



**It's real.**

**Date:** May 9, 2018

**To:** Mayor and City Councilmembers  
Douglas Faseler, City Manager

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

**Subject:** Financial Reports for Six Months Ended March 31, 2018

Attached you will find financial reports for the General, Utility, Coliseum, Seguin Events Complex, and Golf Fund for the Six Months ended March 31, 2018. We are 50% through our budget year.

The first report is the Income Statement for the General Fund on a budgetary comparison. We have collected 67.2% of our budgeted revenues.

- Property Tax Revenue is 97% of budget. We do collect the largest of this budget during the first months of fiscal year.
- Building Permits is 57.7% of budget. We continue to see development in the Mill Creek Crossing Subdivision as well as the Nolte Farms Subdivision.
- State/Federal Government Grants are 63.5% of budget. We received a Border Star Security Grant we did not budget for.
- Public Safety Revenue is 64.3% of our budget, which is EMS revenue. We received a payment of \$378,200 for our TASPP payment, which is an annual federal reimbursement we apply for based upon our cost for those services due to our uninsured and unreimbursed Medicare/Medicaid costs.
- Miscellaneous Revenue is 70.3% of budget. We have received our purchasing card rebate. The total rebate was \$47,518.42, of which \$40,786 was attributable to the General Fund. We have also billed out annual alarm permits for this year.

Expenditures are 51.2% of budget. Non-Departmental is 79.4% of budget. This is due to the fact the entire amount of budgeted transfer of \$1,961,550 to General Fund Capital Projects has been transferred. In addition, as we receive our property tax revenue in, the debt service portion of that revenue is transferred to the General I&S Fund, which is paid out of Non-Departmental. Through March, we have transferred \$4,569,773 to that fund.

The next report is the Income Statement for the General Fund as compared to FY17. Our revenue increased by \$1,070,553 or 5.8% from this time last year, with the largest being in Property Tax revenue of \$972,334. Sales tax is up by \$190,608 or 4.9%. This is sales tax through the month of March. After seeing four out of the five previous months show a decrease in sales tax revenue, for the month of March, we actually showed an increase of 12.8%. In November, our sales tax revenue increased by \$299,778 or 52.44% from November of 2016. This was due to receiving an audit payment from the state in the amount of \$298,904.85. Our expenditures have increased by \$1,440,497 or 10% from this time last year. The largest increase is in Non-Departmental. Because our property tax revenue is up, our transfers to the General I&S Fund are also up as explained earlier. We have transferred \$824,527 more this year than we did last year. Our Net Revenues are down from this time last year by \$369,944.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We have collected 50.5% of our budgeted revenues. Intragovernmental Transfers are 100% of the budget due to the fact we did that budgeted transfer at the beginning of the fiscal year. Interest revenues are 182.1% of budget.

Expenditures for the Utility Fund are 47.8% of budget. Non-Departmental is 55.7% of the budget. This is due to the fact the entire amounts of budgeted transfers of \$2,058,550 and \$271,040 to Utility Fund Capital Projects and Rate Stabilization Fund, respectively, have already been transferred.

The next report is the Income Statement for the Utility Fund as compared to FY17.

- Our revenue increased by \$1,682,126 or 7.8%. There has been an increase in consumption in electric, water, and sewer, along with the increase in the water and sewer rates.
- Expenditures have increased by \$656,018 or 3%.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. For the year, Net Revenues are up for the Coliseum Fund by \$15,287 compared to FY17. On the Income Statement for the Golf Fund compared to FY17, you will notice revenue is down by \$117,314. This is only due to the fact the transfers from the General Fund have decreased from \$218,488 to \$75,000. With this transfer taken out of the equation, revenue is up by \$26,174.

The next reports detail more information about the sales tax revenue. As mentioned earlier, sales taxes is up for the month of March by 12.8%. Sales tax is up for the year by 4.94%. This is largely attributable to the audit payment we received in November of \$298,905. 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.



# FY2018 INCOME STATEMENT-GENERAL FUND

For the Six Months Ended March 31, 2018

	FY 2017-2018 Actual 03/31/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	9,736,883	10,036,600	(299,717)	97.0%
3180 - Franchise Taxes	330,299	1,014,929	(684,630)	32.5%
3210 - Building Permits	346,065	599,699	(253,634)	57.7%
3220 - Other Licenses & Permits	15,600	80,000	(64,400)	19.5%
3310 - Interlocal Agreement	359,953	788,742	(428,789)	45.6%
3340 - State/Federal Gov. Grants	29,083	224,097	(195,014)	13.0%
3350 - Sales Tax	4,046,533	7,475,000	(3,428,467)	54.1%
3350 - Other State Gov. Shared Revenue	48,823	103,000	(54,177)	47.4%
3390 - Local Grants & Contribut.	1,250	4,250	(3,000)	29.4%
3410 - Charges for Services	4,988	7,500	(2,513)	66.5%
3420 - Public Safety	867,870	1,350,000	(482,130)	64.3%
3440 - Sanitation Revenues	906,199	1,745,100	(838,901)	51.9%
3450 - Health	54,697	73,000	(18,303)	74.9%
3470 - Culture and Recreation	173,151	357,000	(183,850)	48.5%
3510 - Municipal Court	789,069	1,601,350	(812,281)	49.3%
3520 - Library	19,832	34,800	(14,968)	57.0%
3610 - Interest Revenues	66,623	86,400	(19,777)	77.1%
3620 - Miscellaneous Revenues	529,744	753,741	(223,997)	70.3%
3630 - Lease Revenues	11,903	11,903	(1)	100.0%
3650 - Private Source Donations	28,780	63,400	(34,620)	45.4%
3700 - User Fees	1,107,768	2,215,537	(1,107,769)	50.0%
3910 - Intragovernmental Trnsfrs	60,108	438,350	(378,242)	13.7%
<b>Revenue Totals</b>	<b>19,535,222</b>	<b>29,064,398</b>	<b>(9,529,176)</b>	<b>67.2%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	32,807	79,418	46,611	41.3%
11 - City Manager	122,230	263,893	141,663	46.3%
12 - Finance	294,726	568,368	273,642	51.9%
14 - Legal and Judicial	181,403	378,297	196,894	48.0%
16 - Police	3,454,635	7,710,104	4,255,469	44.8%
17 - Fire	2,780,480	5,978,651	3,198,171	46.5%
18 - Animal Services	237,990	536,011	298,021	44.4%
21 - Planning	513,219	1,121,512	608,293	45.8%
22 - City Secretary	37,834	88,002	50,168	43.0%
23 - Human Resources	177,331	375,678	198,347	47.2%
24 - Public Works Department	1,814,940	4,044,534	2,229,594	44.9%
25 - Vehicle Maintenance	182,276	334,860	152,584	54.4%
28 - Downtown & Main St. Prog.	88,256	191,623	103,367	46.1%
29 - Facilities	101,870	282,657	180,787	36.0%
31 - Public Library	555,361	1,205,796	650,435	46.1%
34 - Parks and Recreation	719,596	1,746,357	1,026,761	41.2%
87 - Information Technologies	235,183	581,306	346,123	40.5%
89 - City Attorney	46,333	105,171	58,838	44.1%
90 - Non-Departmental	4,301,282	5,417,161	1,115,879	79.4%
<b>Expenditure Totals</b>	<b>15,877,751</b>	<b>31,009,399</b>	<b>15,131,648</b>	<b>51.2%</b>
<b>Net Revenues (Expenditures)</b>	<b>3,657,471</b>	<b>(1,945,001)</b>	<b>5,602,472</b>	



# FY2018 INCOME STATEMENT

## Prior vs. Actual - General Fund

### For Six Months Ended March 31, 2018 and 2017

	FY 2017-2018 Actual 03/31/18	FY 2016-2017 Actual 03/31/17	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	9,736,883	8,764,549	972,334	11.1%
3180 - Franchise Taxes	330,299	321,940	8,360	2.6%
3210 - Building Permits	346,065	498,138	(152,073)	-30.5%
3220 - Other Licenses & Permits	15,600	56,400	(40,800)	-72.3%
3310 - Interlocal Agreement	359,953	379,454	(19,501)	-5.1%
3340 - State/Federal Gov. Grants	29,083	19,682	9,401	47.8%
3350 - Sales Tax	4,046,533	3,855,925	190,608	4.9%
3350 - Other State Gov. Shared Revenue	48,823	47,993	831	1.7%
3390 - Local Grants & Contribut.	1,250	7,500	(6,250)	-83.3%
3410 - Charges for Services	4,988	3,884	1,104	28.4%
3420 - Public Safety	867,870	792,142	75,729	9.6%
3440 - Sanitation Revenues	906,199	860,973	45,226	5.3%
3450 - Health	54,697	44,891	9,807	21.8%
3470 - Culture and Recreation	173,151	181,819	(8,668)	-4.8%
3510 - Municipal Court	789,069	813,725	(24,657)	-3.0%
3520 - Library	19,832	20,829	(996)	-4.8%
3610 - Interest Revenues	66,623	40,823	25,800	39830.4%
3620 - Miscellaneous Revenues	529,744	554,452	(24,708)	-4.5%
3630 - Lease Revenues	11,903	11,903	0	0.0%
3650 - Private Source Donations	28,780	62,672	(33,892)	-54.1%
3700 - User Fees	1,107,768	1,057,516	50,252	4.8%
3910 - Intragovernmental Trnsfrs	60,108	67,461	(7,353)	-10.9%
<b>Revenue Totals</b>	<b>19,535,222</b>	<b>18,464,670</b>	<b>1,070,553</b>	<b>5.8%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	32,807	32,730	(77)	-0.2%
11 - City Manager	122,230	120,224	(2,006)	-1.7%
12 - Finance	294,726	275,077	(19,649)	-7.1%
14 - Legal and Judicial	181,403	171,866	(9,537)	-5.5%
16 - Police	3,454,635	3,339,213	(115,422)	-3.5%
17 - Fire	2,780,480	2,608,184	(172,296)	-6.6%
18 - Animal Services	237,990	185,175	(52,815)	-28.5%
21 - Planning	513,219	475,892	(37,327)	-7.8%
22 - City Secretary	37,834	50,543	12,709	25.1%
23 - Human Resources	177,331	177,828	497	0.3%
24 - Public Works Department	1,814,940	1,798,639	(16,301)	-0.9%
25 - Vehicle Maintenance	182,276	198,372	16,096	8.1%
28 - Downtown & Main St. Prog.	88,256	71,991	(16,265)	-22.6%
29 - Facilities	101,870	71,529	(30,341)	-42.4%
31 - Public Library	555,361	511,612	(43,749)	-8.6%
34 - Parks and Recreation	719,596	716,590	(3,006)	-0.4%
87 - Information Technologies	235,183	187,743	(47,440)	-25.3%
89 - City Attorney	46,333	48,244	1,911	4.0%
90 - Non-Departmental	4,301,282	3,395,802	(905,480)	-26.7%
<b>Expenditure Totals</b>	<b>15,877,751</b>	<b>14,437,254</b>	<b>(1,440,497)</b>	<b>-10.0%</b>
<b>Net Revenues (Expenditures)</b>	<b>3,657,471</b>	<b>4,027,416</b>	<b>(369,944)</b>	



# FY2018 INCOME STATEMENT-UTILITY FUND

## For Six Months Ended March 31, 2018

Account Number	Account Name	FY 2017-2018 Actual 03/31/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	92,000	275,469	(183,469)	33.4%
3430	- Electric Revenue	14,170,244	27,217,900	(13,047,656)	52.1%
3432	- Water Revenue	4,844,159	11,157,600	(6,313,441)	43.4%
3434	- Sewer Revenue	3,480,532	6,459,400	(2,978,868)	53.9%
3480	- Other Charges	328,037	615,000	(286,963)	53.3%
3610	- Interest Revenues	74,644	41,000	33,644	182.1%
3620	- Miscellaneous Revenues	318,551	430,900	(112,349)	73.9%
3700	- User Fees	43,000	86,000	(43,000)	50.0%
3900	- Intragovernmental Transfers	23,950	23,950	0	100.0%
<b>4</b>	<b>- Revenue Totals:</b>	<b>23,375,117</b>	<b>46,307,219</b>	<b>(22,932,102)</b>	<b>50.5%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	195,222	501,387	306,165	38.9%
45	- Utility Administration	247,406	538,855	291,449	45.9%
46	- Administrative Services	681,970	1,434,431	752,461	47.5%
47	- Electric Distribution	9,559,199	21,150,057	11,590,858	45.2%
48	- Utility Services	575,862	1,234,038	658,176	46.7%
56	- Water Plant	2,576,754	5,221,880	2,645,126	49.3%
57	- Water/Sewer	1,308,101	2,800,340	1,492,239	46.7%
65	- Geronimo Creek WWTP	123,087	305,500	182,413	40.3%
66	- Walnut Branch WWTP	557,048	1,295,565	738,517	43.0%
80	- Economic Development	147,914	327,479	179,565	45.2%
81	- Facilities	346,362	879,381	533,019	39.4%
87	- Information Technologies	198,129	546,092	347,963	36.3%
89	- City Attorney	51,149	225,072	173,923	22.7%
90	- Non-Departmental	6,114,939	10,987,987	4,873,048	55.7%
	<b>Expenditure Totals:</b>	<b>22,683,142</b>	<b>47,448,064</b>	<b>24,764,922</b>	<b>47.8%</b>
<b>Net Revenues (Expenditures)</b>		<b>691,975</b>	<b>(1,140,845)</b>	<b>1,832,820</b>	



# FY2018 Income Statement Prior vs. Actual - Utility Fund

For Six Months Ended March 28, 2018 and  
2017

Account Number	Account Name	FY 2017-2018 Actual 03/31/18	FY 2016-2017 Actual 03/31/17	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>002 - UTILITY FUND REVENUE</b>					
3410	Charges for Services	92,000	82,552	9,448	11.4%
3430	Electric Revenue	14,170,244	13,561,196	609,048	4.5%
3432	Water Revenue	4,844,159	4,301,271	542,888	12.6%
3434	Sewer Revenue	3,480,532	3,075,704	404,828	13.2%
3480	Other Charges	328,037	313,535	14,501	4.6%
3610	Interest Revenues	74,644	30,432	44,213	145.3%
3620	Miscellaneous Revenues	318,551	285,302	33,249	11.7%
3700	User Fees	43,000	43,000	0	0.0%
3910	Intragovernmental Transfers	23,950	0	23,950	#DIV/0!
<b>4</b>	<b>Revenue Totals:</b>	<b>23,375,117</b>	<b>21,692,992</b>	<b>1,682,126</b>	<b>7.8%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	Utility Billing	195,222	205,018	9,796	4.8%
45	Utility Administration	247,406	215,098	(32,308)	-15.0%
46	Administrative Services	681,970	604,664	(77,306)	-12.8%
47	Electric Distribution	9,559,199	9,447,580	(111,619)	-1.2%
48	Utility Services	575,862	502,134	(73,728)	-14.7%
56	Water Plant	2,576,754	2,493,262	(83,492)	-3.3%
57	Water/Sewer	1,308,101	1,245,756	(62,345)	-5.0%
65	Geronimo Creek WWTP	123,087	121,859	(1,228)	-1.0%
66	Walnut Branch WWTP	557,048	516,637	(40,411)	-7.8%
80	Economic Development	147,914	122,088	(25,826)	-21.2%
81	Facilities	346,362	308,833	(37,529)	-12.2%
87	Information Technologies	198,129	155,343	(42,786)	-27.5%
89	City Attorney	51,149	85,912	34,763	40.5%
90	Non-Departmental	6,114,939	6,002,940	(111,999)	-1.9%
	<b>Expenditure Totals:</b>	<b>22,683,142</b>	<b>22,027,124</b>	<b>(656,018)</b>	<b>-3.0%</b>
	<b>Net Revenues (Expenditures)</b>	<b>691,975</b>	<b>(334,132)</b>	<b>1,026,108</b>	



# INCOME STATEMENT-COLISEUM FUND

For Six Months Ended March 28, 2018

	FY 2017-2018 Actual 03/31/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	45,684	86,000	(40,317)	53.1%
Concession Income	3,892	10,000	(6,108)	38.9%
Interest Earnings	1,204	450	754	267.7%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	83	100	(17)	83.2%
Transfers from Occupancy Tax	112,375	224,750	(112,375)	50.0%
<b>Revenue Totals</b>	<b>163,238</b>	<b>321,300</b>	<b>(158,062)</b>	<b>50.8%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	14,016	40,183	26,167	34.9%
Benefits	5,183	18,010	12,827	28.8%
Utilities	32,516	98,875	66,359	32.9%
Janitorial Services	43,000	86,000	43,000	50.0%
Repairs/Maintenance	12,637	31,800	19,163	39.7%
Equipment Rental	90	300	210	29.9%
General Supplies	8,312	18,150	9,838	45.8%
Credit Card Service Fees	151	650	499	23.3%
Education	0	936	936	0.0%
Public Relations	750	2,000	1,250	37.5%
Capital Outlay	537	10,000	9,463	5.4%
<b>Expenditure Totals</b>	<b>117,192</b>	<b>306,904</b>	<b>189,712</b>	<b>38.2%</b>
<b>Net Revenues (Expenditures)</b>	<b>46,047</b>	<b>14,396</b>	<b>31,651</b>	



## FY2018 INCOME STATEMENT

### Prior vs. Actual - Coliseum

#### For the Six Months Ended March 31, 2018 and 2017

	FY 2017-2018 Actual 03/31/18	FY 2016-2017 Actual 03/31/17	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	45,684	34,250	11,434	33.4%
Concession Income	3,892	5,232	(1,340)	-25.6%
Interest Earnings	1,204	407	798	196.3%
Miscellaneous Revenue	0	0	0	#DIV/0!
Credit Card Service Fees	83	177	(94)	-53.0%
Transfers from Occupancy Tax	112,375	108,750	3,625	3.3%
<b>Revenue Totals</b>	<b>163,238</b>	<b>148,815</b>	<b>14,423</b>	<b>9.7%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	14,016	18,148	4,132	22.8%
Benefits	5,183	5,018	(165)	-3.3%
Utilities	32,516	34,558	2,043	5.9%
Janitorial Services	43,000	43,000	(0)	0.0%
Repairs/Maintenance	12,637	6,165	(6,471)	-105.0%
Equipment Rental	90	140	50	35.9%
General Supplies	8,312	9,882	1,570	15.9%
Credit Card Service Fees	151	204	53	25.9%
Education	0	141	141	100.0%
Public Relations	750	800	50	6.3%
Capital Outlay	537	0	(537)	#DIV/0!
<b>Expenditure Totals</b>	<b>117,192</b>	<b>118,056</b>	<b>865</b>	<b>0.7%</b>
<b>Net Revenues (Expenditures)</b>	<b>46,047</b>	<b>30,759</b>	<b>15,287</b>	



# INCOME STATEMENT-SEGUIN EVENTS COMPLEX

For the Six Months Ended March 31, 2018

	FY 2017-2018 Actual 03/31/18	FY 2016-2017 Actual 03/31/17	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	537	1,000	(464)	53.7%
Rodeo Arena Rentals	9,825	20,000	(10,175)	49.1%
Fairgrounds Facilities Rentals	11,687	25,000	(13,313)	46.7%
Interest Earnings	407	175	232	232.5%
Miscellaneous Revenue	2,640	0	2,640	#DIV/0!
Transfers from Occupancy Tax	36,599	73,197	(36,599)	50.0%
<b>Revenue Totals</b>	<b>61,694</b>	<b>119,372</b>	<b>(57,678)</b>	<b>51.7%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	24,566	51,976	27,410	47.3%
Benefits	10,585	22,575	11,990	46.9%
Utilities	10,751	25,100	14,349	42.8%
Repairs/Maintenance	1,824	6,200	4,376	29.4%
General Supplies	3,454	12,200	8,746	28.3%
<b>Expenditure Totals</b>	<b>51,181</b>	<b>118,051</b>	<b>66,870</b>	<b>43.4%</b>
<b>Net Revenues (Expenditures)</b>	<b>10,513</b>	<b>1,321</b>	<b>9,192</b>	



# FY2018 INCOME STATEMENT

## Prior vs. Actual - Seguin Events Complex

### For the Six Months Ended March 31, 2018 and 2017

	FY 2017-2018 Actual 03/31/18	FY 2016-2017 Actual 03/31/17	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	537	712	(176)	-24.7%
Rodeo Arena Rentals	9,825	8,680	1,145	13.2%
Fairgrounds Facilities Rentals	11,687	10,725	962	9.0%
Interest Earnings	407	86	321	371.7%
Miscellaneous Revenue	2,640	0	2,640	#DIV/0!
Transfers from Occupancy Tax	36,599	36,022	577	1.6%
<b>Revenue Totals</b>	<b>61,694</b>	<b>56,226</b>	<b>5,468</b>	<b>9.7%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	24,566	20,484	(4,082)	-19.9%
Benefits	10,585	8,962	(1,624)	-18.1%
Utilities	10,751	12,031	1,280	10.6%
Repairs/Maintenance	1,824	913	(911)	-99.8%
General Supplies	3,454	5,169	1,715	33.2%
<b>Expenditure Totals</b>	<b>51,181</b>	<b>47,560</b>	<b>(3,621)</b>	<b>-7.6%</b>
<b>Net Revenues (Expenditures)</b>	<b>10,513</b>	<b>8,666</b>	<b>1,847</b>	



# INCOME STATEMENT-GOLF FUND

For the Six Months Ended March 31, 2018

	FY 2017-2018 Actual 03/31/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Golf Course Receipts	176,375	315,000	(138,625)	56.0%
Golf Cart Rentals	131,891	296,000	(164,109)	44.6%
Golf Concessions	42,356	90,000	(47,644)	47.1%
Golf Merchandise Sales	11,123	30,000	(18,877)	37.1%
Interest Earnings	1,995	1,400	595	142.5%
Miscellaneous	5,629	12,000	(6,371)	46.9%
Transfers from General Fund	75,000	75,000	0	100.0%
<b>Revenue Totals</b>	<b>444,369</b>	<b>819,400</b>	<b>(375,031)</b>	<b>54.2%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	198,377	444,208	245,831	44.7%
Benefits	75,494	171,557	96,063	44.0%
Utilities	13,375	34,700	21,325	38.5%
Repairs/Maintenance	10,567	31,700	21,133	33.3%
Rental	0	5,000	5,000	0.0%
Insurance	3,789	4,350	561	87.1%
General Supplies	53,523	154,500	100,977	34.6%
Energy and Fuel	2,730	11,000	8,270	24.8%
Miscellaneous	7,388	12,360	4,972	59.8%
Education	991	7,200	6,209	13.8%
Public Relations	643	5,000	4,357	12.9%
<b>Expenditure Totals</b>	<b>366,876</b>	<b>881,575</b>	<b>514,699</b>	<b>41.6%</b>
<b>Net Revenues (Expenditures)</b>	<b>77,492</b>	<b>(62,175)</b>	<b>139,667</b>	



# FY 2018 INCOME STATEMENT

## Prior vs. Actual - Golf Fund

### For the Six Months Ended March 31, 2018 and 2017

	FY 2017-2018 Actual 03/31/18	FY 2016-2017 Actual 03/31/17	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Golf Course Receipts	176,375	156,156	20,219	12.9%
Golf Cart Rentals	131,891	133,886	(1,995)	-1.5%
Golf Concessions	42,356	36,319	6,037	16.6%
Golf Merchandise Sales	11,123	11,322	(199)	-1.8%
Interest Earnings	1,995	932	1,063	114.0%
Miscellaneous	5,629	4,580	1,049	22.9%
Transfers from General Fund	75,000	218,488	(143,488)	-65.7%
<b>Revenue Totals</b>	<b>444,369</b>	<b>561,683</b>	<b>(117,314)</b>	<b>-20.9%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	198,377	197,205	(1,171)	-0.6%
Benefits	75,494	73,362	(2,133)	-2.9%
Utilities	13,375	11,209	(2,166)	-19.3%
Repairs/Maintenance	10,567	8,058	(2,509)	-31.1%
Rental	0	3,250	3,250	100.0%
Insurance	3,789	3,835	46	1.2%
General Supplies	53,523	54,371	848	1.6%
Energy and Fuel	2,730	3,109	380	12.2%
Miscellaneous	7,388	5,356	(2,032)	-37.9%
Education	991	140	(851)	-608.0%
Public Relations	643	951	308	32.4%
<b>Expenditure Totals</b>	<b>366,876</b>	<b>360,846</b>	<b>(6,031)</b>	<b>-1.7%</b>
<b>Net Revenues (Expenditures)</b>	<b>77,492</b>	<b>200,837</b>	<b>(123,345)</b>	

**CITY OF SEGUIN  
SALES TAX**

	Fiscal Year <u>2013</u>	Fiscal Year <u>2014</u>	Fiscal Year <u>2015</u>	Fiscal Year <u>2016</u>	Fiscal Year <u>2017</u>	Fiscal Year 2018			<u>% Change</u>	
						<u>1% City</u>	<u>1/4% City *</u>	<u>1/4% SEDC</u>		<u>Total**</u>
October	493,013	497,488	573,358	671,641	565,136	364,939	91,235	91,235	547,409	-3.14%
November	549,117	503,760	533,598	568,471	571,627	580,937	145,234	145,234	871,405	52.44%
December	885,837	720,983	720,209	774,007	737,509	490,629	122,657	122,657	735,944	-0.21%
January	486,354	501,946	533,888	557,843	689,556	383,373	95,843	95,843	575,060	-16.60%
February	530,902	518,985	495,986	553,511	606,478	362,235	90,559	90,559	543,353	-10.41%
March	<u>640,687</u>	<u>633,934</u>	<u>662,615</u>	<u>674,690</u>	<u>685,619</u>	<u>515,574</u>	<u>128,894</u>	<u>128,894</u>	<u>773,361</u>	<u>12.80%</u>
<b>SUBTOTAL</b>	<b>3,585,910</b>	<b>3,377,096</b>	<b>3,519,654</b>	<b>3,800,163</b>	<b>3,855,925</b>	<b>2,697,689</b>	<b>674,422</b>	<b>674,422</b>	<b>4,046,533</b>	<b>4.94%</b>
April	546,773	585,795	598,470	556,275	550,635					
May	511,761	546,079	513,621	556,505	591,444					
June	595,515	629,975	680,644	670,537	664,948					
July	545,054	571,987	616,286	594,049	603,605					
August	553,221	577,350	590,734	574,058	571,970					
September	<u>579,950</u>	<u>621,422</u>	<u>694,831</u>	<u>638,312</u>	<u>596,401</u>					
<b>TOTAL</b>	<b>7,558,871</b>	<b>7,543,638</b>	<b>7,876,855</b>	<b>8,064,589</b>	<b>8,120,547</b>					

\* For Property Tax Reduction

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

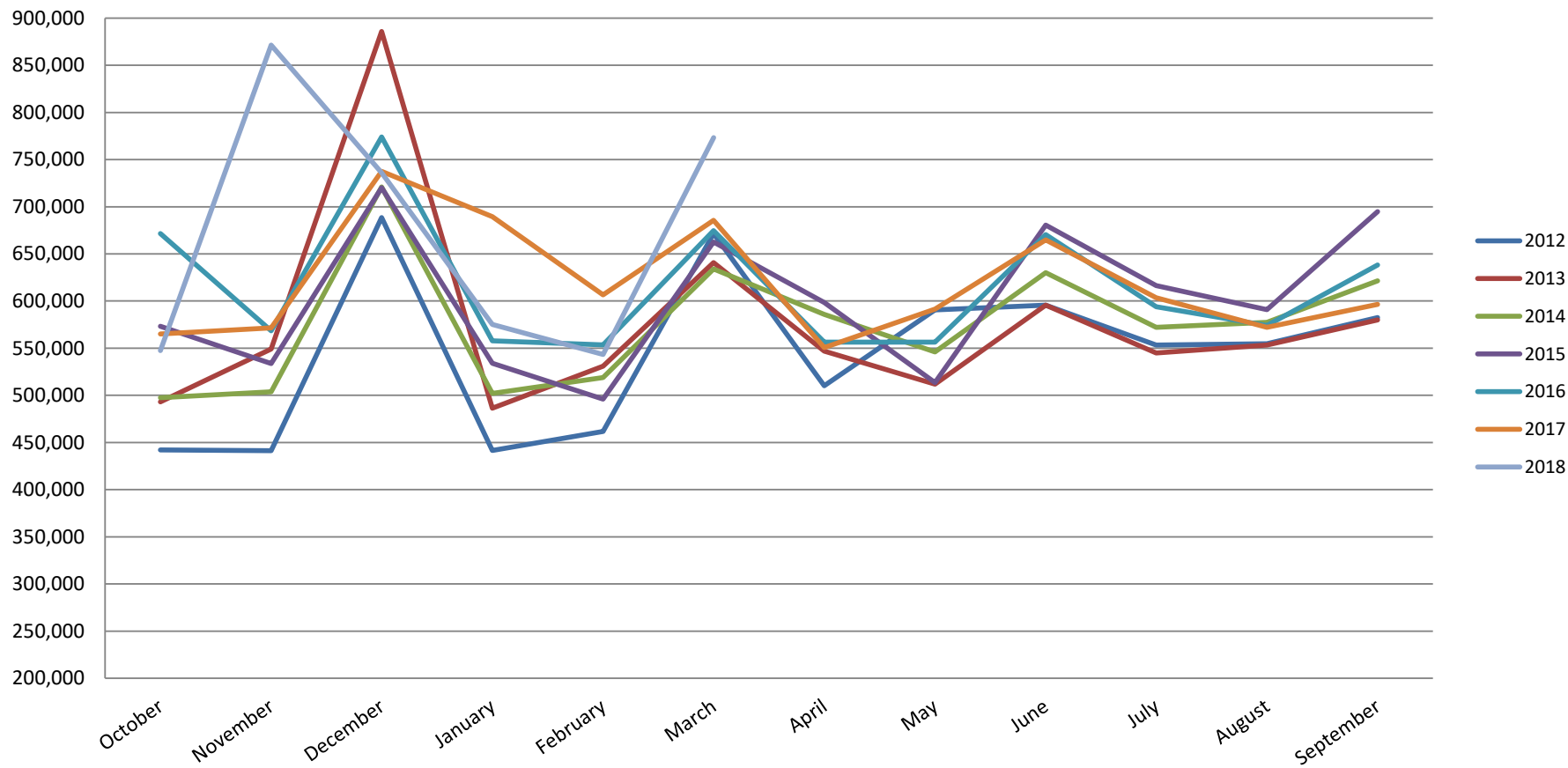
**MARCH SALES TAX REPORT  
FOR SURROUNDING CITIES**

<u>City</u>	<u>2017</u>	<u>2018</u>	<u>% Increase (Decrease)</u>
Seguin	685,619	773,361	12.80%
San Marcos	2,411,595	3,101,995	28.63%
Schertz	1,004,313	1,126,133	12.13%
San Antonio	31,863,495	34,900,309	9.53%
New Braunfels	2,750,167	2,801,274	1.86%
Austin	18,211,084	20,645,729	13.37%
Selma	622,233	602,031	-3.25%
Universal City	402,693	438,722	8.95%
Statewide	514,707,682	557,897,857	8.39%

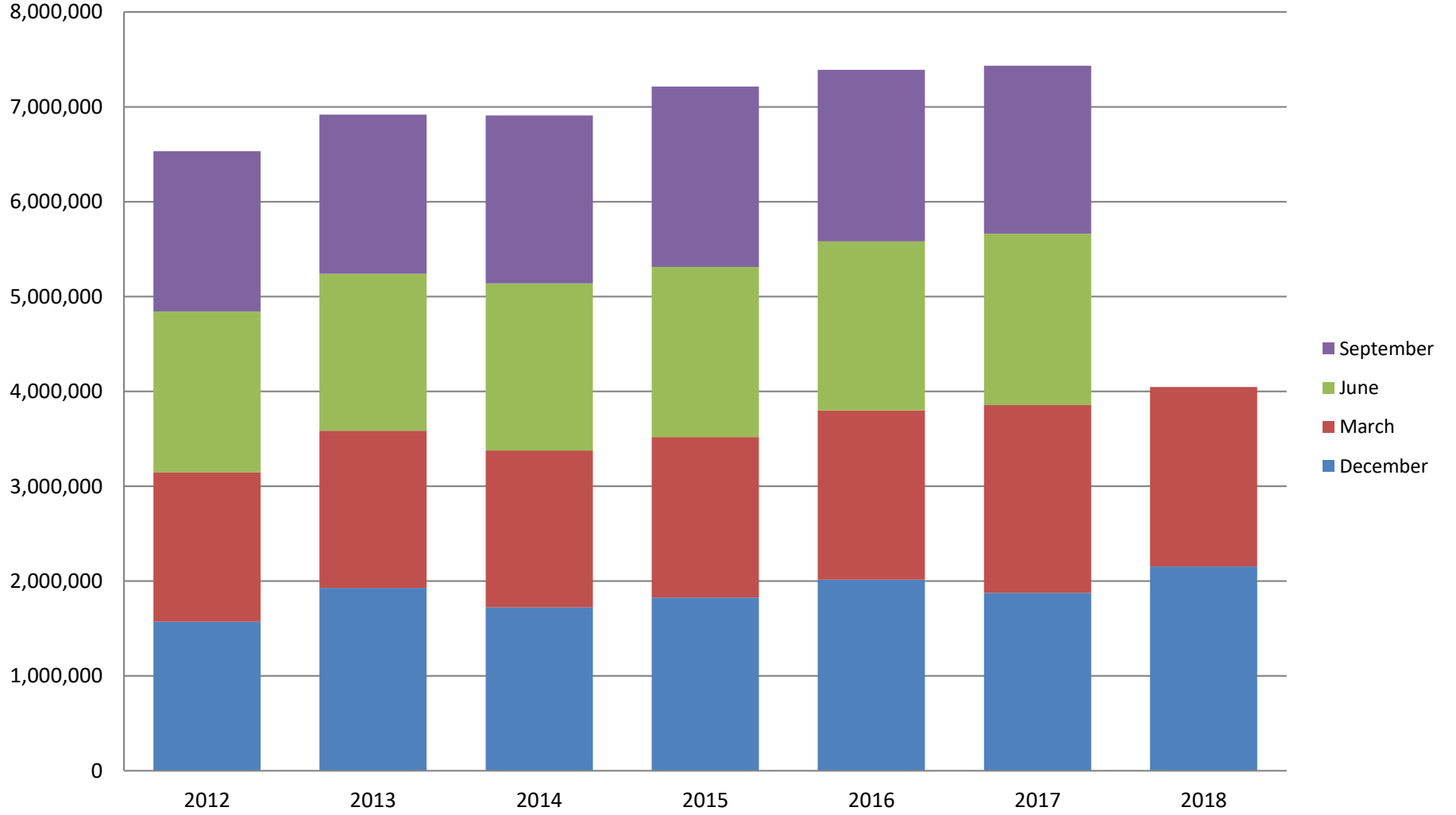
**YEAR-TO-DATE SALES TAX REPORT  
FOR SURROUNDING CITIES**

<u>City</u>	<u>FY2017</u>	<u>FY2018</u>	<u>% Increase (Decrease)</u>
Seguin	3,855,925	4,046,533	4.94%
San Marcos	13,817,739	18,439,515	33.45%
Schertz	5,214,912	5,994,008	14.94%
San Antonio	166,792,381	174,940,430	4.89%
New Braunfels	14,391,854	15,019,535	4.36%
Austin	105,587,172	110,238,797	4.41%
Selma	3,178,301	3,200,453	0.70%
Universal City	2,188,630	2,219,923	1.43%
Statewide	2,707,088,131	2,901,959,246	7.20%

# Sales Tax Trend



# Sales Tax Trend by Quarter



**GRANTS AWARDED AND IN PROGRESS - FY18**

<b>Application</b>	<b>Description</b>	<b>Funding Type</b>	<b>Amount Funded</b>	<b>City Match</b>	<b>Department</b>	<b>Status</b>	<b>Fiscal Year</b>
VCLG-OOG	Victims Liaison	State	\$38,246.00	\$0.00	Police	Ongoing	FY18
JAG	RMS Project	Federal	\$99,320.00	\$0.00	Police	Ongoing	FY18
FEMA SAFER	3-Firefighter positions	Federal	\$368,422.00	\$229,023.00	Fire	Ongoing	FY18-20
OOG-VOCA	Temp. Emergency Housing	Federal	\$40,000.00	\$10,000.00	Police	Ongoing	FY18
United Way	Police DARE	Private	\$11,000.00	\$0.00	Police	Ongoing	FY18
United Way	Main Street	Private	\$5,000.00	\$0.00	Main Street	Ongoing	FY18
Local Border Star	Overtime PD	State	\$15,000.00	\$0.00	Police	Ongoing	FY18
OOG-JJA	Seguin Youth Services	State	\$30,600.00	\$0.00	Seguin Youth Services	Ongoing	FY18
Helping Heroes	Fire Nozzels	Corporate Foundation	\$3,000.00	\$0.00	Fire	Complete	FY18
Help Seguin Shine	Park Playscape	Private	\$1,250.00	\$0.00	Parks	Ongoing	FY18
BPC	Bullet Proof Vests	Federal	\$7,908.62	\$7,908.62	Police	Ongoing	FY18
Anice Reed	Main Street Survey	Private	\$3,500.00	\$0.00	Main Street	Ongoing	FY18
SB12 Program	Rifle Resistant Vest	State	\$29,500.00	\$0.00	Police	Ongoing	FY18
AACOG	Household Hazardous Waste	State	\$19,500.00	\$2,550.00	Public Works	Ongoing	FY18-19
THC-CLG	Main Street Survey	State	\$10,000.00	\$0.00	Main Street	Ongoing	FY18
THC-FORUM	Travel Stipend	State	\$1,079.32	\$0.00	Main Street	Ongoing	FY18
Ent. Enterprises (THC)	Main Street Survey	State	\$2,000.00	\$0.00	Main Street	Ongoing	FY18
TCEQ	TERP*	State	\$73,008.00	*see below	Public Works/FD	Ongoing	FY18-19
Dollar General	Summer Reading	Private	\$1,500.00	\$0.00	Library	Ongoing	FY18
<b>FY18 and after Totals</b>			<b>\$759,833.94</b>	<b>\$249,481.62</b>			

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

**GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD**

<b>Application</b>	<b>Description</b>	<b>Funding Type</b>	<b>Amount Requested</b>	<b>Date Applied</b>	<b>Miscellaneous Notes</b>
Worlds Best Kitty Litter	Kitty litter for Animal Shelter	Coprorate Foundation	In-Kind	3/14/2017	
Walgreens	Personal Tourniquets	Coprorate Foundation	3,600.00	3/16/2017	Police
P.L.A.Y. Pet Beds	Pet beds	Corporate Foundation	In-Kind	4/19/2017	Pet beds for animal shelter
Kong	Toys for the Animal Shelter	Coprorate Foundation	In-Kind	4/19/2017	Kong Toys for animal shelter
OVIDS	Dog Park Equipment	Foundation	1,000.00	4/24/2017	Dog Park equipment for animal shelter
555 Fitness	Fitness Equipment	Foundation	3,000.00	6/13/2017	Fitness equipment for Fire Department
Georgia Pacific Foundation	Bucket Brigade Safety Eqp.	Corporate Foundation	4,900.00	7/5/2017	Brushfire equipment for Fire Department
TxDot General	Police Overtime	State	12,000.00	1/10/2018	
TxDot Step	Police Overtime	State	12,000.00	1/10/2018	
TERP	Engine Replacement	State	Varies	12/10/2017	awaiting one award
JJDP	Truancy Prevention Grant	State	64,316.00	4/6/2018	Seguin Youth Services
TFCA	Harvey Assistance Grant	Private	Varies	5/8/2018	Additional funds for Fire Truck
<b>Total</b>			<b>100,816.00</b>		

\*In-kind is a request for actual equipment or supplies rather than a monetary amount

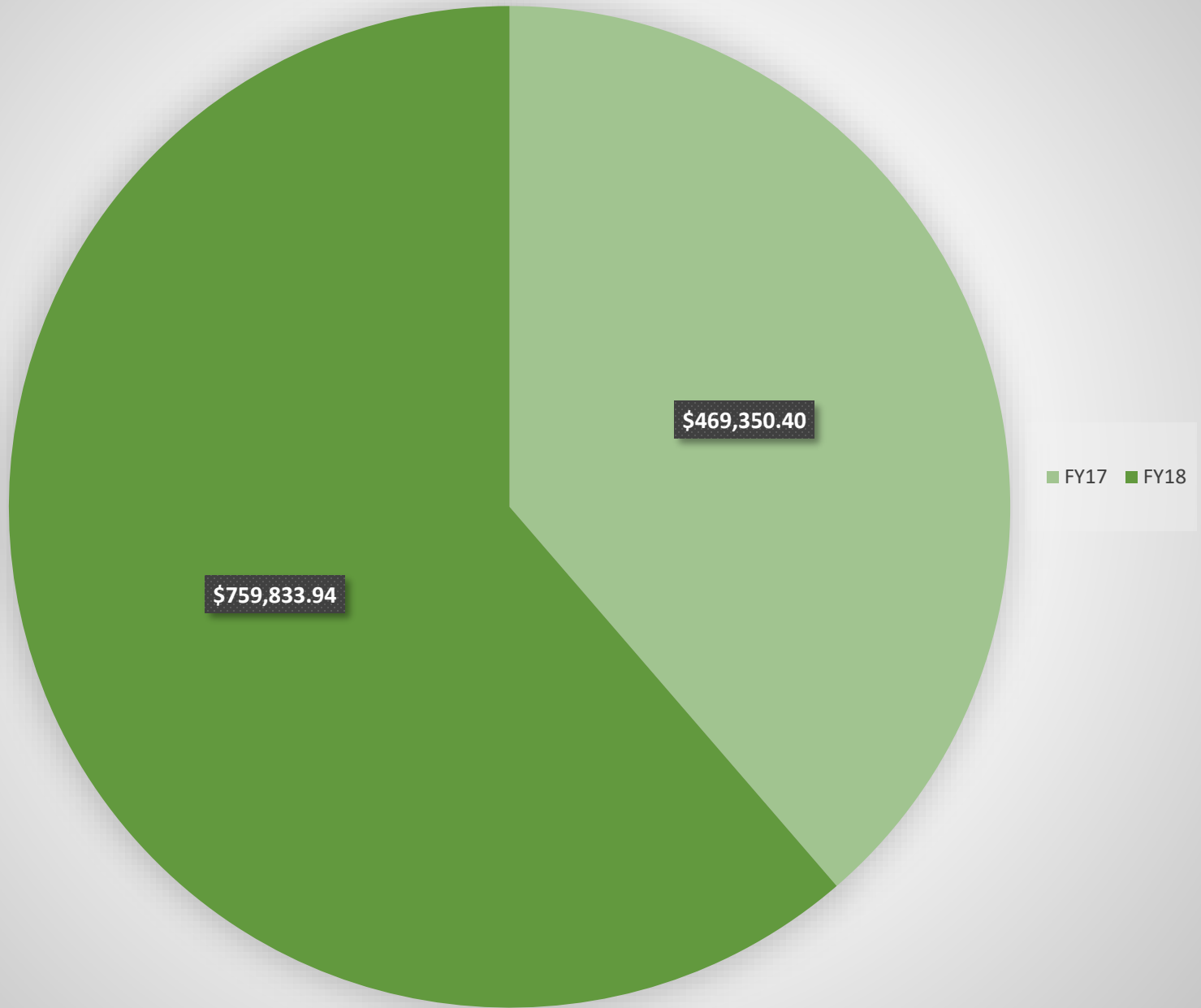
**TXDOT PROJECTS**

<b>Project Name</b>	<b>Federal Funds</b>	<b>State Funding</b>	<b>City Funding</b>	<b>Total Project Cost</b>	<b>Miscellaneous Notes</b>
Tor Drive Improvements	\$2,963,488.00	\$204,466.00	\$1,309,133.00	\$4,477,087.00	Project is in process
Vaughan Sidewalks	\$965,510.00	\$0.00	\$300,515.00	\$1,266,025.00	Project is in process
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
<b>Total</b>	<b>\$10,043,523.00</b>	<b>\$676,855.00</b>	<b>\$3,524,644.00</b>	<b>\$14,245,022.00</b>	

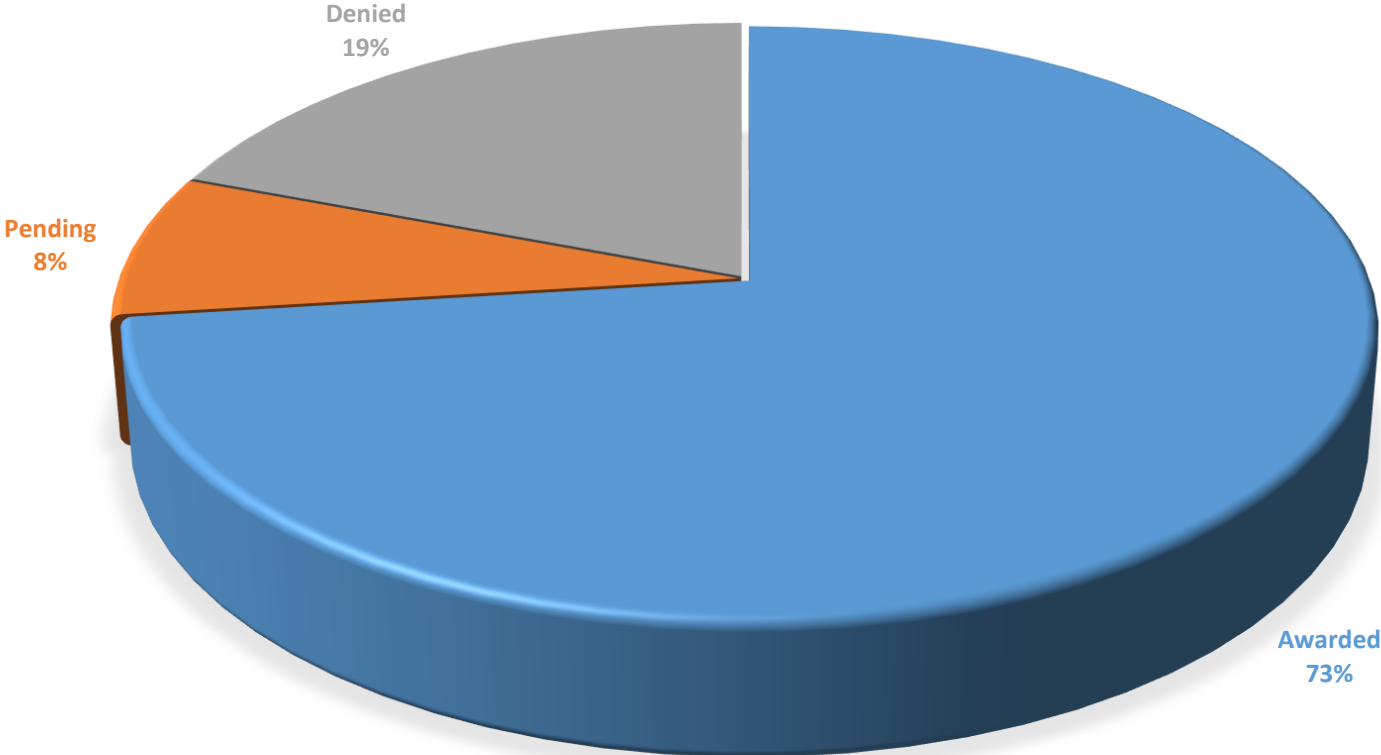
**GRANTS APPLIED FOR AND NOT AWARDED - FY18**

<b>Application</b>	<b>Description</b>	<b>Funding Type</b>	<b>Amount Requested</b>	<b>Date Submitted</b>	<b>Date Notified</b>	<b>Department</b>	<b>Notes</b>
FEMA FST	Fire extinguisher training	Federal	\$14,271.00	5/17/17	10/2/17	Fire	No reason for denial given
FEMA AFG	Lucas Devices	Federal	\$47,244.47	11/18/16	10/10/17	Fire	No reason for denial given
Pet Smart	Spay and Neuter	Private	\$50,000.00	8/29/17	12/4/17	Animal Services	No reason for denial given
Access to Historical Records	Historial Records	Federal	\$19,740.00	10/3/17	10/15/17	City Secretary	Program pulled from funding
Petco Foundation	Spay and Neuter	Private	\$15,000.00	7/14/17	1/10/18	Animal Services	No reason for denial given
San Antonio Conservation	Renovations to Sebastopol	Private	\$15,000.00	9/28/17	1/1/18	Sebastopol	Abudant requests, not in San Antonio area
THC-CLG	Renovations to Sebastopol	State	\$15,000.00	11/6/17	2/2/18	Sebastopol	Selected Historical Survey grant for Main Street instead
Blue Cross/Blue Shield	MS Fund Run	Corporate	\$2,000.00	2/10/18	3/20/18	Police	
OOG	Body Cameras-Medium Dept	State	\$46,107.00	2/16/18	3/10/18	Police	We hade been awarded previously
FEMA AFG	Drones	Federal	\$35,000.00	2/2/18	4/10/18	Fire	
<b>Total</b>			<b>\$259,362.47</b>				

# FY17 vs. FY18 Awarded Grants



# FY 18 GRANTS



**FISCAL YEAR 2018 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	SUBTOTAL	July 31	TOTAL
Holiday Inn Express	33,802.01	34,965.00	32,783.80	101,550.81		101,550.81
La Quinta	25,437.78	17,708.37	19,018.83	62,164.98		62,164.98
Hampton Inn	28,419.64	26,861.91	14,797.04	70,078.59		70,078.59
Comfort Inn Suites	24,145.13	15,277.88	17,706.70	57,129.71		57,129.71
Days Inn	25,026.81	13,979.52	18,375.09	57,381.42		57,381.42
Townplace Suites	43,644.96	31,955.14	39,548.61	115,148.71		115,148.71
Super 8 Motel	10,964.59	7,850.51	8,903.50	27,718.60		27,718.60
Motel 6	9,899.54	9,837.34	8,396.90	28,133.78		28,133.78
Texas Inn (Best Value)	3,418.75	2,684.55	3,356.32	9,459.62		9,459.62
Lake Breeze Ski Lodge	8,021.65	466.90	203.35	8,691.90		8,691.90
Park Place Plaza	6,491.17	not yet paid	not yet paid	6,491.17		6,491.17
Olivia Mansion	1,147.90	886.74	930.14	2,964.78		2,964.78
Seguin Motel	917.56	788.13	953.19	2,658.88		2,658.88
HM Investments (1415 Zipp Road)	238.97	-	-	238.97		238.97
Hammy's Family Lodge (801 Terminal Lp)	616.00	317.59	35.00	968.59		968.59
Hot Spot Mngmt (460 River Drive)	5,634.93	1,921.50	2,220.05	9,776.48		9,776.48
Hot Spot Mngmt (440 River Drive)	did not rent		-	-		-
Hot Spot Mngmt (496 River Drive)	661.50	259.50	-	921.00		921.00
Hot Spot Mngmt (318 Guadalupe River Drive)	381.50	-	59.50	441.00		441.00
Randy Robisheaux (176 Lakeside)	1,284.15	804.65	381.36	2,470.16		2,470.16
Randy Robisheaux (221 Lakewood Dr.)	831.88	170.24	-	1,002.12		1,002.12
Randy Robisheaux (2303 Lakewood Dr.)	1,067.50	253.33	195.51	1,516.34		1,516.34
Randy Robisheaux (492 Turtle Lane)	1,968.40	773.15	327.25	3,068.80		3,068.80
S. Carruthers (440 Turtle Lane)	739.33	122.14	208.63	1,070.10		1,070.10
River Retreat Properties (1101 Lakeview)	2,048.90	552.09	717.50	3,318.49		3,318.49
Geronimo Creek Retreat (2050 Laubach)	7,597.94	4,246.55	2,360.89	14,205.38		14,205.38
Patsy Tankersley (710 Gloria Drive)	526.26	363.16	1,055.22	1,944.64		1,944.64
Hollingsworth/Lucero (154 Guadalupe River Dr.)	1,039.08	338.97	948.20	2,326.25		2,326.25
Bucks Perch (254 Rosewood, McQueeney)	did not rent		-	-		-
Sonka Guest House	48.30	23.10	15.15	86.55		86.55
Paradise on Placid (130 Lee Street)	did not rent		-	-		-
My Happy Place (240 Riverview Rd)	did not rent		-	-		-
Birds Nest (444 Laguna Vista Dr)	did not rent		-	-		-
Zen on the Bend Vaca Rental (496 River Road)	did not rent		147.00	147.00		147.00
Serendipity Vacation Rentals (1007 Reiley Road)	237.77	441.00	551.25	1,230.02		1,230.02
Han Pho (939 Reiley Road)	735.25			735.25		735.25
Cottontail Creek	-	9.10	-	9.10		9.10
<b>Total Collected</b>	<b>246,995.15</b>	<b>173,858.06</b>	<b>174,195.98</b>	<b>595,049.19</b>	<b>-</b>	<b>595,049.19</b>

**FISCAL YEAR 2017 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	SUBTOTAL	July 31	TOTAL
Holiday Inn Express	37,395.82	29,397.86	37,073.74	103,867.42	39,524.58	143,392.00
La Quinta	17,817.72	17,598.83	16,064.46	51,481.01	22,778.52	74,259.53
Hampton Inn	27,764.94	20,357.95	29,749.61	77,872.50	29,214.24	107,086.74
Comfort Inn Suites	16,877.71	12,882.13	17,513.23	47,273.07	19,060.61	66,333.68
Days Inn	21,945.21	13,141.61	16,521.46	51,608.28	20,976.85	72,585.13
Townplace Suites	38,151.82	30,816.03	32,504.96	101,472.81	33,594.07	135,066.88
Super 8 Motel	12,051.76	6,949.77	10,855.91	29,857.44	7,772.99	37,630.43
Motel 6	10,987.92	7,246.61	7,842.51	26,077.04	9,753.23	35,830.27
Best Value Inn	3,649.21	3,717.13	4,140.41	11,506.75	2,932.58	14,439.33
Lake Breeze Ski Lodge	7,956.20	466.90	274.75	8,697.85	5,106.85	13,804.70
Park Place Plaza	7,930.81	5,744.17	6,223.81	19,898.79	7,840.63	27,739.42
Olivia Mansion	521.89	546.94	917.40	1,986.23	460.04	2,446.27
Seguin Motel	965.37	785.61	926.03	2,677.01	996.66	3,673.67
HM Investments (1415 Zipp Road)	649.82	-	105.38	755.20	996.17	1,751.37
Hammy's Family Lodge (801 Terminal Lp)	1,025.59	-	-	1,025.59	0.00	1,025.59
Hot Spot Mngmt (460 River Drive)	6,147.05	2,172.94	1,253.35	9,573.34	2,265.69	11,839.03
Hot Spot Mngmt (440 River Drive)	5,860.75	1,167.25	-	7,028.00	0.00	7,028.00
Hot Spot Mngmt (496 River Drive)	1,056.65	-	-	1,056.65	531.72	1,588.37
Hot Spot Mngmt (318 Guadalupe River Drive)	262.50	-	91.00	353.50	0.00	353.50
Randy Robisheaux (176 Lakeside)	2,007.60	724.36	551.95	3,283.91	1,942.50	5,226.41
Randy Robisheaux (221 Lakewood Dr.)	1,101.10	321.79	87.50	1,510.39	806.75	2,317.14
Randy Robisheaux (2303 Lakewood Dr.)	1,928.50	571.55	306.25	2,806.30	1,172.50	3,978.80
Randy Robisheaux (492 Turtle Lane)	2,990.40	1,137.50	360.50	4,488.40	2,222.15	6,710.55
S. Carruthers (440 Turtle Lane)	646.26	295.12	261.22	1,202.60	649.01	1,851.61
River Retreat Properties (1101 Lakeview)	2,137.40	648.22	748.37	3,533.99	1,455.65	4,989.64
Geronimo Creek Retreat (2050 Laubach)	7,400.47	3,857.83	4,066.75	15,325.05	6,889.59	22,214.64
Patsy Tankersley (710 Gloria Drive)	621.54	380.91	501.77	1,504.22	561.64	2,065.86
Hollingsworth/Lucero (154 Guadalupe River Dr.)	1,244.60	243.42	220.49	1,708.51	1,344.54	3,053.05
Bucks Perch (254 Rosewood, McQueeney)	1,109.69	574.00	-	1,683.69	0.00	1,683.69
Sonka Guest House	61.55	53.55	21.21	136.31	56.84	193.15
Paradise on Placid (130 Lee Street)	1,349.58	52.28	-	1,401.86	0.00	1,401.86
My Happy Place (240 Riverview Rd)	148.80	211.80	-	360.60	216.00	576.60
Chris Ramirez (193 Signal Hill)	389.00	24.64	no longer renting	413.64	0.00	413.64
Birds Nest (444 Laguna Vista Dr)	-	136.55	-	136.55	new mngmt.	136.55
Zen on the Bend Vaca Rental (496 River Road)	-	-	166.25	166.25	no longer renting	166.25
Sons Island (110 Lee Street)	-	-	2,444.90	2,444.90	634.93	3,079.83
Han Pho (939 Reiley Road)	-	-	-	-	495.95	495.95
<b>Total Collected</b>	<b>242,155.23</b>	<b>162,225.25</b>	<b>191,795.17</b>	<b>596,175.65</b>	<b>222,253.48</b>	<b>818,429.13</b>