites	42,562.69	34,415.49	32,727.76	20,250.01	<b>129,955.95</b>
Super 8 Motel	11,916.42	4,740.66	7,350.61	6,122.04	<b>30,129.73</b>
Motel 6	9,127.82	7,200.48	7,519.88	6,669.52	<b>30,517.70</b>
Texas Inn (Best Value)	2,584.81	3,143.68	2,629.82	2,760.99	<b>11,119.30</b>
Lake Breeze Ski Lodge	9,347.10	321.30	162.54	3,374.00	<b>13,204.94</b>
Vanessa Vajdos (340 Meadow Lake Dr)	916.16	680.24	-	1,613.00	<b>3,209.40</b>
Olivia Mansion	1,322.49	929.02	717.90	no longer renting	<b>2,969.41</b>
Seguin Motel	955.36	869.89	683.90	692.44	<b>3,201.59</b>
Avalara, Inc. (460 River Drive)	4,916.03	3,190.95	1,011.29	2,388.75	<b>11,507.02</b>
S. Carruthers (440 Turtle Lane)	21.31	79.52	171.92	1,567.75	<b>1,840.50</b>
River Retreat Properties (1101 Lakeview)	2,081.73	255.50	484.40	1,022.00	<b>3,843.63</b>
Geronimo Creek Retreat (2050 Laubach)	18,844.29	7,435.73	3,289.56	11,079.58	<b>40,649.16</b>
Patsy Tankersley (710 Gloria Drive)	-	249.83	213.51	64.86	<b>528.20</b>
Sonka Guest House (617 N. Guadalupe)	119.03	-	-	0.00	<b>119.03</b>
Zen on the Bend Vaca Rental (496 River Road)	602.00	-	120.00	741.00	<b>1,463.00</b>
Laura Wooley (1005 Reiley Road)	400.05	293.54	106.42	844.03	<b>1,644.04</b>
Han Pho (939 Reiley Road)	1,136.52	-	-	0.00	<b>1,136.52</b>
Dam Camp	1,207.85	-	293.62	0.00	<b>1,501.47</b>
Team Housing Solutions	-	-	18.82	2.97	<b>21.79</b>
Robert & Kimberly Stephens (15 Baer Creek Trail)	115.57	10.73	32.18	0.00	<b>158.48</b>
Carol & Sean Ramsey (906 Buerger Lane)	1,018.90	631.21	459.91	1,551.76	<b>3,661.78</b>
Laura Wooley (928 Buerger Lane)	1,372.41	340.11	546.16	1,963.94	<b>4,222.62</b>
Birdy Properties (102 Lenz Drive)	826.00	658.00	735.00	735.00	<b>2,954.00</b>
Ian Miller (1029 E. Mountain)	366.30	39.98	30.77	201.32	<b>638.37</b>
Magnolia Hotel (203 S. Crockett)	385.21	901.32	883.61	630.35	<b>2,800.49</b>
Vacasa LLC (435 Lake Placid Drive)	559.02	133.03	-	261.36	<b>953.41</b>
Matthew Pond (810 N. Goodrich)	142.21	118.61	198.94	289.81	<b>749.57</b>
<b>Total Collected</b>	<b>237,138.83</b>	<b>159,147.48</b>	<b>165,720.14</b>	<b>124,552.56</b>	<b>686,559.01</b>

**FISCAL YEAR 2019 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	July 31	TOTAL
Holiday Inn Express	35,302.62	27,943.73	29,035.86	29,402.31	<b>121,684.52</b>
La Quinta	23,502.64	17,240.37	19,762.81	24,865.32	<b>85,371.14</b>
Hampton Inn	28,287.17	24,218.74	26,738.08	43,789.64	<b>123,033.63</b>
Comfort Inn Suites	21,254.59	13,371.83	17,837.13	20,912.66	<b>73,376.21</b>
Days Inn	22,145.56	10,908.60	10,652.92	15,937.25	<b>59,644.33</b>
Townplace Suites	37,116.93	34,998.40	35,837.76	40,495.35	<b>148,448.44</b>
Super 8 Motel	8,934.08	5,900.36	7,093.07	7,936.33	<b>29,863.84</b>
Motel 6	9,325.59	7,564.26	9,109.40	9,521.54	<b>35,520.79</b>
Texas Inn (Best Value)	3,021.85	1,661.16	2,878.23	2,498.20	<b>10,059.44</b>
Lake Breeze Ski Lodge	7,910.00	527.45	48.30	4,409.51	<b>12,895.26</b>
Vanessa Vajdos (340 Meadow Lake Dr)	-	1,024.62	-	2,540.00	<b>3,564.62</b>
Olivia Mansion	1,433.20	1,825.30	1,035.35	965.49	<b>5,259.34</b>
Seguin Motel	908.60	849.31	950.95	922.88	<b>3,631.74</b>
New Braunfels Escapes (246 Guadalupe River Dr)	1,124.29	59.06	-	-	<b>1,183.35</b>
HM Investments (1415 Zipp Road)*	1,748.80	92.73	(9,340.46)	-	<b>(7,498.93)</b>
Hot Spot Mngmt (460 River Drive)	-	1,880.46	2,754.50	4,805.15	<b>9,440.11</b>
Hot Spot Mngmt (496 River Drive)	4,532.36	-	-	-	<b>4,532.36</b>
Hot Spot Mngmt (318 Guadalupe River Drive)	119.00	-	-	-	<b>119.00</b>
Randy Robisheaux (176 Lakeside)	1,176.00	220.36	-	-	<b>1,396.36</b>
Randy Robisheaux (221 Lakewood Dr.)	526.96	115.50	-	-	<b>642.46</b>
Randy Robisheaux (2303 Lakewood Dr.)	791.00	185.50	-	-	<b>976.50</b>
Randy Robisheaux (492 Turtle Lane)	1,400.00	-	-	-	<b>1,400.00</b>
S. Carruthers (440 Turtle Lane)	684.67	31.50	403.06	637.00	<b>1,756.23</b>
River Retreat Properties (1101 Lakeview)	2,096.50	595.50	674.80	1,664.25	<b>5,031.05</b>
Geronimo Creek Retreat (2050 Laubach)	16,644.22	6,883.46	10,187.08	17,424.58	<b>51,139.34</b>
Patsy Tankersley (710 Gloria Drive)	657.54	11.65	948.48	589.33	<b>2,207.00</b>
Hollingsworth/Lucero (154 Guadalupe River Dr.)	-	370.65	-	-	<b>370.65</b>
Sonka Guest House	157.29	16.10	43.62	61.25	<b>278.26</b>
Zen on the Bend Vaca Rental (496 River Road)	490.00	189.00	420.00	504.00	<b>1,603.00</b>
Laura Wooley (1007 Reiley Road)	402.41	-	-	61.51	<b>463.92</b>
Han Pho (939 Reiley Road)	784.00	350.00	469.21	590.52	<b>2,193.73</b>
Dam Camp	969.29	-	-	785.68	<b>1,754.97</b>
Chris Ramirez	690.90	-	-	-	<b>690.90</b>
Team Housing Solutions	-	1.52	-	-	<b>1.52</b>
Robert & Kimberly Stephens (15 Baer Creek Trail)	-	-	-	110.09	<b>110.09</b>
Carol & Sean Ramsey (906 Buerger Lane)	-	-	-	1,324.69	<b>1,324.69</b>
Laura Wooley (928 Buerger Lane)	-	-	-	1,151.09	<b>1,151.09</b>
<b>Total Collected</b>	<b>234,138.06</b>	<b>159,037.12</b>	<b>167,540.15</b>	<b>233,905.62</b>	<b>794,620.95</b>

\* HM Investments had been paying Occupancy Taxes and was not in ETJ. Refunded prior paid taxes from FY2016 - FY2019.