



It's real.

Date: November 27, 2018

To: Mayor and City Councilmembers
Douglas Faseler, City Manager

From: Susan Caddell *Susan Caddell*
Director of Finance

Subject: Financial Reports for Year Ended September 30, 2018

Attached you will find financial reports for the General, Utility, Coliseum, Seguin Events Complex, and Golf Fund for the year ended September 30, 2018. 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 102.6% of our budgeted revenues.

- Property Tax Revenue is 101.9% of budget.
- Franchise Taxes are 112.8% of budget.
- Building Permits is 109.6% of budget. We continue to see development in the Mill Creek Crossing Subdivision as well as the Nolte Farms Subdivision, along with some commercial development.
- Sales Tax is 106.6% of budget. Later in the report, you will find a detailed report of sales tax revenue.
- Health Revenue is 147.7% of budget. This budget includes food establishment inspections and animal services revenue. Animal services revenue exceeded its budget by 222.7%.
- Culture and Recreation is 115.2% of budget. This includes the revenue for the After-School Program, which concluded for the 2017-18 school year in early June. In addition, the new school year began in August.
- Library Revenue is 119.8% of budget due to increased usage.
- Interest Revenue is 186.4% of the budget due to the rising interest rates.

Expenditures are 96.5% of budget. All departments finished the year within budget. We had budgeted to use \$2,016,001 in fund balance, but only used \$179,424. We finished \$1,836,577 better than anticipated.

The next report is the Income Statement for the General Fund as compared to FY17. Our revenue increased by \$1,253,994 or 4.4% from this time last year, with the largest being in Property Tax revenue of \$938,985. Sales tax is up by \$535,568 or 7.2%. Our

expenditures have increased by \$1,111,203 or 3.8% from this time last year. The largest increase is in Fire. Salaries and benefits in this department have increased by \$310,923. This is largely due to the fact this is the first full year of funding the three firefighter positions being partially funded by a grant. The net expenditures, or use of fund balance, for the year decreased by \$142,791.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We collected 109.3% of our budgeted revenues. Electric revenues are 110.2% of budget, while water and sewer revenues are 103.2% and 114% of budget, respectively. Interest revenues are 484.9% of budget.

Expenditures for the Utility Fund are 94.6% of budget. Non-Departmental is 101.1% of the budget. This is due to the fact the indirect cost allocation being higher than anticipated. We had budgeted to use \$1,189,845 in fund balance. Prior to depreciation, net revenue is \$5,777,406. I have included a line for depreciation. We do not budget for depreciation, but it is an expense incurred by the Utility Fund. After depreciation is taken out, we still finished the year ahead of what we budgeted by \$2,121,896.

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

- Our revenue increased by \$2,675,523 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 increased by \$433,401 or 1%.
- Net Revenues have increased by \$2,242,122.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. We finished the year for the Coliseum Fund \$42,918 more revenues than expenditures and \$26,089 higher than FY17. For the Seguin Events Complex, we finished the year \$20,293 more revenues than expenditures and \$407 less than FY17. For the Golf Fund, we finished the year \$87,625 more revenues than expenditures and \$105,697 less than FY17. 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, we finished the year \$37,791 higher than FY17.

The next reports detail more information about the sales tax revenue. Sales taxes is up for the month of September by 12.15%. Sales tax is up for the year by 7.2%. 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 Year Ended September 30, 2018

	FY 2017-2018 Actual 09/30/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
001 - GENERAL FUND REVENUE				
3110 - Property Tax	10,226,211	10,036,600	189,611	101.9%
3180 - Franchise Taxes	1,144,614	1,014,929	129,685	112.8%
3210 - Building Permits	665,989	607,699	58,290	109.6%
3220 - Other Licenses & Permits	51,600	80,000	(28,400)	64.5%
3310 - Interlocal Agreement	789,977	788,742	1,235	100.2%
3340 - State/Federal Gov. Grants	196,846	224,097	(27,251)	87.8%
3350 - Sales Tax	7,970,497	7,475,000	495,497	106.6%
3350 - Other State Gov. Shared Revenue	121,707	103,000	18,707	118.2%
3390 - Local Grants & Contribut.	3,750	4,250	(500)	88.2%
3410 - Charges for Services	9,503	7,500	2,003	126.7%
3420 - Public Safety	1,215,215	1,350,000	(134,785)	90.0%
3440 - Sanitation Revenues	1,828,677	1,745,100	83,577	104.8%
3450 - Health	107,791	73,000	34,791	147.7%
3470 - Culture and Recreation	411,318	357,000	54,318	115.2%
3510 - Municipal Court	1,532,261	1,601,350	(69,089)	95.7%
3520 - Library	41,695	34,800	6,895	119.8%
3610 - Interest Revenues	161,027	86,400	74,627	186.4%
3620 - Miscellaneous Revenues	627,793	753,741	(125,948)	83.3%
3630 - Lease Revenues	11,903	11,903	(1)	100.0%
3650 - Private Source Donations	63,289	63,400	(111)	99.8%
3700 - User Fees	2,215,537	2,215,537	0	100.0%
3910 - Intragovernmental Trnsfrs	437,955	438,350	(395)	99.9%
Revenue Totals	29,835,155	29,072,398	762,757	102.6%
001 - GENERAL FUND EXPENDITURES				
10 - General Government	66,180	79,418	13,238	83.3%
11 - City Manager	253,650	263,893	10,243	96.1%
12 - Finance	544,895	568,368	23,473	95.9%
14 - Legal and Judicial	376,204	378,297	2,093	99.4%
16 - Police	7,296,521	7,710,104	413,583	94.6%
17 - Fire	5,880,326	5,978,651	98,325	98.4%
18 - Animal Services	530,830	536,011	5,181	99.0%
21 - Planning	1,127,808	1,129,512	1,704	99.8%
22 - City Secretary	74,788	88,002	13,214	85.0%
23 - Human Resources	347,717	375,678	27,961	92.6%
24 - Public Works Department	3,851,818	4,044,534	192,716	95.2%
25 - Vehicle Maintenance	396,748	396,860	112	100.0%
28 - Downtown & Main St. Prog.	180,731	191,623	10,892	94.3%
29 - Facilities	244,676	291,657	46,981	83.9%
31 - Public Library	1,183,100	1,205,796	22,696	98.1%
34 - Parks and Recreation	1,626,262	1,746,357	120,095	93.1%
87 - Information Technologies	540,436	581,306	40,870	93.0%
89 - City Attorney	104,210	105,171	961	99.1%
90 - Non-Departmental	5,387,678	5,417,161	29,483	99.5%
Expenditure Totals	30,014,579	31,088,399	1,073,820	96.5%
Net Revenues (Expenditures)	(179,424)	(2,016,001)	1,836,577	



FY2018 INCOME STATEMENT

Prior vs. Actual - General Fund

For Years Ended September 30, 2018 and 2017

	FY 2017-2018 Actual 09/30/18	FY 2016-2017 Actual 09/30/17	Variance Pos. (Neg)	% Variance Pos. (Neg.)
001 - GENERAL FUND REVENUE				
3110 - Property Tax	10,226,211	9,287,227	938,985	10.1%
3180 - Franchise Taxes	1,144,614	1,055,883	88,731	8.4%
3210 - Building Permits	665,989	861,586	(195,596)	-22.7%
3220 - Other Licenses & Permits	51,600	80,400	(28,800)	-35.8%
3310 - Interlocal Agreement	789,977	762,616	27,361	3.6%
3340 - State/Federal Gov. Grants	196,846	109,445	87,402	79.9%
3350 - Sales Tax	7,970,497	7,434,928	535,568	7.2%
3350 - Other State Gov. Shared Revenue	121,707	108,607	13,100	12.1%
3390 - Local Grants & Contribut.	3,750	7,500	(3,750)	-50.0%
3410 - Charges for Services	9,503	8,365	1,138	13.6%
3420 - Public Safety	1,215,215	1,355,023	(139,808)	-10.3%
3440 - Sanitation Revenues	1,828,677	1,741,835	86,842	5.0%
3450 - Health	107,791	85,284	22,507	26.4%
3470 - Culture and Recreation	411,318	410,798	520	0.1%
3510 - Municipal Court	1,532,261	1,662,934	(130,673)	-7.9%
3520 - Library	41,695	44,563	(2,867)	-6.4%
3610 - Interest Revenues	161,027	96,843	64,184	39830.4%
3620 - Miscellaneous Revenues	627,793	807,178	(179,385)	-22.2%
3630 - Lease Revenues	11,903	11,903	0	0.0%
3650 - Private Source Donations	63,289	88,213	(24,924)	-28.3%
3700 - User Fees	2,215,537	2,115,033	100,504	4.8%
3910 - Intragovernmental Trnsfrs	437,955	445,000	(7,045)	-1.6%
Revenue Totals	29,835,155	28,581,161	1,253,994	4.4%
001 - GENERAL FUND EXPENDITURES				
10 - General Government	66,180	65,460	(720)	-1.1%
11 - City Manager	253,650	243,531	(10,119)	-4.2%
12 - Finance	544,895	534,525	(10,370)	-1.9%
14 - Legal and Judicial	376,204	360,269	(15,935)	-4.4%
16 - Police	7,296,521	7,143,495	(153,026)	-2.1%
17 - Fire	5,880,326	5,558,660	(321,666)	-5.8%
18 - Animal Services	530,830	435,505	(95,325)	-21.9%
21 - Planning	1,127,808	1,075,175	(52,633)	-4.9%
22 - City Secretary	74,788	83,459	8,671	10.4%
23 - Human Resources	347,717	361,881	14,164	3.9%
24 - Public Works Department	3,851,818	3,783,961	(67,857)	-1.8%
25 - Vehicle Maintenance	396,748	444,559	47,811	10.8%
28 - Downtown & Main St. Prog.	180,731	160,095	(20,636)	-12.9%
29 - Facilities	244,676	186,123	(58,553)	-31.5%
31 - Public Library	1,183,100	1,201,340	18,240	1.5%
34 - Parks and Recreation	1,626,262	1,602,041	(24,221)	-1.5%
87 - Information Technologies	540,436	422,684	(117,752)	-27.9%
89 - City Attorney	104,210	98,095	(6,115)	-6.2%
90 - Non-Departmental	5,387,678	5,142,518	(245,160)	-4.8%
Expenditure Totals	30,014,579	28,903,376	(1,111,203)	-3.8%
Net Revenues (Expenditures)	(179,424)	(322,215)	142,791	



FY2018 INCOME STATEMENT-UTILITY FUND

For Year Ended September 30, 2018

Account Number	Account Name	FY 2017-2018 Actual 09/30/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
002 - UTILITY FUND REVENUE					
3410	- Charges for Services	247,587	275,469	(27,882)	89.9%
3430	- Electric Revenue	30,634,896	27,802,400	2,832,496	110.2%
3432	- Water Revenue	11,514,761	11,157,600	357,161	103.2%
3434	- Sewer Revenue	7,361,502	6,459,400	902,102	114.0%
3480	- Other Charges	655,068	615,000	40,068	106.5%
3610	- Interest Revenues	198,813	41,000	157,813	484.9%
3620	- Miscellaneous Revenues	508,362	430,900	77,462	118.0%
3700	- User Fees	86,000	86,000	0	100.0%
3900	- Intragovernmental Transfers	24,022	23,950	72	100.3%
4 - Revenue Totals:		51,231,011	46,891,719	4,339,292	109.3%
002 - UTILITY EXPENDITURES					
44	- Utility Billing	435,522	501,387	65,865	86.9%
45	- Utility Administration	513,874	538,855	24,981	95.4%
46	- Administrative Services	1,408,033	1,434,431	26,398	98.2%
47	- Electric Distribution	19,745,867	21,734,557	1,988,690	90.9%
48	- Utility Services	1,227,882	1,234,038	6,156	99.5%
56	- Water Plant	5,068,758	5,221,880	153,122	97.1%
57	- Water/Sewer	2,777,824	2,800,340	22,516	99.2%
65	- Geronimo Creek WWTP	286,076	305,500	19,424	93.6%
66	- Walnut Branch WWTP	1,199,819	1,295,565	95,746	92.6%
80	- Economic Development	322,973	327,479	4,506	98.6%
81	- Facilities	778,324	896,381	118,057	86.8%
87	- Information Technologies	466,332	546,092	79,760	85.4%
89	- City Attorney	97,645	225,072	127,427	43.4%
90	- Non-Departmental	11,124,674	11,019,987	(104,687)	100.9%
Expenditure Totals:		45,453,604	48,081,564	2,627,960	94.5%
Net Revenues (Expenditures) before Depreciation		5,777,406	(1,189,845)	6,967,251	
Depreciation		4,845,356			
Net Revenues (Expenditures) after Depreciation		932,051	(1,189,845)	2,121,896	



FY2018 Income Statement

Prior vs. Actual - Utility Fund

For Years Ended September 30, 2018 and 2017

Account Number	Account Name	FY 2017-2018 Actual 09/30/18	FY 2016-2017 Actual 09/30/17	Variance Pos. (Neg)	% Variance Pos. (Neg.)
002 - UTILITY FUND REVENUE					
3410 - Charges for Services		247,587	223,742	23,845	10.7%
3430 - Electric Revenue		30,634,896	30,207,682	427,214	1.4%
3432 - Water Revenue		11,514,761	10,281,135	1,233,626	12.0%
3434 - Sewer Revenue		7,361,502	6,537,435	824,067	12.6%
3480 - Other Charges		655,068	645,166	9,902	1.5%
3610 - Interest Revenues		198,813	80,780	118,033	146.1%
3620 - Miscellaneous Revenues		508,362	493,549	14,813	3.0%
3700 - User Fees		86,000	86,000	0	0.0%
3910 - Intragovernmental Transfers		24,022	0	24,022	#DIV/0!
4 - Revenue Totals:		51,231,011	48,555,488	2,675,523	5.5%
002 - UTILITY EXPENDITURES					
44 - Utility Billing		435,522	436,678	1,156	0.3%
45 - Utility Administration		513,874	470,718	(43,156)	-9.2%
46 - Administrative Services		1,408,033	1,280,369	(127,664)	-10.0%
47 - Electric Distribution		19,745,867	20,804,481	1,058,614	5.1%
48 - Utility Services		1,227,882	1,063,449	(164,433)	-15.5%
56 - Water Plant		5,068,758	4,704,586	(364,172)	-7.7%
57 - Water/Sewer		2,777,824	2,502,814	(275,010)	-11.0%
65 - Geronimo Creek WWTP		286,076	251,272	(34,804)	-13.9%
66 - Walnut Branch WWTP		1,199,819	1,124,536	(75,283)	-6.7%
80 - Economic Development		322,973	286,973	(36,000)	-12.5%
81 - Facilities		778,324	727,878	(50,446)	-6.9%
87 - Information Technologies		466,332	359,994	(106,338)	-29.5%
89 - City Attorney		97,645	226,844	129,199	57.0%
90 - Non-Departmental		11,124,674	10,798,215	(326,459)	-3.0%
Expenditure Totals:		45,453,604	45,038,807	(414,797)	-0.9%
Net Revenues (Expenditures) before Depreciation		5,777,406	3,516,681	2,260,726	
Depreciation		4,845,356	3,505,895	1,339,461	
Net Revenues (Expenditures) after Depreciation		932,050	10,786	921,265	



INCOME STATEMENT-COLISEUM FUND

For Year Ended September 30, 2018

	FY 2017-2018 Actual 09/30/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
007 - COLISEUM REVENUES				
Auditorium Rental Fees	82,659	86,000	(3,342)	96.1%
Concession Income	7,815	10,000	(2,185)	78.1%
Interest Earnings	3,277	450	2,827	728.1%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	115	100	15	115.4%
Transfers from Occupancy Tax	224,750	224,750	0	100.0%
Revenue Totals	318,615	321,300	(2,685)	99.2%
007 - COLISEUM EXPENDITURES				
Salaries	34,873	40,183	5,310	86.8%
Benefits	14,121	18,010	3,889	78.4%
Utilities	76,854	98,875	22,021	77.7%
Janitorial Services	86,000	86,000	0	100.0%
Repairs/Maintenance	34,341	31,800	(2,541)	108.0%
Equipment Rental	179	300	121	59.8%
General Supplies	19,983	18,350	(1,633)	108.9%
Credit Card Service Fees	370	650	280	56.9%
Education	0	736	736	0.0%
Public Relations	1,898	2,000	102	94.9%
Capital Outlay	7,078	10,000	2,922	70.8%
Expenditure Totals	275,697	306,904	31,207	89.8%
Net Revenues (Expenditures)	42,918	14,396	28,522	



FY2018 INCOME STATEMENT

Prior vs. Actual - Coliseum

For the Years Ended September 30, 2018 and 2017

	FY 2017-2018 Actual 09/30/18	FY 2016-2017 Actual 09/30/17	Variance Pos. (Neg)	% of Budget
007 - COLISEUM REVENUES				
Auditorium Rental Fees	82,659	98,165	(15,507)	-15.8%
Concession Income	7,815	7,626	189	2.5%
Interest Earnings	3,277	1,094	2,183	199.6%
Credit Card Service Fees	115	251	(136)	-54.0%
Transfers from Occupancy Tax	224,750	217,500	7,250	3.3%
Revenue Totals	318,615	324,636	(6,020)	-1.9%
007 - COLISEUM EXPENDITURES				
Salaries	34,873	38,004	3,131	8.2%
Benefits	14,121	10,713	(3,408)	-31.8%
Utilities	76,854	79,720	2,866	3.6%
Janitorial Services	86,000	86,000	0	0.0%
Repairs/Maintenance	34,341	28,798	(5,542)	-19.2%
Equipment Rental	179	230	50	21.9%
General Supplies	19,983	19,716	(267)	-1.4%
Credit Card Service Fees	370	504	134	26.6%
Education	0	300	300	100.0%
Public Relations	1,898	2,065	167	8.1%
Capital Outlay	7,078	41,756	34,678	83.1%
Expenditure Totals	275,697	307,806	32,109	10.4%
Net Revenues (Expenditures)	42,918	16,829	26,089	



INCOME STATEMENT-SEGUIN EVENTS COMPLEX

For the Year Ended September 30, 2018

FY 2017-2018 Actual 09/30/18	FY 2016-2017 Actual 09/30/17	Variance Pos. (Neg)	% of Budget
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020 - SEGUIN EVENTS COMPLEX REVENUES

Concession Income	605	1,000	(395)	60.5%
Rodeo Arena Rentals	20,515	20,000	515	102.6%
Fairgrounds Facilities Rentals	29,777	25,000	4,777	119.1%
Interest Earnings	965	175	790	551.2%
Miscellaneous Revenue	2,640	0	2,640	#DIV/0!
Transfers from Occupancy Tax	73,197	73,197	0	100.0%
Revenue Totals	127,699	119,372	8,327	107.0%

020 - SEGUIN EVENTS COMPLEX EXPENDITURES

Salaries	50,107	51,976	1,869	96.4%
Benefits	21,303	22,575	1,272	94.4%
Utilities	18,164	25,100	6,936	72.4%
Repairs/Maintenance	8,176	6,200	(1,976)	131.9%
General Supplies	9,656	12,200	2,544	79.1%
Expenditure Totals	107,406	118,051	10,645	91.0%

Net Revenues (Expenditures)

20,293	1,321	18,972
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FY2018 INCOME STATEMENT

Prior vs. Actual - Seguin Events Complex

For the Year Ended September 30, 2018 and 2017

	FY 2017-2018 Actual 09/30/18	FY 2016-2017 Actual 09/30/17	Variance Pos. (Neg)	% of Budget
020 - SEGUIN EVENTS COMPLEX REVENUES				
Concession Income	605	800	(195)	-24.3%
Rodeo Arena Rentals	20,515	23,965	(3,450)	-14.4%
Fairgrounds Facilities Rentals	29,777	30,520	(743)	-2.4%
Interest Earnings	965	360	605	168.2%
Miscellaneous Revenue	2,640	0	2,640	#DIV/0!
Transfers from Occupancy Tax	73,197	72,044	1,153	1.6%
Revenue Totals	127,699	127,689	10	0.0%
020 - SEGUIN EVENTS COMPLEX EXPENDITURES				
Salaries	50,107	45,381	(4,726)	-10.4%
Benefits	21,303	19,686	(1,616)	-8.2%
Utilities	18,164	21,297	3,133	14.7%
Repairs/Maintenance	8,176	8,737	561	6.4%
General Supplies	9,656	11,887	2,231	18.8%
Expenditure Totals	107,406	106,989	(418)	-0.4%
Net Revenues (Expenditures)	20,293	20,700	(407)	



INCOME STATEMENT-GOLF FUND

For the Year Ended September 30, 2018

	FY 2017-2018 Actual 09/30/18	FY 2017-2018 Budget	Variance Pos. (Neg)	% of Budget
023 - GOLF FUND REVENUES				
Golf Course Receipts	351,443	315,000	36,443	111.6%
Golf Cart Rentals	320,657	296,000	24,657	108.3%
Golf Concessions	112,831	90,000	22,831	125.4%
Golf Merchandise Sales	33,121	30,000	3,121	110.4%
Interest Earnings	4,947	1,400	3,547	353.4%
Miscellaneous	13,530	12,000	1,530	112.8%
Transfers from General Fund	75,000	75,000	0	100.0%
Revenue Totals	911,529	819,400	92,129	111.2%
023 - GOLF FUND EXPENDITURES				
Salaries	423,727	444,208	20,481	95.4%
Benefits	156,643	171,557	14,914	91.3%
Utilities	29,481	34,100	4,619	86.5%
Repairs/Maintenance	23,924	31,700	7,776	75.5%
Rental	4,321	5,000	679	86.4%
Insurance	3,789	4,350	561	87.1%
General Supplies	145,364	154,025	8,661	94.4%
Energy and Fuel	9,382	11,600	2,218	80.9%
Miscellaneous	19,711	12,360	(7,351)	159.5%
Education	4,662	7,675	3,013	60.7%
Public Relations	2,902	5,000	2,098	58.0%
Expenditure Totals	823,904	881,575	57,671	93.5%
Net Revenues (Expenditures)	87,625	(62,175)	149,800	



FY 2018 INCOME STATEMENT

Prior vs. Actual - Golf Fund

For the Year Ended September 30, 2018 and 2017

	FY 2017-2018 Actual 09/30/18	FY 2016-2017 Actual 09/30/17	Variance Pos. (Neg)	% of Budget
023 - GOLF FUND				
Golf Course Receipts	351,443	308,456	42,987	13.9%
Golf Cart Rentals	320,657	297,572	23,085	7.8%
Golf Concessions	112,831	95,310	17,521	18.4%
Golf Merchandise Sales	33,121	24,418	8,703	35.6%
Interest Earnings	4,947	2,039	2,908	142.7%
Miscellaneous	13,530	10,684	2,847	26.6%
Transfers from General Fund	75,000	218,488	(143,488)	-65.7%
Revenue Totals	911,529	956,967	(45,438)	-4.7%
023 - GOLF FUND EXPENDITURES				
Salaries	423,727	401,107	(22,620)	-5.6%
Benefits	156,643	149,092	(7,551)	-5.1%
Utilities	29,481	29,547	67	0.2%
Repairs/Maintenance	23,924	23,048	(876)	-3.8%
Rental	4,321	3,250	(1,071)	-33.0%
Insurance	3,789	3,835	46	1.2%
General Supplies	145,364	128,045	(17,318)	-13.5%
Energy and Fuel	9,382	9,041	(341)	-3.8%
Miscellaneous	19,711	13,288	(6,423)	-48.3%
Education	4,662	1,320	(3,342)	-253.1%
Public Relations	2,902	2,071	(831)	-40.1%
Expenditure Totals	823,904	763,645	(60,260)	-7.9%
Net Revenues (Expenditures)	87,625	193,322	(105,697)	

**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	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	640,687	633,934	662,615	674,690	685,619	515,574	128,894	128,894	773,361	12.80%
April	546,773	585,795	598,470	556,275	550,635	405,913	101,478	101,478	608,870	10.58%
May	511,761	546,079	513,621	556,505	591,444	433,465	108,366	108,366	650,197	9.93%
June	595,515	629,975	680,644	670,537	664,948	457,659	114,415	114,415	686,488	3.24%
July	545,054	571,987	616,286	594,049	603,605	440,590	110,147	110,147	660,885	9.49%
August	553,221	577,350	590,734	574,058	571,970	432,443	108,111	108,111	648,665	13.41%
September	<u>579,950</u>	<u>621,422</u>	<u>694,831</u>	<u>638,312</u>	<u>596,401</u>	<u>445,906</u>	<u>111,476</u>	<u>111,476</u>	<u>668,859</u>	<u>12.15%</u>
TOTAL	6,918,184	6,909,704	7,214,240	7,389,899	7,434,928	5,313,664	1,328,416	1,328,416	7,970,497	7.20%

* For Property Tax Reduction

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

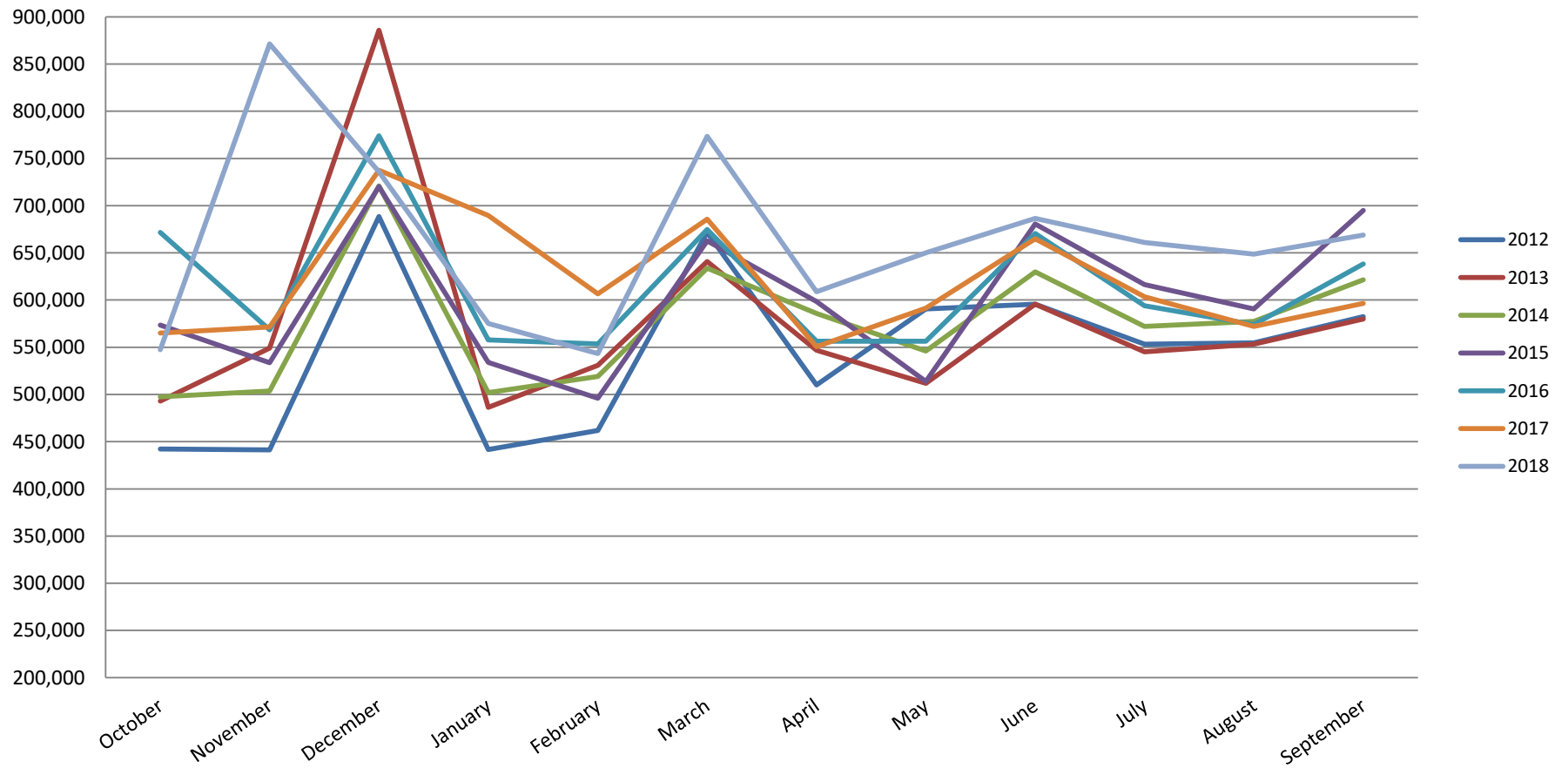
**SEPTEMBER SALES TAX REPORT
FOR SURROUNDING CITIES**

<u>City</u>	<u>2017</u>	<u>2018</u>	<u>% Increase (Decrease)</u>
Seguin	596,401	668,859	12.15%
San Marcos	2,571,990	2,754,647	7.10%
Schertz	1,029,071	1,104,427	7.32%
San Antonio	30,724,115	31,552,749	2.70%
New Braunfels	2,665,783	2,688,786	0.86%
Austin	18,440,200	19,730,175	7.00%
Selma	604,843	627,614	3.76%
Universal City	402,933	417,068	3.51%
Statewide	507,455,209	535,777,817	5.58%

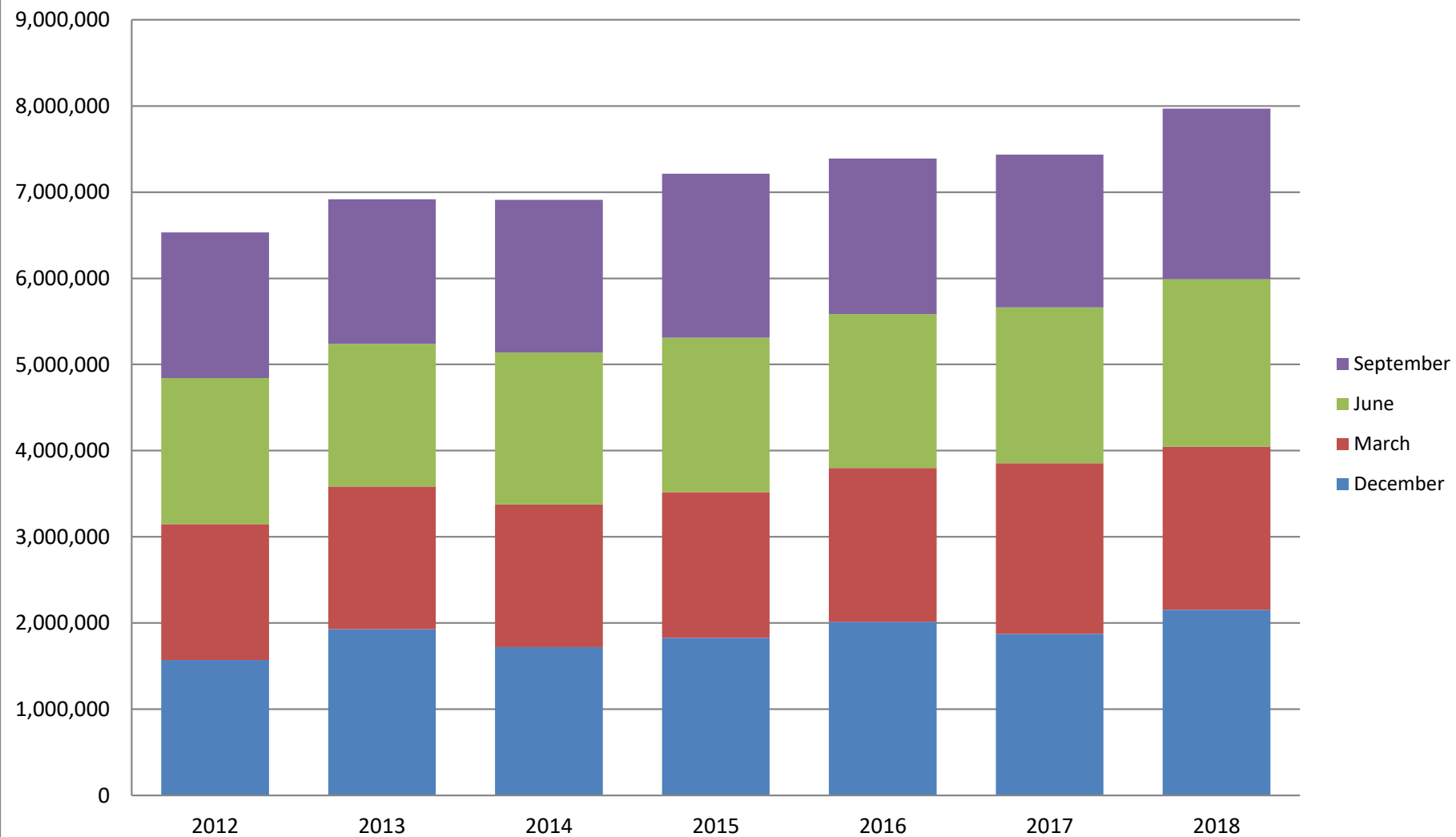
**YEAR-TO-DATE SALES TAX REPORT
FOR SURROUNDING CITIES**

<u>City</u>	<u>FY2017</u>	<u>FY2018</u>	<u>% Increase (Decrease)</u>
Seguin	7,434,928	7,970,497	7.20%
San Marcos	27,590,035	34,915,696	26.55%
Schertz	10,796,780	12,613,465	16.83%
San Antonio	333,175,950	352,015,091	5.65%
New Braunfels	30,097,862	31,456,141	4.51%
Austin	210,339,782	223,315,717	6.17%
Selma	6,221,512	6,427,969	3.32%
Universal City	4,388,787	4,665,253	6.30%
Statewide	5,443,502,123	5,879,124,403	8.00%

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
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
Centerpoint	FD Hose Nozzels	Private	\$2,500.00	\$0.00	Fire	Ongoing	FY18
TxDOT-Step	Police Overtime	State	\$12,000.00	\$0.00	Police	Ongoing	FY18
FY18 and after Totals			\$754,833.94	\$246,931.62			

* 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
555 Fitness	Fitness Equipment	Foundation	3,000.00	6/13/2017	Fitness equipment for Fire Department
COPS	Heroin Prevention Grant Program	Federal	300,000.00	6/7/2018	Task force equipment, education, training
FEMA AFT FY 18	Power Lift System	Federal	151,108.00	10/26/2018	Power lift system for Ambulance
Firehouse Subs	Attack Digital System	Private	20,941.00	11/26/2018	Digital Training System
FM Global	Laser 3D Scanner	Private	10,348.40	11/28/2018	Arson investigation tool
VFIS	Wellness Equipment	Private	5,000.00	12/1/2018	Training
Total			490,397.40		

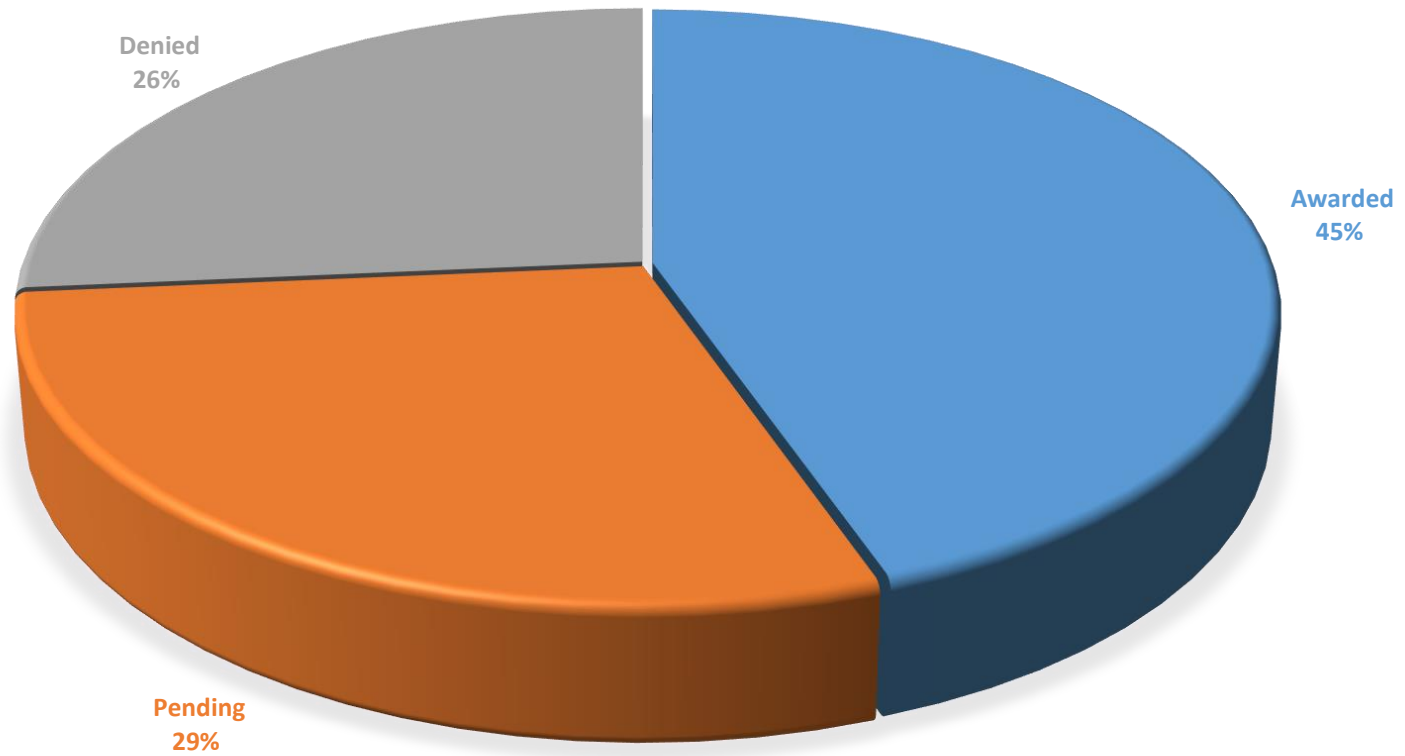
TXDOT PROJECTS

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	

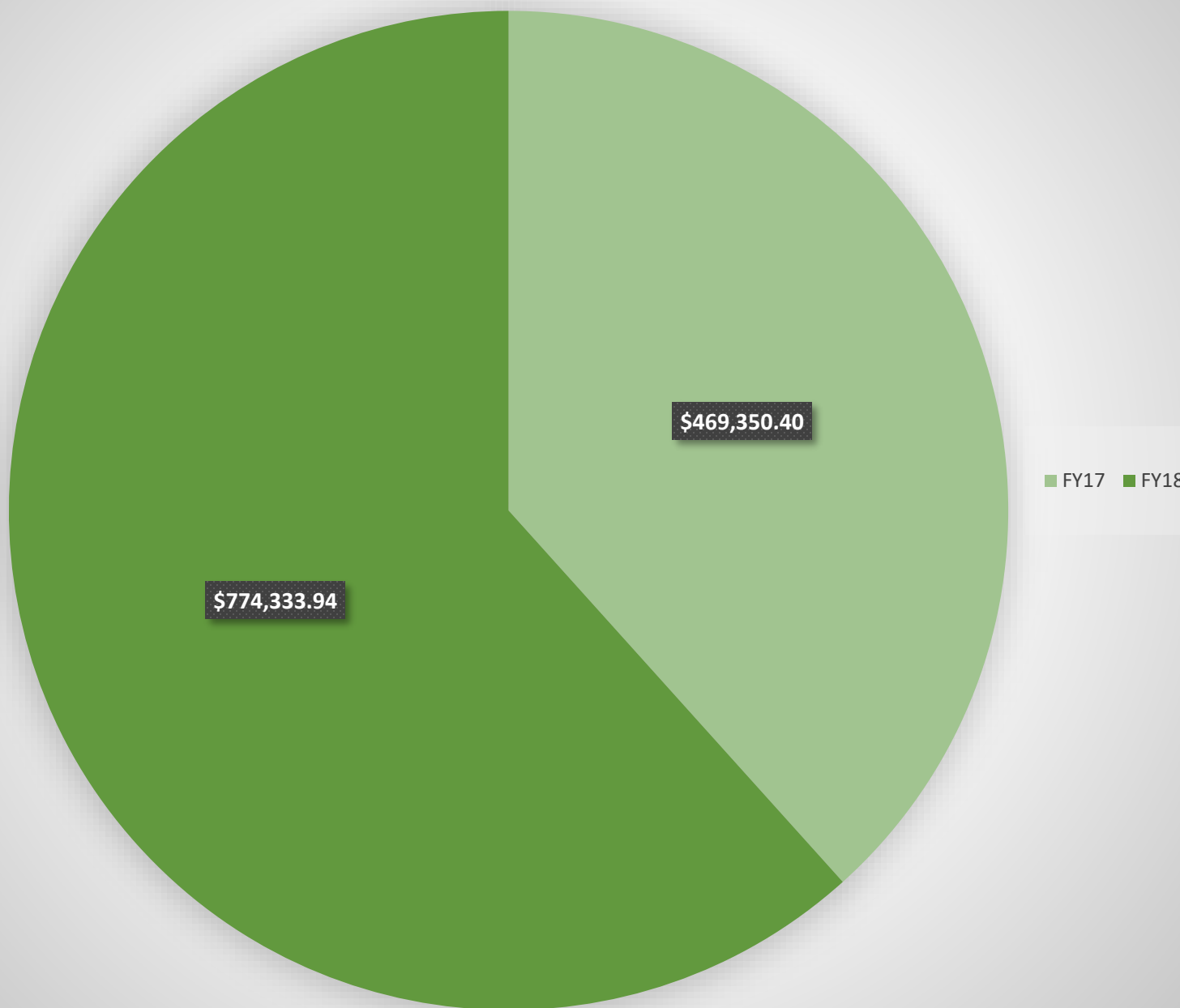
GRANTS APPLIED FOR AND NOT AWARDED - FY18

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	Drones	Federal	\$43,700.00	2/1/18	4/10/18	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
OOG	Truancy Prevention Grant	State	\$64,316.00	4/6/18		SYS	SISD got the award
FEMA	Training and Education Grant	Federal	\$41,082.00	3/16/18		Fire	Training and equipment
Georgia Pacific	Safety	Private	\$49,000.00				No response
San Antonio Foundation	Spay and Neuter	Private	\$49,500.00	7/19/18	8/27/18	Animal Services	
GVEC Power up	Various	Private	\$22,000.00				
Total			\$446,716.00				

FY 18 GRANTS



FY17 vs. FY18 Awarded Grants



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	not yet paid	not yet paid		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)	did not rent		-		-
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)	did not rent		-		-
Sonka Guest House	48.30	23.10	15.15	43.00	129.55
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	336.00	483.00
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	187,220.31	216,711.66	824,785.18

FISCAL YEAR 2017 OCCUPANCY TAX COLLECTIONS:

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