



It's real.

Date: December 12, 2019

To: Mayor and City Councilmembers
Rick Cortes, Acting City Manager

From: Susan Caddell *Susan Caddell*
Director of Finance

Subject: Financial Reports for the Year Ended September 30, 2019

Attached you will find financial reports for the General, Utility, Coliseum, Seguin Events Complex, and Golf Fund for the year ended September 30, 2019. These financial statements do not include any depreciation and 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 101.8% of our budgeted revenues.

- Property Tax is 100.7% of budget.
- Franchise Taxes is 120.5% of budget. Commercial Solid Waste Franchise Taxes and GVEC Franchise Taxes exceed budget by \$73,951 and \$43,845 respectively.
- Health is 111.2% of budget. This includes Food Establishment Inspections and Animal Services Revenue.
- Sales Tax is 104.7% of budget or \$355,716 more than budgeted.
- Culture and Recreation is 115.1% of budget or \$57,191 more than budgeted. This includes both the afterschool program revenue as well as day camp revenue.
- Interest Revenue is 274.6% of budget or \$150,194 more than budgeted.
- Miscellaneous Revenue is 154.5% of budget or \$603,650 more than budgeted. We received the indigent health care reimbursement in the amount of \$567,557.67. of which \$367,557.67 was put into General Fund. The other \$200,000 was put into the Indigent Health Care Fund. In addition, we received an additional refund at the end of September of \$613,966.41.
- Municipal Court revenue is 72.6% of budget or \$438,574 below budget. The number of cases filed from FY18 is down considerably, by over 5,000 cases or 34%
- Public Safety, or EMS revenue is 79.4% of budget or \$287,938 below budget. The number of transports is down from where we anticipated them to be.

- Building Permits is 83.7% of budget or \$119,673 below budget.

Expenditures are 94.5% of budget. Only two departments exceeded their budget.

- Vehicle Maintenance is 101.8% of budget or \$7,339 over budget. This was due to the fact vehicle repairs along with heavy equipment repairs were larger than anticipated.
- Non-Departmental is 100.9% of budget. This is due to the fact, as we collect our property tax revenue, the debt service portion of the property tax is transferred to the General I&S Fund. Since our property tax revenue was over budget, our transfers to General I&S Fund were also over budget.

The next report is the Income Statement for the General Fund as compared to FY18. Our revenue increased by \$1,980,698 or 6.6% from this time last year.

- Property tax revenue has increased by \$778,622 or 7.6%.
- Miscellaneous Revenue increased by \$1,082,707. This is due to receiving the refunds on indigent health care that we did not receive in FY2018.
- Interest has increased by \$75,167 or 46.7%.
- User Fees has increased by \$533,512 due to the ROW User Fees budget being higher than last year. These fees are based upon the electric, water, and sewer revenue in the Utility Fund.
- We finished the year flat on sales tax, being down by only \$386.
- Public Safety is down by \$103,153. Part of this is attributed to the lower TASPP payment for this fiscal year. The payment lowered by \$88,283.
- Municipal Court Revenue is down by \$368,935. As mentioned earlier, the number of cases filed are down by 34%.

Our expenditures have increased by \$927,566 or 3.1% from this time last year.

- Salaries and Benefits have increased by \$216,689.
- Brush Department is a new department this year. In past fiscal years, all the expenditures were charged in the Public Works Department. This service has been broken out to better track actual expenditures related to the brush collection service.
- Information Technologies expenditures increased by \$107,840. This is due to additional maintenance contracts associated with the increased technology needs.
- Expenditures in Non-Departmental increased by \$508,643. Transfers to General I&S have increased by \$576,565 due to the increase in property tax collections.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We collected 105.6% of our budgeted revenues.

- Electric Revenues are 103.1% of budget, or \$927,254 more than budgeted.
- Water Revenues are 104.2% of budget, or \$519,207 more than budgeted.
- Sewer Revenues are 113.1% of budget, or \$941,811 more than budgeted.

- Interest Revenues are 416.9% of budget, or \$296,316 more than budgeted.
- Miscellaneous Revenues are 138.6% of budget, or \$182,162 more than budgeted.

Expenditures for the Utility Fund are 92.9% of budget. The only department that exceeded budget was Non-Departmental. This was only due to the fact Indirect Cost Allocation was \$68,672 more than budgeted. This amount is based upon the General Fund operating expenditures.

The next report is the Income Statement for the Utility Fund as compared to FY18. Our revenue increased by \$2,657,694 or 5.2%.

- Electric Revenue increased by \$296,358.
- Water Revenue is up by \$1,316,157 or 11.4%. This is largely due to the water sales to NBU, which was \$1,238,692.
- Sewer Revenue is up by \$774,209 or 10.5% and is largely due to the increase in rates.

Expenditures have increased by \$3,964,147 or 8.8%.

- Salaries and Benefits have increased by \$176,581.
- The largest increase is in Non-Departmental. Transfers to Utility Fund Capital Projects have increased by \$1,816,641. Transfers to Utility Fund I&S Fund have increased by \$580,867.
- Electric Distribution increased by \$337,566. This is due to the ROW User Fees increasing by \$384,023, which is based upon the electric revenue.
- Water Plant increased by \$301,672. The largest increase in this department was to Water Purchased for \$222,015. This is the amount the City pays SSLGC for the water usage.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. The income statement for the Golf Fund shows net revenues over expenditures of \$95,009. This amount includes a transfer from the General Fund of \$75,000. With this transfer taken out, the Golf Fund would still have a net revenue over expenditure amount of \$20,009.

The next reports detail more information about the sales tax revenue. We finished the year flat from this time last year. We were only down by \$386. We were up for the month of September by 6.28% Last November, we received a large payment from the state for a sales tax audit performed on an entity that paid taxes in this area. This audit resulted in a large payment of \$298,905. If you take that payment out of the equation, we would be up by 3.7%. I have provided comparisons to prior years, along with comparisons to the surrounding cities.

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



FY2019 INCOME STATEMENT-GENERAL FUND

For Year Ended September 30, 2019

| | FY 2018-19 Actual 09/30/19 | FY 2018-2019 Budget | Variance Pos. (Neg) | % of Budget |
|--|-------------------------------|------------------------|------------------------|---------------|
| 001 - GENERAL FUND REVENUE | | | | |
| 3110 - Property Tax | 11,004,834 | 10,930,788 | 74,046 | 100.7% |
| 3180 - Franchise Taxes | 1,227,458 | 1,018,429 | 209,029 | 120.5% |
| 3210 - Building Permits | 614,327 | 734,000 | (119,673) | 83.7% |
| 3220 - Other Licenses & Permits | 39,600 | 40,000 | (400) | 99.0% |
| 3310 - Interlocal Agreement | 803,352 | 798,527 | 4,825 | 100.6% |
| 3340 - State/Federal Gov. Grants | 249,177 | 256,107 | (6,930) | 97.3% |
| 3350 - Sales Tax | 7,970,110 | 7,614,394 | 355,716 | 104.7% |
| 3350 - Other State Gov. Shared Revenue | 155,334 | 109,000 | 46,334 | 142.5% |
| 3390 - Local Grants & Contribut. | 2,900 | 2,400 | 500 | 120.8% |
| 3410 - Charges for Services | 9,233 | 7,500 | 1,733 | 123.1% |
| 3420 - Public Safety | 1,112,062 | 1,400,000 | (287,938) | 79.4% |
| 3440 - Sanitation Revenues | 1,697,403 | 1,789,000 | (91,597) | 94.9% |
| 3450 - Health | 105,672 | 95,000 | 10,672 | 111.2% |
| 3470 - Culture and Recreation | 435,191 | 378,000 | 57,191 | 115.1% |
| 3510 - Municipal Court | 1,163,326 | 1,601,900 | (438,574) | 72.6% |
| 3520 - Library | 29,937 | 30,000 | (63) | 99.8% |
| 3610 - Interest Revenues | 236,194 | 86,000 | 150,194 | 274.6% |
| 3620 - Miscellaneous Revenues | 1,710,500 | 1,106,850 | 603,650 | 154.5% |
| 3630 - Lease Revenues | 11,903 | 11,903 | (1) | 100.0% |
| 3650 - Private Source Donations | 74,340 | 83,976 | (9,636) | 88.5% |
| 3700 - User Fees | 2,749,049 | 2,749,049 | 0 | 100.0% |
| 3910 - Intragovernmental Trnsfrs | 413,952 | 417,000 | (3,048) | 99.3% |
| Revenue Totals | 31,815,852 | 31,259,823 | 556,029 | 101.8% |
| 001 - GENERAL FUND EXPENDITURES | | | | |
| 10 - General Government | 68,592 | 79,394 | 10,802 | 86.4% |
| 11 - City Manager | 254,147 | 268,147 | 14,000 | 94.8% |
| 12 - Finance | 586,687 | 603,779 | 17,093 | 97.2% |
| 14 - Legal and Judicial | 392,467 | 394,721 | 2,254 | 99.4% |
| 16 - Police | 7,260,835 | 8,001,858 | 741,023 | 90.7% |
| 17 - Fire | 5,783,887 | 6,171,161 | 387,274 | 93.7% |
| 18 - Animal Services | 545,313 | 558,472 | 13,159 | 97.6% |
| 21 - Planning | 1,220,668 | 1,270,237 | 49,569 | 96.1% |
| 22 - City Secretary | 74,967 | 90,653 | 15,687 | 82.7% |
| 23 - Human Resources | 341,624 | 391,662 | 50,038 | 87.2% |
| 24 - Public Works Department | 3,627,305 | 3,879,789 | 252,484 | 93.5% |
| 25 - Vehicle Maintenance | 411,778 | 404,438 | (7,339) | 101.8% |
| 27 - Brush Department | 438,203 | 465,556 | 27,353 | 94.1% |
| 28 - Downtown & Main St. Prog. | 191,046 | 195,569 | 4,523 | 97.7% |
| 29 - Facilities | 262,314 | 288,293 | 25,979 | 91.0% |
| 31 - Public Library | 1,229,157 | 1,259,179 | 30,022 | 97.6% |
| 34 - Parks and Recreation | 1,598,113 | 1,770,262 | 172,148 | 90.3% |
| 87 - Information Technologies | 648,276 | 687,403 | 39,126 | 94.3% |
| 89 - City Attorney | 110,446 | 115,756 | 5,310 | 95.4% |
| 90 - Non-Departmental | 5,896,321 | 5,841,254 | (55,067) | 100.9% |
| Expenditure Totals | 30,942,144 | 32,737,582 | 1,795,438 | 94.5% |
| Net Revenues (Expenditures) | 873,708 | (1,477,759) | 2,351,467 | |



FY2019 INCOME STATEMENT

Prior vs. Actual - General Fund

For Years Ended September 30, 2019 and 2018

| | FY 2018-19 Actual 09/30/19 | FY 2017-2018 Actual 09/30/18 | Variance Pos. (Neg) | % Variance Pos. (Neg.) |
|--|-------------------------------|---------------------------------|------------------------|---------------------------|
| 001 - GENERAL FUND REVENUE | | | | |
| 3110 - Property Tax | 11,004,834 | 10,226,211 | 778,622 | 7.6% |
| 3180 - Franchise Taxes | 1,227,458 | 1,144,614 | 82,844 | 7.2% |
| 3210 - Building Permits | 614,327 | 665,989 | (51,662) | -7.8% |
| 3220 - Other Licenses & Permits | 39,600 | 51,600 | (12,000) | -23.3% |
| 3310 - Interlocal Agreement | 803,352 | 789,977 | 13,375 | 1.7% |
| 3340 - State/Federal Gov. Grants | 249,177 | 196,846 | 52,330 | 26.6% |
| 3350 - Sales Tax | 7,970,110 | 7,970,497 | (386) | 0.0% |
| 3350 - Other State Gov. Shared Revenue | 155,334 | 121,707 | 33,627 | 27.6% |
| 3390 - Local Grants & Contribut. | 2,900 | 3,750 | (850) | -22.7% |
| 3410 - Charges for Services | 9,233 | 9,503 | (270) | -2.8% |
| 3420 - Public Safety | 1,112,062 | 1,215,215 | (103,153) | -8.5% |
| 3440 - Sanitation Revenues | 1,697,403 | 1,828,677 | (131,274) | -7.2% |
| 3450 - Health | 105,672 | 107,791 | (2,119) | -2.0% |
| 3470 - Culture and Recreation | 435,191 | 411,318 | 23,873 | 5.8% |
| 3510 - Municipal Court | 1,163,326 | 1,532,261 | (368,935) | -24.1% |
| 3520 - Library | 29,937 | 41,695 | (11,759) | -28.2% |
| 3610 - Interest Revenues | 236,194 | 161,027 | 75,167 | 46.7% |
| 3620 - Miscellaneous Revenues | 1,710,500 | 627,793 | 1,082,707 | 172.5% |
| 3630 - Lease Revenues | 11,903 | 11,903 | 0 | 0.0% |
| 3650 - Private Source Donations | 74,340 | 63,289 | 11,051 | 17.5% |
| 3700 - User Fees | 2,749,049 | 2,215,537 | 533,512 | 24.1% |
| 3910 - Intragovernmental Trnsfrs | 413,952 | 437,955 | (24,003) | -5.5% |
| Revenue Totals | 31,815,852 | 29,835,155 | 1,980,698 | 6.6% |
| 001 - GENERAL FUND EXPENDITURES | | | | |
| 10 - General Government | 68,592 | 66,180 | (2,412) | -3.6% |
| 11 - City Manager | 254,147 | 253,650 | (497) | -0.2% |
| 12 - Finance | 586,687 | 544,895 | (41,792) | -7.7% |
| 14 - Legal and Judicial | 392,467 | 376,204 | (16,263) | -4.3% |
| 16 - Police | 7,260,835 | 7,296,521 | 35,686 | 0.5% |
| 17 - Fire | 5,783,887 | 5,880,326 | 96,439 | 1.6% |
| 18 - Animal Services | 545,313 | 530,830 | (14,483) | -2.7% |
| 21 - Planning | 1,220,668 | 1,127,808 | (92,860) | -8.2% |
| 22 - City Secretary | 74,967 | 74,788 | (179) | -0.2% |
| 23 - Human Resources | 341,624 | 347,717 | 6,093 | 1.8% |
| 24 - Public Works Department | 3,627,305 | 3,851,818 | 224,513 | 5.8% |
| 25 - Vehicle Maintenance | 411,778 | 396,748 | (15,030) | -3.8% |
| 27 - Brush Department | 438,203 | 0 | (438,203) | #DIV/0! |
| 28 - Downtown & Main St. Prog. | 191,046 | 180,731 | (10,315) | -5.7% |
| 29 - Facilities | 262,314 | 244,676 | (17,638) | -7.2% |
| 31 - Public Library | 1,229,157 | 1,183,100 | (46,057) | -3.9% |
| 34 - Parks and Recreation | 1,598,113 | 1,626,262 | 28,149 | 1.7% |
| 87 - Information Technologies | 648,276 | 540,436 | (107,840) | -20.0% |
| 89 - City Attorney | 110,446 | 104,210 | (6,236) | -6.0% |
| 90 - Non-Departmental | 5,896,321 | 5,387,678 | (508,643) | -9.4% |
| Expenditure Totals | 30,942,144 | 30,014,578 | (927,566) | -3.1% |
| Net Revenues (Expenditures) | 873,708 | (179,423) | 1,053,131 | |



FY2019 INCOME STATEMENT-UTILITY FUND

For Year Ended September 30, 2019

| Account Number | Account Name | FY 2018-19 Actual 09/30/19 | FY 2018-2019 Budget | Variance Pos. (Neg) | % of Budget |
|-----------------------------------|--|-------------------------------|------------------------|------------------------|---------------|
| 002 - UTILITY FUND REVENUE | | | | | |
| 3410 | - Charges for Services | 241,720 | 243,135 | (1,415) | 99.4% |
| 3430 | - Electric Revenue | 30,931,254 | 30,004,000 | 927,254 | 103.1% |
| 3432 | - Water Revenue | 12,830,918 | 12,311,711 | 519,207 | 104.2% |
| 3434 | - Sewer Revenue | 8,135,711 | 7,193,900 | 941,811 | 113.1% |
| 3480 | - Other Charges | 619,123 | 625,000 | (5,877) | 99.1% |
| 3610 | - Interest Revenues | 389,816 | 93,500 | 296,316 | 416.9% |
| 3620 | - Miscellaneous Revenues | 654,162 | 472,000 | 182,162 | 138.6% |
| 3700 | - User Fees | 86,000 | 86,000 | 0 | 100.0% |
| 3900 | - Intragovernmental Transfers | 0 | 0 | 0 | #DIV/0! |
| 4 | - Revenue Totals: | 53,888,705 | 51,029,246 | 2,859,459 | 105.6% |
| 002 - UTILITY EXPENDITURES | | | | | |
| 44 | - Utility Billing | 433,343 | 459,616 | 26,273 | 94.3% |
| 45 | - Utility Administration | 397,755 | 413,346 | 15,591 | 96.2% |
| 46 | - Administrative Services | 1,443,425 | 1,526,247 | 82,822 | 94.6% |
| 47 | - Electric Distribution | 19,953,299 | 22,824,149 | 2,870,850 | 87.4% |
| 48 | - Utility Services | 1,298,828 | 1,436,568 | 137,740 | 90.4% |
| 56 | - Water Plant | 5,370,430 | 5,389,454 | 19,024 | 99.6% |
| 57 | - Water/Sewer | 2,921,174 | 3,193,708 | 272,534 | 91.5% |
| 65 | - Geronimo Creek WWTP | 265,041 | 337,883 | 72,842 | 78.4% |
| 66 | - Walnut Branch WWTP | 1,179,244 | 1,352,404 | 173,160 | 87.2% |
| 80 | - Economic Development | 308,174 | 344,744 | 36,570 | 89.4% |
| 81 | - Facilities | 801,065 | 916,468 | 115,402 | 87.4% |
| 87 | - Information Technologies | 583,507 | 584,603 | 1,096 | 99.8% |
| 89 | - City Attorney | 119,959 | 130,956 | 10,997 | 91.6% |
| 90 | - Non-Departmental | 14,106,741 | 14,053,393 | (53,348) | 100.4% |
| | Expenditure Totals: | 49,181,984 | 52,963,538 | 3,781,553 | 92.9% |
| | Net Revenues (Expenditures) before Depreciation | 4,706,720 | (1,934,292) | 6,641,012 | |
| | Depreciation | (4,754,036) | | | |
| | Net Revenues (Expenditures) after Depreciation | (47,315) | (1,934,292) | 1,886,976 | |



FY2019 Income Statement Prior vs. Actual - Utility Fund

For Years Ended September 30, 2019 and 2018

| Account Number | Account Name | FY 2018-19 Actual 09/30/19 | FY 2017-2018 Actual 09/30/18 | Variance Pos. (Neg) | % Variance Pos. (Neg.) |
|-----------------------------------|--|-------------------------------|---------------------------------|------------------------|---------------------------|
| 002 - UTILITY FUND REVENUE | | | | | |
| 3410 | Charges for Services | 241,720 | 247,587 | (5,866) | -2.4% |
| 3430 | Electric Revenue | 30,931,254 | 30,634,896 | 296,358 | 1.0% |
| 3432 | Water Revenue | 12,830,918 | 11,514,761 | 1,316,157 | 11.4% |
| 3434 | Sewer Revenue | 8,135,711 | 7,361,502 | 774,209 | 10.5% |
| 3480 | Other Charges | 619,123 | 655,068 | (35,945) | -5.5% |
| 3610 | Interest Revenues | 389,816 | 198,813 | 191,002 | 96.1% |
| 3620 | Miscellaneous Revenues | 654,162 | 508,362 | 145,800 | 28.7% |
| 3700 | User Fees | 86,000 | 86,000 | 0 | 0.0% |
| 3910 | Intragovernmental Transfers | 0 | 24,022 | (24,022) | -100.0% |
| 4 | Revenue Totals: | 53,888,705 | 51,231,011 | 2,657,694 | 5.2% |
| 002 - UTILITY EXPENDITURES | | | | | |
| 44 | Utility Billing | 433,343 | 435,522 | 2,179 | 0.5% |
| 45 | Utility Administration | 397,755 | 513,875 | 116,120 | 22.6% |
| 46 | Administrative Services | 1,443,425 | 1,408,033 | (35,392) | -2.5% |
| 47 | Electric Distribution | 19,953,299 | 19,615,733 | (337,566) | -1.7% |
| 48 | Utility Services | 1,298,828 | 1,170,748 | (128,080) | -10.9% |
| 56 | Water Plant | 5,370,430 | 5,068,758 | (301,672) | -6.0% |
| 57 | Water/Sewer | 2,921,174 | 2,729,327 | (191,847) | -7.0% |
| 65 | Geronimo Creek WWTP | 265,041 | 286,076 | 21,035 | 7.4% |
| 66 | Walnut Branch WWTP | 1,179,244 | 1,199,819 | 20,575 | 1.7% |
| 80 | Economic Development | 308,174 | 322,973 | 14,799 | 4.6% |
| 81 | Facilities | 801,065 | 778,323 | (22,742) | -2.9% |
| 87 | Information Technologies | 583,507 | 466,332 | (117,175) | -25.1% |
| 89 | City Attorney | 119,959 | 97,645 | (22,314) | -22.9% |
| 90 | Non-Departmental | 14,106,741 | 11,124,674 | (2,982,067) | -26.8% |
| | Expenditure Totals: | 49,181,984 | 45,217,838 | (3,964,147) | -8.8% |
| | Net Revenues (Expenditures) before Depreciation | 4,706,720 | 6,013,173 | (1,306,453) | |
| | Depreciation | (4,754,036) | (4,845,356) | 91,320 | |
| | Net Revenues (Expenditures) after Depreciation | (47,315) | 1,167,817 | (1,215,132) | |



FY2019 -INCOME STATEMENT-COLISEUM FUND

For Year Ended September 30, 2019

| | FY 2018-19 Actual 09/30/19 | FY 2018-2019 Budget | Variance Pos. (Neg) | % of Budget |
|------------------------------------|-------------------------------|------------------------|------------------------|---------------|
| 007 - COLISEUM REVENUES | | | | |
| Auditorium Rental Fees | 86,927 | 86,000 | 927 | 101.1% |
| Concession Income | 5,939 | 8,000 | (2,061) | 74.2% |
| Interest Earnings | 6,836 | 2,200 | 4,636 | 310.7% |
| Miscellaneous Revenue | 700 | 0 | 700 | 0.0% |
| Credit Card Service Fees | 383 | 100 | 283 | 383.3% |
| Transfers from Occupancy Tax | 224,750 | 224,750 | 0 | 100.0% |
| Revenue Totals | 325,535 | 321,050 | 4,485 | 101.4% |
| 007 - COLISEUM EXPENDITURES | | | | |
| Salaries | 36,729 | 41,776 | 5,047 | 87.9% |
| Benefits | 16,751 | 18,431 | 1,680 | 90.9% |
| Utilities | 71,060 | 86,400 | 15,340 | 82.2% |
| Janitorial Services | 86,000 | 86,000 | 0 | 100.0% |
| Repairs/Maintenance | 39,073 | 41,000 | 1,927 | 95.3% |
| Equipment Rental | 478 | 700 | 222 | 68.2% |
| General Supplies | 14,847 | 19,700 | 4,853 | 75.4% |
| Credit Card Service Fees | 366 | 650 | 284 | 56.4% |
| Education | 18 | 1,100 | 1,082 | 1.7% |
| Public Relations | 1,664 | 2,000 | 336 | 83.2% |
| Capital Outlay | 10,000 | 10,000 | 0 | 100.0% |
| Expenditure Totals | 276,987 | 307,758 | 30,771 | 90.0% |
| Net Revenues (Expenditures) | 48,549 | 13,292 | 35,256 | |



FY2019 INCOME STATEMENT

Prior vs. Actual - Coliseum

For Years Ended September 30, 2019 and 2018

| | FY 2018-19 Actual 09/30/19 | FY 2017-2018 Actual 09/30/18 | Variance Pos. (Neg) | % of Budget |
|------------------------------------|-------------------------------|---------------------------------|------------------------|--------------|
| 007 - COLISEUM REVENUES | | | | |
| Auditorium Rental Fees | 86,927 | 82,659 | 4,269 | 5.2% |
| Concession Income | 5,939 | 7,815 | (1,875) | -24.0% |
| Interest Earnings | 6,836 | 3,277 | 3,559 | 108.6% |
| Miscellaneous Revenue | 700 | 0 | 700 | |
| Credit Card Service Fees | 383 | 115 | 268 | 232.1% |
| Transfers from Occupancy Tax | 224,750 | 224,750 | 0 | 0.0% |
| Revenue Totals | 325,535 | 318,615 | 6,920 | 2.2% |
| 007 - COLISEUM EXPENDITURES | | | | |
| Salaries | 36,729 | 34,873 | (1,856) | -5.3% |
| Benefits | 16,751 | 14,121 | (2,630) | -18.6% |
| Utilities | 71,060 | 76,854 | 5,793 | 7.5% |
| Janitorial Services | 86,000 | 86,000 | 0 | 0.0% |
| Repairs/Maintenance | 39,073 | 34,341 | (4,732) | -13.8% |
| Equipment Rental | 478 | 179 | (298) | -166.2% |
| General Supplies | 14,847 | 19,983 | 5,136 | 25.7% |
| Credit Card Service Fees | 366 | 370 | 3 | 0.9% |
| Education | 18 | 0 | (18) | #DIV/0! |
| Public Relations | 1,664 | 1,898 | 234 | 12.3% |
| Capital Outlay | 10,000 | 7,078 | (2,922) | -41.3% |
| Expenditure Totals | 276,987 | 275,697 | (1,290) | -0.5% |
| Net Revenues (Expenditures) | 48,549 | 42,918 | 5,630 | |



FY2019 INCOME STATEMENT SEGUIN EVENTS COMPLEX For Year Ended September 30, 2019

| | FY 2018-19 Actual 09/30/19 | FY 2018-2019 Budget | Variance Pos. (Neg) | % of Budget |
|---|-------------------------------|------------------------|------------------------|--------------|
| 020 - SEGUIN EVENTS COMPLEX REVENUES | | | | |
| Concession Income | 638 | 1,000 | (362) | 63.8% |
| Rodeo Arena Rentals | 18,834 | 20,000 | (1,166) | 94.2% |
| Fairgrounds Facilities Rentals | 28,314 | 30,000 | (1,686) | 94.4% |
| Interest Earnings | 1,887 | 685 | 1,202 | 275.5% |
| Miscellaneous Revenue | 33 | 0 | 33 | #DIV/0! |
| Transfers from Occupancy Tax | 66,932 | 66,932 | 0 | 100.0% |
| Revenue Totals | 116,638 | 118,617 | (1,979) | 98.3% |
| 020 - SEGUIN EVENTS COMPLEX EXPENDITURES | | | | |
| Salaries | 55,162 | 55,162 | 0 | 100.0% |
| Benefits | 23,660 | 23,660 | 0 | 100.0% |
| Utilities | 16,683 | 22,400 | 5,717 | 74.5% |
| Repairs/Maintenance | 7,374 | 8,200 | 826 | 89.9% |
| General Supplies | 8,115 | 9,195 | 1,080 | 88.3% |
| Expenditure Totals | 110,993 | 118,617 | 7,624 | 93.6% |
| Net Revenues (Expenditures) | 5,645 | (0) | 5,645 | |



FY2019 INCOME STATEMENT

Prior vs. Actual - Seguin Events Complex

For Years Ended September 30, 2019 and 2018

| | FY 2018-19 Actual 09/30/19 | FY 2017-2018 Actual 09/30/18 | Variance Pos. (Neg) | % of Budget |
|---|-------------------------------|---------------------------------|------------------------|--------------|
| 020 - SEGUIN EVENTS COMPLEX REVENUES | | | | |
| Concession Income | 638 | 605 | 32 | 5.3% |
| Rodeo Arena Rentals | 18,834 | 20,515 | (1,681) | -8.2% |
| Fairgrounds Facilities Rentals | 28,314 | 29,777 | (1,463) | -4.9% |
| Interest Earnings | 1,887 | 965 | 922 | 95.6% |
| Miscellaneous Revenue | 33 | 2,640 | (2,607) | -98.7% |
| Transfers from Occupancy Tax | 66,932 | 73,197 | (6,265) | -8.6% |
| Revenue Totals | 116,638 | 127,699 | (11,061) | -8.7% |
| 020 - SEGUIN EVENTS COMPLEX EXPENDITURES | | | | |
| Salaries | 55,162 | 50,107 | (5,054) | -10.1% |
| Benefits | 23,660 | 21,303 | (2,357) | -11.1% |
| Utilities | 16,683 | 18,164 | 1,481 | 8.2% |
| Repairs/Maintenance | 7,374 | 8,176 | 802 | 9.8% |
| General Supplies | 8,115 | 9,656 | 1,542 | 16.0% |
| Expenditure Totals | 110,993 | 107,406 | (3,587) | -3.3% |
| Net Revenues (Expenditures) | 5,645 | 20,293 | (14,648) | |



FY 2019 INCOME STATEMENT

GOLF FUND

For Year Ended September 30, 2019

| | FY 2018-19 Actual 09/30/19 | FY 2018-2019 Budget | Variance Pos. (Neg) | % of Budget |
|-------------------------------------|-------------------------------|------------------------|------------------------|---------------|
| 023 - GOLF FUND REVENUES | | | | |
| Golf Course Receipts | 347,182 | 330,750 | 16,432 | 105.0% |
| Golf Cart Rentals | 352,718 | 330,800 | 21,918 | 106.6% |
| Golf Concessions | 127,779 | 90,000 | 37,779 | 142.0% |
| Golf Merchandise Sales | 34,618 | 30,000 | 4,618 | 115.4% |
| Interest Earnings | 9,221 | 3,875 | 5,346 | 238.0% |
| Miscellaneous | 13,826 | 12,000 | 1,826 | 115.2% |
| Transfers from General Fund | 75,000 | 75,000 | 0 | 100.0% |
| Revenue Totals | 960,343 | 872,425 | 87,918 | 110.1% |
| 023 - GOLF FUND EXPENDITURES | | | | |
| Salaries | 447,849 | 447,850 | 0 | 100.0% |
| Benefits | 168,568 | 168,568 | 0 | 100.0% |
| Utilities | 28,665 | 29,800 | 1,135 | 96.2% |
| Repairs/Maintenance | 30,000 | 31,333 | 1,333 | 95.7% |
| Rental | 5,808 | 7,000 | 1,192 | 83.0% |
| Insurance | 3,789 | 4,350 | 561 | 87.1% |
| General Supplies | 139,098 | 156,500 | 17,402 | 88.9% |
| Energy and Fuel | 8,434 | 11,000 | 2,566 | 76.7% |
| Miscellaneous | 25,705 | 25,705 | 0 | 100.0% |
| Education | 4,918 | 10,100 | 5,182 | 48.7% |
| Public Relations | 2,500 | 3,000 | 500 | 83.3% |
| Expenditure Totals | 865,334 | 895,206 | 29,872 | 96.7% |
| Net Revenues (Expenditures) | 95,009 | (22,781) | 117,790 | |



FY 2019 INCOME STATEMENT

Prior vs. Actual - Golf Fund

For Years Ended September 30, 2019 and 2018

| | FY 2018-19 Actual 09/30/19 | FY 2017-2018 Actual 09/30/18 | Variance Pos. (Neg) | % of Budget |
|-------------------------------------|-------------------------------|---------------------------------|------------------------|--------------|
| 023 - GOLF FUND | | | | |
| Golf Course Receipts | 347,182 | 351,443 | (4,261) | -1.2% |
| Golf Cart Rentals | 352,718 | 320,657 | 32,061 | 10.0% |
| Golf Concessions | 127,779 | 112,831 | 14,948 | 13.2% |
| Golf Merchandise Sales | 34,618 | 33,121 | 1,496 | 4.5% |
| Interest Earnings | 9,221 | 4,947 | 4,274 | 86.4% |
| Miscellaneous | 13,826 | 13,530 | 296 | 2.2% |
| Transfers from General Fund | 75,000 | 75,000 | 0 | 0.0% |
| Revenue Totals | 960,343 | 911,529 | 48,814 | 5.4% |
| 023 - GOLF FUND EXPENDITURES | | | | |
| Salaries | 447,849 | 423,727 | (24,123) | -5.7% |
| Benefits | 168,568 | 156,643 | (11,925) | -7.6% |
| Utilities | 28,665 | 29,481 | 816 | 2.8% |
| Repairs/Maintenance | 30,000 | 23,924 | (6,076) | -25.4% |
| Rental | 5,808 | 4,321 | (1,488) | -34.4% |
| Insurance | 3,789 | 3,789 | 0 | 0.0% |
| General Supplies | 139,098 | 145,364 | 6,266 | 4.3% |
| Energy and Fuel | 8,434 | 9,382 | 947 | 10.1% |
| Miscellaneous | 25,705 | 19,711 | (5,993) | -30.4% |
| Education | 4,918 | 4,662 | (255) | -5.5% |
| Public Relations | 2,500 | 2,902 | 402 | 13.9% |
| Expenditure Totals | 865,334 | 823,904 | (41,429) | -5.0% |
| Net Revenues (Expenditures) | 95,009 | 87,625 | 7,385 | |

**CITY OF SEGUIN
SALES TAX**

| | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year | Fiscal Year 2019 | | | <u>Total**</u> | <u>% Change</u> |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|-----------------|
| | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>1% City</u> | <u>1/4% City *</u> | <u>1/4% SEDC</u> | | |
| October | 497,488 | 573,358 | 671,641 | 565,136 | 547,409 | 447,368 | 111,842 | 111,842 | 671,052 | 22.59% |
| November | 503,760 | 533,598 | 568,471 | 571,627 | 871,405 | 392,278 | 98,070 | 98,070 | 588,417 | -32.47% |
| December | 720,983 | 720,209 | 774,007 | 737,509 | 735,944 | 492,200 | 123,050 | 123,050 | 738,300 | 0.32% |
| January | 501,946 | 533,888 | 557,843 | 689,556 | 575,060 | 396,764 | 99,191 | 99,191 | 595,146 | 3.49% |
| February | 518,985 | 495,986 | 553,511 | 606,478 | 543,353 | 421,410 | 105,353 | 105,353 | 632,116 | 16.34% |
| March | 633,934 | 662,615 | 674,690 | 685,619 | 773,361 | 454,114 | 113,528 | 113,528 | 681,171 | -11.92% |
| April | 585,795 | 598,470 | 556,275 | 550,635 | 608,870 | 439,238 | 109,810 | 109,810 | 658,857 | 8.21% |
| May | 546,079 | 513,621 | 556,505 | 591,444 | 650,197 | 422,403 | 105,601 | 105,601 | 633,605 | -2.55% |
| June | 629,975 | 680,644 | 670,537 | 664,948 | 686,488 | 463,164 | 115,791 | 115,791 | 694,746 | 1.20% |
| July | 571,987 | 616,286 | 594,049 | 603,605 | 660,885 | 469,233 | 117,308 | 117,308 | 703,849 | 6.50% |
| August | 577,350 | 590,734 | 574,058 | 571,970 | 648,665 | 441,304 | 110,326 | 110,326 | 661,956 | 2.05% |
| September | <u>621,422</u> | <u>694,831</u> | <u>638,312</u> | <u>596,401</u> | <u>668,859</u> | <u>473,931</u> | <u>118,483</u> | <u>118,483</u> | <u>710,897</u> | <u>6.28%</u> |
| TOTAL | 6,909,704 | 7,214,240 | 7,389,899 | 7,434,928 | 7,970,496 | 5,313,407 | 1,328,352 | 1,328,352 | 7,970,110 | 0.00% |

* For Property Tax Reduction

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

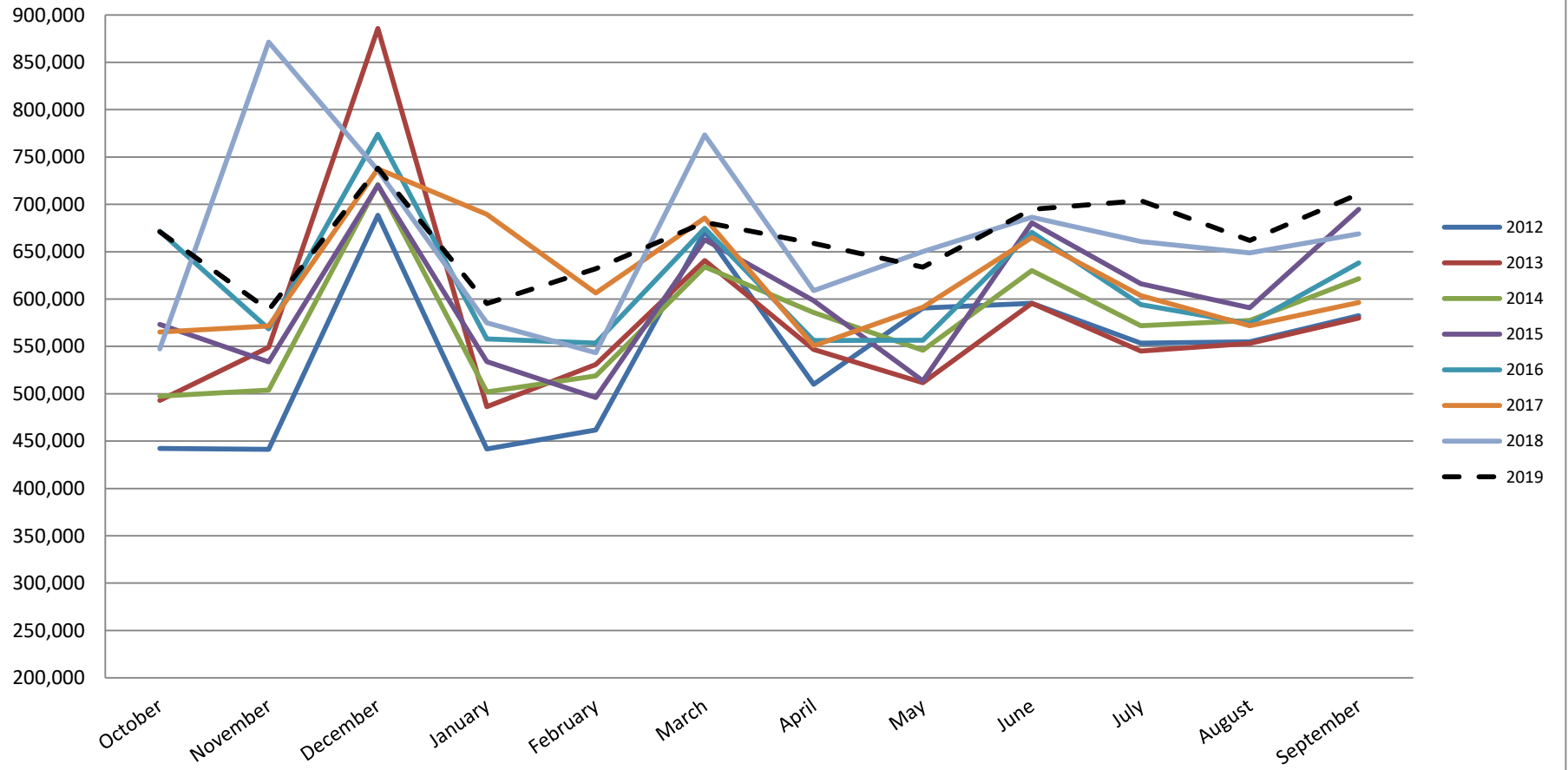
**SEPTEMBER SALES TAX REPORT
FOR SURROUNDING CITIES**

| <u>City</u> | <u>2018</u> | <u>2019</u> | <u>% Increase (Decrease)</u> |
|----------------|-------------|-------------|----------------------------------|
| Seguin | 668,859 | 710,897 | 6.29% |
| San Marcos | 2,754,647 | 3,113,787 | 13.04% |
| Schertz | 1,104,427 | 1,214,491 | 9.97% |
| San Antonio | 31,552,749 | 33,051,253 | 4.75% |
| New Braunfels | 2,688,786 | 2,834,980 | 5.44% |
| Austin | 19,730,175 | 21,019,150 | 6.53% |
| Selma | 627,614 | 659,673 | 5.11% |
| Universal City | 417,068 | 434,914 | 4.28% |
| Statewide | 535,777,817 | 550,477,405 | 2.74% |

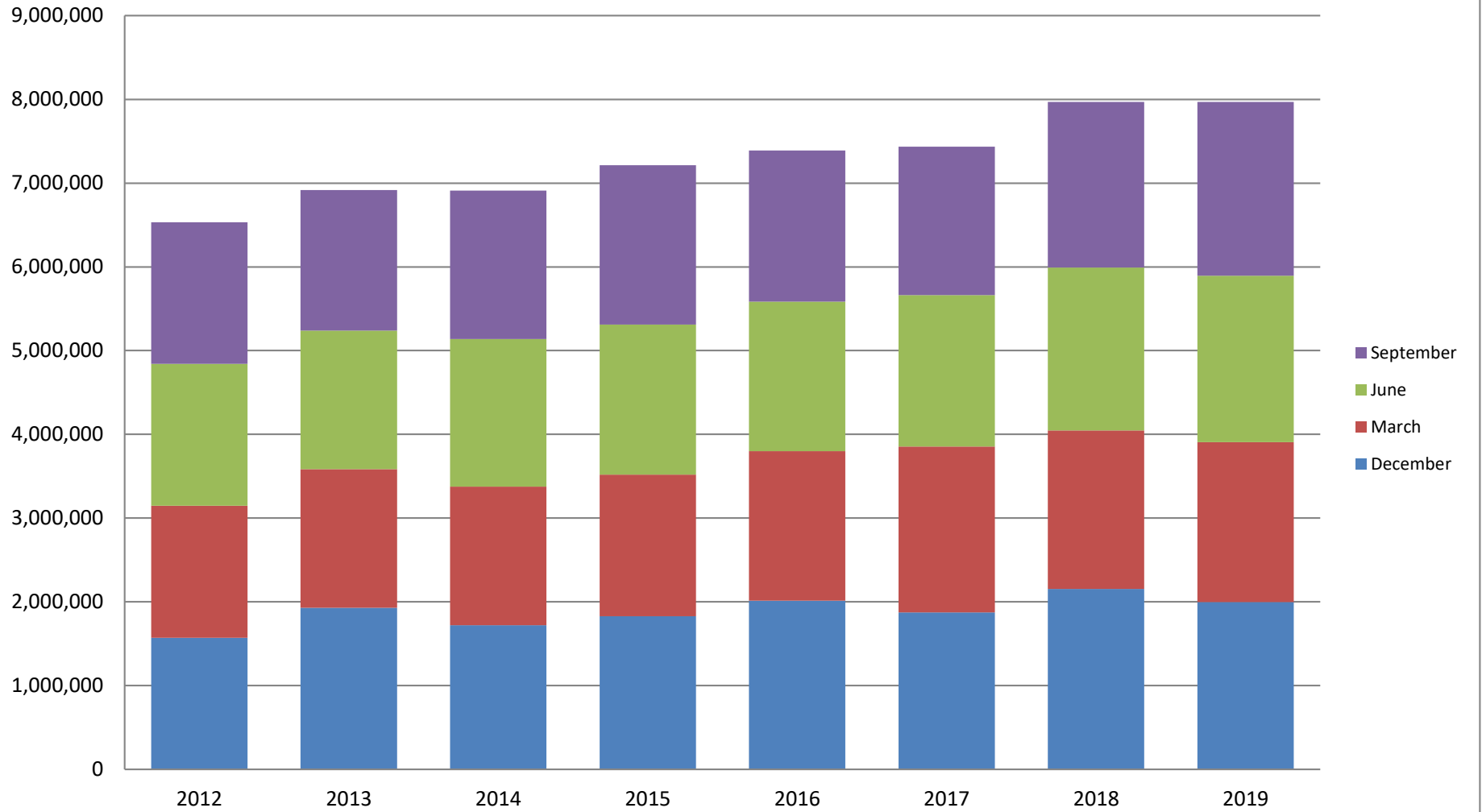
**YEAR-TO-DATE SALES TAX REPORT
FOR SURROUNDING CITIES**

| <u>City</u> | <u>FY2018</u> | <u>FY2019</u> | <u>% Increase (Decrease)</u> |
|----------------|---------------|---------------|----------------------------------|
| Seguin | 7,970,496 | 7,970,112 | 0.00% |
| San Marcos | 34,915,695 | 37,507,801 | 7.42% |
| Schertz | 12,613,466 | 12,431,729 | -1.44% |
| San Antonio | 352,015,090 | 369,949,572 | 5.09% |
| New Braunfels | 31,456,139 | 33,351,134 | 6.02% |
| Austin | 223,315,716 | 239,726,641 | 7.35% |
| Selma | 6,427,968 | 6,907,981 | 7.47% |
| Universal City | 4,528,815 | 4,953,671 | 9.38% |
| Statewide | 5,879,124,403 | 6,167,038,171 | 4.90% |

Sales Tax Trend



Sales Tax Trend by Quarter



GRANTS AWARDED AND IN PROGRESS - FY19

| Application | Description | Funding Type | Amount Funded | City Match | Department | Status | Fiscal Year |
|-------------------------|-----------------------------|---------------------|----------------------|---------------------|-------------------|---------------|--------------------|
| FEMA SAFER | 3-Firefighter positions | Federal | \$288,951.00 | \$199,070.00 | Fire | Ongoing | FY19-20 |
| United Way | Police DARE | Private | \$2,750.00 | \$0.00 | Police | Ongoing | FY18-19 |
| United Way | Main Street | Private | \$937.00 | \$0.00 | Main Street | Ongoing | FY18-19 |
| Anice Reed | Main Street Survey | Private | \$3,500.00 | \$0.00 | Main Street | Ongoing | FY19 |
| AACOG | Household Hazardous Waste | State | \$19,500.00 | \$2,550.00 | Public Works | Ongoing | FY18-19 |
| THC-CLG | Main Street Survey | State | \$9,769.00 | \$0.00 | Main Street | Ongoing | FY18-19 |
| TCEQ | TERP* | State | \$73,008.00 | *see below | Public Works/FD | Ongoing | FY18-19 |
| VCLG-OOG | Victims Liaison | State | \$38,246.00 | \$0.00 | Police | Ongoing | FY19 |
| VOCA-OOG | Temp. Emergency Housing | Federal | \$88,000.00 | \$20,000.00 | Police | Ongoing | FY19-20 |
| Local Border Star | Police Overtime | State | \$18,000.00 | \$0.00 | Police | Ongoing | FY19 |
| BPV | Bullet Proof Vests | Federal | \$4,401.18 | \$0.00 | Police | Ongoing | FY19 |
| IFCA-TFTA | Hurricane Harvey Recovery | Private | \$10,000.00 | \$0.00 | Fire | Ongoing | FY19 |
| Helping Heroes | Swift Water Rescue Training | Private | \$2,400.00 | \$0.00 | Fire | Ongoing | FY19 |
| Union Pacific | Elderly Fire Safety-SFDAA | Private | \$5,000.00 | \$0.00 | Fire | Ongoing | FY19 |
| TxDOT-Step | Police Overtime | State | \$12,000.00 | \$0.00 | Police | Ongoing | FY19 |
| TEG Grant | Tobacco Enforcement Program | State | \$4,800.00 | \$0.00 | Police | Ongoing | FY19 |
| Scholarship-Main Street | Conference Costs | Federal | \$450.00 | \$0.00 | Main Street | Ongoing | FY19 |
| Walmart | Police-K9 | Private | \$2,000.00 | \$0.00 | Police | Ongoing | FY19-20 |
| VCLG-OOG | VCLG Position | State | \$40,614.00 | \$0.00 | Police | Ongoing | FY20 |
| LBSA | Overtime LBSA | State | \$20,000.00 | \$0.00 | Police | | FY20 |
| TxDOT Step FY2020 | Overtime STEP | State | \$12,000.00 | \$0.00 | Police | | FY20 |
| United Way | Main Street | Private | \$5,000.00 | \$0.00 | Main Street | Ongoing | FY20 |
| Totals | | | \$661,326.18 | \$221,620.00 | | | |

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

GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD

| Application | Description | Funding Type | Amount Requested | Date Applied | Miscellaneous Notes |
|-------------------------------|----------------------------------|---------------------|-------------------------|---------------------|---------------------------------|
| FEMA AFG FY18 | Power Lift System | Federal | 151,108.00 | 10/26/2018 | Power lift system for Ambulance |
| TDM-EWS | Early Warning System | State/Federal | 316,332.83 | 12/28/2018 | Flood Early Warning System |
| TDEM-Heideke | Flood Mitigation Grant | State/Federal | 494,349.41 | 12/28/2018 | Flood Mitigation Grant |
| TDEM-Hildago | Flood Mitigation Grant | State/Federal | 420,393.95 | 12/28/2018 | Flood Mitigation Grant |
| TDEM-San Antonio Ave | Flood Mitigation Grant | State/Federal | 83,269.88 | 12/28/2018 | Flood Mitigation Grant |
| AFG-FEMA | Assistance to Firefighters-Equip | Federal | 166,218.00 | 10/26/2018 | AFG |
| FST-FEMA | Safety and Training Grant | Federal | 42,108.00 | 12/1/2018 | FST |
| San Antonio Foundation | Wilson Pottery/Sebastopol | Private | 49,999.00 | 4/12/2019 | |
| United Way-DARE | DARE | Private | 20,000.00 | 4/12/2019 | |
| Criminal Justice (JAG) | In-Car Laptops | Federal | 36,183.00 | 2/28/2019 | |
| HSP-Subgrant | Historic Building Renovation | Federal | 230,482.80 | 4/1/2019 | |
| Bullet Proof Vest Partnership | Bullet Proof Vests | Federal | 5,311.00 | 7/1/2019 | |
| Non Point Solution Grant | Septic Tank Decommissioning | State/Federal | 97,036.88 | 7/15/2019 | |
| Dept of Justice | Mental Health Officer | Federal | 219,698.00 | 7/15/2019 | |
| Helping Heroes | Active Shooter Training (FD) | Private | 10,000.00 | 8/1/2019 | |
| GVEC | Main Street Planters | Private | 10,000.00 | 8/15/2019 | |
| TxDOT SRTS | Safe Routes to School-Weinert | State/Federal | 685,351.00 | 4/11/2019 | |
| Total | | | 3,037,841.75 | | |

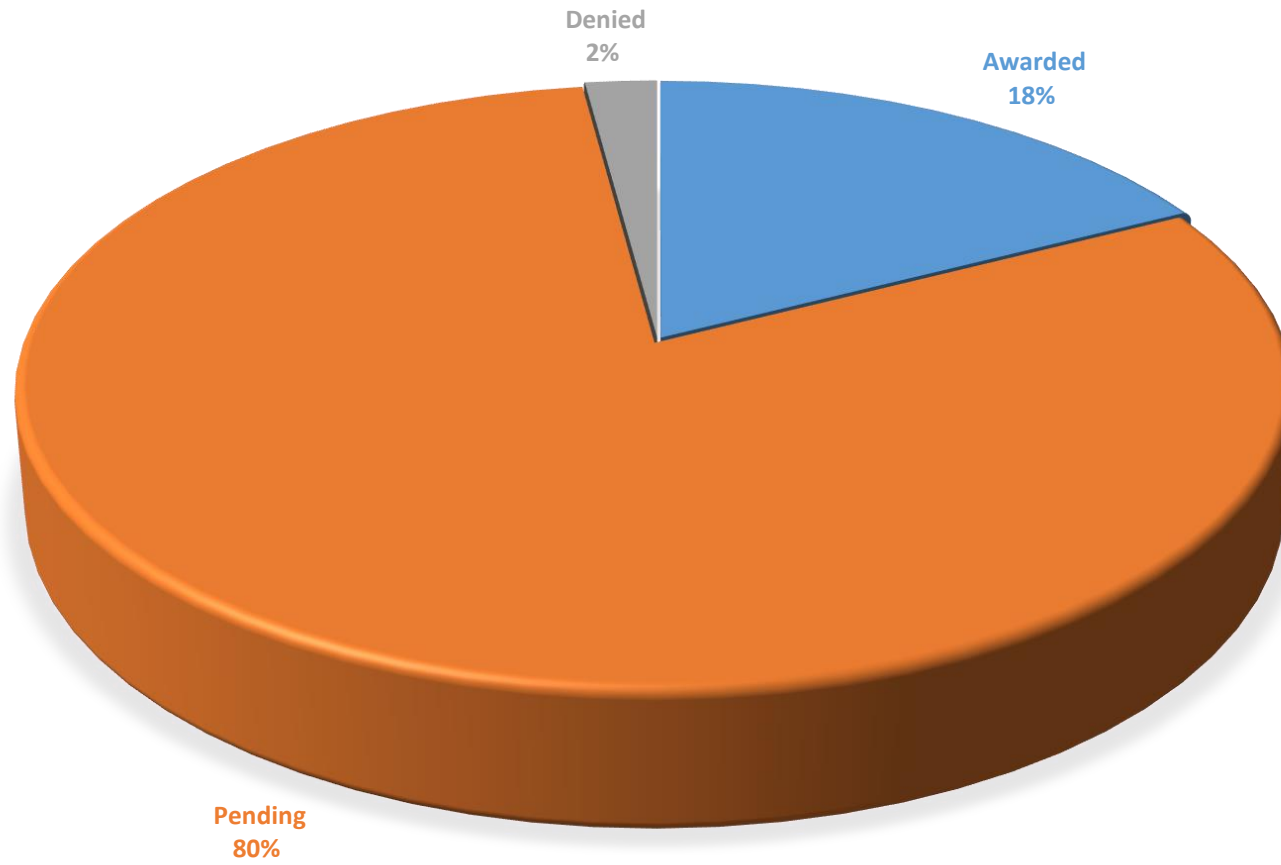
TXDOT PROJECTS

| Project Name | Federal Funds | State Funding | City Funding | Total Project Cost | Miscellaneous Notes |
|-------------------------|------------------------|----------------------|-----------------------|---------------------------|----------------------------|
| Tor Drive Improvements | \$2,963,488.00 | \$204,466.00 | \$1,309,133.00 | \$4,477,087.00 | Completeed |
| Vaughan Sidewalks | \$965,510.00 | \$0.00 | \$300,515.00 | \$1,266,025.00 | Completed |
| Walnut Trails Extension | \$2,218,587.00 | \$160,792.00 | \$777,317.00 | \$3,156,696.00 | Project is in process |
| Rudeloff Road | \$6,114,525.00 | \$472,389.00 | \$1,914,996.00 | \$8,501,910.00 | Project is in process |
| Total | \$10,043,523.00 | \$676,855.00 | \$3,524,644.00 | \$14,245,022.00 | |

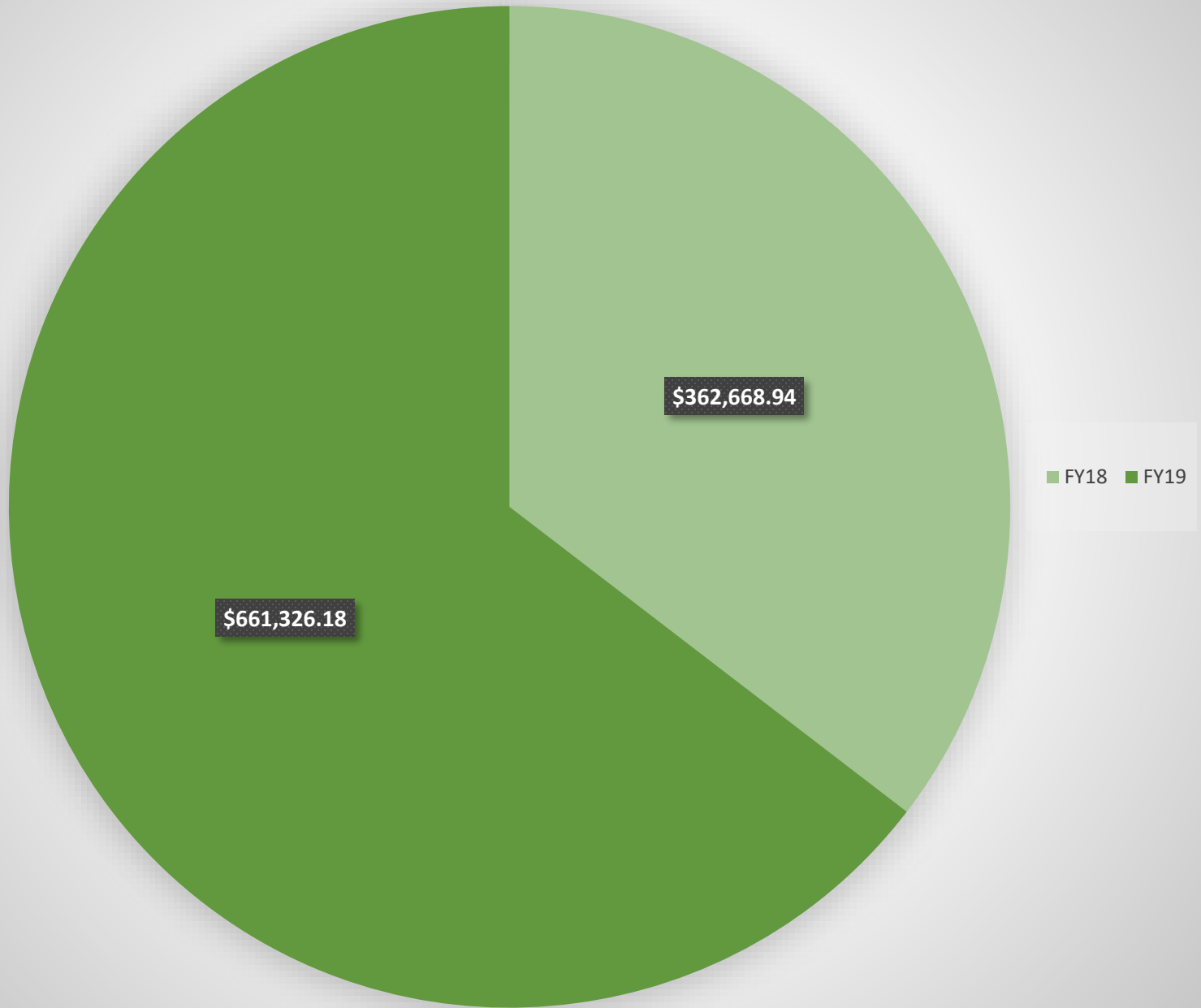
GRANTS APPLIED FOR AND NOT AWARDED - FY19

| Application | Description | Funding Type | Amount Requested | Date Submitted | Date Notified | Department | Notes |
|--------------------|-----------------------|---------------------|-------------------------|-----------------------|----------------------|-------------------|-------------------------------------|
| FM Global | Fire Equipment | Private | \$2,000.00 | 11/1/18 | 1/1/19 | Fire | no specific reason given for denial |
| Firehouse Grant | Fire Equipment | Private | \$15,000.00 | 11/8/18 | 1/30/19 | Fire | no specific reason given for denial |
| VFIS | Wellness Equipment | Private | \$2,000.00 | 12/15/18 | 2/5/19 | Fire | no specific reason given for denial |
| HHSP | PD Training Equipment | State | \$20,651.77 | 12/30/18 | 1/10/19 | Police | Ineligible expense |
| Firehouse Subs | Attack Digital System | Private | 20,941.00 | 11/26/2018 | 1/1/2019 | Fire | no specific reason given for denial |
| FM Global | Laser 3D Scanner | Private | 10,348.40 | 11/28/2018 | 1/1/2019 | Fire | no specific reason given for denial |
| VFIS | Wellness Equipment | Private | 5,000.00 | 12/1/2018 | 1/1/2019 | Fure | no specific reason given for denial |
| AARP | Main Street Planters | Private | 3,500.00 | 4/17/2019 | 7/15/2019 | Main Street | no specific reason given for denial |
| Total | | | \$79,441.17 | | | | |

FY 19 GRANTS



FY18 vs. FY19 Awarded Grants



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

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

FISCAL YEAR 2018 OCCUPANCY TAX COLLECTIONS:

| Due and Collected by: | Oct 31 | Jan 31 | Apr 30 | July 31 | TOTAL |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| Holiday Inn Express | 33,802.01 | 34,965.00 | 32,783.80 | 37,926.66 | 139,477.47 |
| La Quinta | 25,437.78 | 17,708.37 | 19,018.83 | 23,480.70 | 85,645.68 |
| Hampton Inn | 28,419.64 | 26,861.91 | 27,821.37 | 19,231.72 | 102,334.64 |
| Comfort Inn Suites | 24,145.13 | 15,277.88 | 17,706.70 | 18,301.04 | 75,430.75 |
| Days Inn | 25,026.81 | 13,979.52 | 18,375.09 | 20,847.78 | 78,229.20 |
| Townplace Suites | 43,644.96 | 31,955.14 | 39,548.61 | 36,164.54 | 151,313.25 |
| Super 8 Motel | 10,964.59 | 7,850.51 | 8,903.50 | 9,226.97 | 36,945.57 |
| Motel 6 | 9,899.54 | 9,837.34 | 8,396.90 | 9,646.81 | 37,780.59 |
| Texas Inn (Best Value) | 3,418.75 | 2,684.55 | 3,356.32 | 2,966.55 | 12,426.17 |
| Lake Breeze Ski Lodge | 8,021.65 | 466.90 | 203.35 | 5,455.80 | 14,147.70 |
| Park Place Plaza | 6,491.17 | - | - | - | 6,491.17 |
| Olivia Mansion | 1,147.90 | 886.74 | 930.14 | 1,253.16 | 4,217.94 |
| Seguin Motel | 917.56 | 788.13 | 953.19 | 906.01 | 3,564.89 |
| HM Investments (1415 Zipp Road) | 238.97 | - | - | 1,164.00 | 1,402.97 |
| Hammy's Family Lodge (801 Terminal Lp) | 616.00 | 317.59 | 35.00 | - | 968.59 |
| Hot Spot Mngmt (460 River Drive) | 5,634.93 | 1,921.50 | 2,220.05 | 4,014.15 | 13,790.63 |
| Hot Spot Mngmt (440 River Drive) | - | - | - | - | - |
| Hot Spot Mngmt (496 River Drive) | 661.50 | 259.50 | - | - | 921.00 |
| Hot Spot Mngmt (318 Guadalupe River Drive) | 381.50 | - | 59.50 | 343.00 | 784.00 |
| Randy Robisheaux (176 Lakeside) | 1,284.15 | 804.65 | 381.36 | 1,110.55 | 3,580.71 |
| Randy Robisheaux (221 Lakewood Dr.) | 831.88 | 170.24 | - | 229.25 | 1,231.37 |
| Randy Robisheaux (2303 Lakewood Dr.) | 1,067.50 | 253.33 | 195.51 | 229.25 | 1,745.59 |
| Randy Robisheaux (492 Turtle Lane) | 1,968.40 | 773.15 | 327.25 | 991.20 | 4,060.00 |
| S. Carruthers (440 Turtle Lane) | 739.33 | 122.14 | 208.63 | 732.10 | 1,802.20 |
| River Retreat Properties (1101 Lakeview) | 2,048.90 | 552.09 | 717.50 | 1,139.25 | 4,457.74 |
| Geronimo Creek Retreat (2050 Laubach) | 7,597.94 | 4,246.55 | 2,360.89 | 17,270.72 | 31,476.10 |
| Patsy Tankersley (710 Gloria Drive) | 526.26 | 363.16 | 1,055.22 | 805.63 | 2,750.27 |
| Hollingsworth/Lucero (154 Guadalupe River Dr.) | 1,039.08 | 338.97 | 948.20 | 1,855.02 | 4,181.27 |
| Bucks Perch (254 Rosewood, McQueeney) | - | - | - | - | - |
| Sonka Guest House | 48.30 | 23.10 | 15.15 | 43.00 | 129.55 |
| Paradise on Placid (130 Lee Street) | - | - | - | - | - |
| My Happy Place (240 Riverview Rd) | - | - | - | - | - |
| Birds Nest (444 Laguna Vista Dr) | - | - | - | - | - |
| Zen on the Bend Vaca Rental (496 River Road) | - | - | - | 336.00 | 336.00 |
| Serendipity Vacation Rentals (1007 Reiley Road) | 237.77 | 441.00 | 551.25 | 310.54 | 1,540.56 |
| Han Pho (939 Reiley Road) | 735.25 | - | - | 520.26 | 1,255.51 |
| Dam Camp | - | - | - | 210.00 | 210.00 |
| Cottontail Creek | - | 9.10 | - | - | 9.10 |
| Total Collected | 246,995.15 | 173,858.06 | 187,073.31 | 216,711.66 | 824,638.18 |