



**It's real.**

**Date:** August 26, 2020

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

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

**Subject:** Financial Reports for Nine Months Ended June 30, 2020

Attached you will find financial reports for the General, Utility, Coliseum, Seguin Events Complex, and Golf Fund for the Nine Months ended June 30, 2020.

The first report is the Income Statement for the General Fund on a budgetary comparison. We have collected 83.8% of our budgeted revenues.

- Property Tax is 102.1% of budget. We do collect the largest of this budget during the first four months of fiscal year.
- Building Permits is 129.4% of budget. We have had continued development at Mill Creek Crossing. Arroyo Ranch continues to pull permits for their homes and Amenity Center. GBRA is moving a modular office on their property. In addition, Woodside Farms and Cordova Crossing are pulling permits. Guadalupe County is constructing a new two-story building and remodeling existing offices around the Adult Detention and Law Enforcement Center. Finally, we have received payments for the USDA project and United Alloy.
- Other Licenses and Permits is 96% of budget. This revenue consists of the licenses for the eight liner machines.
- Sales Tax is 80.8% of budget. A more detailed report on sales tax is included later in the report.
- Other State Gov. Shared Revenue is 109.6% of budget. This includes liquor and bingo taxes, which is 121.9% of budget.
- Miscellaneous Revenue is 94.6% of budget. We bill out our alarm permits in November, which was \$31,775. In addition, we received our p-card rebate in November in the amount of \$17,738.97 for the General Fund portion.
- Lease Revenues is 115% of budget. The Sprint Tower lease increased from the budget amount of \$11,903 to \$13,688.
- Private Source Donations is 453% of budget, which are all donations for the library.

- Municipal Court Revenue is only 36.1% of budget. Due to the COVID-19 pandemic, Municipal Court has been closed since March. We tried to reopen with limited capacity, but very few responded and the regional presiding judge recommended no in person court. He has now said that we can do in person court if zoom is not possible. We are now set up to hold zoom court dates and will be sending out letters to give the defendants the option of one or the other.

Expenditures are 75.5% of budget. Non-Departmental is 119.2% of budget. This is due to several factors. The entire Indigent Health Care payment has been made. the fact the entire amount of budgeted transfer of \$1,386,681 to General Fund Capital Projects has been transferred. In addition, as we collect our property tax revenue, the debt service portion of the property tax is transferred to the General I&S Fund. In addition, we still have \$1,375,000 left to transfer for the Indirect Cost Allocation.

The next report is the Income Statement for the General Fund as compared to FY19. Our revenue increased by \$909,455 or 3.5% from this time last year.

- Property Tax Revenue is up by \$687,528 or 6.3%.
- Building Permits are up by \$473,850 or 99.6%.
- Sales tax is up by \$551,436 or 9.4%.
- Local Grants and Contributions is up by \$8,600 or 296.6%
- Charges for Services is up by \$46,643 or 633.9%. The Management Services Agreement with SSLGC increased this year to cover more of the true costs performed by City departments.
- Intragovernmental Transfers is up by \$49,242 or 140.3%. This year, we are receiving funds from the DARE account to help cover the salary of Officer Vasquez.
- Culture and Recreation is down 44%. Due to COVID-19, JAAM registration as well as day camp registration is down as well as league participation fees and park facility rentals.
- Municipal Court Revenue is down by \$458,830 or 48.8%. The number of cases filed and warrants issued have decreased by 55.7%. In addition, mid-March we closed Municipal Court to the public and did not hold court sessions.
- Miscellaneous Revenue decreased by \$365,043. In FY19, the City received two reimbursements from the indigent health care costs. In October 2018, we received \$567,557.67 and in September 2019, we received \$613,966.41.

Our expenditures have increased by \$2,863,768 or 12.7% from this time last year.

- Police and Fire Departments' expenditures increased by \$473,474 and \$471,835 respectively. The majority of this increase was to salaries and benefits.
- Engineering/Capital Projects Department is a new department this year. In past fiscal years, all the expenditures were charged in the Public Works Department and Utility Fund.
- Non-Departmental increased by \$1,927,804. Transfers to General I&S Fund increased by \$327,147. The Indigent Health Care payment was made in May in

the amount of \$1,900,513. Last year's Indigent Health Care payment of \$1,744,708 was not made until August.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We have collected 70.4% of our budgeted revenues. Sewer revenues are 79.9% of budget.

Expenditures for the Utility Fund are 72.2% of budget.

- Non-Departmental is 82.8% of the budget. This is due to the fact the entire amounts of budgeted transfer of \$6,372,981 to Utility Fund Capital Projects has been transferred.

The next report is the Income Statement for the Utility Fund as compared to FY19. Our revenue has increased by \$1,783,335 or 5%.

- Water revenue is up by \$1,689,907 or 21.4%. We did not begin to receive the payments from NBU until May of 2019. In addition, consumption is up by 14%
- Sewer revenue is up by \$686,835 or 12%. Consumption is up by 9.5%.

Expenditures have increased by \$3,782,709 or 10.2%.

- Electric Distribution has increased by \$721,090 or 5%. This is largely due to an increase in wholesale power by \$390,867. Salaries and benefits have increased by \$136,357.
- Water Plant has increased by \$300,903 or 7.9%, which is largely due to an increase in the Water Purchased account of \$162,706. Consumption has increased which causes this expense to also increase.
- Water/Sewer has increased by \$222,101 or 10.3%, with the largest increase in salaries and benefits.
- Non-Departmental has increased by \$2,243,878. Transfers to Utility Fund Capital Projects have increased by \$2,497,790.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. You can see the effects of COVID-19 on some of these funds. Rental Fees for the Coliseum is only 48.4% of budget and is down by 36.9% from this time last year. Rodeo Arena Rentals and Fairgrounds Rentals are only 77.6% and 49.9% of budget and are down by 1.5% and 26.3% from this time last year. The Golf Fund Income Statement comparing FY20 to FY19 shows a decrease in net income of \$120,946. In FY19, \$75,000 was transferred from the General Fund at the beginning of the year. In FY20, we did not budget to transfer from the General Fund. When you take the \$75,000 out of the revenue for FY19, the net income decreased by \$45,946.

The next reports detail more information about the sales tax revenue. We have only been down one month so far this fiscal year, which is February by 3.66%. We were up for the month of June by 17.35% and are up for the year by 9.36%.

The next several pages are a recap of the grants that we have been awarded for FY20 and those that are pending award notification. Some grants have carried over from one year to the next. I have adjusted the award amount based upon what we have already received and will be expecting to receive in FY20.

Finally, you will find the last two pages for our Hotel Occupancy Tax Collections. Occupancy Tax revenue is down by \$134,623.31. Comfort Inn and Days Inn have not paid for the quarter ended June 30, 2020 and Comfort Inn has paid 75% of their March 31 taxes owed. An agreement was signed by Comfort Inn to repay the remaining amount owed monthly by September 30, 2020.

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



# FY2020 INCOME STATEMENT-GENERAL FUND

For Nine Months Ended June 30, 2020

	FY 2019-20 Actual 06/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	11,522,469	11,281,892	240,577	102.1%
3180 - Franchise Taxes	652,828	1,154,429	(501,601)	56.5%
3210 - Building Permits	949,660	734,000	215,660	129.4%
3220 - Other Licenses & Permits	38,400	40,000	(1,600)	96.0%
3310 - Interlocal Agreement	645,774	853,477	(207,703)	75.7%
3340 - State/Federal Gov. Grants	88,006	223,647	(135,641)	39.4%
3350 - Sales Tax	6,444,846	7,975,000	(1,530,154)	80.8%
3350 - Other State Gov. Shared Revenue	131,483	120,000	11,483	109.6%
3390 - Local Grants & Contribut.	11,500	0	11,500	NA
3410 - Charges for Services	54,000	72,000	(18,000)	75.0%
3420 - Public Safety	858,352	1,400,000	(541,648)	61.3%
3440 - Sanitation Revenues	1,301,252	1,700,000	(398,748)	76.5%
3450 - Health	76,217	95,000	(18,783)	80.2%
3470 - Culture and Recreation	188,311	400,000	(211,689)	47.1%
3510 - Municipal Court	481,599	1,332,900	(851,301)	36.1%
3520 - Library	15,143	30,000	(14,857)	50.5%
3610 - Interest Revenues	106,466	173,000	(66,534)	61.5%
3620 - Miscellaneous Revenues	690,153	729,754	(39,601)	94.6%
3630 - Lease Revenues	13,688	11,903	1,785	115.0%
3650 - Private Source Donations	45,305	10,000	35,305	453.0%
3700 - User Fees	2,180,975	2,907,966	(726,992)	75.0%
3910 - Intragovernmental Trnsfrs	84,336	464,970	(380,634)	18.1%
<b>Revenue Totals</b>	<b>26,580,762</b>	<b>31,709,938</b>	<b>(5,129,176)</b>	<b>83.8%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	46,671	77,894	31,223	59.9%
11 - City Manager	197,696	273,357	75,661	72.3%
12 - Finance	440,257	647,062	206,806	68.0%
14 - Legal and Judicial	285,203	422,212	137,010	67.5%
16 - Police	5,545,335	8,165,074	2,619,739	67.9%
17 - Fire	4,549,505	6,564,541	2,015,036	69.3%
18 - Animal Services	377,729	588,814	211,086	64.2%
21 - Planning	856,429	1,345,789	489,359	63.6%
22 - City Secretary	49,240	81,284	32,044	60.6%
23 - Human Resources	194,290	346,830	152,541	56.0%
24 - Public Works Department	2,234,939	3,513,480	1,278,541	63.6%
25 - Vehicle Maintenance	316,562	452,935	136,374	69.9%
26 - Engineering/Capital Projects	245,411	413,695	168,284	59.3%
27 - Brush Department	309,207	480,492	171,285	64.4%
28 - Downtown & Main St. Prog.	125,046	198,233	73,186	63.1%
29 - Facilities	228,752	321,835	93,083	71.1%
31 - Public Library	859,824	1,301,211	441,387	66.1%
34 - Parks and Recreation	1,080,413	1,800,838	720,426	60.0%
87 - Information Technologies	503,316	745,455	242,140	67.5%
89 - City Attorney	93,291	132,770	39,479	70.3%
90 - Non-Departmental	6,797,302	5,700,316	(1,096,986)	119.2%
<b>Expenditure Totals</b>	<b>25,336,416</b>	<b>33,574,119</b>	<b>8,237,702</b>	<b>75.5%</b>
<b>Net Revenues (Expenditures)</b>	<b>1,244,346</b>	<b>(1,864,181)</b>	<b>3,108,527</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - General Fund

For Nine Months Ended June 30, 2020 and June 30, 2019

	FY 2019-20 Actual 06/30/20	FY 2018-2019 Actual 06/30/19	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	11,522,469	10,834,941	687,528	6.3%
3180 - Franchise Taxes	652,828	709,896	(57,068)	-8.0%
3210 - Building Permits	949,660	475,810	473,850	99.6%
3220 - Other Licenses & Permits	38,400	31,200	7,200	23.1%
3310 - Interlocal Agreement	645,774	603,982	41,792	6.9%
3340 - State/Federal Gov. Grants	88,006	93,931	(5,924)	-6.3%
3350 - Sales Tax	6,444,846	5,893,410	551,436	9.4%
3350 - Other State Gov. Shared Revenue	131,483	81,278	50,205	61.8%
3390 - Local Grants & Contribut.	11,500	2,900	8,600	296.6%
3410 - Charges for Services	54,000	7,358	46,643	633.9%
3420 - Public Safety	858,352	862,730	(4,378)	-0.5%
3440 - Sanitation Revenues	1,301,252	1,271,031	30,222	2.4%
3450 - Health	76,217	84,765	(8,548)	-10.1%
3470 - Culture and Recreation	188,311	336,527	(148,216)	-44.0%
3510 - Municipal Court	481,599	940,429	(458,830)	-48.8%
3520 - Library	15,143	22,913	(7,770)	-33.9%
3610 - Interest Revenues	106,466	179,581	(73,114)	-40.7%
3620 - Miscellaneous Revenues	690,153	1,055,197	(365,043)	-34.6%
3630 - Lease Revenues	13,688	11,903	1,785	15.0%
3650 - Private Source Donations	45,305	74,648	(29,343)	-39.3%
3700 - User Fees	2,180,975	2,061,787	119,188	5.8%
3910 - Intragovernmental Trnsfrs	84,336	35,094	49,242	140.3%
<b>Revenue Totals</b>	<b>26,580,762</b>	<b>25,671,308</b>	<b>909,455</b>	<b>3.5%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	46,671	51,016	4,345	8.5%
11 - City Manager	197,696	181,252	(16,444)	-9.1%
12 - Finance	440,257	440,894	637	0.1%
14 - Legal and Judicial	285,203	281,143	(4,060)	-1.4%
16 - Police	5,545,335	5,071,861	(473,474)	-9.3%
17 - Fire	4,549,505	4,077,670	(471,835)	-11.6%
18 - Animal Services	377,729	380,506	2,777	0.7%
21 - Planning	856,429	841,622	(14,807)	-1.8%
22 - City Secretary	49,240	56,430	7,190	12.7%
23 - Human Resources	194,290	257,710	63,420	24.6%
24 - Public Works Department	2,234,939	2,520,679	285,740	11.3%
25 - Vehicle Maintenance	316,562	299,142	(17,420)	-5.8%
26 - Engineering/Capital Projects	245,411	0	(245,411)	NA
27 - Brush Department	309,207	307,836	(1,371)	-0.4%
28 - Downtown & Main St. Prog.	125,046	148,045	22,999	15.5%
29 - Facilities	228,752	194,403	(34,349)	-17.7%
31 - Public Library	859,824	852,811	(7,013)	-0.8%
34 - Parks and Recreation	1,080,413	1,090,875	10,462	1.0%
87 - Information Technologies	503,316	470,509	(32,807)	-7.0%
89 - City Attorney	93,291	78,746	(14,545)	-18.5%
90 - Non-Departmental	6,797,302	4,869,498	(1,927,804)	-39.6%
<b>Expenditure Totals</b>	<b>25,336,416</b>	<b>22,472,648</b>	<b>(2,863,768)</b>	<b>-12.7%</b>



# FY2020 INCOME STATEMENT-UTILITY FUND

## For Nine Months Ended June 30, 2020

Account Number	Account Name	FY 2019-20 Actual 06/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	175,474	259,966	(84,492)	67.5%
3430	- Electric Revenue	20,617,272	30,657,522	(10,040,250)	67.3%
3432	- Water Revenue	9,584,128	13,140,561	(3,556,433)	72.9%
3434	- Sewer Revenue	6,399,555	8,007,753	(1,608,198)	79.9%
3480	- Other Charges	324,798	625,000	(300,202)	52.0%
3610	- Interest Revenues	181,391	321,000	(139,609)	56.5%
3620	- Miscellaneous Revenues	341,368	461,350	(119,982)	74.0%
3700	- User Fees	64,500	86,000	(21,500)	75.0%
<b>4 - Revenue Totals:</b>		<b>37,688,486</b>	<b>53,559,152</b>	<b>(15,870,666)</b>	<b>70.4%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	305,107	456,169	151,062	66.9%
45	- Utility Administration	272,871	451,706	178,836	60.4%
46	- Administrative Services	780,021	1,206,653	426,633	64.6%
47	- Electric Distribution	15,161,049	22,160,551	6,999,502	68.4%
48	- Utility Services	1,002,879	1,604,344	601,465	62.5%
49	- Engineering/Capital Projects	385,693	628,668	242,975	61.4%
56	- Water Plant	4,130,898	5,572,534	1,441,636	74.1%
57	- Water/Sewer	2,387,126	3,407,833	1,020,707	70.0%
65	- Geronimo Creek WWTP	194,311	316,300	121,989	61.4%
66	- Walnut Branch WWTP	856,928	1,376,164	519,236	62.3%
80	- Economic Development	275,933	575,439	299,506	48.0%
81	- Facilities	609,085	1,110,482	501,397	54.8%
87	- Information Technologies	460,029	708,375	248,346	64.9%
89	- City Attorney	99,208	162,770	63,562	60.9%
90	- Non-Departmental	13,992,460	16,907,850	2,915,390	82.8%
<b>Expenditure Totals:</b>		<b>40,913,597</b>	<b>56,645,838</b>	<b>15,732,241</b>	<b>72.2%</b>
<b>Net Revenues (Expenditures)</b>		<b>(3,225,111)</b>	<b>(3,086,686)</b>	<b>(138,425)</b>	



# FY2020 Income Statement Prior vs. Actual - Utility Fund

**For Nine Months Ended June 30, 2020 and  
June 30, 2019**

Account Number	Account Name	FY 2019-20 Actual 06/30/20	FY 2018-2019 Actual 06/30/19	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	175,474	155,238	20,237	13.0%
3430	- Electric Revenue	20,617,272	20,820,610	(203,338)	-1.0%
3432	- Water Revenue	9,584,128	7,894,221	1,689,907	21.4%
3434	- Sewer Revenue	6,399,555	5,712,720	686,835	12.0%
3480	- Other Charges	324,798	439,582	(114,783)	-26.1%
3610	- Interest Revenues	181,391	297,757	(116,366)	-39.1%
3620	- Miscellaneous Revenues	341,368	520,524	(179,156)	-34.4%
3700	- User Fees	64,500	64,500	0	0.0%
<b>4</b>	<b>- Revenue Totals:</b>	<b>37,688,486</b>	<b>35,905,151</b>	<b>1,783,335</b>	<b>5.0%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	305,107	310,927	5,820	1.9%
45	- Utility Administration	272,871	297,693	24,822	8.3%
46	- Administrative Services	780,021	1,038,301	258,280	24.9%
47	- Electric Distribution	15,161,049	14,439,959	(721,090)	-5.0%
48	- Utility Services	1,002,879	953,968	(48,911)	-5.1%
49	- Engineering/Capital Projects	385,693	0	(385,693)	NA
56	- Water Plant	4,130,898	3,829,995	(300,903)	-7.9%
57	- Water/Sewer	2,387,126	2,165,025	(222,101)	-10.3%
65	- Geronimo Creek WWTP	194,311	178,281	(16,030)	-9.0%
66	- Walnut Branch WWTP	856,928	862,423	5,495	0.6%
80	- Economic Development	275,933	241,089	(34,844)	-14.5%
81	- Facilities	609,085	571,613	(37,472)	-6.6%
87	- Information Technologies	460,029	416,928	(43,101)	-10.3%
89	- City Attorney	99,208	76,104	(23,104)	-30.4%
90	- Non-Departmental	13,992,460	11,748,582	(2,243,878)	-19.1%
	<b>Expenditure Totals:</b>	<b>40,913,597</b>	<b>37,130,888</b>	<b>(3,782,709)</b>	<b>-10.2%</b>
<b>Net Revenues (Expenditures)</b>		<b>(3,225,111)</b>	<b>(1,225,737)</b>	<b>(1,999,374)</b>	





# FY2020 -INCOME STATEMENT-COLISEUM FUND

For Nine Months Ended June 30, 2020

	FY 2019-20 Actual 06/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	41,632	86,000	(44,368)	48.4%
Concession Income	5,756	8,000	(2,244)	71.9%
Interest Earnings	2,449	4,500	(2,051)	54.4%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	0	500	(500)	0.0%
Transfers from Occupancy Tax	157,688	210,250	(52,563)	75.0%
<b>Revenue Totals</b>	<b>207,524</b>	<b>309,250</b>	<b>(101,726)</b>	<b>67.1%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	29,015	41,878	12,863	69.3%
Benefits	13,214	19,690	6,476	67.1%
Utilities	42,561	73,350	30,789	58.0%
Janitorial Services	64,500	86,000	21,500	75.0%
Repairs/Maintenance	14,909	38,750	23,841	38.5%
Equipment Rental	637	1,000	363	63.7%
General Supplies	9,724	(45,024)	(54,748)	-21.6%
Credit Card Service Fees	1,010	1,000	(10)	101.0%
Public Relations	2,000	2,000	0	100.0%
Capital Outlay	13,275	184,450	171,175	7.2%
<b>Expenditure Totals</b>	<b>190,844</b>	<b>403,094</b>	<b>212,250</b>	<b>47.3%</b>
<b>Net Revenues (Expenditures)</b>	<b>16,680</b>	<b>(93,844)</b>	<b>110,524</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - Coliseum

### For Nine Months Ended June 30, 2020 and June 30, 2019

	FY 2019-20 Actual 06/30/20	FY 2018-2019 Actual 06/30/19	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	41,632	65,975	(24,343)	-36.9%
Concession Income	5,756	5,085	671	13.2%
Interest Earnings	2,449	4,976	(2,527)	-50.8%
Miscellaneous Revenue	0	700	(700)	
Credit Card Service Fees	0	383	(383)	-100.0%
Transfers from Occupancy Tax	157,688	168,563	(10,875)	-6.5%
<b>Revenue Totals</b>	<b>207,524</b>	<b>245,682</b>	<b>(38,158)</b>	<b>-15.5%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	29,015	25,220	(3,796)	-15.1%
Benefits	13,214	11,463	(1,751)	-15.3%
Utilities	42,561	47,326	4,765	10.1%
Janitorial Services	64,500	64,500	0	0.0%
Repairs/Maintenance	14,909	11,989	(2,920)	-24.4%
Equipment Rental	637	336	(301)	-89.5%
General Supplies	9,724	8,247	(1,477)	-17.9%
Credit Card Service Fees	1,010	114	(897)	-788.8%
Education	0	18	18	100.0%
Public Relations	2,000	1,174	(826)	-70.4%
Capital Outlay	13,275	9,177	(4,097)	-44.6%
<b>Expenditure Totals</b>	<b>190,844</b>	<b>179,562</b>	<b>(11,282)</b>	<b>-6.3%</b>
<b>Net Revenues (Expenditures)</b>	<b>16,680</b>	<b>66,120</b>	<b>(49,440)</b>	



# FY2020 INCOME STATEMENT

## SEGUIN EVENTS COMPLEX

### For Nine Months Ended June 30, 2020

	FY 2019-20 Actual 06/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	493	1,000	(507)	49.3%
Rodeo Arena Rentals	17,845	23,000	(5,155)	77.6%
Fairgrounds Facilities Rentals	16,980	34,000	(17,020)	49.9%
Interest Earnings	867	900	(33)	96.3%
Transfers from Occupancy Tax	48,948	65,264	(16,316)	75.0%
<b>Revenue Totals</b>	<b>85,133</b>	<b>124,164</b>	<b>(39,031)</b>	<b>68.6%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	35,870	59,062	23,193	60.7%
Benefits	15,560	25,375	9,815	61.3%
Utilities	11,939	18,100	6,161	66.0%
Repairs/Maintenance	585	8,200	7,615	7.1%
General Supplies	3,296	14,401	11,105	22.9%
<b>Expenditure Totals</b>	<b>67,249</b>	<b>125,138</b>	<b>57,889</b>	<b>53.7%</b>
<b>Net Revenues (Expenditures)</b>	<b>17,884</b>	<b>(974)</b>	<b>18,858</b>	



# FY2020 INCOME STATEMENT

## Prior vs. Actual - Seguin Events Complex

### For Nine Months Ended June 30, 2020 and June 30, 2019

	FY 2019-20 Actual 06/30/20	FY 2018-2019 Actual 06/30/19	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	493	638	(144)	-22.6%
Rodeo Arena Rentals	17,845	18,116	(271)	-1.5%
Fairgrounds Facilities Rentals	16,980	23,039	(6,059)	-26.3%
Interest Earnings	867	1,293	(426)	-33.0%
Transfers from Occupancy Tax	48,948	50,199	(1,251)	-2.5%
<b>Revenue Totals</b>	<b>85,133</b>	<b>93,285</b>	<b>(8,152)</b>	<b>-8.7%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	35,870	39,210	3,340	8.5%
Benefits	15,560	16,904	1,344	7.9%
Utilities	11,939	12,327	388	3.1%
Repairs/Maintenance	585	1,310	725	55.4%
General Supplies	3,296	5,578	2,282	40.9%
<b>Expenditure Totals</b>	<b>67,249</b>	<b>75,328</b>	<b>8,079</b>	<b>10.7%</b>
<b>Net Revenues (Expenditures)</b>	<b>17,884</b>	<b>17,957</b>	<b>(73)</b>	



# FY 2020 INCOME STATEMENT

## GOLF FUND

### For Nine Months Ended June 30, 2020

	FY 2019-20 Actual 06/30/20	FY 2019-20 Budget	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND REVENUES</b>				
Golf Course Receipts	239,563	345,000	(105,437)	69.4%
Golf Cart Rentals	226,478	347,000	(120,522)	65.3%
Golf Concessions	71,691	100,000	(28,309)	71.7%
Golf Merchandise Sales	15,220	33,000	(17,781)	46.1%
Interest Earnings	4,479	6,400	(1,921)	70.0%
Miscellaneous	7,768	13,000	(5,232)	59.8%
Transfers from Golf Building Fund	21,343	21,343	0	100.0%
<b>Revenue Totals</b>	<b>586,542</b>	<b>865,743</b>	<b>(279,201)</b>	<b>67.8%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	329,010	478,936	149,926	68.7%
Benefits	124,371	177,261	52,891	70.2%
Utilities	15,738	27,456	11,718	57.3%
Repairs/Maintenance	7,781	29,200	21,419	26.6%
Rental	2,488	8,000	5,512	31.1%
Insurance	4,804	4,804	0	100.0%
General Supplies	76,783	196,852	120,069	39.0%
Energy and Fuel	5,146	12,000	6,854	42.9%
Miscellaneous	20,759	20,360	(399)	102.0%
Education	2,845	3,800	955	74.9%
Public Relations	962	3,000	2,038	32.1%
<b>Expenditure Totals</b>	<b>590,688</b>	<b>961,669</b>	<b>370,981</b>	<b>61.4%</b>
<b>Net Revenues (Expenditures)</b>	<b>(4,145)</b>	<b>(95,926)</b>	<b>91,781</b>	



# FY 2020 INCOME STATEMENT

## Prior vs. Actual - Golf Fund

### For Nine Months Ended June 30, 2020 and June 30, 2019

	FY 2019-20 Actual 06/30/20	FY 2018-2019 Actual 06/30/19	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND</b>				
Golf Course Receipts	239,563	259,000	(19,438)	-7.5%
Golf Cart Rentals	226,478	248,930	(22,452)	-9.0%
Golf Concessions	71,691	84,644	(12,953)	-15.3%
Golf Merchandise Sales	15,220	23,625	(8,406)	-35.6%
Interest Earnings	4,479	6,875	(2,396)	-34.9%
Miscellaneous	7,768	9,962	(2,193)	-22.0%
Transfers from General Fund	0	75,000	(75,000)	-100.0%
Transfers from Golf Building Fund	21,343			
<b>Revenue Totals</b>	<b>586,542</b>	<b>708,037</b>	<b>(142,837)</b>	<b>-20.2%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	329,010	315,336	(13,674)	-4.3%
Benefits	124,371	120,136	(4,235)	-3.5%
Utilities	15,738	17,080	1,342	7.9%
Repairs/Maintenance	7,781	15,215	7,434	48.9%
Rental	2,488	1,709	(780)	-45.6%
Insurance	4,804	3,789	(1,015)	-26.8%
General Supplies	76,783	88,386	11,603	13.1%
Energy and Fuel	5,146	5,259	113	2.1%
Miscellaneous	20,759	17,737	(3,022)	-17.0%
Education	2,845	4,389	1,544	35.2%
Public Relations	962	2,200	1,238	56.3%
<b>Expenditure Totals</b>	<b>590,688</b>	<b>591,236</b>	<b>548</b>	<b>0.1%</b>
<b>Net Revenues (Expenditures)</b>	<b>(4,145)</b>	<b>116,801</b>	<b>(120,946)</b>	

**CITY OF SEGUIN  
SALES TAX**

	Fiscal Year <u>2015</u>	Fiscal Year <u>2016</u>	Fiscal Year <u>2017</u>	Fiscal Year <u>2018</u>	Fiscal Year <u>2019</u>	<u>1% City</u>	Fiscal Year 2020 <u>1/4% City *</u>	<u>1/4% SEDC</u>	<u>Total**</u>	<u>% Change</u>
October	573,358	671,641	565,136	547,409	671,052	476,934	119,233	119,233	715,401	6.61%
November	533,598	568,471	571,627	871,405	588,417	416,927	104,232	104,232	625,391	6.28%
December	720,209	774,007	737,509	735,944	738,300	592,646	148,161	148,161	888,969	20.41%
January	533,888	557,843	689,556	575,060	595,146	438,465	109,616	109,616	657,697	10.51%
February	495,986	553,511	606,478	543,353	632,116	405,999	101,500	101,500	608,998	-3.66%
March	662,615	674,690	685,619	773,361	681,171	497,030	124,258	124,258	745,546	9.45%
April	598,470	556,275	550,635	608,870	658,857	462,831	115,708	115,708	694,246	5.37%
May	513,621	556,505	591,444	650,197	633,605	462,213	115,553	115,553	693,319	9.42%
June	<u>680,644</u>	<u>670,537</u>	<u>664,948</u>	<u>686,488</u>	<u>694,746</u>	<u>543,520</u>	<u>135,880</u>	<u>135,880</u>	<u>815,279</u>	<u>17.35%</u>
<b>SUBTOTAL</b>	<b>5,312,389</b>	<b>5,583,480</b>	<b>5,662,952</b>	<b>5,992,087</b>	<b>5,893,410</b>	<b>4,296,564</b>	<b>1,074,141</b>	<b>1,074,141</b>	<b>6,444,846</b>	<b>9.36%</b>
July	616,286	594,049	603,605	660,885	703,849					
August	590,734	574,058	571,970	648,665	661,956					
September	<u>694,831</u>	<u>638,312</u>	<u>596,401</u>	<u>668,859</u>	<u>710,897</u>					
<b>TOTAL</b>	<b>7,894,884</b>	<b>8,060,436</b>	<b>8,099,876</b>	<b>8,656,984</b>	<b>8,664,858</b>					

\* For Property Tax Reduction

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

**JUNE SALES TAX REPORT  
FOR SURROUNDING CITIES**

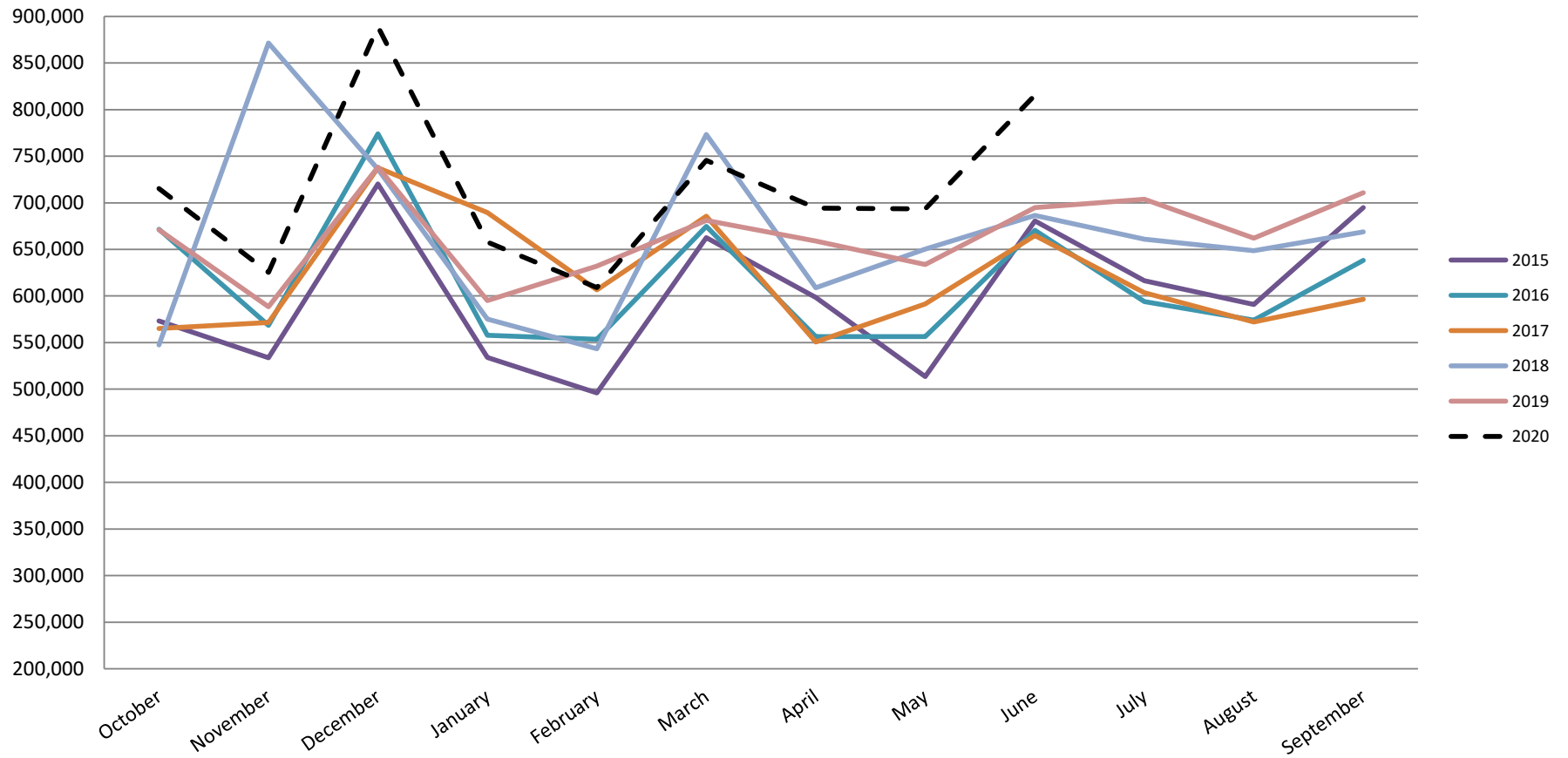
<b><u>City</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>% Increase (Decrease)</u></b>
Seguin	694,746	815,279	17.35%
San Marcos	3,236,637	4,946,200	52.82%
Schertz	1,154,631	1,320,738	14.39%
San Antonio	34,342,196	34,896,464	1.61%
New Braunfels	3,046,137	3,364,682	10.46%
Austin	20,756,831	20,938,159	0.87%
Selma	636,106	689,188	8.34%
Universal City	480,991	513,291	6.72%
Statewide	567,765,901	595,953,387	4.96%



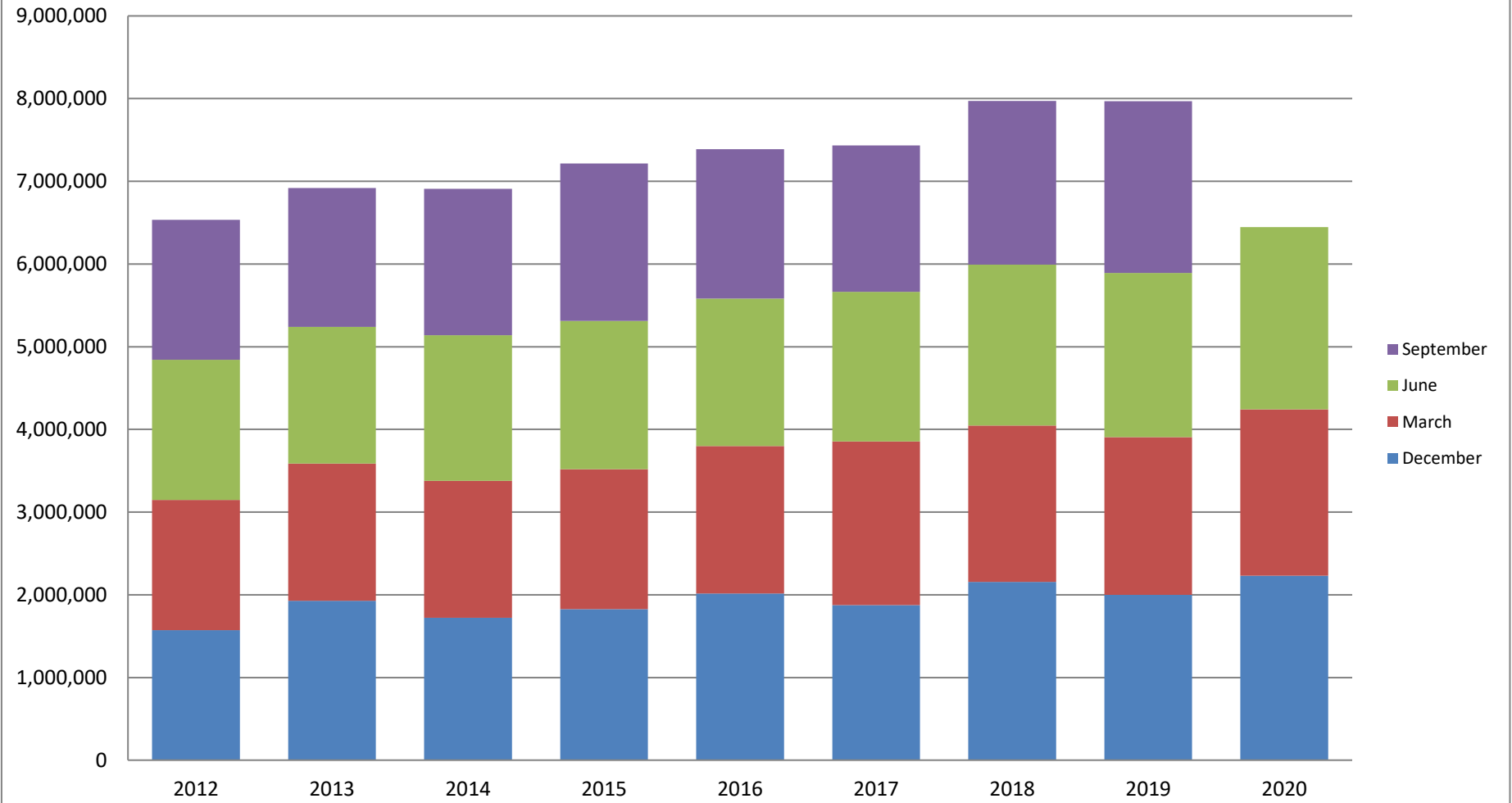
**YEAR-TO-DATE SALES TAX REPORT  
FOR SURROUNDING CITIES**

<b><u>City</u></b>	<b><u>FY2019</u></b>	<b><u>FY2020</u></b>	<b><u>% Increase (Decrease)</u></b>
Seguin	5,893,410	6,444,846	9.36%
San Marcos	28,413,080	36,256,116	27.60%
Schertz	9,482,734	10,659,122	12.41%
San Antonio	276,913,857	271,983,936	-1.78%
New Braunfels	24,282,236	25,658,720	5.67%
Austin	178,846,907	179,617,350	0.43%
Selma	5,073,104	5,093,188	0.40%
Universal City	3,698,804	4,029,765	8.95%
Statewide	4,603,289,685	4,672,967,122	1.51%

## Sales Tax Trend



## Sales Tax Trend by Quarter



**GRANTS AWARDED AND IN PROGRESS - FY20**

Application	Description	Award Number	Funding Type	Amount Funded	City Match	Begin	Ends	Department	Status	Fiscal Year
OAG-VCLG	Victim Coordinator & Liaison Grant (VCLG)	2098515	Federal	\$40,614.00	\$0.00	09/01/19	08/31/20	Police	Ongoing	FY20
OOG-Local Border Security Program	Police Overtime	2996205	Federal	\$20,000.00	\$0.00	09/01/19	08/31/20	Police	On-Hold	FY20
Texas State University	Tobacco Buy/Sting (TEG)	Interlocal Agreement	State	\$5,000.00	\$0.00	01/01/20	08/31/20	Police	Ongoing	FY20
OOG-VOCA	Victim Emergency Services	3245402	Federal	\$58,000.00	\$14,500.00	10/01/18	09/30/20	Police	Ongoing	FY19-20
GVEC	Main Street Program	Letter	Private	\$10,000.00	\$0.00	10/21/19	10/21/20	Main Street	Ongoing	FY20
OOG-Justice Assistance Grant	Police Equipment	3766301	Federal	\$36,183.00	\$0.00	09/30/19	12/29/20	Police	Ongoing	FY20
Guadalupe County United Way	Main Street Program	Letter	Private	\$5,000.00	\$0.00	01/01/20	12/31/20	Main Street	Ongoing	FY20
Texas General Land Office	Hurricane Harvey	CDBG-DR	Federal	\$226,348.00	\$0.00	01/01/19	01/01/21	Infrastructure	Declined	FY18-21
FEMA SAFER <sup>1</sup>	3-Firefighter positions	EMW-2016-FH-00334	Federal	\$69,702.00	\$129,447.00	02/25/18	02/24/21	Fire	Ongoing	FY18-20
DOJ	Bullet Proof Vests	FY2019	Federal	\$4,609.87	\$4,609.87	10/01/18	08/31/21	Police	Ongoing	FY19
Texas Dept of Agriculture	Main Street-Sidewalks	7219292	Federal	\$350,000.00	\$70,000.00	02/01/20	01/31/22	Development	Ongoing	FY20
Clean Water Act/TCEQ	NonPoint Source/Septic	582-19-95189	Federal	\$97,037.00	\$64,691.00	09/01/20	08/31/24	Development	Ongoing	FY21
TCEQ	TERP	582-18-83146-0673	State	\$40,064.00	*see below	03/19/18	08/31/27	Public Works	Complete	FY18-21
TCEQ	TERP	582-18-83174-0673	State	\$10,012.00	*see below	03/19/18	08/31/27	Public Works	Declined	FY18-21
TCEQ	TERP	582-18-82597-0673	State	\$22,932.00	*see below	03/19/18	08/31/27	Public Works	Declined	FY18-21
WalMart	Fire Dept Safety Vests	Letter	Foundation	\$1,500.00	\$0.00	04/18/20	12/31/20	Fire Department	Ongoing	FY21
TCEQ-AACOG-Solid Waste Grant	Household Hazardous Waste	RFA-2019-299-RR	State	\$25,000.00	\$12,500.00	05/01/20	04/30/21	Utilities	Ongoing	FY20-21
US Dept of Treasury/TDEM	Coronavirus Relief Fund (CRF)	Allocation	Federal	\$1,718,145.00	\$0.00	06/01/20	12/30/20	COS	Ongoing	FY20
CenterPoint Energy	Seek Reveal Fire PRO (6 units)	Community Safety Grant	Foundation	1,900.00	1,900.00	08/31/20	08/31/21	Fire/EMS	Ongoing	FY21
US Health & Human Services	Provider Relief-Medicare	Allocation	Federal	\$24,118.99	\$0.00	01/31/20	12/30/20	Fire/EMS	Ongoing	FY20-21
Economic Development Assoc <sup>2</sup>	Extension of 8th Street	PWEAA2020	Federal	863,609.00	107,951.00	10/01/20	07/15/24	COS/SEDC	Pre-Award	FY21
<b>Totals</b>				<b>\$3,629,774.86</b>	<b>\$405,598.87</b>					

\* Replacement of older road trucks. Match is the amount awarded.

<sup>1</sup> Last year of a 3-year grant. Only Year 3 included in this information.

<sup>2</sup> Total Match = \$215,902. 50/50 split between SEDC and COS.

**FY20-GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD (as of August 14, 2020)**

Application	Description	Solicitation Number	Funding Type	Ask Amount	City Match	Grant Term		Department	Est Award Date	Fiscal Year
						Begin	Ends			
Dept Homeland Security (AFG)	AFG-EMS Power Lift for 4 vehicles	DHS-19-GPD-044-00-99	Federal	103,000.00	10,300.00	06/01/20	04/30/21	Fire	7/1/2020	FY20
Homeland Security/OOG	Local Border Security Program	2996206	Federal	99,720.00	0.00	09/01/20	08/31/21	Police	7/1/2020	FY21
National Trust for Historic Preservation <sup>1</sup>	Sebastopol House Museum	11 Most Endangered	Federal	0.00	0.00	09/01/20	NA	Parks	9/1/2020	FY21
THC/Tx Preservation Trust	Sebastopol House Master Plan	TPTF FY 2021	State	30,000.00	30,000.00	10/01/20	08/31/21	Parks	11/1/2020	FY21
US Dept of Justice/OVW	Non-Fatal Strangulation Education	OVW-2020-17563	Federal	495,795.17	0.00	10/01/20	09/30/23	Police	10/1/2020	FY21
US Dept of Justice/NJA	SPD/BBT Crisis Intervention Team (CIT)	BJA-2020-17114	Federal	206,916.00	107,050.00	10/01/20	09/30/23	Police	10/1/2020	FY21
US Dept pf Justice/BPV	Bullet Proof Vest Program	20022620	Federal	5,832.00	5,832.00	10/01/20	09/30/23	Police	10/1/2020	FY21
BJA/DOJ	K-9 Assistance	Southwet Border Rural	Federal	87,200.00	0.00	09/01/20	NA	Police	10/1/2020	FY21
TDA-CDBG	Fire Pumper & Brush Truck	FAST Fund	Federal	500,000.00	5,000.00	10/01/20	04/01/22	Fire	10/2/2020	FY21
FEMA	Covid Public Assistance	PA 4485	Federal	131,000.00	32,750.00	03/16/20	12/30/20	Citywide		
Leary Firefighters Foundation	Laser-Driven Fire Extinguisher Training	NA	Foundation	23,300.00	0.00	09/01/20	NA	Fire	9/1/2020	FY21
Georgia-Pacific	Knox SecureKey System	NA	Foundation	30,000.00	0.00	08/01/20	NA	Fire	10/1/2020	FY21
ONEOK	Seek Reveal Fire PRO (6 units)	Emergency Responder	Foundation	3,745.00	0.00	10/01/20	08/31/20	Fire	10/1/2020	FY21
Firehouse Subs	Laser-Driven Fire Extinguisher Training	Equipment & Safety	Foundation	23,300.00	0.00	11/01/20	NA	Fire	11/1/2020	FY21
Texas State Library Archives (TSLAC)	Wifi extenders and hotspots	TSLAC CARES	State	25,000.00	0.00	11/01/20	NA	Library	11/1/2020	FY21
<b>Total</b>				<b>1,764,808.17</b>	<b>190,932.00</b>					

*Italics = Budget amount not Finalized*

<sup>1</sup> Nomination, no cash award. Recognition of Endangerment to pursue funding.

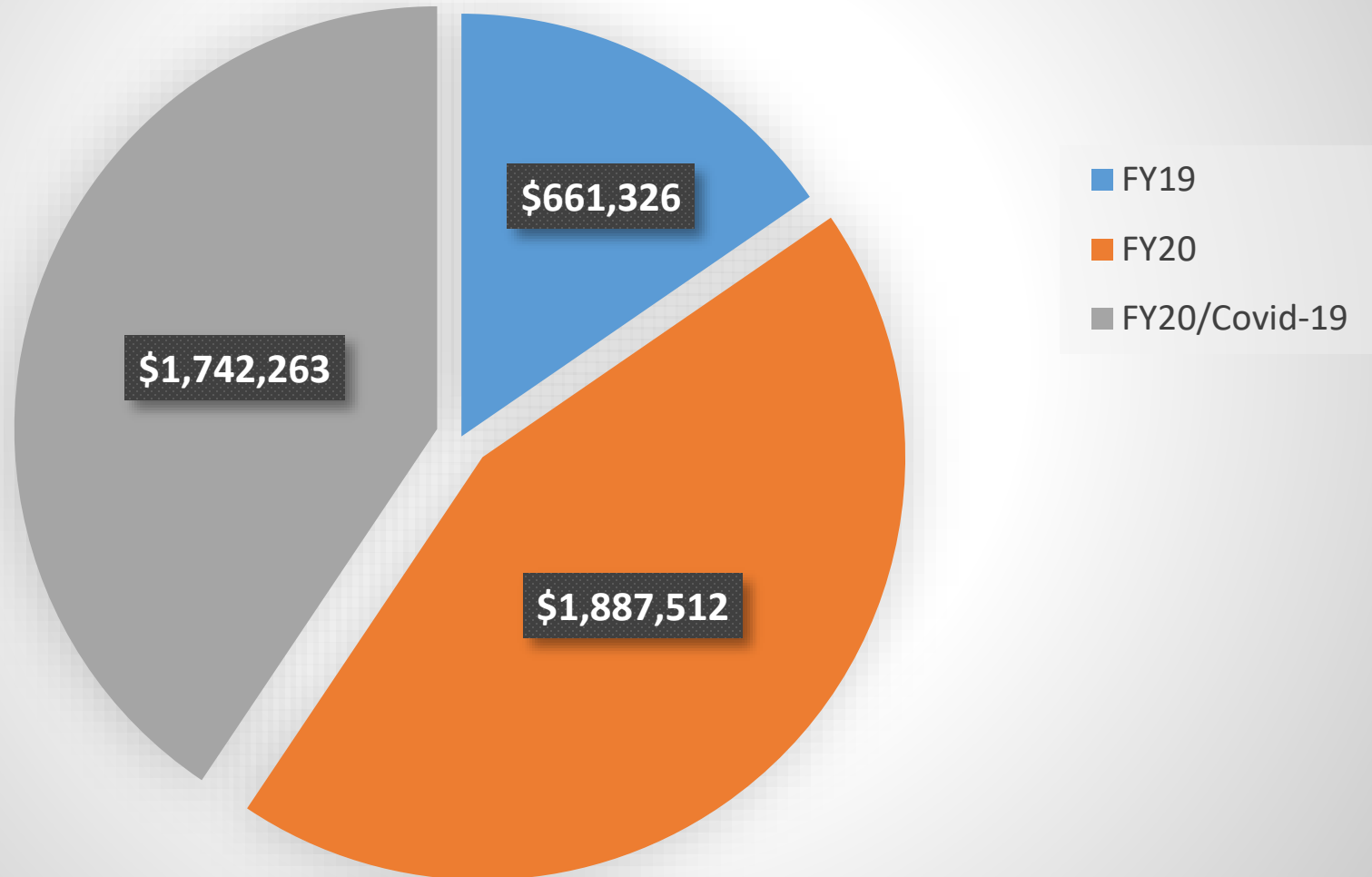
**GRANTS APPLIED FOR AND NOT AWARDED - FY20**

Application	Description	Funding Type	Ask Amount	Submitted	Fiscal Year	Date Notified	Notes
TDEM-EWS	Early Warning System	State/Federal	\$316,332.83	12/28/2018		03/05/20	no specific reason given for denial
TDEM-Heideke	Flood Mitigation Grant	State/Federal	\$494,349.41	12/28/2018		03/05/20	no specific reason given for denial
TDEM-Hidalgo	Flood Mitigation Grant	State/Federal	\$420,393.95	12/28/2018		03/05/20	no specific reason given for denial
TDEM-San Antonio Avenue	Flood Mitigation Grant	State/Federal	83,269.88	12/28/2018		03/05/20	no specific reason given for denial
TxDOT SRTS	Safe Routes to School-Weinert	State/Federal	685,351.00	4/11/2019		01/30/20	Per Tx Transportation Commission: Application Not Clear
OOG/Criminal Justice <sup>1</sup>	<b>JAG-WatchGuard equipment</b>	Federal	\$97,930.00	3/11/2020	2021	3/11/2020	City 's spam filter did not allow additional req'd reporting
OOG/Criminal Justice <sup>1</sup>	<b>VOCA</b>	Federal	\$24,715.68	3/11/2020	2021	3/11/2020	City 's spam filter did not allow additional req'd reporting
AARP Community Challenge	Bauer Park Improvements	Private	69,541.22	4/20/2020	FY20	07/13/20	
DOJ/COPS	Student Resource Officers	Federal	250,000.00	3/5/2020	FY21		
<b>Total</b>			<b>\$2,441,883.97</b>				

<sup>1</sup> Application disregarded due to not receiving summary and question templates.

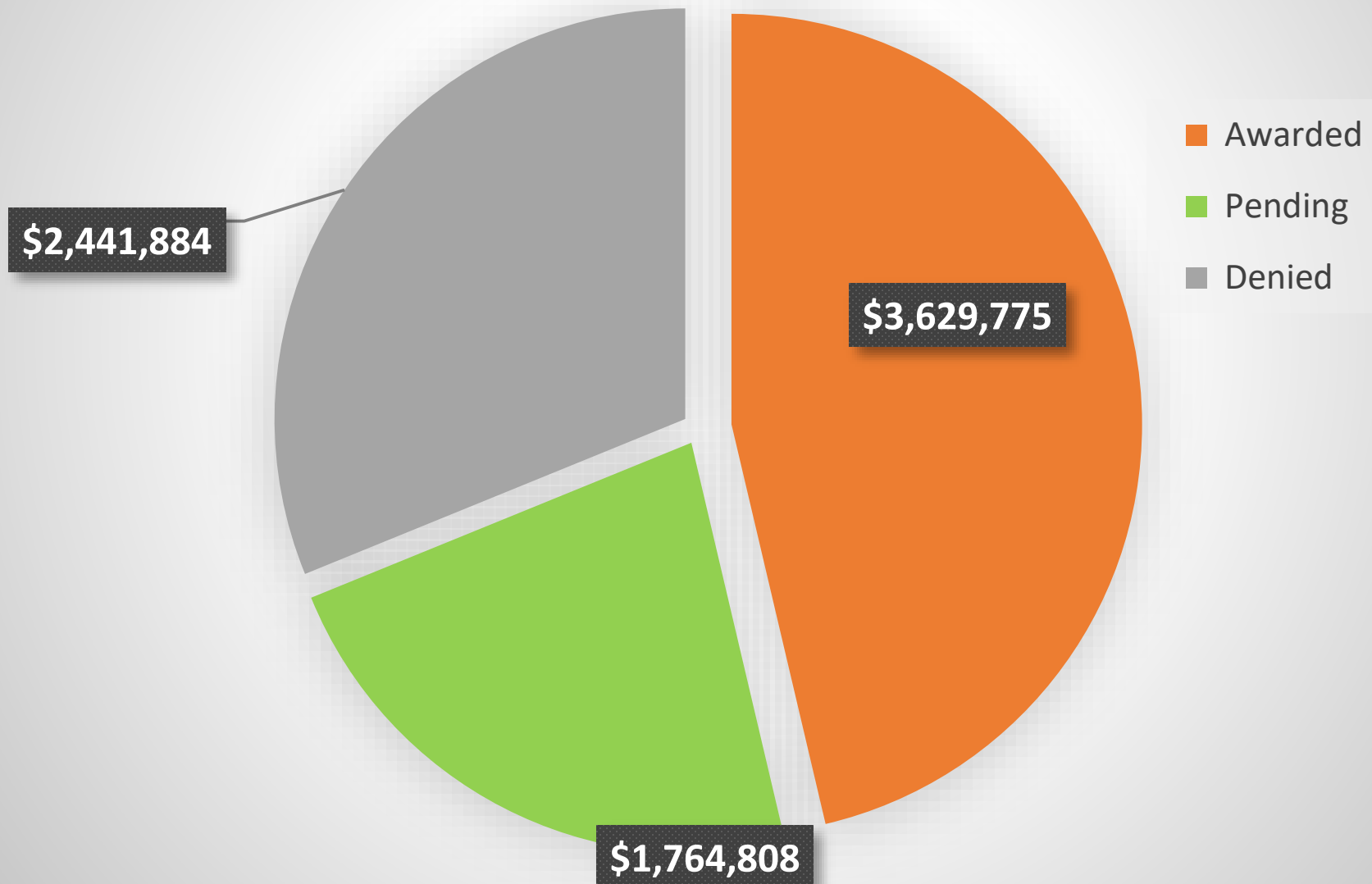
# Grants Awarded FY20 vs FY19

as of August 2020 (Does not include Matching Funds)



# FY20 Awarded and Pending Grants

as of August 2020 (Does not include Matching Funds)





**FISCAL YEAR 2020 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	July 31	TOTAL
Holiday Inn Express	28,897.76	23,958.50	28,068.60	14,485.47	<b>95,410.33</b>
La Quinta	24,257.18	19,601.86	20,578.97	11,829.37	<b>76,267.38</b>
Hampton Inn	28,342.76	24,664.17	23,806.49	11,821.29	<b>88,634.71</b>
Comfort Inn Suites*	22,526.55	14,678.53	16,945.68	<i>has not paid</i>	<b>54,150.76</b>
Days Inn	20,267.30	9,605.60	15,931.88	<i>has not paid</i>	<b>45,804.78</b>
Townplace Suites	42,562.69	34,415.49	32,727.76	20,250.01	<b>129,955.95</b>
Super 8 Motel	11,916.42	4,740.66	7,350.61	6,122.04	<b>30,129.73</b>
Motel 6	9,127.82	7,200.48	7,519.88	6,669.52	<b>30,517.70</b>
Texas Inn (Best Value)	2,584.81	3,143.68	2,629.82	2,760.99	<b>11,119.30</b>
Lake Breeze Ski Lodge	9,347.10	321.30	162.54	3,374.00	<b>13,204.94</b>
Vanessa Vajdos (340 Meadow Lake Dr)	916.16	680.24	-	1,613.00	<b>3,209.40</b>
Olivia Mansion	1,322.49	929.02	717.90	no longer renting	<b>2,969.41</b>
Seguin Motel	955.36	869.89	683.90	692.44	<b>3,201.59</b>
Avalara, Inc. (460 River Drive)	4,916.03	3,190.95	1,011.29	2,388.75	<b>11,507.02</b>
S. Carruthers (440 Turtle Lane)	21.31	79.52	171.92	1,567.75	<b>1,840.50</b>
River Retreat Properties (1101 Lakeview)	2,081.73	255.50	484.40	1,022.00	<b>3,843.63</b>
Geronimo Creek Retreat (2050 Laubach)	18,844.29	7,435.73	3,289.56	11,079.58	<b>40,649.16</b>
Patsy Tankersley (710 Gloria Drive)	-	249.83	213.51	64.86	<b>528.20</b>
Sonka Guest House (617 N. Guadalupe)	119.03	-	-	0.00	<b>119.03</b>
Zen on the Bend Vaca Rental (496 River Road)	602.00	-	120.00	741.00	<b>1,463.00</b>
Laura Wooley (1005 Reiley Road)	400.05	293.54	106.42	844.03	<b>1,644.04</b>
Han Pho (939 Reiley Road)	1,136.52	-	-	0.00	<b>1,136.52</b>
Dam Camp	1,207.85	-	293.62	0.00	<b>1,501.47</b>
Team Housing Solutions	-	-	18.82	2.97	<b>21.79</b>
Robert & Kimberly Stephens (15 Baer Creek Trail)	115.57	10.73	32.18	0.00	<b>158.48</b>
Carol & Sean Ramsey (906 Buerger Lane)	1,018.90	631.21	459.91	1,551.76	<b>3,661.78</b>
Laura Wooley (928 Buerger Lane)	1,372.41	340.11	546.16	1,963.94	<b>4,222.62</b>
Birdy Properties (102 Lenz Drive)	826.00	658.00	-	735.00	<b>2,219.00</b>
Ian Miller (1029 E. Mountain)	366.30	39.98	30.77	201.32	<b>638.37</b>
Magnolia Hotel (203 S. Crockett)	385.21	901.32	883.61	630.35	<b>2,800.49</b>
Vacasa LLC (435 Lake Placid Drive)	559.02	133.03	-	261.36	<b>953.41</b>
Matthew Pond (810 N. Goodrich)	142.21	118.61	198.94	289.81	<b>749.57</b>
<b>Total Collected</b>	<b>237,138.83</b>	<b>159,147.48</b>	<b>164,985.14</b>	<b>102,962.61</b>	<b>664,234.06</b>

\*as of 08/27/20, Comfort Inn and Days Inn have not paid the taxes owed for the quarter ended June 30, 2020. Comfort Inn owes \$10,401.05 for the quarter ended June 30, 2020

**FISCAL YEAR 2019 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	July 31	TOTAL
Holiday Inn Express	35,302.62	27,943.73	29,035.86	29,402.31	<b>121,684.52</b>
La Quinta	23,502.64	17,240.37	19,762.81	24,865.32	<b>85,371.14</b>
Hampton Inn	28,287.17	24,218.74	26,738.08	43,789.64	<b>123,033.63</b>
Comfort Inn Suites	21,254.59	13,371.83	17,837.13	20,912.66	<b>73,376.21</b>
Days Inn	22,145.56	10,908.60	10,652.92	15,937.25	<b>59,644.33</b>
Townplace Suites	37,116.93	34,998.40	35,837.76	40,495.35	<b>148,448.44</b>
Super 8 Motel	8,934.08	5,900.36	7,093.07	7,936.33	<b>29,863.84</b>
Motel 6	9,325.59	7,564.26	9,109.40	9,521.54	<b>35,520.79</b>
Texas Inn (Best Value)	3,021.85	1,661.16	2,878.23	2,498.20	<b>10,059.44</b>
Lake Breeze Ski Lodge	7,910.00	527.45	48.30	4,409.51	<b>12,895.26</b>
Vanessa Vajdos (340 Meadow Lake Dr)	-	1,024.62	-	2,540.00	<b>3,564.62</b>
Olivia Mansion	1,433.20	1,825.30	1,035.35	965.49	<b>5,259.34</b>
Seguin Motel	908.60	849.31	950.95	922.88	<b>3,631.74</b>
New Braunfels Escapes (246 Guadalupe River Dr)	1,124.29	59.06	-	-	<b>1,183.35</b>
HM Investments (1415 Zipp Road)*	1,748.80	92.73	(9,340.46)	-	<b>(7,498.93)</b>
Hot Spot Mngmt (460 River Drive)	-	1,880.46	2,754.50	4,805.15	<b>9,440.11</b>
Hot Spot Mngmt (496 River Drive)	4,532.36	-	-	-	<b>4,532.36</b>
Hot Spot Mngmt (318 Guadalupe River Drive)	119.00	-	-	-	<b>119.00</b>
Randy Robisheaux (176 Lakeside)	1,176.00	220.36	-	-	<b>1,396.36</b>
Randy Robisheaux (221 Lakewood Dr.)	526.96	115.50	-	-	<b>642.46</b>
Randy Robisheaux (2303 Lakewood Dr.)	791.00	185.50	-	-	<b>976.50</b>
Randy Robisheaux (492 Turtle Lane)	1,400.00	-	-	-	<b>1,400.00</b>
S. Carruthers (440 Turtle Lane)	684.67	31.50	403.06	637.00	<b>1,756.23</b>
River Retreat Properties (1101 Lakeview)	2,096.50	595.50	674.80	1,664.25	<b>5,031.05</b>
Geronimo Creek Retreat (2050 Laubach)	16,644.22	6,883.46	10,187.08	17,424.58	<b>51,139.34</b>
Patsy Tankersley (710 Gloria Drive)	657.54	11.65	948.48	589.33	<b>2,207.00</b>
Hollingsworth/Lucero (154 Guadalupe River Dr.)	-	370.65	-	-	<b>370.65</b>
Sonka Guest House	157.29	16.10	43.62	61.25	<b>278.26</b>
Zen on the Bend Vaca Rental (496 River Road)	490.00	189.00	420.00	504.00	<b>1,603.00</b>
Laura Wooley (1007 Reiley Road)	402.41	-	-	61.51	<b>463.92</b>
Han Pho (939 Reiley Road)	784.00	350.00	469.21	590.52	<b>2,193.73</b>
Dam Camp	969.29	-	-	785.68	<b>1,754.97</b>
Chris Ramirez	690.90	-	-	-	<b>690.90</b>
Team Housing Solutions	-	1.52	-	-	<b>1.52</b>
Robert & Kimberly Stephens (15 Baer Creek Trail)	-	-	-	110.09	<b>110.09</b>
Carol & Sean Ramsey (906 Buerger Lane)	-	-	-	1,324.69	<b>1,324.69</b>
Laura Wooley (928 Buerger Lane)	-	-	-	1,151.09	<b>1,151.09</b>
<b>Total Collected</b>	<b>234,138.06</b>	<b>159,037.12</b>	<b>167,540.15</b>	<b>233,905.62</b>	<b>794,620.95</b>

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