



**It's real.**

**Date:** May 27, 2020

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

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

**Subject:** Financial Reports for Six Months Ended March 31, 2020

Attached you will find financial reports for the General, Utility, Coliseum, Seguin Events Complex, and Golf Fund for the Six Months ended March 31, 2020.

The first report is the Income Statement for the General Fund on a budgetary comparison. We have collected 66.9% of our budgeted revenues.

- Property Tax is 99.2% of budget. We do collect the largest of this budget during the first four months of fiscal year
- Building Permits is 76.4% of budget. We have had continued development at Mill Creek Crossing. Arroyo Ranch continues to pull permits for their homes. GBRA is moving a modular office on their property. In addition, Woodside Farms and Cordova Crossing are beginning to pull permits. Guadalupe County is constructing a new two-story building and remodeling existing offices around the Adult Detention and Law Enforcement Center.
- Other Licenses and Permits is 51% of budget. This revenue consists of the licenses for the eight liner machines.
- Sales Tax is 53.2% of budget. A more detailed report on sales tax is included later in the report.
- Other State Gov. Shared Revenue is 74.9% of budget. This includes liquor and bingo taxes, which is 85% of budget.
- Health Revenue is 58.8% of budget, which includes food establishment inspections and animal services fees.
- Miscellaneous Revenue is 69.7% 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.
- Lease Revenues is 115% of budget. The Sprint Tower lease increased from the budget amount of \$11,903 to \$13,688.

- Private Source Donations is 376.6% of budget, which are all donations for the library.
- Municipal Court Revenue is only 27% of budget. Due to the COVID-19 pandemic, Municipal Court has been closed since March.

Expenditures are 52.9% of budget. Non-Departmental is 93.1% of budget. This is due to the fact the entire amount of budgeted transfer of \$1,386,681 to General Fund Capital Projects has been transferred. In addition, as we collect our property tax revenue, the debt service portion of the property tax is transferred to the General I&S Fund.

The next report is the Income Statement for the General Fund as compared to FY19. Our revenue increased by \$776,327 or 3.8% from this time last year.

- Property Tax Revenue is up by \$613,360 or 5.8%.
- Building Permits are up by \$233,318 or 71.2%.
- Sales tax is up by \$335,799 or 8.6%.
- Local Grants and Contributions is up by \$8,600 or 296.6%
- Charges for Services is up by \$12,518 or 228.3%. The Management Services Agreement with SSLGC increased this year to cover more of the true costs performed by City departments.
- Intragovernmental Transfers is up by \$59,669 or 277.7%. This year, we are receiving funds from the DARE account to help cover the salary of Officer Vasquez.
- Municipal Court Revenue is down by \$314,951 or 46.7%. The number of cases filed and warrants issued have decreased by 41%. In addition, mid-March we closed Municipal Court to the public and did not hold court sessions.
- Miscellaneous Revenue decreased by \$222,172. In FY19, the City received two reimbursements from the indigent health care costs. In October 2018, we received \$567,557.67 and in September 2019, we received \$613,966.41.

Our expenditures have increased by \$1,022,834 or 6.1% from this time last year.

- Police and Fire Departments' expenditures increased by \$285,496 and \$347,982 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 \$323,390. Transfers to General I&S Fund increased by \$292,133 and transfers to General Fund Capital Projects increased by \$296,597.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We have collected 47.7% of our budgeted revenues. Miscellaneous Revenue is 63.8% of budget. We have already billed out for our CPS Water Rights and our credit card service fees revenue is 52% of budget.

Expenditures for the Utility Fund are 51.8% of budget.

- Non-Departmental is 68.7% of the budget. This is due to the fact the entire amounts of budgeted transfer of \$6,122,981 to Utility Fund Capital Projects was transferred at the beginning of the year.
- Water Plant is 52.1% of budget. This is due to the fact the payments made the first three months to SSLGC for water purchased include the largest portion of the debt service payments for the year.

The next report is the Income Statement for the Utility Fund as compared to FY19. Our revenue has increased by \$1,971,434 or 8.4%.

- Water revenue is up by \$1,440,442 or 28.6%. We did not begin to receive the payments from NBU until May of 2019. In addition, consumption is up by 20%
- Sewer revenue is up by \$472,162 or 12.6%. Consumption is up by 10%

Expenditures have increased by \$5,162,979 or 21.6%.

- Electric Distribution has increased by \$876,774 or 9.8%. This is largely due to an increase in wholesale power by \$756,827.
- Water Plant has increased by \$185,404 or 6.8%, which is largely due to an increase in the Water Purchased account of \$94,389. Consumption has increased which causes this expense to also increase.
- Water/Sewer has increased by \$179,497 or 12.6%, with the largest increase in salaries and benefits.
- Non-Departmental has increased by \$3,680,004. Transfers to Utility Fund Capital Projects have increased by \$4,077,790.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. The Golf Fund Income Statement comparing FY20 to FY19 shows a decrease in net income of \$44,409. 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 increased by \$30,591.

The next reports detail more information about the sales tax revenue. We have only been down one month so far this fiscal year, which is February by 3.66%. We were fortunate to be up for the month of March by 9.45%.

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 \$45,797.74. Townplace Suites and Olivia Mansion have not yet paid and Comfort Inn has paid 25% of their March 31 taxes owed. An

agreement was signed by Comfort Inn to repay the remaining amount owed monthly by September 30, 2020.

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



# FY2020 INCOME STATEMENT-GENERAL FUND

For Six Months Ended March 31, 2020

	FY 2019-20 Actual 03/31/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	11,189,718	11,281,892	(92,174)	99.2%
3180 - Franchise Taxes	362,216	1,154,429	(792,213)	31.4%
3210 - Building Permits	560,893	734,000	(173,107)	76.4%
3220 - Other Licenses & Permits	20,400	40,000	(19,600)	51.0%
3310 - Interlocal Agreement	406,154	853,477	(447,323)	47.6%
3340 - State/Federal Gov. Grants	70,571	223,647	(153,076)	31.6%
3350 - Sales Tax	4,242,001	7,975,000	(3,732,999)	53.2%
3350 - Other State Gov. Shared Revenue	89,913	120,000	(30,087)	74.9%
3390 - Local Grants & Contribut.	11,500	0	11,500	0.0%
3410 - Charges for Services	18,000	72,000	(54,000)	25.0%
3420 - Public Safety	597,660	1,400,000	(802,340)	42.7%
3440 - Sanitation Revenues	864,201	1,700,000	(835,799)	50.8%
3450 - Health	55,852	95,000	(39,148)	58.8%
3470 - Culture and Recreation	176,324	400,000	(223,676)	44.1%
3510 - Municipal Court	359,911	1,332,900	(972,989)	27.0%
3520 - Library	14,509	30,000	(15,491)	48.4%
3610 - Interest Revenues	91,357	173,000	(81,643)	52.8%
3620 - Miscellaneous Revenues	508,642	729,754	(221,112)	69.7%
3630 - Lease Revenues	13,688	11,903	1,785	115.0%
3650 - Private Source Donations	37,659	10,000	27,659	376.6%
3700 - User Fees	1,453,983	2,907,966	(1,453,983)	50.0%
3910 - Intragovernmental Trnsfrs	81,153	464,970	(383,817)	17.5%
<b>Revenue Totals</b>	<b>21,226,305</b>	<b>31,709,938</b>	<b>(10,483,633)</b>	<b>66.9%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	32,918	77,894	44,976	42.3%
11 - City Manager	141,853	273,357	131,504	51.9%
12 - Finance	315,640	647,062	331,422	48.8%
14 - Legal and Judicial	192,854	422,212	229,359	45.7%
16 - Police	3,725,778	8,165,074	4,439,296	45.6%
17 - Fire	3,086,888	6,564,541	3,477,653	47.0%
18 - Animal Services	253,709	588,814	335,105	43.1%
21 - Planning	560,055	1,345,789	785,733	41.6%
22 - City Secretary	35,134	81,284	46,150	43.2%
23 - Human Resources	138,406	346,830	208,425	39.9%
24 - Public Works Department	1,502,976	3,513,480	2,010,503	42.8%
25 - Vehicle Maintenance	191,530	452,935	261,406	42.3%
26 - Engineering/Capital Projects	157,928	413,695	255,767	38.2%
27 - Brush Department	203,882	480,492	276,610	42.4%
28 - Downtown & Main St. Prog.	87,498	198,233	110,734	44.1%
29 - Facilities	141,833	321,835	180,003	44.1%
31 - Public Library	558,285	1,301,211	742,926	42.9%
34 - Parks and Recreation	719,969	1,800,838	1,080,869	40.0%
87 - Information Technologies	333,597	745,455	411,859	44.8%
89 - City Attorney	67,640	132,770	65,130	50.9%
90 - Non-Departmental	5,308,632	5,700,316	391,684	93.1%
<b>Expenditure Totals</b>	<b>17,757,004</b>	<b>33,574,119</b>	<b>15,817,115</b>	<b>52.9%</b>
<b>Net Revenues (Expenditures)</b>	<b>3,469,301</b>	<b>(1,864,181)</b>	<b>5,333,481</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - General Fund

For Six Months Ended March 31, 2020 and March 31, 2019

	FY 2019-20 Actual 03/31/20	FY 2018-2019 Actual 03/31/19	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	11,189,718	10,576,358	613,360	5.8%
3180 - Franchise Taxes	362,216	369,058	(6,842)	-1.9%
3210 - Building Permits	560,893	327,575	233,318	71.2%
3220 - Other Licenses & Permits	20,400	10,800	9,600	88.9%
3310 - Interlocal Agreement	406,154	402,888	3,267	0.8%
3340 - State/Federal Gov. Grants	70,571	78,721	(8,151)	-10.4%
3350 - Sales Tax	4,242,001	3,906,201	335,799	8.6%
3350 - Other State Gov. Shared Revenue	89,913	52,473	37,440	71.3%
3390 - Local Grants & Contribut.	11,500	2,900	8,600	296.6%
3410 - Charges for Services	18,000	5,483	12,518	228.3%
3420 - Public Safety	597,660	655,407	(57,748)	-8.8%
3440 - Sanitation Revenues	864,201	846,976	17,225	2.0%
3450 - Health	55,852	58,497	(2,645)	-4.5%
3470 - Culture and Recreation	176,324	186,783	(10,459)	-5.6%
3510 - Municipal Court	359,911	674,863	(314,951)	-46.7%
3520 - Library	14,509	14,377	132	0.9%
3610 - Interest Revenues	91,357	114,257	(22,900)	-20.0%
3620 - Miscellaneous Revenues	508,642	730,813	(222,172)	-30.4%
3630 - Lease Revenues	13,688	11,903	1,785	15.0%
3650 - Private Source Donations	37,659	27,634	10,025	36.3%
3700 - User Fees	1,453,983	1,374,525	79,458	5.8%
3910 - Intragovernmental Trnsfrs	81,153	21,484	59,669	277.7%
<b>Revenue Totals</b>	<b>21,226,305</b>	<b>20,449,977</b>	<b>776,327</b>	<b>3.8%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	32,918	37,760	4,842	12.8%
11 - City Manager	141,853	121,242	(20,611)	-17.0%
12 - Finance	315,640	316,861	1,221	0.4%
14 - Legal and Judicial	192,854	190,945	(1,909)	-1.0%
16 - Police	3,725,778	3,440,282	(285,496)	-8.3%
17 - Fire	3,086,888	2,738,906	(347,982)	-12.7%
18 - Animal Services	253,709	255,044	1,335	0.5%
21 - Planning	560,055	566,240	6,185	1.1%
22 - City Secretary	35,134	39,583	4,449	11.2%
23 - Human Resources	138,406	160,929	22,523	14.0%
24 - Public Works Department	1,502,976	1,601,762	98,786	6.2%
25 - Vehicle Maintenance	191,530	194,320	2,790	1.4%
26 - Engineering/Capital Projects	157,928	0	(157,928)	0.0%
27 - Brush Department	203,882	201,070	(2,812)	-1.4%
28 - Downtown & Main St. Prog.	87,498	102,905	15,407	15.0%
29 - Facilities	141,833	124,988	(16,845)	-13.5%
31 - Public Library	558,285	543,550	(14,735)	-2.7%
34 - Parks and Recreation	719,969	730,831	10,862	1.5%
87 - Information Technologies	333,597	327,983	(5,614)	-1.7%
89 - City Attorney	67,640	53,727	(13,913)	-25.9%
90 - Non-Departmental	5,308,632	4,985,242	(323,390)	-6.5%
<b>Expenditure Totals</b>	<b>17,757,004</b>	<b>16,734,170</b>	<b>(1,022,834)</b>	<b>-6.1%</b>
<b>Net Revenues (Expenditures)</b>	<b>3,469,301</b>	<b>3,715,807</b>	<b>(246,506)</b>	



# FY2020 INCOME STATEMENT-UTILITY FUND

## For Six Months Ended March 31, 2020

Account Number	Account Name	FY 2019-20 Actual 03/31/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	99,100	259,966	(160,866)	38.1%
3430	- Electric Revenue	13,981,486	30,657,522	(16,676,036)	45.6%
3432	- Water Revenue	6,476,118	13,140,561	(6,664,443)	49.3%
3434	- Sewer Revenue	4,225,675	8,007,753	(3,782,078)	52.8%
3480	- Other Charges	284,656	625,000	(340,344)	45.5%
3610	- Interest Revenues	146,407	321,000	(174,593)	45.6%
3620	- Miscellaneous Revenues	294,314	461,350	(167,036)	63.8%
3700	- User Fees	43,000	86,000	(43,000)	50.0%
<b>4</b>	<b>- Revenue Totals:</b>	<b>25,550,755</b>	<b>53,559,152</b>	<b>(28,008,397)</b>	<b>47.7%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	203,411	456,169	252,758	44.6%
45	- Utility Administration	188,144	451,706	263,562	41.7%
46	- Administrative Services	534,166	1,206,653	672,487	44.3%
47	- Electric Distribution	9,821,251	22,160,551	12,339,300	44.3%
48	- Utility Services	632,754	1,604,344	971,590	39.4%
49	- Engineering/Capital Projects	257,153	628,668	371,514	40.9%
56	- Water Plant	2,905,676	5,572,534	2,666,858	52.1%
57	- Water/Sewer	1,602,279	3,390,333	1,788,055	47.3%
65	- Geronimo Creek WWTP	138,258	316,300	178,042	43.7%
66	- Walnut Branch WWTP	593,436	1,376,164	782,728	43.1%
80	- Economic Development	180,643	575,439	394,796	31.4%
81	- Facilities	392,689	1,110,482	717,793	35.4%
87	- Information Technologies	295,628	708,375	412,748	41.7%
89	- City Attorney	72,086	162,770	90,683	44.3%
90	- Non-Departmental	11,261,335	16,387,850	5,126,515	68.7%
	<b>Expenditure Totals:</b>	<b>29,078,910</b>	<b>56,108,338</b>	<b>27,029,429</b>	<b>51.8%</b>
<b>Net Revenues (Expenditures)</b>		<b>(3,528,155)</b>	<b>(2,549,186)</b>	<b>(978,968)</b>	



# FY2020 Income Statement Prior vs. Actual - Utility Fund

**For Six Months Ended March 31, 2020 and  
March 31, 2019**

Account Number	Account Name	FY 2019-20 Actual 03/31/20	FY 2018-2019 Actual 03/31/19	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>002 - UTILITY FUND REVENUE</b>					
3410 - Charges for Services		99,100	90,069	9,030	10.0%
3430 - Electric Revenue		13,981,486	13,875,650	105,836	0.8%
3432 - Water Revenue		6,476,118	5,035,676	1,440,442	28.6%
3434 - Sewer Revenue		4,225,675	3,753,513	472,162	12.6%
3480 - Other Charges		284,656	306,483	(21,827)	-7.1%
3610 - Interest Revenues		146,407	195,281	(48,874)	-25.0%
3620 - Miscellaneous Revenues		294,314	279,650	14,664	5.2%
3700 - User Fees		43,000	43,000	0	0.0%
3910 - Intragovernmental Transfers		0	0	0	0.0%
<b>4 - Revenue Totals:</b>		<b>25,550,755</b>	<b>23,579,321</b>	<b>1,971,434</b>	<b>8.4%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44 - Utility Billing		203,411	208,809	5,398	2.6%
45 - Utility Administration		188,144	197,129	8,985	4.6%
46 - Administrative Services		534,166	672,892	138,726	20.6%
47 - Electric Distribution		9,821,251	8,944,477	(876,774)	-9.8%
48 - Utility Services		632,754	620,063	(12,691)	-2.0%
49 - Engineering/Capital Projects		257,153	0	(257,153)	0.0%
56 - Water Plant		2,905,676	2,720,272	(185,404)	-6.8%
57 - Water/Sewer		1,602,279	1,422,782	(179,497)	-12.6%
65 - Geronimo Creek WWTP		138,258	116,529	(21,729)	-18.6%
66 - Walnut Branch WWTP		593,436	576,582	(16,854)	-2.9%
80 - Economic Development		180,643	162,235	(18,408)	-11.3%
81 - Facilities		392,689	382,994	(9,695)	-2.5%
87 - Information Technologies		295,628	260,073	(35,555)	-13.7%
89 - City Attorney		72,086	49,763	(22,323)	-44.9%
90 - Non-Departmental		11,261,335	7,581,331	(3,680,004)	-48.5%
<b>Expenditure Totals:</b>		<b>29,078,910</b>	<b>23,915,931</b>	<b>(5,162,979)</b>	<b>-21.6%</b>
<b>Net Revenues (Expenditures)</b>		<b>(3,528,155)</b>	<b>(336,610)</b>	<b>(3,191,545)</b>	





# FY2020 -INCOME STATEMENT-COLISEUM FUND

For Six Months Ended March 31, 2020

	FY 2019-20 Actual 03/31/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	41,532	86,000	(44,468)	48.3%
Concession Income	4,692	8,000	(3,309)	58.6%
Interest Earnings	1,872	4,500	(2,628)	41.6%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	0	500	(500)	0.0%
Transfers from Occupancy Tax	105,125	210,250	(105,125)	50.0%
<b>Revenue Totals</b>	<b>153,221</b>	<b>309,250</b>	<b>(156,029)</b>	<b>49.5%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	19,458	41,878	22,420	46.5%
Benefits	9,002	19,690	10,689	45.7%
Utilities	28,796	86,401	57,605	33.3%
Janitorial Services	43,000	86,000	43,000	50.0%
Repairs/Maintenance	9,601	38,750	29,149	24.8%
Equipment Rental	425	1,000	576	42.5%
General Supplies	6,267	19,400	13,133	32.3%
Credit Card Service Fees	738	650	(88)	113.6%
Education	0	1,100	1,100	0.0%
Public Relations	2,000	2,000	0	100.0%
Capital Outlay	10,275	72,250	61,975	14.2%
<b>Expenditure Totals</b>	<b>129,561</b>	<b>369,119</b>	<b>239,559</b>	<b>35.1%</b>
<b>Net Revenues (Expenditures)</b>	<b>23,660</b>	<b>(59,869)</b>	<b>83,530</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - Coliseum

### For Six Months Ended March 31, 2020 and March 31, 2019

	FY 2019-20 Actual 03/31/20	FY 2018-2019 Actual 03/31/19	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	41,532	37,300	4,232	11.3%
Concession Income	4,692	3,321	1,370	41.3%
Interest Earnings	1,872	3,168	(1,295)	-40.9%
Miscellaneous Revenue	0	700	(700)	0.0%
Credit Card Service Fees	0	383	(383)	-100.0%
Transfers from Occupancy Tax	105,125	112,375	(7,250)	-6.5%
<b>Revenue Totals</b>	<b>153,221</b>	<b>157,247</b>	<b>(4,026)</b>	<b>-2.6%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	19,458	19,517	59	0.3%
Benefits	9,002	8,759	(242)	-2.8%
Utilities	28,796	28,949	154	0.5%
Janitorial Services	43,000	43,000	0	0.0%
Repairs/Maintenance	9,601	7,219	(2,382)	-33.0%
Equipment Rental	425	94	(331)	-352.1%
General Supplies	6,267	6,106	(161)	-2.6%
Credit Card Service Fees	738	77	(662)	-865.2%
Education	0	18	18	100.0%
Public Relations	2,000	1,174	(826)	-70.4%
Capital Outlay	10,275	9,177	(1,097)	-12.0%
<b>Expenditure Totals</b>	<b>129,561</b>	<b>124,090</b>	<b>(5,470)</b>	<b>-4.4%</b>
<b>Net Revenues (Expenditures)</b>	<b>23,660</b>	<b>33,157</b>	<b>(9,496)</b>	



# FY2020 INCOME STATEMENT

## SEGUIN EVENTS COMPLEX

### For Six Months Ended March 31, 2020

	FY 2019-20 Actual 03/31/20	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	14,500	23,000	(8,500)	63.0%
Fairgrounds Facilities Rentals	16,180	34,000	(17,820)	47.6%
Interest Earnings	654	900	(246)	72.6%
Transfers from Occupancy Tax	32,632	65,264	(32,632)	50.0%
<b>Revenue Totals</b>	<b>64,459</b>	<b>124,164</b>	<b>(59,705)</b>	<b>51.9%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	22,362	59,062	36,700	37.9%
Benefits	9,778	25,375	15,597	38.5%
Utilities	9,670	22,401	12,731	43.2%
Repairs/Maintenance	585	8,200	7,615	7.1%
General Supplies	2,439	10,100	7,661	24.1%
<b>Expenditure Totals</b>	<b>44,834</b>	<b>125,138</b>	<b>80,304</b>	<b>35.8%</b>
<b>Net Revenues (Expenditures)</b>	<b>19,625</b>	<b>(974)</b>	<b>20,599</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - Seguin Events Complex

### For Six Months Ended March 31, 2020 and March 31, 2019

	FY 2019-20 Actual 03/31/20	FY 2018-2019 Actual 03/31/19	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	493	587	(93)	-15.9%
Rodeo Arena Rentals	14,500	6,876	7,624	110.9%
Fairgrounds Facilities Rentals	16,180	15,344	836	5.4%
Interest Earnings	654	785	(132)	-16.8%
Transfers from Occupancy Tax	32,632	33,466	(834)	-2.5%
<b>Revenue Totals</b>	<b>64,459</b>	<b>57,058</b>	<b>7,401</b>	<b>13.0%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	22,362	13,308	(9,054)	-68.0%
Benefits	9,778	5,717	(4,061)	-71.0%
Utilities	9,670	8,168	(1,502)	-18.4%
Repairs/Maintenance	585	1,310	725	55.4%
General Supplies	2,439	3,766	1,327	35.2%
<b>Expenditure Totals</b>	<b>44,834</b>	<b>32,269</b>	<b>(12,565)</b>	<b>-38.9%</b>
<b>Net Revenues (Expenditures)</b>	<b>19,625</b>	<b>24,789</b>	<b>(5,164)</b>	



# FY 2020 INCOME STATEMENT

## GOLF FUND

### For Six Months Ended March 31, 2020

	FY 2019-20 Actual 03/31/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND REVENUES</b>				
Golf Course Receipts	177,824	345,000	(167,176)	51.5%
Golf Cart Rentals	157,029	347,000	(189,971)	45.3%
Golf Concessions	53,626	100,000	(46,374)	53.6%
Golf Merchandise Sales	11,868	33,000	(21,132)	36.0%
Interest Earnings	3,715	6,400	(2,685)	58.1%
Miscellaneous	6,884	13,000	(6,116)	53.0%
Transfers from Golf Building Fund	21,343	21,343		100.0%
<b>Revenue Totals</b>	<b>432,290</b>	<b>865,743</b>	<b>(433,453)</b>	<b>49.9%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	220,187	478,936	258,749	46.0%
Benefits	84,097	177,261	93,164	47.4%
Utilities	10,890	35,712	24,822	30.5%
Repairs/Maintenance	5,062	30,000	24,938	16.9%
Rental	2,488	8,000	5,512	31.1%
Insurance	4,804	4,000	(804)	120.1%
General Supplies	58,569	182,500	123,931	32.1%
Energy and Fuel	4,603	12,000	7,397	38.4%
Miscellaneous	13,471	20,360	6,889	66.2%
Education	1,559	9,900	8,341	15.7%
Public Relations	962	3,000	2,038	32.1%
<b>Expenditure Totals</b>	<b>406,693</b>	<b>961,669</b>	<b>554,976</b>	<b>42.3%</b>
<b>Net Revenues (Expenditures)</b>	<b>25,598</b>	<b>(95,926)</b>	<b>121,524</b>	



# FY 2020 INCOME STATEMENT

## Prior vs. Actual - Golf Fund

### For Six Months Ended March 31, 2020 and March 31, 2019

	FY 2019-20 Actual 03/31/20	FY 2018-2019 Actual 03/31/19	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND</b>				
Golf Course Receipts	177,824	167,804	10,020	6.0%
Golf Cart Rentals	157,029	142,166	14,863	10.5%
Golf Concessions	53,626	44,938	8,689	19.3%
Golf Merchandise Sales	11,868	13,793	(1,924)	-14.0%
Interest Earnings	3,715	4,406	(691)	-15.7%
Miscellaneous	6,884	5,987	898	15.0%
Transfers from General Fund	0	75,000	(75,000)	-100.0%
Transfers from Golf Building Fund	21,343			
<b>Revenue Totals</b>	<b>432,290</b>	<b>454,093</b>	<b>(43,146)</b>	<b>-9.5%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	220,187	210,007	(10,180)	-4.8%
Benefits	84,097	80,628	(3,469)	-4.3%
Utilities	10,890	9,402	(1,488)	-15.8%
Repairs/Maintenance	5,062	9,853	4,792	48.6%
Rental	2,488	1,709	(780)	-45.6%
Insurance	4,804	3,789	(1,015)	-26.8%
General Supplies	58,569	49,660	(8,908)	-17.9%
Energy and Fuel	4,603	3,302	(1,301)	-39.4%
Miscellaneous	13,471	10,299	(3,172)	-30.8%
Education	1,559	3,632	2,073	57.1%
Public Relations	962	1,805	843	46.7%
<b>Expenditure Totals</b>	<b>406,693</b>	<b>384,086</b>	<b>(22,606)</b>	<b>-5.9%</b>
<b>Net Revenues (Expenditures)</b>	<b>25,598</b>	<b>70,007</b>	<b>(44,409)</b>	

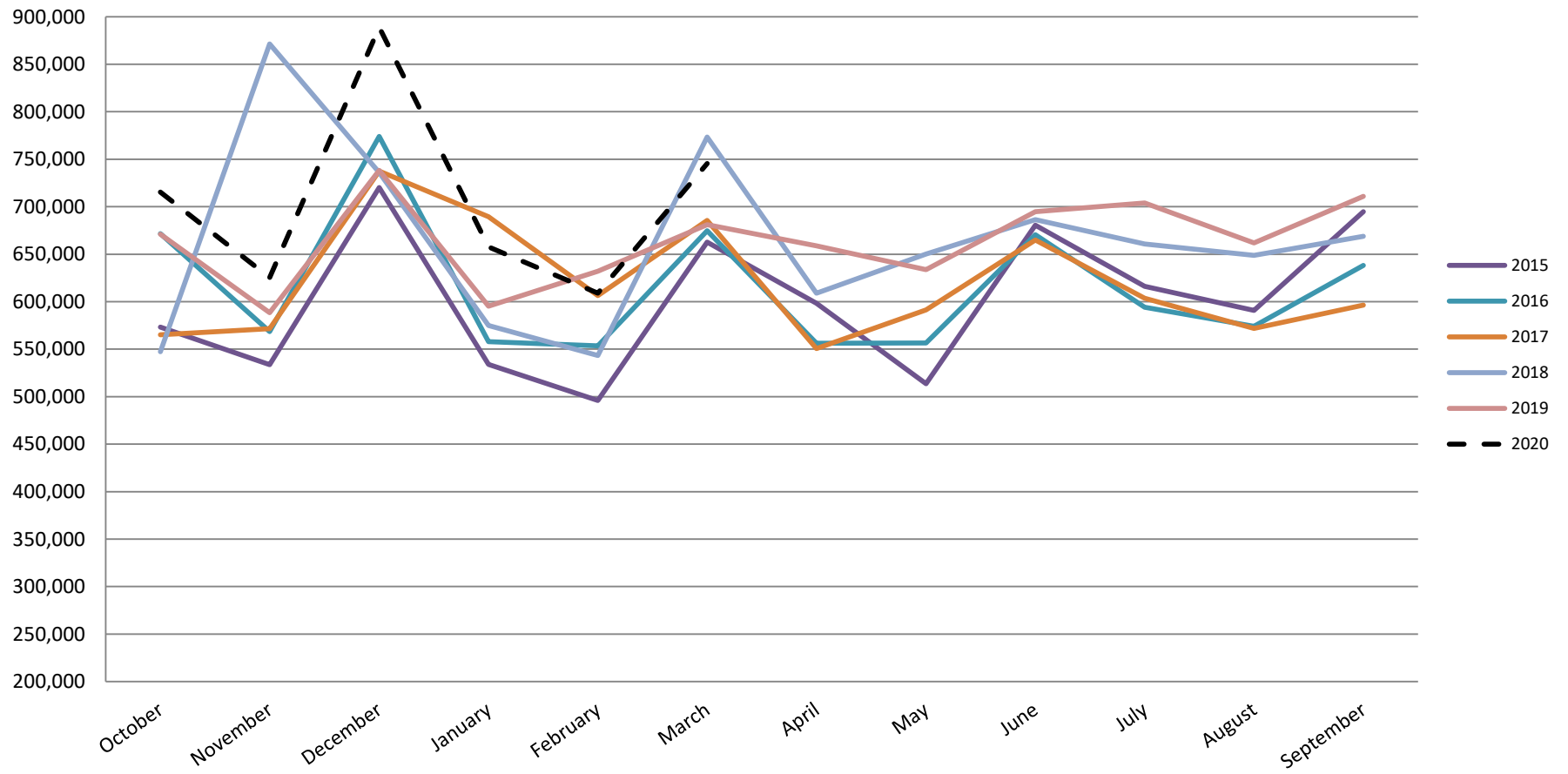
**CITY OF SEGUIN  
SALES TAX**

	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>	Fiscal Year 2019				
						<u>1% City</u>	<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	<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>
<b>SUBTOTAL</b>	<b>3,519,654</b>	<b>3,800,163</b>	<b>3,855,925</b>	<b>4,046,532</b>	<b>3,906,202</b>	<b>2,828,000</b>	<b>707,000</b>	<b>707,000</b>	<b>4,242,001</b>	<b>8.60%</b>
April	598,470	556,275	550,635	608,870	658,857					
May	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>					
<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>					

\* For Property Tax Reduction

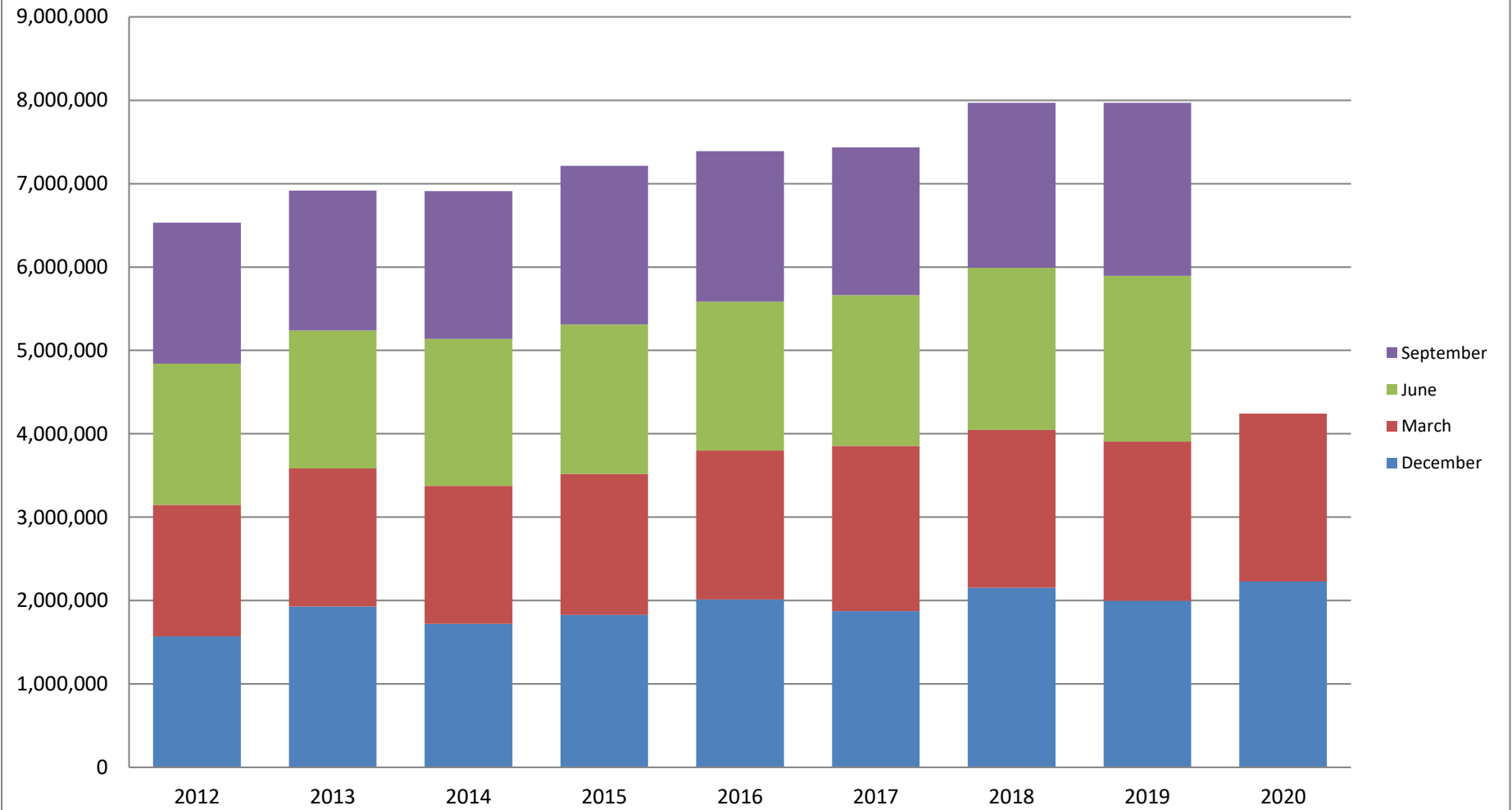
\*\*Includes City's collection of City sales tax for each month.

## Sales Tax Trend





## Sales Tax Trend by Quarter



**MARCH 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	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**

<b><u>City</u></b>	<b><u>FY2019</u></b>	<b><u>FY2020</u></b>	<b><u>% Increase (Decrease)</u></b>
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%

**GRANTS AWARDED AND IN PROGRESS - FY20**

Application	Description	Award Number	Funding Type	Amount Funded	City Match	Begin	Ends	Department	Status	Fiscal Year
DOJ	Bullet Proof Vests	FY2018	Federal	\$4,401.18	\$4,401.18	10/01/17	08/31/20	Police	Ongoing	FY18
OAG-VCLG	Victim Coordinator & Liaison Grant	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	Ongoing	FY20
Texas State University	Tobacco Buy/Sting	Interlocal Agreement	State	\$5,000.00	\$0.00	01/01/20	08/31/20	Police	Ongoing	FY20
OOG-VOCA	Victim Emergency Services	3245402	Federal	\$58,000.00	\$14,500.00	10/01/18	09/30/20	Police	Ongoing	FY19-20
GVEC	Main Street Program	Letter	Private	\$10,000.00	\$0.00	10/21/19	10/21/20	Main Street	Ongoing	FY20
OOG-Justice Assistance Grant	Police Equipment	3766301	Federal	\$36,183.00	\$0.00	09/30/19	12/29/20	Police	Ongoing	FY20
Guadalupe County United Way	Main Street Program	Letter	Private	\$5,000.00	\$0.00	01/01/20	12/31/20	Main Street	Ongoing	FY20
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
DOJ	Bullet Proof Vests	FY2019	Federal	\$4,609.87	\$4,609.87	10/01/18	08/31/21	Police	Ongoing	FY19
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	NonPoint Source/Septic	582-19-95189	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	Ongoing	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	Fire Department	Ongoing	FY18-21
WalMart	Fire Dept Safety Vests	Letter	Foundation	\$1,500.00		04/18/20	12/31/20	Fire Department	Ongoing	FY21
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	6/1/2020	FY20-21
US Dept of Treasury/TDEM	Coronavirus Relief Fund	Allocation	Federal	\$343,629.00		06/01/20	12/30/20	City Covid-related	Ongoing	FY20
<b>Totals</b>				<b>\$1,370,032.05</b>	<b>\$300,149.05</b>					

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

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

Application	Description	Solicitation Number	Funding Type	Ask Amount	City Match	Begin	Ends	Department	Est Award Date	Fiscal Year
Dept Homeland Security <sup>2</sup>	AFG-EMS Power Lift for 4 vehicles	DHS-19-GPD-044-00-99	Federal	\$103,000.00	\$10,300.00	06/01/20	04/30/21	Fire	6/1/2020	FY20
AARP Community Challenge	Bauer Park Improvements	Community Challenge	Private	\$69,541.22	\$0.00	06/01/20	11/09/20	Parks	6/1/2020	FY20
Homeland Security/OOG	<b>Local Border Security Program</b>	2996206	Federal	\$99,720.00	\$0.00	09/01/20	08/31/21	Police	7/1/2020	FY21
DOJ/COPS <sup>1,2</sup>	Student Resource Officers	TX09403	Federal	\$250,000.00	\$233,776.00	09/01/20	08/31/23	Police	7/1/2020	FY21
National Trust for Historic Preservation <sup>3</sup>	Sebastopol House Museum	11 Most Endangered	Federal	\$0.00	\$0.00	09/01/20	NA	Parks	9/1/2020	FY21
THC/Tx Preservation Trust	Sebastopol Conditions Assessment	TPTF FY 2021	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	OVW-2020-17563	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	BJA-2020-17114	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	20022620	Federal	\$5,832.00	\$5,832.00	10/01/20	09/30/23	Police	10/1/2020	FY21
<b>Total</b>				<b>\$1,250,804.39</b>	<b>\$376,958.00</b>					

***Italics = Budget amount not Finalized***

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

<sup>2</sup> Hardship exemption applied for to waive City Match.

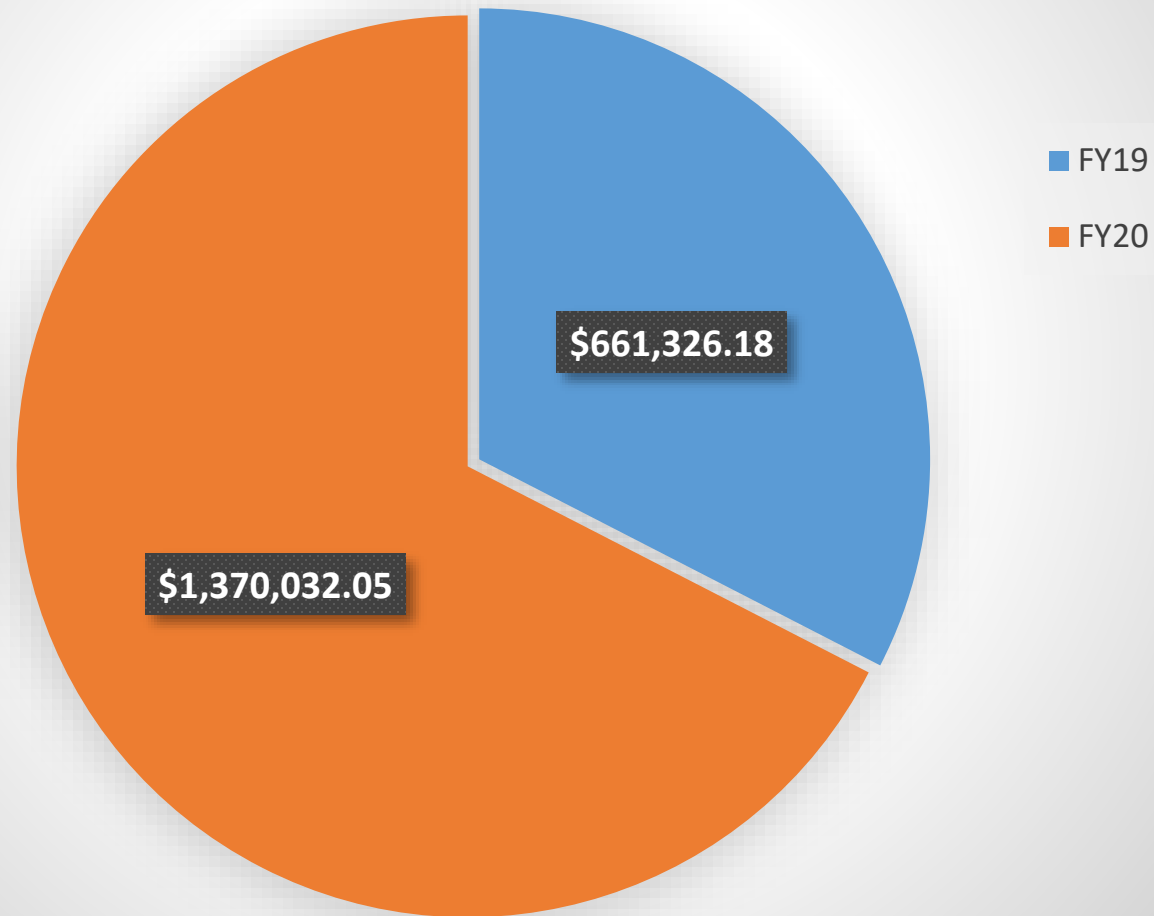
**GRANTS APPLIED FOR AND NOT AWARDED - FY20**

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 <b>Conservation</b> Foundation	Wilson Pottery/Sebastopol	Private	49,999.00	4/12/2019	unknown	Did not see COS award on website
<b>HSRP</b> 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 <sup>4</sup>	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 <sup>4</sup>	VOCA	Federal	\$24,715.68	2/25/2020	04/15/20	City 's spam filter did not allow additional req'd reporting
<b>Total</b>			<b>\$2,615,689.75</b>			

<sup>4</sup> Application disregarded due to not receiving summary and question templates.

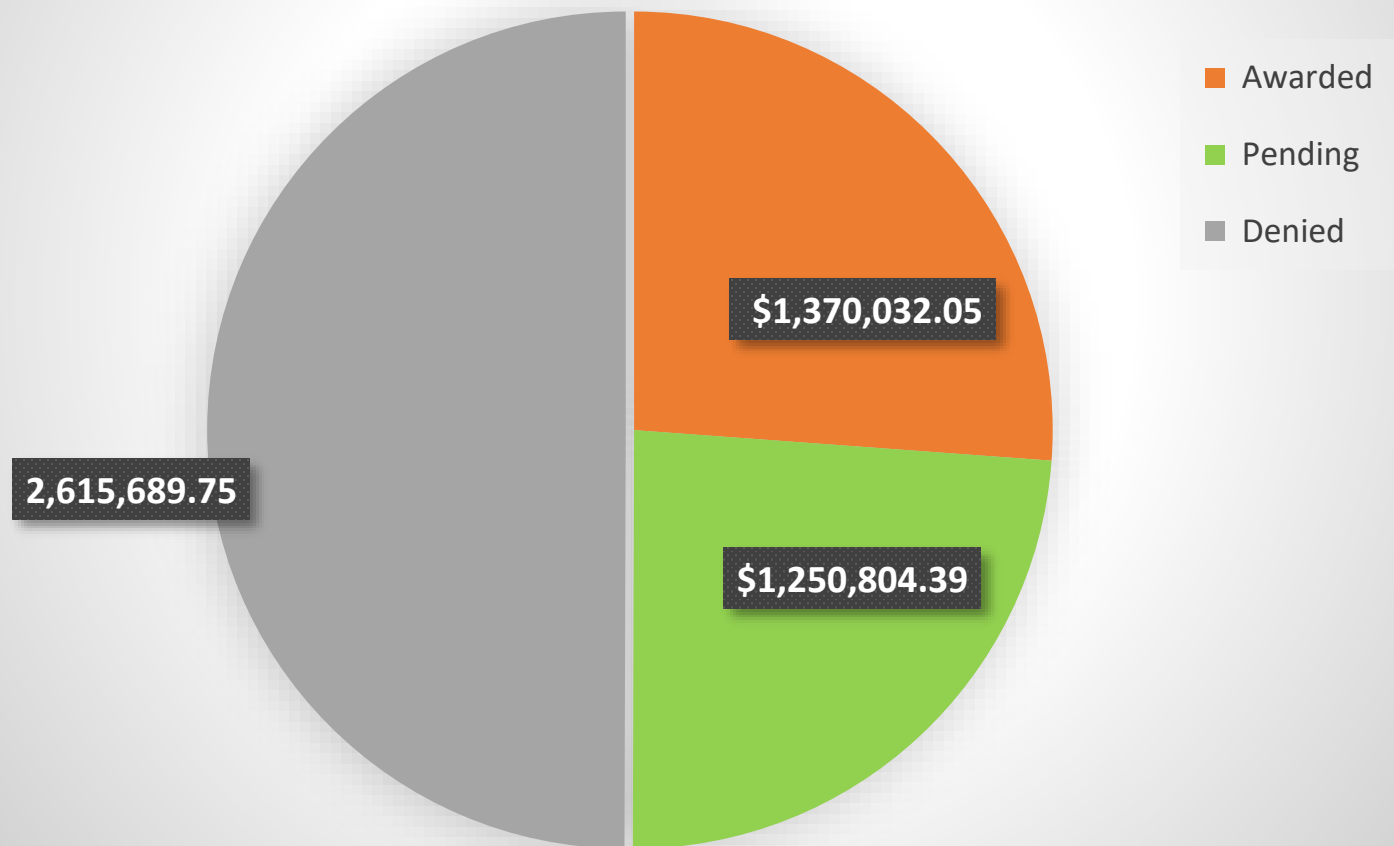
# Grants Awarded FY 19 vs FY 20

as of May 2020



# FY20 Awarded and Pending Grants

as of May 2020





**FISCAL YEAR 2020 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	SUBTOTAL	July 31	TOTAL
Holiday Inn Express	28,897.76	23,958.50	28,068.60	80,924.86		80,924.86
La Quinta	24,257.18	19,601.86	20,578.97	64,438.01		64,438.01
Hampton Inn	28,342.76	24,664.17	23,806.49	76,813.42		76,813.42
Comfort Inn Suites*	22,526.55	14,678.53	4,236.42	41,441.50		41,441.50
Days Inn	20,267.30	9,605.60	15,931.88	45,804.78		45,804.78
Townplace Suites	42,562.69	34,415.49	not yet paid	76,978.18		76,978.18
Super 8 Motel	11,916.42	4,740.66	7,350.61	24,007.69		24,007.69
Motel 6	9,127.82	7,200.48	7,519.88	23,848.18		23,848.18
Texas Inn (Best Value)	2,584.81	3,143.68	2,629.82	8,358.31		8,358.31
Lake Breeze Ski Lodge	9,347.10	321.30	162.54	9,830.94		9,830.94
Vanessa Vajdos (340 Meadow Lake Dr)	916.16	680.24	-	1,596.40		1,596.40
Olivia Mansion	1,322.49	929.02	not yet paid	2,251.51		2,251.51
Seguin Motel	955.36	869.89	683.90	2,509.15		2,509.15
Avalara, Inc. (460 River Drive)	4,916.03	3,190.95	1,011.29	9,118.27		9,118.27
S. Carruthers (440 Turtle Lane)	21.31	79.52	171.92	272.75		272.75
River Retreat Properties (1101 Lakeview)	2,081.73	255.50	484.40	2,821.63		2,821.63
Geronimo Creek Retreat (2050 Laubach)	18,844.29	7,435.73	3,289.56	29,569.58		29,569.58
Patsy Tankersley (710 Gloria Drive)	-	249.83	213.51	463.34		463.34
Sonka Guest House (617 N. Guadalupe)	119.03	-		119.03		119.03
Zen on the Bend Vaca Rental (496 River Road)	602.00	-	120.00	722.00		722.00
Laura Wooley (1007 Reiley Road)	400.05	293.54	106.42	800.01		800.01
Han Pho (939 Reiley Road)	1,136.52	-		1,136.52		1,136.52
Dam Camp	1,207.85	-	293.62	1,501.47		1,501.47
Team Housing Solutions	-	-	18.82	18.82		18.82
Robert & Kimberly Stephens (15 Baer Creek Trail)	115.57	10.73	32.18	158.48		158.48
Carol & Sean Ramsey (906 Buerger Lane)	1,018.90	631.21	459.91	2,110.02		2,110.02
Laura Wooley (928 Buerger Lane)	1,372.41	340.11	546.16	2,258.68		2,258.68
Birdy Properties (102 Lenz Drive)	826.00	658.00		1,484.00		1,484.00
Ian Miller (1029 E. Mountain)	366.30	39.98	30.77	437.05		437.05
Magnolia Hotel (203 S. Crockett)	385.21	901.32	883.61	2,170.14		2,170.14
Vacasa LLC (435 Lake Placid Drive)	559.02	133.03		692.05		692.05
Matthew Pond (810 N. Goodrich)	142.21	118.61		260.82		260.82
<b>Total Collected</b>	<b>237,138.83</b>	<b>159,147.48</b>	<b>118,631.28</b>	<b>514,917.59</b>	<b>-</b>	<b>514,917.59</b>

\*Comfort Inn has paid 25% of what is owed

**FISCAL YEAR 2019 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	SUBTOTAL	July 31	TOTAL
Holiday Inn Express	35,302.62	27,943.73	29,035.86	92,282.21	29,402.31	121,684.52
La Quinta	23,502.64	17,240.37	19,762.81	60,505.82	24,865.32	85,371.14
Hampton Inn	28,287.17	24,218.74	26,738.08	79,243.99	43,789.64	123,033.63
Comfort Inn Suites	21,254.59	13,371.83	17,837.13	52,463.55	20,912.66	73,376.21
Days Inn	22,145.56	10,908.60	10,652.92	43,707.08	15,937.25	59,644.33
Townplace Suites	37,116.93	34,998.40	35,837.76	107,953.09	40,495.35	148,448.44
Super 8 Motel	8,934.08	5,900.36	7,093.07	21,927.51	7,936.33	29,863.84
Motel 6	9,325.59	7,564.26	9,109.40	25,999.25	9,521.54	35,520.79
Texas Inn (Best Value)	3,021.85	1,661.16	2,878.23	7,561.24	2,498.20	10,059.44
Lake Breeze Ski Lodge	7,910.00	527.45	48.30	8,485.75	4,409.51	12,895.26
Vanessa Vajdos (340 Meadow Lake Dr)	-	1,024.62	-	1,024.62	2,540.00	3,564.62
Olivia Mansion	1,433.20	1,825.30	1,035.35	4,293.85	965.49	5,259.34
Seguin Motel	908.60	849.31	950.95	2,708.86	922.88	3,631.74
New Braunfels Escapes (246 Guadalupe River Dr)	1,124.29	59.06	-	1,183.35	-	1,183.35
HM Investments (1415 Zipp Road)*	1,748.80	92.73	(9,340.46)	(7,498.93)	-	(7,498.93)
Hot Spot Mngmt (460 River Drive)	-	1,880.46	2,754.50	4,634.96	4,805.15	9,440.11
Hot Spot Mngmt (496 River Drive)	4,532.36	-	-	4,532.36	-	4,532.36
Hot Spot Mngmt (318 Guadalupe River Drive)	119.00	-	-	119.00	-	119.00
Randy Robisheaux (176 Lakeside)	1,176.00	220.36	-	1,396.36	-	1,396.36
Randy Robisheaux (221 Lakewood Dr.)	526.96	115.50	-	642.46	-	642.46
Randy Robisheaux (2303 Lakewood Dr.)	791.00	185.50	-	976.50	-	976.50
Randy Robisheaux (492 Turtle Lane)	1,400.00	-	-	1,400.00	-	1,400.00
S. Carruthers (440 Turtle Lane)	684.67	31.50	403.06	1,119.23	637.00	1,756.23
River Retreat Properties (1101 Lakeview)	2,096.50	595.50	674.80	3,366.80	1,664.25	5,031.05
Geronimo Creek Retreat (2050 Laubach)	16,644.22	6,883.46	10,187.08	33,714.76	17,424.58	51,139.34
Patsy Tankersley (710 Gloria Drive)	657.54	11.65	948.48	1,617.67	589.33	2,207.00
Hollingsworth/Lucero (154 Guadalupe River Dr.)	-	370.65	-	370.65	-	370.65
Sonka Guest House	157.29	16.10	43.62	217.01	61.25	278.26
Zen on the Bend Vaca Rental (496 River Road)	490.00	189.00	420.00	1,099.00	504.00	1,603.00
Laura Wooley (1007 Reiley Road)	402.41	-	-	402.41	61.51	463.92
Han Pho (939 Reiley Road)	784.00	350.00	469.21	1,603.21	590.52	2,193.73
Dam Camp	969.29	-	-	969.29	785.68	1,754.97
Chris Ramirez	690.90	-	-	690.90	-	690.90
Team Housing Solutions	-	1.52	-	1.52	-	1.52
Robert & Kimberly Stephens (15 Baer Creek Trail)	-	-	-	-	110.09	110.09
Carol & Sean Ramsey (906 Buerger Lane)	-	-	-	-	1,324.69	1,324.69
Laura Wooley (928 Buerger Lane)	-	-	-	-	1,151.09	1,151.09
<b>Total Collected</b>	<b>234,138.06</b>	<b>159,037.12</b>	<b>167,540.15</b>	<b>560,715.33</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.