



It's real.

Date: February 8, 2018

To: Mayor and City Councilmembers
Douglas Faseler, City Manager

From: Susan Caddell *Susan Caddell*
Director of Finance

Subject: Financial Reports for Three Months Ended December 31, 2017

Attached you will find financial reports for the General, Utility, Coliseum, Sequin Events Complex, and Golf Fund for the Three Months ended December 31, 2017.

The first report is the Income Statement for the General Fund on a budgetary comparison. We have collected 34.4% of our budgeted revenues.

- Property Tax Revenue is 47.6% of budget. We do collect the largest of this budget during the first four months of fiscal year.
- Building Permits is 28.4% of budget. We continue to see development in the Mill Creek Crossing Subdivision as well as the Nolte Farms Subdivision.
- Public Safety Revenue is 49.2% 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.
- Private Source Donations is 191% of budget. We received donations of \$19,100 for the library that were unexpected.
- Miscellaneous Revenue is 49.1% 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 26.2% of budget. Non-Departmental is 59.3% of budget. This is due to the fact the entire amount of budgeted transfer of \$935,230 to General Fund Capital Projects has been transferred at the beginning of the year. 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 December, we have transferred \$2,232,188.03 to that fund.

The next report is the Income Statement for the General Fund as compared to FY17. Our revenue increased by \$454,386 or 4.8% from this time last year, with the largest being in Sales Tax revenue of \$280,487. 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 \$340,863 or 4.6% 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.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We have collected 26.2% 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.

Expenditures for the Utility Fund are 24% of budget. Non-Departmental is 38.6% of the budget. This is due to the fact the entire amounts of budgeted transfers of \$1,473,550 and \$271,040 to Utility Fund Capital Projects and Rate Stabilization Fund, respectively, were transferred at the beginning of the year.

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

- Our revenue increased by \$637,249 or 5.5%. There has been an increase in consumption in electric, water, and sewer, along with the increase in the water and sewer rates.
- Expenditures have decreased by \$1,094,483 or 8.98.4%.
- Water Plant is down by \$1,274,885 due to the fact the invoices for October, November, and December were not paid until January.
- Transfers to Utility Fund Capital Projects have decreased by \$408,659.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. On the Income Statement for the Golf Fund compared to FY17, you will notice revenue is down by \$120,803. 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 \$22,684.

The next reports detail more information about the sales tax revenue. Sales taxes were down slightly for the months of October and December. Sales tax for the month of November was up \$299,778 or 52.44%. \$298,905 of this increase was due to collections derived from audit payments. I have provided comparisons to prior years, along with comparisons to the surrounding cities.

I have also included grant reports for your information. Finally, you will find Occupancy Tax reports for FY18 and FY17.

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



FY2018 INCOME STATEMENT-GENERAL FUND

For the Three Months Ended December 31, 2017

	FY 2017-2018 Actual 12/31/17	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
001 - GENERAL FUND REVENUE				
3110 - Property Tax	4,781,757	10,036,600	(5,254,843)	47.6%
3180 - Franchise Taxes	44,832	1,014,929	(970,097)	4.4%
3210 - Building Permits	169,314	596,000	(426,686)	28.4%
3220 - Other Licenses & Permits	2,400	80,000	(77,600)	3.0%
3310 - Interlocal Agreement	119,734	788,742	(669,008)	15.2%
3340 - State/Federal Gov. Grants	3,611	41,246	(37,635)	8.8%
3350 - Sales Tax	2,154,759	7,475,000	(5,320,242)	28.8%
3350 - Other State Gov. Shared Revenue	23,251	103,000	(79,749)	22.6%
3390 - Local Grants & Contribut.	0	0	0	#DIV/0!
3410 - Charges for Services	2,528	7,500	(4,973)	33.7%
3420 - Public Safety	663,896	1,350,000	(686,104)	49.2%
3440 - Sanitation Revenues	448,449	1,745,100	(1,296,651)	25.7%
3450 - Health	22,730	73,000	(50,270)	31.1%
3470 - Culture and Recreation	81,482	357,000	(275,518)	22.8%
3510 - Municipal Court	352,649	1,601,350	(1,248,701)	22.0%
3520 - Library	9,097	34,800	(25,703)	26.1%
3610 - Interest Revenues	23,893	86,400	(62,507)	27.7%
3620 - Miscellaneous Revenues	370,136	753,741	(383,605)	49.1%
3630 - Lease Revenues	11,903	11,903	(1)	100.0%
3650 - Private Source Donations	19,100	10,000	9,100	191.0%
3700 - User Fees	553,884	2,215,537	(1,661,653)	25.0%
3910 - Intragovernmental Trnsfrs	46,232	438,350	(392,118)	10.5%
Revenue Totals	9,905,635	28,820,198	(18,914,563)	34.4%
001 - GENERAL FUND EXPENDITURES				
10 - General Government	16,317	79,418	63,101	20.5%
11 - City Manager	56,286	263,893	207,607	21.3%
12 - Finance	114,033	552,318	438,285	20.6%
14 - Legal and Judicial	84,199	378,297	294,098	22.3%
16 - Police	1,528,064	7,625,604	6,097,922	20.0%
17 - Fire	1,243,804	5,907,479	4,663,675	21.1%
18 - Animal Services	105,381	536,011	430,630	19.7%
21 - Planning	232,663	1,113,912	881,249	20.9%
22 - City Secretary	21,629	88,002	66,073	24.6%
23 - Human Resources	79,032	375,678	296,646	21.0%
24 - Public Works Department	845,135	4,084,534	3,239,399	20.7%
25 - Vehicle Maintenance	87,121	334,860	247,739	26.0%
28 - Downtown & Main St. Prog.	47,241	190,544	143,303	24.8%
29 - Facilities	42,660	270,657	227,997	15.8%
31 - Public Library	252,473	1,152,396	899,923	21.9%
34 - Parks and Recreation	330,998	1,755,107	1,424,109	18.9%
87 - Information Technologies	104,519	581,306	476,787	18.0%
89 - City Attorney	20,170	105,171	85,001	19.2%
90 - Non-Departmental	2,586,732	4,360,241	1,773,509	59.3%
Expenditure Totals	7,798,458	29,755,428	21,957,052	26.2%
	2,107,177	(935,230)	3,042,407	



FY2018 INCOME STATEMENT

Prior vs. Actual - General Fund

For Three Months Ended December 31, 2017 and 2016

	FY 2017-2018 Actual 12/31/17	FY 2016-2017 Actual 12/31/16	Variance Pos. (Neg)	% Variance Pos. (Neg.)
001 - GENERAL FUND REVENUE				
3110 - Property Tax	4,781,757	4,586,881	194,875	4.2%
3180 - Franchise Taxes	44,832	39,442	5,390	13.7%
3210 - Building Permits	169,314	259,778	(90,464)	-34.8%
3220 - Other Licenses & Permits	2,400	4,800	(2,400)	-50.0%
3310 - Interlocal Agreement	119,734	189,219	(69,485)	-36.7%
3340 - State/Federal Gov. Grants	3,611	72	3,539	4937.4%
3350 - Sales Tax	2,154,759	1,874,272	280,487	15.0%
3350 - Other State Gov. Shared Revenue	23,251	25,825	(2,574)	-10.0%
3390 - Local Grants & Contribut.	0	7,500	(7,500)	-100.0%
3410 - Charges for Services	2,528	1,367	1,161	84.9%
3420 - Public Safety	663,896	582,543	81,354	14.0%
3440 - Sanitation Revenues	448,449	432,035	16,413	3.8%
3450 - Health	22,730	18,425	4,306	23.4%
3470 - Culture and Recreation	81,482	86,299	(4,817)	-5.6%
3510 - Municipal Court	352,649	314,455	38,194	12.1%
3520 - Library	9,097	10,743	(1,645)	-15.3%
3610 - Interest Revenues	23,893	14,131	9,762	39830.4%
3620 - Miscellaneous Revenues	370,136	380,435	(10,300)	-2.7%
3630 - Lease Revenues	11,903	11,903	0	0.0%
3650 - Private Source Donations	19,100	30,940	(11,840)	-38.3%
3700 - User Fees	553,884	528,758	25,126	4.8%
3910 - Intragovernmental Trnsfrs	46,232	51,428	(5,196)	-10.1%
Revenue Totals	9,905,635	9,451,248	454,386	4.8%
001 - GENERAL FUND EXPENDITURES				
10 - General Government	16,317	16,125	(192)	-1.2%
11 - City Manager	56,286	55,118	(1,168)	-2.1%
12 - Finance	114,033	101,808	(12,225)	-12.0%
14 - Legal and Judicial	84,199	81,422	(2,777)	-3.4%
16 - Police	1,528,064	1,503,503	(24,561)	-1.6%
17 - Fire	1,243,804	1,202,261	(41,543)	-3.5%
18 - Animal Services	105,381	76,557	(28,824)	-37.7%
21 - Planning	232,663	197,008	(35,655)	-18.1%
22 - City Secretary	21,629	32,129	10,500	32.7%
23 - Human Resources	79,032	80,989	1,957	2.4%
24 - Public Works Department	845,135	1,020,640	175,505	17.2%
25 - Vehicle Maintenance	87,121	101,100	13,979	13.8%
28 - Downtown & Main St. Prog.	47,241	44,403	(2,838)	-6.4%
29 - Facilities	42,660	39,791	(2,869)	-7.2%
31 - Public Library	252,473	237,581	(14,892)	-6.3%
34 - Parks and Recreation	330,998	326,489	(4,509)	-1.4%
87 - Information Technologies	104,519	82,523	(21,996)	-26.7%
89 - City Attorney	20,170	21,087	917	4.3%
90 - Non-Departmental	2,586,732	2,237,061	(349,671)	-15.6%
Expenditure Totals	7,798,458	7,457,595	(340,863)	-4.6%
Net Revenues (Expenditures)	2,107,177	1,993,653	113,524	



FY2018 INCOME STATEMENT-UTILITY FUND

For Three Months Ended December 31, 2017

Account Number	Account Name	FY 2017-2018 Actual 12/31/17	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
002 - UTILITY FUND REVENUE					
3410	- Charges for Services	35,913	275,469	(239,556)	13.0%
3430	- Electric Revenue	7,269,063	27,217,900	(19,948,837)	26.7%
3432	- Water Revenue	2,684,543	11,157,600	(8,473,057)	24.1%
3434	- Sewer Revenue	1,798,852	6,459,400	(4,660,548)	27.8%
3480	- Other Charges	166,687	615,000	(448,313)	27.1%
3610	- Interest Revenues	32,470	41,000	(8,530)	79.2%
3620	- Miscellaneous Revenues	114,853	430,900	(316,047)	26.7%
3700	- User Fees	21,500	86,000	(64,500)	25.0%
3900	- Intragovernmental Transfers	23,950	23,950	0	100.0%
4 - Revenue Totals:		12,147,831	46,307,219	(34,159,388)	26.2%
002 - UTILITY EXPENDITURES					
44	- Utility Billing	87,580	501,387	413,807	17.5%
45	- Utility Administration	99,511	538,855	439,344	18.5%
46	- Administrative Services	297,012	1,434,431	1,137,419	20.7%
47	- Electric Distribution	4,826,220	21,050,057	16,223,837	22.9%
48	- Utility Services	265,691	1,234,038	968,347	21.5%
56	- Water Plant	324,103	5,192,880	4,868,777	6.2%
57	- Water/Sewer	615,325	2,800,340	2,185,015	22.0%
65	- Geronimo Creek WWTP	67,314	296,800	229,486	22.7%
66	- Walnut Branch WWTP	291,602	1,281,420	989,818	22.8%
80	- Economic Development	67,209	327,479	260,270	20.5%
81	- Facilities	159,743	875,381	715,638	18.2%
87	- Information Technologies	86,931	546,092	459,161	15.9%
89	- City Attorney	20,175	225,072	204,897	9.0%
90	- Non-Departmental	4,011,756	10,402,987	6,391,231	38.6%
Expenditure Totals:		11,220,173	46,707,219	35,487,046	24.0%
Net Revenues (Expenditures)		927,658	(400,000)	1,327,658	



FY2018 Income Statement

Prior vs. Actual - Utility Fund

**For Three Months Ended December 31, 2017
and 2016**

Account Number	Account Name	FY 2017-2018 Actual 12/31/17	FY 2016-2017 Actual 12/31/16	Variance Pos. (Neg)	% Variance Pos. (Neg.)
002 - UTILITY FUND REVENUE					
3410 - Charges for Services		35,913	31,238	4,675	15.0%
3430 - Electric Revenue		7,269,063	7,138,885	130,178	1.8%
3432 - Water Revenue		2,684,543	2,443,146	241,397	9.9%
3434 - Sewer Revenue		1,798,852	1,624,190	174,663	10.8%
3480 - Other Charges		166,687	166,935	(249)	-0.1%
3610 - Interest Revenues		32,470	12,509	19,962	159.6%
3620 - Miscellaneous Revenues		114,853	72,179	42,674	59.1%
3700 - User Fees		21,500	21,500	0	0.0%
3910 - Intragovernmental Transfers		23,950	0	23,950	#DIV/0!
4 - Revenue Totals:		12,147,831	11,510,581	637,249	5.5%
002 - UTILITY EXPENDITURES					
44 - Utility Billing		87,580	97,861	10,281	10.5%
45 - Utility Administration		99,511	93,406	(6,105)	-6.5%
46 - Administrative Services		297,012	267,131	(29,881)	-11.2%
47 - Electric Distribution		4,826,220	4,632,034	(194,186)	-4.2%
48 - Utility Services		265,691	225,039	(40,652)	-18.1%
56 - Water Plant		324,103	1,598,988	1,274,885	79.7%
57 - Water/Sewer		615,325	577,770	(37,555)	-6.5%
64 - Springs Hill WW System		0	46,594	46,594	100.0%
65 - Geronimo Creek WWTP		67,314	61,795	(5,519)	-8.9%
66 - Walnut Branch WWTP		291,602	254,840	(36,762)	-14.4%
80 - Economic Development		67,209	51,232	(15,977)	-31.2%
81 - Facilities		159,743	136,916	(22,827)	-16.7%
87 - Information Technologies		86,931	65,787	(21,144)	-32.1%
89 - City Attorney		20,175	55,825	35,650	63.9%
90 - Non-Departmental		4,011,756	4,149,438	137,682	3.3%
Expenditure Totals:		11,220,173	12,314,656	1,094,483	8.9%
Net Revenues (Expenditures)		927,658	(804,075)	1,731,733	



INCOME STATEMENT-COLISEUM FUND

For Three Months Ended December 31, 2017

	FY 2017-2018 Actual 12/31/17	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
007 - COLISEUM REVENUES				
Auditorium Rental Fees	17,416	86,000	(68,584)	20.3%
Concession Income	2,907	10,000	(7,093)	29.1%
Interest Earnings	477	450	27	106.0%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	67	100	(33)	66.8%
Transfers from Occupancy Tax	56,188	224,750	(168,563)	25.0%
Revenue Totals	77,055	321,300	(244,245)	24.0%
007 - COLISEUM EXPENDITURES				
Salaries	4,901	40,183	35,282	12.2%
Benefits	1,414	18,010	16,596	7.9%
Utilities	17,156	98,875	81,719	17.4%
Janitorial Services	21,500	86,000	64,500	25.0%
Repairs/Maintenance	2,717	31,800	29,083	8.5%
Equipment Rental	45	300	255	15.0%
General Supplies	1,513	18,150	16,637	8.3%
Credit Card Service Fees	111	650	540	17.0%
Education	0	936	936	0.0%
Public Relations	0	2,000	2,000	0.0%
Capital Outlay	537	10,000	9,463	5.4%
Expenditure Totals	49,894	306,904	257,010	16.3%
Net Revenues (Expenditures)	27,161	14,396	12,765	



FY2018 INCOME STATEMENT

Prior vs. Actual - Coliseum

For the Three Months Ended December 31, 2017 and 2016

	FY 2017-2018 Actual 12/31/17	FY 2016-2017 Actual 12/31/16	Variance Pos. (Neg)	% of Budget
007 - COLISEUM REVENUES				
Auditorium Rental Fees	17,416	6,750	10,666	158.0%
Concession Income	2,907	2,382	526	22.1%
Interest Earnings	477	137	340	248.8%
Miscellaneous Revenue	0	9,725	(9,725)	-100.0%
Credit Card Service Fees	67	94	(27)	-28.6%
Transfers from Occupancy Tax	56,188	54,375	1,813	3.3%
Revenue Totals	77,055	73,462	3,593	4.9%
007 - COLISEUM EXPENDITURES				
Salaries	4,901	7,886	2,985	37.9%
Benefits	1,414	2,070	656	31.7%
Utilities	17,156	19,526	2,370	12.1%
Janitorial Services	21,500	21,500	(0)	0.0%
Repairs/Maintenance	2,717	3,946	1,229	31.1%
Equipment Rental	45	95	50	52.8%
General Supplies	1,513	5,633	4,120	73.1%
Credit Card Service Fees	111	101	(9)	-9.2%
Education	0	66	66	100.0%
Public Relations	0	0	0	#DIV/0!
Capital Outlay	537	0	(537)	#DIV/0!
Expenditure Totals	49,894	60,823	10,929	18.0%
Net Revenues (Expenditures)	27,161	12,639	14,522	



INCOME STATEMENT-SEGUIN EVENTS COMPLEX

For the Three Months Ended December 31, 2017

FY 2017-2018 Actual 12/31/17	FY 2016-2017 Actual 12/31/16	Variance Pos. (Neg)	% of Budget
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020 - SEGUIN EVENTS COMPLEX REVENUES

Concession Income	537	1,000	(464)	53.7%
Rodeo Arena Rentals	4,330	20,000	(15,670)	21.7%
Fairgrounds Facilities Rentals	3,577	25,000	(21,423)	14.3%
Interest Earnings	187	175	12	106.7%
Transfers from Occupancy Tax	18,299	73,197	(54,898)	25.0%
Revenue Totals	26,930	119,372	(92,442)	22.6%

020 - SEGUIN EVENTS COMPLEX EXPENDITURES

Salaries	10,741	51,976	41,235	20.7%
Benefits	4,728	22,575	17,847	20.9%
Utilities	6,144	25,100	18,956	24.5%
Repairs/Maintenance	(1,154)	6,200	7,354	-18.6%
General Supplies	880	12,200	11,320	7.2%
Expenditure Totals	21,339	118,051	96,712	18.1%

Net Revenues (Expenditures)

5,591	1,321	4,270
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FY2018 INCOME STATEMENT

Prior vs. Actual - Seguin Events Complex

For the Three Months Ended December 31, 2017 and 2016

	FY 2017-2018 Actual 12/31/17	FY 2016-2017 Actual 12/31/16	Variance Pos. (Neg)	% of Budget
020 - SEGUIN EVENTS COMPLEX REVENUES				
Concession Income	537	712	(176)	-24.7%
Rodeo Arena Rentals	4,330	4,530	(200)	-4.4%
Fairgrounds Facilities Rentals	3,577	1,930	1,647	85.3%
Interest Earnings	187	(2)	189	
Transfers from Occupancy Tax	18,299	18,011	288	1.6%
Revenue Totals	26,930	25,181	1,749	6.9%
020 - SEGUIN EVENTS COMPLEX EXPENDITURES				
Salaries	10,741	8,610	(2,130)	-24.7%
Benefits	4,728	3,757	(971)	-25.9%
Utilities	6,144	6,827	683	10.0%
Repairs/Maintenance	(1,154)	398	1,552	389.8%
General Supplies	880	2,832	1,952	68.9%
Expenditure Totals	21,339	22,424	1,085	4.8%
Net Revenues (Expenditures)	5,591	2,757	2,833	



INCOME STATEMENT-GOLF FUND

For the Three Months Ended December 31, 2017

	FY 2017-2018 Actual 12/31/17	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
020 - SEGUIN EVENTS COMPLEX REVENUES				
Golf Course Receipts	109,907	315,000	(205,093)	34.9%
Golf Cart Rentals	68,168	296,000	(227,832)	23.0%
Golf Concessions	21,687	90,000	(68,313)	24.1%
Golf Merchandise Sales	5,613	30,000	(24,387)	18.7%
Interest Earnings	885	1,400	(516)	63.2%
Miscellaneous	3,151	12,000	(8,849)	26.3%
Transfers from General Fund	75,000	75,000	0	100.0%
Revenue Totals	284,410	819,400	(534,990)	34.7%
020 - SEGUIN EVENTS COMPLEX EXPENDITURES				
Salaries	89,175	444,208	355,033	20.1%
Benefits	34,333	171,557	137,224	20.0%
Utilities	7,892	34,700	26,808	22.7%
Repairs/Maintenance	8,341	31,700	23,359	26.3%
Rental	0	5,000	5,000	0.0%
Insurance	3,789	4,350	561	87.1%
General Supplies	22,099	154,500	132,401	14.3%
Energy and Fuel	1,615	11,000	9,385	14.7%
Miscellaneous	3,830	12,360	8,530	31.0%
Education	31	7,200	7,169	0.4%
Public Relations	210	5,000	4,790	4.2%
Expenditure Totals	171,314	881,575	710,261	19.4%
Net Revenues (Expenditures)	113,096	(62,175)	175,271	



FY 2018 INCOME STATEMENT

Prior vs. Actual - Golf Fund

For the Three Months Ended December 31, 2017 and 2016

	FY 2017-2018 Actual 12/31/17	FY 2016-2017 Actual 12/31/16	Variance Pos. (Neg)	% of Budget
020 - SEGUIN EVENTS COMPLEX REVENUES				
Golf Course Receipts	109,907	98,741	11,166	11.3%
Golf Cart Rentals	68,168	65,680	2,488	3.8%
Golf Concessions	21,687	15,171	6,515	42.9%
Golf Merchandise Sales	5,613	4,551	1,062	23.3%
Interest Earnings	885	436	449	102.9%
Miscellaneous	3,151	2,146	1,005	46.8%
Transfers from General Fund	75,000	218,488	(143,488)	-65.7%
Revenue Totals	284,410	405,214	(120,803)	-29.8%
020 - SEGUIN EVENTS COMPLEX EXPENDITURES				
Salaries	89,175	91,207	2,032	2.2%
Benefits	34,333	32,196	(2,137)	-6.6%
Utilities	7,892	5,668	(2,224)	-39.2%
Repairs/Maintenance	8,341	2,205	(6,136)	-278.3%
Rental	0	0	0	#DIV/0!
Insurance	3,789	3,835	46	1.2%
General Supplies	22,099	29,672	7,573	25.5%
Energy and Fuel	1,615	1,445	(169)	-11.7%
Miscellaneous	3,830	2,577	(1,253)	-48.6%
Education	31	40	9	22.6%
Public Relations	210	50	(160)	-318.7%
Expenditure Totals	171,314	168,894	(2,420)	-1.4%
Net Revenues (Expenditures)	113,096	236,320	(123,224)	

**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>1% City</u>	<u>1/4% City *</u>	<u>1/4% SEDC</u>	<u>Total**</u>	<u>% Change</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	<u>885,837</u>	<u>720,983</u>	<u>720,209</u>	<u>774,007</u>	<u>737,509</u>	<u>490,629</u>	<u>122,657</u>	<u>122,657</u>	<u>735,944</u>	<u>-0.21%</u>
SUBTOTAL	1,927,967	1,722,231	1,827,165	2,014,119	1,874,272	1,436,506	359,126	359,126	2,154,759	14.97%
January	486,354	501,946	533,888	557,843	689,556					
February	530,902	518,985	495,986	553,511	606,478					
March	640,687	633,934	662,615	674,690	685,619					
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>					
TOTAL	6,918,184	6,909,704	7,214,240	7,389,899	7,434,928					

* For Property Tax Reduction

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

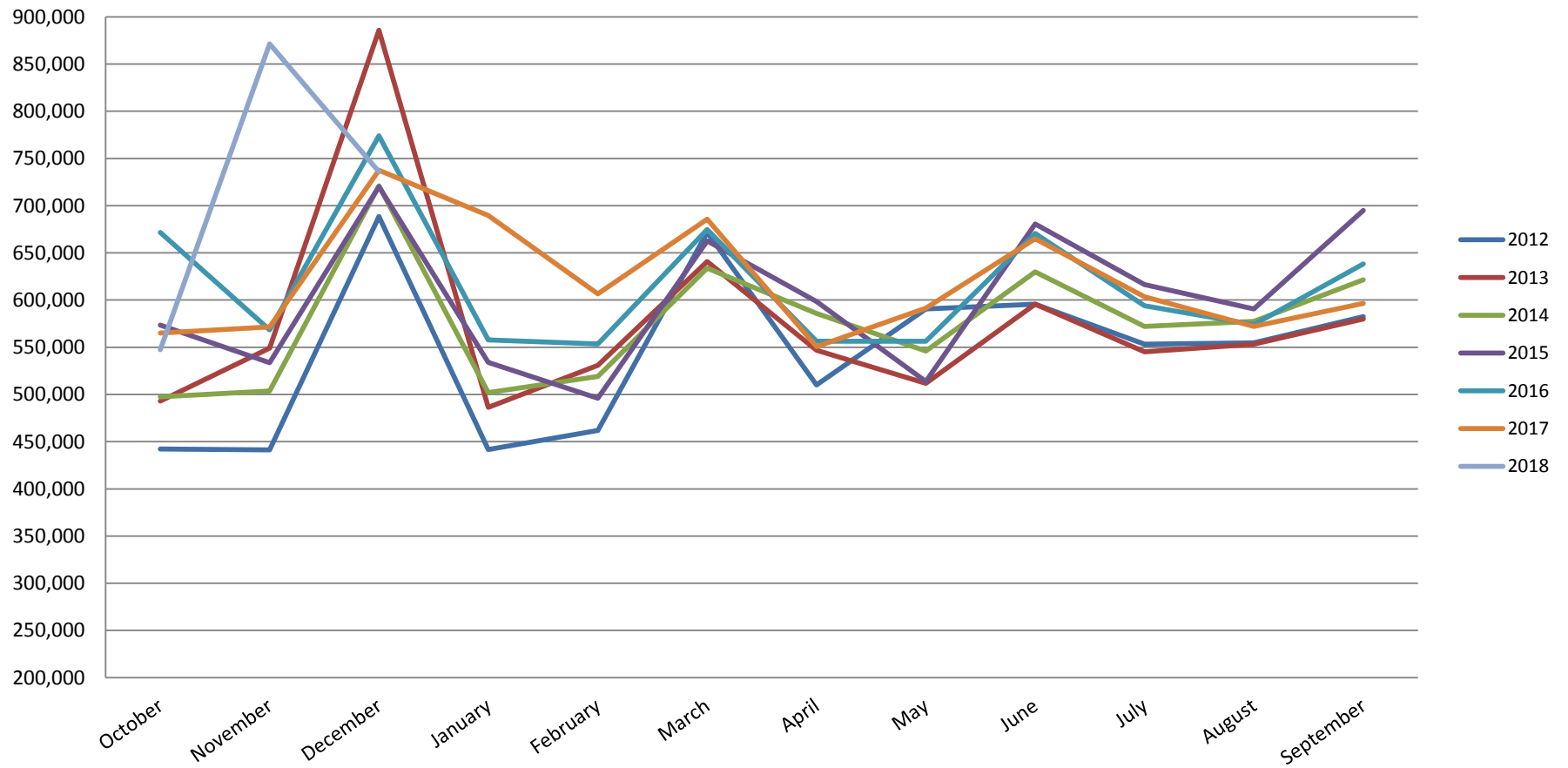
**DECEMBER SALES TAX REPORT
FOR SURROUNDING CITIES**

<u>City</u>	<u>FY2017</u>	<u>FY2018</u>	<u>% Increase (Decrease)</u>
Seguin	737,509	735,944	-0.21%
San Marcos	3,085,178	4,906,560	59.04%
Schertz	1,120,922	1,117,071	-0.34%
San Antonio	35,017,095	36,304,441	3.68%
New Braunfels	2,771,571	2,855,358	3.02%
Austin	21,269,984	21,572,818	1.42%
Selma	750,575	775,585	3.33%
Universal City	452,666	447,436	-1.16%
Statewide	563,825,506	592,859,187	5.15%

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

<u>City</u>	<u>FY2017</u>	<u>FY2018</u>	<u>% Increase (Decrease)</u>
Seguin	1,874,272	2,154,759	14.97%
San Marcos	7,496,008	10,609,233	41.53%
Schertz	2,831,825	2,981,798	5.30%
San Antonio	86,683,258	88,936,379	2.60%
New Braunfels	7,396,022	7,717,784	4.35%
Austin	54,643,288	56,154,005	2.76%
Selma	1,688,235	1,704,824	0.98%
Universal City	1,140,114	1,137,880	-0.20%
Statewide	1,393,391,361	1,493,260,153	7.17%

Sales Tax Trend



Sales Tax Trend by Quarter



GRANTS AWARDED AND IN PROGRESS - FY18

Application	Description	Funding Type	Amount Funded	City Match	Department	Status	Fiscal Year
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	\$13,500.00	\$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
FY18 and after Totals			\$677,325.94	\$249,481.62			

GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD

Application	Description	Funding Type	Amount Requested	Date Applied	Miscellaneous Notes
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	Corprorate 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	Fire/Public Works
FEMA AFG	Drone	Federal	43,000.00	2/2/2018	Fire
Total			79,500.00		

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

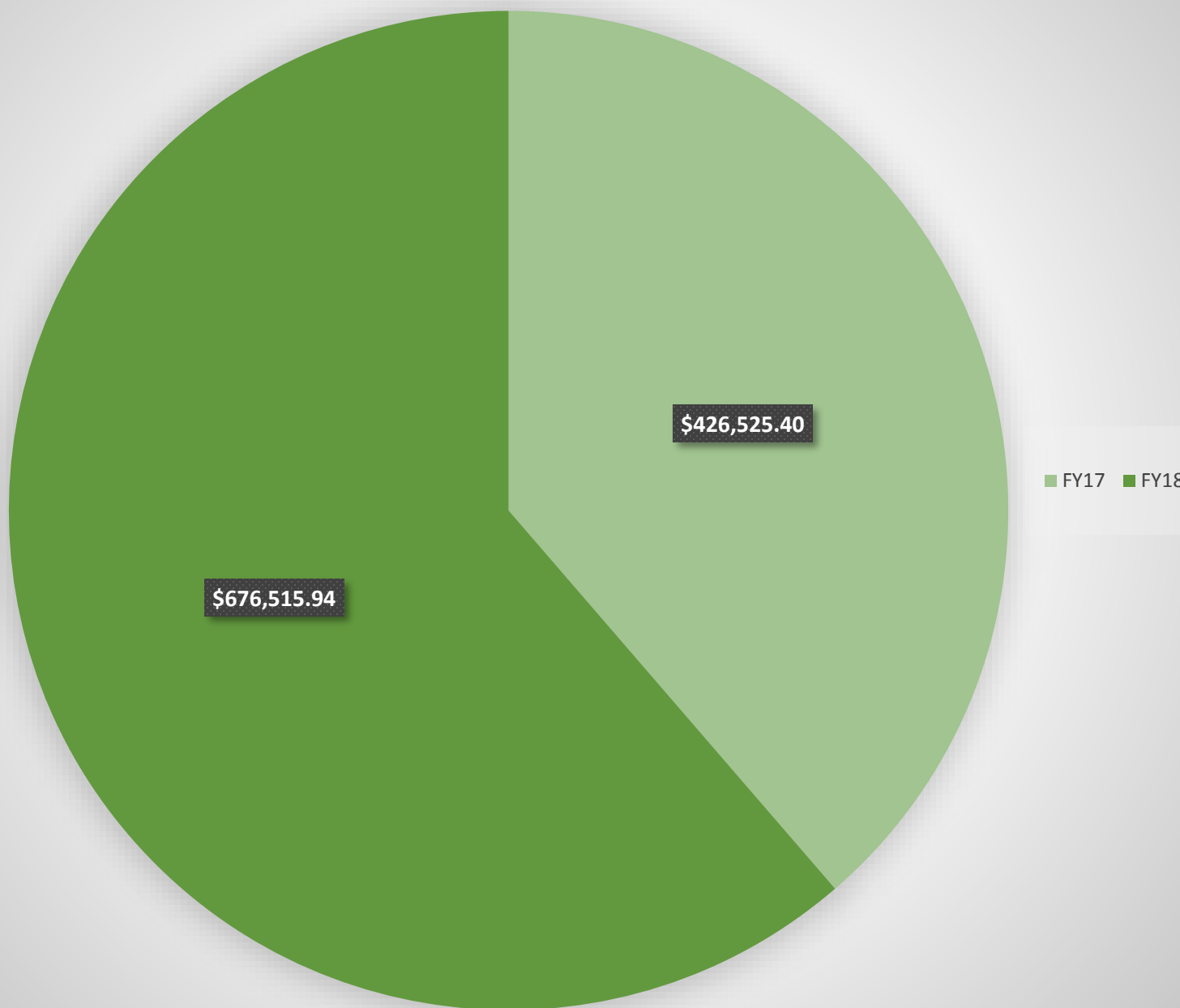
TXDOT PROJECTS

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	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
Total	\$10,043,523.00	\$676,855.00	\$3,524,644.00	\$14,245,022.00	

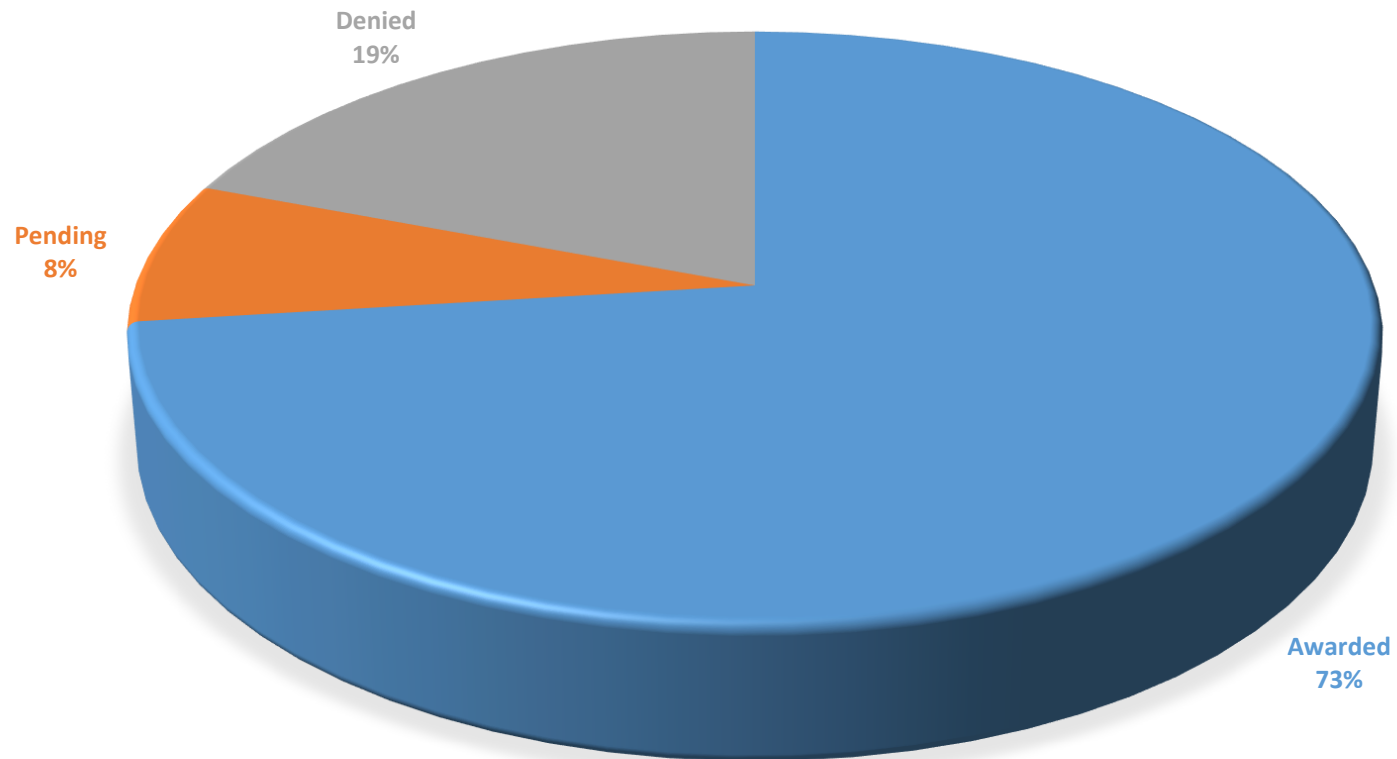
GRANTS APPLIED FOR AND NOT AWARDED - FY18

Application	Description	Funding Type	Amount Requested	Date Submitted	Date Notified	Department	Notes
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
Total			\$176,255.47				

FY17 vs. FY18 Awarded Grants



FY 18 GRANTS



FISCAL YEAR 2018 OCCUPANCY TAX COLLECTIONS:

Due and Collected by:	Oct 31	Jan 31	SUBTOTAL	Apr 30	July 31	TOTAL
Holiday Inn Express	33,802.01	34,965.00	68,767.01			68,767.01
La Quinta	25,437.78	17,708.37	43,146.15			43,146.15
Hampton Inn	28,419.64	26,861.91	55,281.55			55,281.55
Comfort Inn Suites	24,145.13	15,277.88	39,423.01			39,423.01
Days Inn	25,026.81	13,979.52	39,006.33			39,006.33
Townplace Suites	43,644.96	31,955.14	75,600.10			75,600.10
Super 8 Motel	10,964.59	7,850.51	18,815.10			18,815.10
Motel 6	9,899.54	9,837.34	19,736.88			19,736.88
Texas Inn (Best Value)	3,418.75	2,684.55	6,103.30			6,103.30
Lake Breeze Ski Lodge	8,021.65	466.90	8,488.55			8,488.55
Park Place Plaza	6,491.17	not yet paid	6,491.17			6,491.17
Olivia Mansion	1,147.90	886.74	2,034.64			2,034.64
Seguin Motel	917.56	788.13	1,705.69			1,705.69
HM Investments (1415 Zipp Road)	238.97	-	238.97			238.97
Hammy's Family Lodge (801 Terminal Lp)	616.00	317.59	933.59			933.59
Hot Spot Mngmt (460 River Drive)	5,634.93	1,921.50	7,556.43			7,556.43
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	-	381.50			381.50
Randy Robisheaux (176 Lakeside)	1,284.15	804.65	2,088.80			2,088.80
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	1,320.83			1,320.83
Randy Robisheaux (492 Turtle Lane)	1,968.40	773.15	2,741.55			2,741.55
S. Carruthers (440 Turtle Lane)	739.33	122.14	861.47			861.47
River Retreat Properties (1101 Lakeview)	2,048.90	552.09	2,600.99			2,600.99
Geronimo Creek Retreat (2050 Laubach)	7,597.94	4,246.55	11,844.49			11,844.49
Patsy Tankersley (710 Gloria Drive)	526.26	363.16	889.42			889.42
Hollingsworth/Lucero (154 Guadalupe River Dr.)	1,039.08	338.97	1,378.05			1,378.05
Bucks Perch (254 Rosewood, McQueeney)	did not rent		-			-
Sonka Guest House	48.30	23.10	71.40			71.40
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		-			-
Serendipity Vacation Rentals (1007 Reiley Road)	237.77		237.77			237.77
Han Pho (939 Reiley Road)	735.25		735.25			735.25
Cottontail Creek	-	9.10	9.10			9.10
Total Collected	246,995.15	173,417.06	420,412.21	-	-	420,412.21

FISCAL YEAR 2017 OCCUPANCY TAX COLLECTIONS:

Due and Collected by:	Oct 31	Jan 31	SUBTOTAL	Apr 30	July 31	TOTAL
Holiday Inn Express	37,395.82	29,397.86	66,793.68	37,073.74	39,524.58	143,392.00
La Quinta	17,817.72	17,598.83	35,416.55	16,064.46	22,778.52	74,259.53
Hampton Inn	27,764.94	20,357.95	48,122.89	29,749.61	29,214.24	107,086.74
Comfort Inn Suites	16,877.71	12,882.13	29,759.84	17,513.23	19,060.61	66,333.68
Days Inn	21,945.21	13,141.61	35,086.82	16,521.46	20,976.85	72,585.13
Townplace Suites	38,151.82	30,816.03	68,967.85	32,504.96	33,594.07	135,066.88
Super 8 Motel	12,051.76	6,949.77	19,001.53	10,855.91	7,772.99	37,630.43
Motel 6	10,987.92	7,246.61	18,234.53	7,842.51	9,753.23	35,830.27
Best Value Inn	3,649.21	3,717.13	7,366.34	4,140.41	2,932.58	14,439.33
Lake Breeze Ski Lodge	7,956.20	466.90	8,423.10	274.75	5,106.85	13,804.70
Park Place Plaza	7,930.81	5,744.17	13,674.98	6,223.81	7,840.63	27,739.42
Olivia Mansion	521.89	546.94	1,068.83	917.40	460.04	2,446.27
Seguin Motel	965.37	785.61	1,750.98	926.03	996.66	3,673.67
HM Investments (1415 Zipp Road)	649.82	-	649.82	105.38	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	8,319.99	1,253.35	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	-	262.50	91.00	0.00	353.50
Randy Robisheaux (176 Lakeside)	2,007.60	724.36	2,731.96	551.95	1,942.50	5,226.41
Randy Robisheaux (221 Lakewood Dr.)	1,101.10	321.79	1,422.89	87.50	806.75	2,317.14
Randy Robisheaux (2303 Lakewood Dr.)	1,928.50	571.55	2,500.05	306.25	1,172.50	3,978.80
Randy Robisheaux (492 Turtle Lane)	2,990.40	1,137.50	4,127.90	360.50	2,222.15	6,710.55
S. Carruthers (440 Turtle Lane)	646.26	295.12	941.38	261.22	649.01	1,851.61
River Retreat Properties (1101 Lakeview)	2,137.40	648.22	2,785.62	748.37	1,455.65	4,989.64
Geronimo Creek Retreat (2050 Laubach)	7,400.47	3,857.83	11,258.30	4,066.75	6,889.59	22,214.64
Patsy Tankersley (710 Gloria Drive)	621.54	380.91	1,002.45	501.77	561.64	2,065.86
Hollingsworth/Lucero (154 Guadalupe River Dr.)	1,244.60	243.42	1,488.02	220.49	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	115.10	21.21	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	413.64	no longer renting	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	no longer renting	166.25
Sons Island (110 Lee Street)	-	-	-	2,444.90	634.93	3,079.83
Han Pho (939 Reiley Road)	-	-	-	-	495.95	495.95
Total Collected	242,155.23	162,225.25	404,380.48	191,795.17	222,253.48	818,429.13