



**It's real.**

**Date:** August 31, 2021

**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, 2021

Attached you will find financial reports for the General, Utility, Coliseum, Sequin Events Complex, and Golf Fund for the nine months ended June 30, 2021.

The first report is the Income Statement for the General Fund on a budgetary comparison. We have collected 90.1% of our budgeted revenues.

- Property Tax is 101.8% of budget. We do collect the largest of this budget during the first four months of fiscal year.
- Building Permits is 210.9% of budget. We have had continued development at Oak Creek Subdivision, Hiddenbrooke Subdivision, Navarro Oaks, Hannah Heights, Martindale Heights, Woodside Farms, Arroyo Ranch, Ridge View Estates, Greenspoint Heights, Cordova Crossing, Lily Springs, the Village of Mill Creek, Country Club Estates and Tor Subdivision. In addition, new permits have been pulled for commercial including HTeaO and the new GRMC Willow Medical Office.
- Sales Tax is 82.7% of budget. This will be discussed later in the memo.
- Public Safety is 84.2% of budget. This is the revenue received from EMS calls and our TAASP payment. Our TAASP payment was higher than anticipated.
- Miscellaneous Revenue is 99.9% of budget. We bill out our alarm permits in November, which was \$32,150. In addition, we received our p-card rebate in November in the amount of \$15,720.85 for the General Fund portion. Also, we have already received the four quarterly payments for our Industrial District Agreement for \$550,452.
- Lease Revenues is 100% of budget. We receive the annual payment for Sprint Tower lease in the first quarter.

Expenditures are 72.8% of budget.

- Vehicle Maintenance is 78% of budget due to increased maintenance costs on the vehicles and heavy equipment.
- Non-Departmental is 96.3% of budget. This is due to the fact as we collect our property tax revenue, the debt service portion of the property tax is transferred to the General I&S Fund.

The next report is the Income Statement for the General Fund as compared to FY20. Our revenue increased by \$3,521,862 or 13.2% from this time last year.

- Property Tax is up by \$1,110,437 or 9.6%
- Building Permits are up by \$910,468 or 95.9%.
- Sales tax is up by \$559,815 or 8.7%.
- User Fees are up by \$845,403 or 38.8%. The rate applied to the electric, water and wastewater revenue have increased this year.
- Interest Revenue is down by \$99,990 or 93.9%. Rates have dropped by 1.1681% since June 30, 2020.
- Intragovernmental Transfers is down by \$52,958 or 62.8%. In FY20, we were receiving funds from the DARE account to help cover the salary of Officer Vasquez. She retired in December, so the funds are no longer being transferred.

Our expenditures have increased by \$370,867 or 1.5% from this time last year.

- Police and Fire Departments' expenditures increased by \$293,279 and \$468,679 respectively, with the majority of these increases to salaries, overtime and benefits.
- Public Works has decreased by \$970,884. This is due to the fact our solid waste contract and recycling has been taken out of this department and is now being charged to Non-Departmental.

The next report is the Income Statement for the Utility Fund on a budgetary comparison. We have collected 71.4% of our budgeted revenues. Miscellaneous Revenue is 126.5% of budget. In February, an entry was made to close out balances in some projects.

Expenditures for the Utility Fund are 71.6% of budget.

- Non-Departmental is 79.9% of the budget. This is due to the fact that we have transferred all of the budgeted amount of \$2,131,845 to Utility Fund Capital Projects.

The next report is the Income Statement for the Utility Fund as compared to FY20. Our revenue has increased by \$1,054,288 or 2.8%.

- Electric revenue is down by \$217,334 or 1.1% due to rate adjustment at the beginning of the fiscal year.

- Water revenue is up by \$433,554 or 4.5%. The number of customers has increased by 3.96%
- Sewer revenue is up by \$666,391 or 10.4%. The number of customers is up by 4.15%.
- Miscellaneous Revenue is up by \$304,718 or 89.3%. This is due to the fact projects have been closed out that weren't closed out last year.
- Interest Revenues are down by \$170,756 or 94.1%. Rates have dropped by 1.1681% since June 30, 2020.

Expenditures have decreased by \$1,420,952 or 3.5%.

- Electric Distribution is up by \$907,748 or 6%. Wholesale power cost is up by \$290,259. ROW User Fees increased by \$442,386 and salaries and benefits increased in the amount of \$249,083.
- Water/Sewer Maintenance increased by \$511,997 or 21.4%. The majority of this increase is due to the ROW User Fees of \$403,017. This amount is the amount of the Utility Fund pays to the General Fund based upon water and sewer revenues.
- Non-Departmental has decreased by \$3,410,128 or 24.4%. Transfers to Utility Capital Projects have decreased by \$4,241,136.

The next reports are income statements compared to budget and prior year for the Coliseum Fund, Seguin Events Complex, and Golf Fund. As expected, we are down from this time last year for net revenues due to the COVID-19 pandemic, with the exception of the golf course. That fund is showing an increase in net revenue from FY20 by \$115,960.

The next reports detail more information about the sales tax revenue. Sales tax is up by 8.69% from June of FY20. In June, the revenue increased by 15.23%. This is the second month this fiscal year that we have exceeded \$900,000 in one month.

The next several pages are a recap of the grants that we have been awarded for FY21 and those that are pending award notification. Some grants have carried over from one year to the next.

Finally, you will find the last two pages for our Hotel Occupancy Tax Collections. We are up from this time last year by \$182,711.52. The payments made in July were for the quarter ended June 30, 2021. The payments for September 30, 2021 will not be received until next fiscal year, so this should be the amount we receive for this fiscal year.

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



# FY2021 INCOME STATEMENT-GENERAL FUND

For Nine Months Ended June 30, 2021

	FY 2020-21 Actual 06/30/21	FY 2020-21 Budget	Variance Pos. (Neg)	% of Budget
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	12,632,906	12,408,000	224,906	101.8%
3180 - Franchise Taxes	709,990	1,102,929	(392,939)	64.4%
3210 - Building Permits	1,860,128	882,000	978,128	210.9%
3220 - Other Licenses & Permits	38,400	40,000	(1,600)	96.0%
3310 - Interlocal Agreement	725,002	887,476	(162,474)	81.7%
3340 - State/Federal Gov. Grants	105,742	198,447	(92,705)	53.3%
3350 - Sales Tax	7,004,661	8,470,000	(1,465,339)	82.7%
3350 - Other State Gov. Shared Revenue	102,696	166,500	(63,804)	61.7%
3390 - Local Grants & Contribut.	1,500	5,000	(3,500)	30.0%
3410 - Charges for Services	57,239	72,000	(14,761)	79.5%
3420 - Public Safety	905,624	1,075,000	(169,376)	84.2%
3440 - Sanitation Revenues	1,350,945	1,730,000	(379,055)	78.1%
3450 - Health	73,440	95,000	(21,560)	77.3%
3470 - Culture and Recreation	206,214	340,000	(133,786)	60.7%
3510 - Municipal Court	433,857	1,007,900	(574,043)	43.0%
3520 - Library	14,859	29,000	(14,141)	51.2%
3610 - Interest Revenues	6,476	96,000	(89,524)	6.7%
3620 - Miscellaneous Revenues	723,532	724,452	(920)	99.9%
3630 - Lease Revenues	13,688	13,688	(0)	100.0%
3650 - Private Source Donations	77,964	10,000	67,964	779.6%
3700 - User Fees	3,026,378	4,035,170	(1,008,792)	75.0%
3910 - Intragovernmental Trnsfrs	31,378	38,837	(7,459)	80.8%
<b>Revenue Totals</b>	<b>30,102,619</b>	<b>33,427,399</b>	<b>(3,324,780)</b>	<b>90.1%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	43,888	78,919	35,031	55.6%
11 - City Manager	179,945	269,418	89,472	66.8%
12 - Finance	488,943	672,994	184,051	72.7%
14 - Legal and Judicial	302,243	440,486	138,242	68.6%
16 - Police	5,838,614	8,691,096	2,852,482	67.2%
17 - Fire	5,018,184	7,121,875	2,103,691	70.5%
18 - Animal Services	378,381	618,097	239,716	61.2%
21 - Planning	1,024,461	1,582,507	558,046	64.7%
22 - City Secretary	70,631	99,612	28,981	70.9%
23 - Human Resources	231,321	376,227	144,906	61.5%
24 - Public Works Department	1,264,055	2,036,600	772,545	62.1%
25 - Vehicle Maintenance	394,069	504,991	110,922	78.0%
26 - Engineering/Capital Projects	247,748	441,546	193,798	56.1%
27 - Brush Department	303,685	513,299	209,614	59.2%
28 - Downtown & Main St. Prog.	138,014	199,549	61,536	69.2%
29 - Facilities	194,972	340,455	145,483	57.3%
31 - Public Library	978,514	1,425,342	446,828	68.7%
34 - Parks and Recreation	1,215,647	1,894,220	678,572	64.2%
87 - Information Technologies	526,668	842,393	315,724	62.5%
89 - City Attorney	83,460	138,351	54,891	60.3%
90 - Non-Departmental	6,783,841	7,044,109	260,268	96.3%
<b>Expenditure Totals</b>	<b>25,707,285</b>	<b>35,332,087</b>	<b>9,624,803</b>	<b>72.8%</b>
<b>Net Revenues (Expenditures)</b>	<b>4,395,334</b>	<b>(1,904,688)</b>	<b>6,300,023</b>	



# FY2021 INCOME STATEMENT

## Prior vs. Actual - General Fund

For Nine Months Ended June 30, 2021 and June 30, 2020

	FY 2020-21 Actual 06/30/21	FY 2019-2020 Actual 06/30/20	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>001 - GENERAL FUND REVENUE</b>				
3110 - Property Tax	12,632,906	11,522,469	1,110,437	9.6%
3180 - Franchise Taxes	709,990	652,828	57,162	8.8%
3210 - Building Permits	1,860,128	949,660	910,468	95.9%
3220 - Other Licenses & Permits	38,400	38,400	0	0.0%
3310 - Interlocal Agreement	725,002	645,774	79,229	12.3%
3340 - State/Federal Gov. Grants	105,742	88,006	17,736	20.2%
3350 - Sales Tax	7,004,661	6,444,846	559,815	8.7%
3350 - Other State Gov. Shared Revenue	102,696	131,483	(28,787)	-21.9%
3390 - Local Grants & Contribut.	1,500	11,500	(10,000)	-87.0%
3410 - Charges for Services	57,239	54,000	3,239	6.0%
3420 - Public Safety	905,624	858,347	47,277	5.5%
3440 - Sanitation Revenues	1,350,945	1,301,252	49,693	3.8%
3450 - Health	73,440	76,217	(2,777)	-3.6%
3470 - Culture and Recreation	206,214	188,311	17,904	9.5%
3510 - Municipal Court	433,857	481,599	(47,743)	-9.9%
3520 - Library	14,859	15,143	(284)	-1.9%
3610 - Interest Revenues	6,476	106,466	(99,990)	-93.9%
3620 - Miscellaneous Revenues	723,532	690,153	33,379	4.8%
3630 - Lease Revenues	13,688	13,688	0	0.0%
3650 - Private Source Donations	77,964	45,305	32,660	72.1%
3700 - User Fees	3,026,378	2,180,975	845,403	38.8%
3910 - Intragovernmental Trnsfrs	31,378	84,336	(52,958)	-62.8%
<b>Revenue Totals</b>	<b>30,102,619</b>	<b>26,580,757</b>	<b>3,521,862</b>	<b>13.2%</b>
<b>001 - GENERAL FUND EXPENDITURES</b>				
10 - General Government	43,888	46,671	2,783	6.0%
11 - City Manager	179,945	197,696	17,751	9.0%
12 - Finance	488,943	440,257	(48,686)	-11.1%
14 - Legal and Judicial	302,243	285,203	(17,040)	-6.0%
16 - Police	5,838,614	5,545,335	(293,279)	-5.3%
17 - Fire	5,018,184	4,549,505	(468,679)	-10.3%
18 - Animal Services	378,381	377,729	(652)	-0.2%
21 - Planning	1,024,461	856,429	(168,032)	-19.6%
22 - City Secretary	70,631	49,240	(21,391)	-43.4%
23 - Human Resources	231,321	194,290	(37,031)	-19.1%
24 - Public Works Department	1,264,055	2,234,939	970,884	43.4%
25 - Vehicle Maintenance	394,069	316,562	(77,507)	-24.5%
26 - Engineering/Capital Projects	247,748	245,411	(2,337)	-1.0%
27 - Brush Department	303,685	309,207	5,522	1.8%
28 - Downtown & Main St. Prog.	138,014	125,046	(12,968)	-10.4%
29 - Facilities	194,972	228,752	33,780	14.8%
31 - Public Library	978,514	859,824	(118,690)	-13.8%
34 - Parks and Recreation	1,215,647	1,080,413	(135,234)	-12.5%
87 - Information Technologies	526,668	503,316	(23,352)	-4.6%
89 - City Attorney	83,460	93,291	9,831	10.5%
90 - Non-Departmental	6,783,841	6,797,302	13,461	0.2%
<b>Expenditure Totals</b>	<b>25,707,285</b>	<b>25,336,418</b>	<b>(370,867)</b>	<b>-1.5%</b>
<b>Net Revenues (Expenditures)</b>	<b>4,395,334</b>	<b>1,244,339</b>	<b>3,150,996</b>	



# FY2021 INCOME STATEMENT-UTILITY FUND

## For Nine Months Ended June 30, 2021

Account Number	Account Name	FY 2020-21 Actual 06/30/21	FY 2020-21 Budget	Variance Pos. (Neg)	% of Budget
<b>002 - UTILITY FUND REVENUE</b>					
3410 - Charges for Services		197,982	311,061	(113,079)	63.6%
3430 - Electric Revenue		20,399,938	30,289,145	(9,889,207)	67.4%
3432 - Water Revenue		10,017,681	13,395,256	(3,377,575)	74.8%
3434 - Sewer Revenue		7,065,945	8,953,953	(1,888,008)	78.9%
3480 - Other Charges		340,006	600,000	(259,994)	56.7%
3610 - Interest Revenues		10,635	148,000	(137,365)	7.2%
3620 - Miscellaneous Revenues		646,086	510,854	135,232	126.5%
3700 - User Fees		64,500	86,000	(21,500)	75.0%
<b>4 - Revenue Totals:</b>		<b>38,742,774</b>	<b>54,294,269</b>	<b>(15,551,495)</b>	<b>71.4%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44 - Utility Billing		303,863	485,173	181,309	62.6%
45 - Utility Administration		290,231	458,887	168,657	63.2%
46 - Administrative Services		874,803	1,406,632	531,829	62.2%
47 - Electric Distribution		16,068,797	22,949,813	6,881,016	70.0%
48 - Utility Services		1,050,932	1,654,817	603,886	63.5%
49 - Engineering/Capital Projects		430,641	680,740	250,099	63.3%
56 - Water Plant		4,194,111	5,894,528	1,700,416	71.2%
57 - Water/Sewer		2,899,123	4,080,791	1,181,668	71.0%
65 - Geronimo Creek WWTP		188,824	325,300	136,476	58.0%
66 - Walnut Branch WWTP		884,262	1,365,323	481,061	64.8%
80 - Economic Development		369,900	540,031	170,131	68.5%
81 - Facilities		706,416	1,138,657	432,242	62.0%
87 - Information Technologies		558,404	787,096	228,692	70.9%
89 - City Attorney		90,008	163,802	73,794	54.9%
90 - Non-Departmental		10,582,333	13,242,062	2,659,729	79.9%
<b>Expenditure Totals:</b>		<b>39,492,647</b>	<b>55,173,651</b>	<b>15,681,004</b>	<b>71.6%</b>
<b>Net Revenues (Expenditures)</b>		<b>(749,874)</b>	<b>(879,382)</b>	<b>129,509</b>	



# FY2021 Income Statement Prior vs. Actual - Utility Fund

**For Nine Months Ended June 30, 2021 and  
June 30, 2020**

Account Number	Account Name	FY 2020-21 Actual 06/30/21	FY 2019-2020 Actual 06/30/20	Variance Pos. (Neg)	% Variance Pos. (Neg.)
<b>002 - UTILITY FUND REVENUE</b>					
3410	- Charges for Services	197,982	175,474	22,508	12.8%
3430	- Electric Revenue	20,399,938	20,617,272	(217,334)	-1.1%
3432	- Water Revenue	10,017,681	9,584,128	433,554	4.5%
3434	- Sewer Revenue	7,065,945	6,399,555	666,391	10.4%
3480	- Other Charges	340,006	324,798	15,207	4.7%
3610	- Interest Revenues	10,635	181,391	(170,756)	-94.1%
3620	- Miscellaneous Revenues	646,086	341,368	304,718	89.3%
3700	- User Fees	64,500	64,500	0	0.0%
<b>4</b>	<b>- Revenue Totals:</b>	<b>38,742,774</b>	<b>37,688,486</b>	<b>1,054,288</b>	<b>2.8%</b>
<b>002 - UTILITY EXPENDITURES</b>					
44	- Utility Billing	303,863	305,107	1,244	0.4%
45	- Utility Administration	290,231	272,871	(17,360)	-6.4%
46	- Administrative Services	874,803	780,021	(94,782)	-12.2%
47	- Electric Distribution	16,068,797	15,161,049	(907,748)	-6.0%
48	- Utility Services	1,050,932	1,002,879	(48,053)	-4.8%
49	- Engineering/Capital Projects	430,641	385,693	(44,948)	NA
56	- Water Plant	4,194,111	4,130,898	(63,213)	-1.5%
57	- Water/Sewer	2,899,123	2,387,126	(511,997)	-21.4%
65	- Geronimo Creek WWTP	188,824	194,311	5,487	2.8%
66	- Walnut Branch WWTP	884,262	856,928	(27,334)	-3.2%
80	- Economic Development	369,900	275,933	(93,967)	-34.1%
81	- Facilities	706,416	609,085	(97,331)	-16.0%
87	- Information Technologies	558,404	460,029	(98,375)	-21.4%
89	- City Attorney	90,008	99,208	9,200	9.3%
90	- Non-Departmental	10,582,333	13,992,461	3,410,128	24.4%
	<b>Expenditure Totals:</b>	<b>39,492,647</b>	<b>40,913,599</b>	<b>1,420,952</b>	<b>3.5%</b>
	<b>Net Revenues (Expenditures)</b>	<b>(749,874)</b>	<b>(3,225,113)</b>	<b>2,475,239</b>	<b>-76.7%</b>



# FY2021 -INCOME STATEMENT-COLISEUM FUND

For Nine Months Ended June 30, 2021

	FY 2020-21 Actual 06/30/21	FY 2020-21 Budget	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	1,900	60,000	(58,100)	3.2%
Concession Income	0	5,000	(5,000)	0.0%
Interest Earnings	87	2,000	(1,913)	4.3%
Miscellaneous Revenue	0	0	0	0.0%
Credit Card Service Fees	136	0	136	NA
Transfers from Occupancy Tax	110,381	147,175	(36,794)	75.0%
<b>Revenue Totals</b>	<b>112,504</b>	<b>214,175</b>	<b>(101,671)</b>	<b>52.5%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	30,435	44,439	14,004	68.5%
Benefits	14,259	20,891	6,632	68.3%
Utilities	34,275	80,901	46,626	42.4%
Janitorial Services	64,500	86,000	21,500	75.0%
Repairs/Maintenance	12,408	41,000	28,592	30.3%
Equipment Rental	637	1,000	363	63.7%
General Supplies	5,268	19,300	14,032	27.3%
Credit Card Service Fees	1,293	1,000	(293)	129.3%
Public Relations	2,000	2,000	0	100.0%
Capital Outlay	88,730	96,327	7,597	92.1%
<b>Expenditure Totals</b>	<b>254,390</b>	<b>393,958</b>	<b>139,568</b>	<b>64.6%</b>
<b>Net Revenues (Expenditures)</b>	<b>(141,886)</b>	<b>(179,783)</b>	<b>37,897</b>	





# FY2021 INCOME STATEMENT

## Prior vs. Actual - Coliseum

### For Nine Months Ended June 30, 2021 and June 30, 2020

	FY 2020-21 Actual 06/30/21	FY 2019-2020 Actual 06/30/20	Variance Pos. (Neg)	% of Budget
<b>007 - COLISEUM REVENUES</b>				
Auditorium Rental Fees	1,900	41,632	(39,732)	-95.4%
Concession Income	0	5,756	(5,756)	-100.0%
Interest Earnings	87	2,449	(2,362)	-96.4%
Miscellaneous Revenue	0	0	0	NA
Credit Card Service Fees	136	0	136	NA
Transfers from Occupancy Tax	110,381	157,688	(47,306)	-30.0%
<b>Revenue Totals</b>	<b>112,504</b>	<b>207,524</b>	<b>(95,020)</b>	<b>-45.8%</b>
<b>007 - COLISEUM EXPENDITURES</b>				
Salaries	30,435	29,015	(1,419)	-4.9%
Benefits	14,259	13,214	(1,045)	-7.9%
Utilities	34,275	42,561	8,286	19.5%
Janitorial Services	64,500	64,500	0	0.0%
Repairs/Maintenance	12,408	14,909	2,500	16.8%
Equipment Rental	637	637	0	0.0%
General Supplies	5,268	9,724	4,456	45.8%
Credit Card Service Fees	1,293	1,010	(283)	-28.0%
Education	586	0	(586)	NA
Public Relations	2,000	2,000	0	0.0%
Capital Outlay	88,730	13,275	(75,456)	-568.4%
<b>Expenditure Totals</b>	<b>254,390</b>	<b>190,844</b>	<b>(63,546)</b>	<b>-33.3%</b>
<b>Net Revenues (Expenditures)</b>	<b>(141,886)</b>	<b>16,680</b>	<b>(158,566)</b>	



# FY2021 INCOME STATEMENT

## SEGUIN EVENTS COMPLEX

### For Nine Months Ended June 30, 2021

	FY 2020-21 Actual 06/30/21	FY 2020-21 Budget	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	0	1,000	(1,000)	0.0%
Rodeo Arena Rentals	10,344	23,000	(12,657)	45.0%
Fairgrounds Facilities Rentals	11,768	34,000	(22,232)	34.6%
Interest Earnings	66	900	(834)	7.3%
Transfers from Occupancy Tax	26,921	35,895	(8,974)	75.0%
<b>Revenue Totals</b>	<b>49,098</b>	<b>94,795</b>	<b>(45,697)</b>	<b>51.8%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	41,897	61,256	19,360	68.4%
Benefits	18,882	27,957	9,076	67.5%
Utilities	9,245	22,301	13,056	41.5%
Repairs/Maintenance	1,616	8,200	6,584	19.7%
General Supplies	3,511	10,000	6,489	35.1%
<b>Expenditure Totals</b>	<b>75,151</b>	<b>129,715</b>	<b>54,564</b>	<b>57.9%</b>
<b>Net Revenues (Expenditures)</b>	<b>(26,053)</b>	<b>(34,920)</b>	<b>8,867</b>	



# FY2021 INCOME STATEMENT

## Prior vs. Actual - Seguin Events Complex

### For Nine Months Ended June 30, 2021 and June 30, 2020

	FY 2020-21 Actual 06/30/21	FY 2019-2020 Actual 06/30/20	Variance Pos. (Neg)	% of Budget
<b>020 - SEGUIN EVENTS COMPLEX REVENUES</b>				
Concession Income	0	493	(493)	-100.0%
Rodeo Arena Rentals	10,344	17,845	(7,502)	-42.0%
Fairgrounds Facilities Rentals	11,768	16,980	(5,212)	-30.7%
Interest Earnings	66	867	(801)	-92.4%
Transfers from Occupancy Tax	26,921	48,948	(22,027)	-45.0%
<b>Revenue Totals</b>	<b>49,098</b>	<b>85,133</b>	<b>(36,035)</b>	<b>-42.3%</b>
<b>020 - SEGUIN EVENTS COMPLEX EXPENDITURES</b>				
Salaries	41,897	35,870	(6,027)	-16.8%
Benefits	18,882	15,560	(3,322)	-21.3%
Utilities	9,245	11,939	2,695	22.6%
Repairs/Maintenance	1,616	585	(1,032)	-176.4%
General Supplies	3,511	3,296	(216)	-6.5%
<b>Expenditure Totals</b>	<b>75,151</b>	<b>67,249</b>	<b>(7,901)</b>	<b>-11.7%</b>
<b>Net Revenues (Expenditures)</b>	<b>(26,053)</b>	<b>17,884</b>	<b>(43,937)</b>	



# FY 2021 INCOME STATEMENT

## GOLF FUND

### For Nine Months Ended June 30, 2021

	FY 2020-21 Actual 06/30/21	FY 2020-21 Budget	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND REVENUES</b>				
Golf Course Receipts	304,498	345,000	(40,502)	88.3%
Golf Cart Rentals	298,679	347,000	(48,321)	86.1%
Golf Concessions	101,111	100,000	1,111	101.1%
Golf Merchandise Sales	32,367	33,000	(633)	98.1%
Interest Earnings	306	2,950	(2,644)	10.4%
Miscellaneous	14,722	13,000	1,722	113.2%
<b>Revenue Totals</b>	<b>751,684</b>	<b>840,950</b>	<b>(89,266)</b>	<b>89.4%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	342,492	523,926	181,434	65.4%
Benefits	130,031	194,592	64,561	66.8%
Utilities	19,404	35,412	16,008	54.8%
Repairs/Maintenance	18,642	34,150	15,508	54.6%
Rental	3,836	3,850	14	99.6%
Insurance	4,274	8,500	4,226	50.3%
General Supplies	102,309	179,500	77,191	57.0%
Energy and Fuel	5,318	12,000	6,682	44.3%
Miscellaneous	11,724	20,360	8,636	57.6%
Education	1,219	9,900	8,681	12.3%
Public Relations	621	3,000	2,379	20.7%
<b>Expenditure Totals</b>	<b>639,869</b>	<b>1,025,190</b>	<b>385,321</b>	<b>62.4%</b>
<b>Net Revenues (Expenditures)</b>	<b>111,814</b>	<b>(184,240)</b>	<b>296,054</b>	



# FY 2021 INCOME STATEMENT

## Prior vs. Actual - Golf Fund

### For Nine Months Ended June 30, 2021 and June 30, 2020

	FY 2020-21 Actual 06/30/21	FY 2019-2020 Actual 06/30/20	Variance Pos. (Neg)	% of Budget
<b>023 - GOLF FUND</b>				
Golf Course Receipts	304,498	239,563	64,936	27.1%
Golf Cart Rentals	298,679	226,478	72,201	31.9%
Golf Concessions	101,111	71,691	29,420	41.0%
Golf Merchandise Sales	32,367	15,220	17,148	112.7%
Interest Earnings	306	4,479	(4,173)	-93.2%
Miscellaneous	14,722	7,768	6,953	89.5%
Transfers from Golf Building Fund	0	21,343	(21,343)	-100.0%
<b>Revenue Totals</b>	<b>751,684</b>	<b>586,542</b>	<b>165,141</b>	<b>28.2%</b>
<b>023 - GOLF FUND EXPENDITURES</b>				
Salaries	342,492	329,010	(13,482)	-4.1%
Benefits	130,031	124,371	(5,660)	-4.6%
Utilities	19,404	15,738	(3,666)	-23.3%
Repairs/Maintenance	18,642	7,781	(10,861)	-139.6%
Rental	3,836	2,488	(1,348)	-54.2%
Insurance	4,274	4,804	531	11.0%
General Supplies	102,309	76,783	(25,526)	-33.2%
Energy and Fuel	5,318	5,146	(172)	-3.3%
Miscellaneous	11,724	20,759	9,035	43.5%
Education	1,219	2,845	1,626	57.2%
Public Relations	621	962	341	35.5%
<b>Expenditure Totals</b>	<b>639,869</b>	<b>590,688</b>	<b>(49,182)</b>	<b>-8.3%</b>
<b>Net Revenues (Expenditures)</b>	<b>111,814</b>	<b>(4,145)</b>	<b>115,960</b>	

**CITY OF SEGUIN  
SALES TAX**

	Fiscal Year <u>2016</u>	Fiscal Year <u>2017</u>	Fiscal Year <u>2018</u>	Fiscal Year <u>2019</u>	Fiscal Year <u>2020</u>	Fiscal Year 2021				
						<u>1% City</u>	<u>1/4% City *</u>	<u>1/4% SEDC</u>	<u>Total**</u>	<u>% Change</u>
October	671,641	565,136	547,409	671,052	715,401	473,419	118,355	118,355	710,128	-0.74%
November	568,471	571,627	871,405	588,417	625,391	434,564	108,641	108,641	651,845	4.23%
December	774,007	737,509	735,944	738,300	888,969	576,350	144,088	144,088	864,526	-2.75%
January	557,843	689,556	575,060	595,146	657,697	485,877	121,469	121,469	728,815	10.81%
February	553,511	606,478	543,353	632,116	608,998	406,974	101,744	101,744	610,462	0.24%
March	674,690	685,619	773,361	681,171	745,546	628,543	157,136	157,136	942,814	26.46%
April	556,275	550,635	608,870	658,857	694,246	542,263	135,566	135,566	813,394	17.16%
May	556,505	591,444	650,197	633,605	693,319	495,471	123,868	123,868	743,207	7.20%
June	<u>670,537</u>	<u>664,948</u>	<u>686,488</u>	<u>694,746</u>	<u>815,279</u>	<u>626,313</u>	<u>156,578</u>	<u>156,578</u>	<u>939,469</u>	<u>15.23%</u>
<b>SUBTOTAL</b>	<b>5,583,480</b>	<b>5,662,952</b>	<b>5,992,087</b>	<b>5,893,410</b>	<b>6,444,846</b>	<b>4,669,774</b>	<b>1,167,443</b>	<b>1,167,443</b>	<b>7,004,661</b>	<b>8.69%</b>
July	594,049	603,605	660,885	703,849	682,569					
August	574,058	571,970	648,665	661,956	679,751					
September	<u>638,312</u>	<u>596,401</u>	<u>668,859</u>	<u>710,897</u>	<u>806,611</u>					
<b>TOTAL</b>	<b>7,389,899</b>	<b>7,434,928</b>	<b>7,970,496</b>	<b>7,970,112</b>	<b>8,613,777</b>					

\* For Property Tax Reduction

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

**JUNE SALES TAX REPORT  
FOR SURROUNDING CITIES**

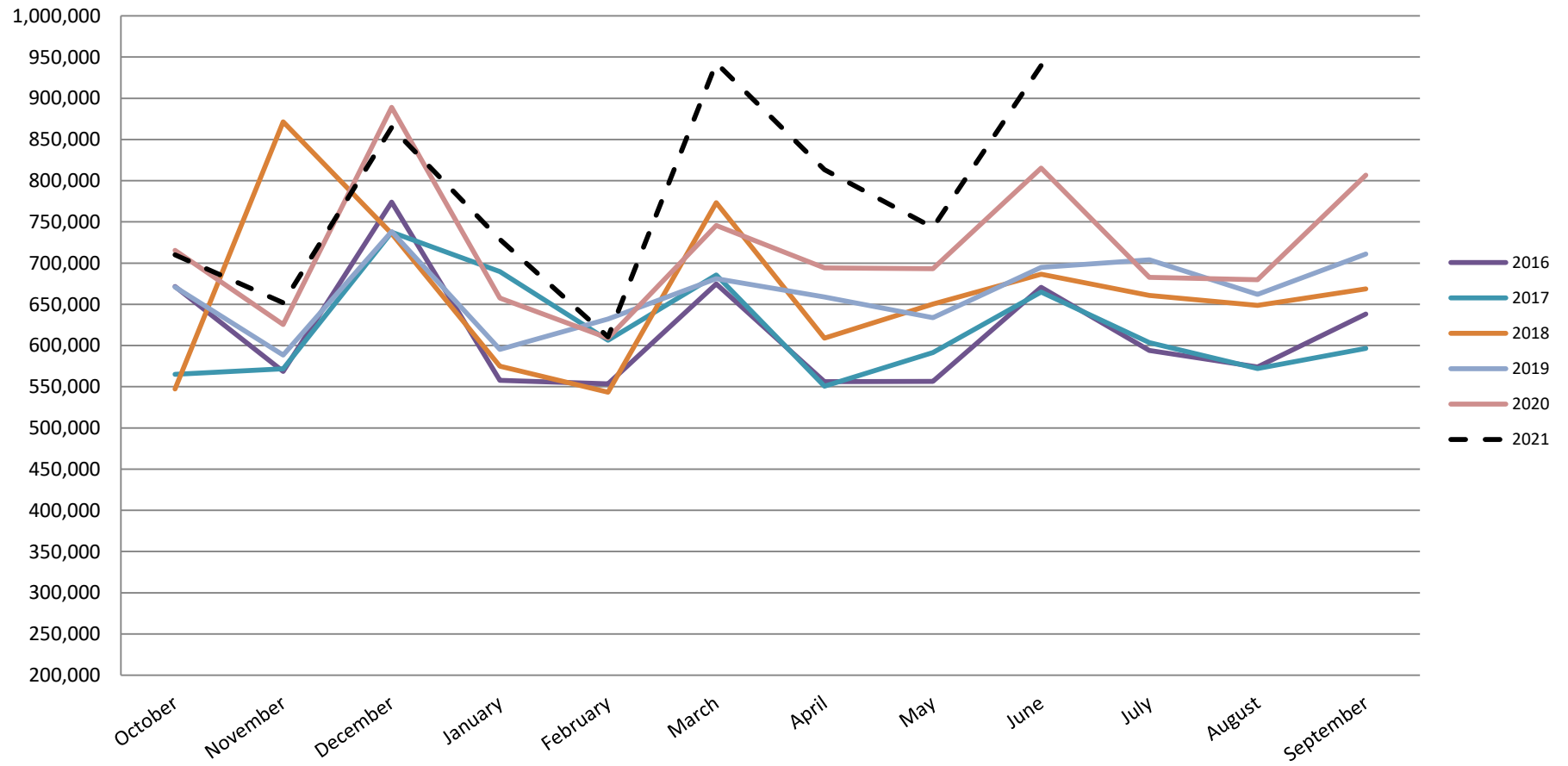
<b><u>City</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>% Increase (Decrease)</u></b>
Seguin	815,279	939,469	15.23%
San Marcos	4,946,200	3,558,810	-28.05%
Schertz	1,320,738	2,014,285	52.51%
San Antonio	34,896,464	40,880,744	17.15%
New Braunfels	3,364,682	4,127,022	22.66%
Austin	20,938,159	25,815,716	23.30%
Selma	689,188	867,674	25.90%
Universal City	513,291	559,099	8.92%
Statewide	595,953,387	692,453,781	16.19%

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

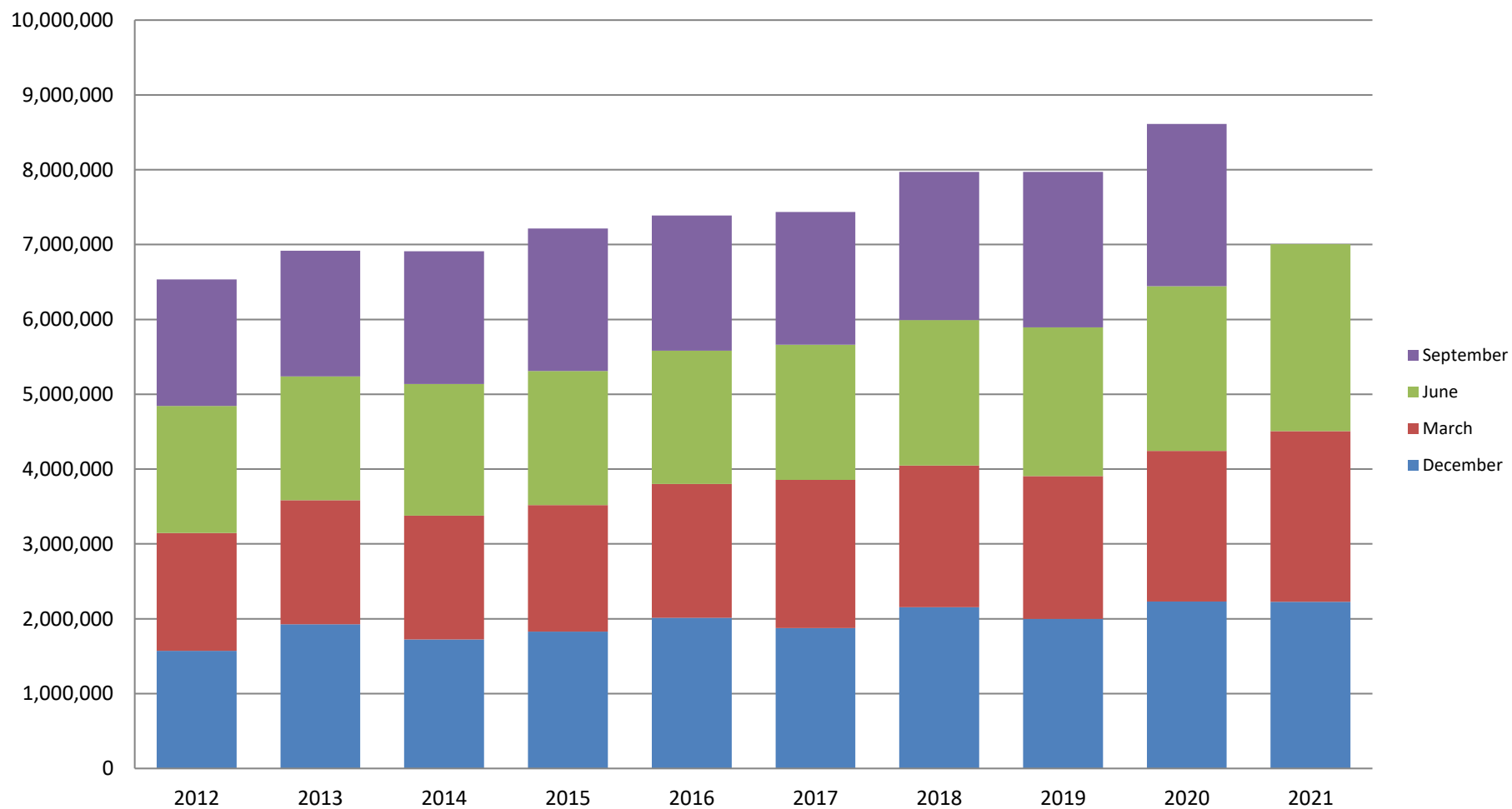
<b><u>City</u></b>	<b><u>FY2020</u></b>	<b><u>FY2021</u></b>	<b><u>% Increase (Decrease)</u></b>
Seguin	6,444,846	7,004,660	8.69%
San Marcos	36,256,115	31,766,643	-12.38%
Schertz	10,659,122	12,239,121	14.82%
San Antonio	271,983,935	301,959,177	11.02%
New Braunfels	25,658,721	30,123,869	17.40%
Austin	179,617,350	196,607,928	9.46%
Selma	5,093,188	6,313,199	23.95%
Universal City	4,029,765	4,453,350	10.51%
Statewide	4,672,967,124	5,173,654,507	10.71%



## Sales Tax Trend



## Sales Tax Trend by Quarter



# GRANTS AWARDED AND IN PROGRESS - FY21

Application	Description	Funding Type	Amount Funded	City Match	Begin	Ends	Department	Status	Fiscal Year
PetSmart Charities	Emergency Relief Grant	Foundation	250.00	0.00	03/15/21	03/15/22	Animal Services	Ongoing	FY21
Economic Development Assoc <sup>2</sup>	Extension of 8th Street	Federal	863,609.00	107,951.00	10/01/20	07/15/24	COS/SEDC	Ongoing	FY21
Texas State Library Archives (TSLAC)	Video equipment and hotspots	Federal	24,480.00	0.00	04/21/20	08/31/21	Library	Ongoing	FY21
THC/Tx Preservation Trust	Sebastopol House Master Plan	State	30,000.00	20,000.00	10/01/20	08/31/21	Parks	Ongoing	FY21
Local Border Security Program	Local Border Security Program	State	20,000.00	0.00	09/01/20	08/31/21	Police	Ongoing	FY21
NAVAA	Crime Victims' Rights Week Project	Federal	3,444.24	0.00	04/18/21	04/24/21	Police	Ongoing	FY21
OAG-VCLG	Crime Victim Liaison	State	40,614.00	0.00	09/01/20	08/31/21	Police	Ongoing	FY21
OOG-VOCA	Victim Emergency Services	Federal	22,468.80	14,500.00	10/01/20	09/30/21	Police	Ongoing	FY21
Texas State University	Tobacco Buy/Sting (TEG)	State	2,500.00	0.00	09/01/20	08/31/21	Police	Ongoing	FY21
US Dept of Justice/NJA	SPD/BBT Crisis Intervention Team (CIT)	Federal	206,916.00	107,050.00	10/01/20	09/30/23	Police	Ongoing	FY21/23
US Dept of Justice/BPV	Bullet Proof Vest Program	Federal	6,354.46	6,354.46	10/01/20	09/30/23	Police	Ongoing	FY21
US Dept of Justice/BJA/IIR	Southwest Border Rural Asst. Program	Federal	87,200.00	0.00			Police		FY21
Summerlee Foundation	Sebastopol House emergency repairs	Foundation	10,000.00	0.00	05/24/21	12/31/21	Parks	Ongoing	FY21
CDBG-MIT Hurricane Harvey	4 drainage projects	Federal	37,681,885.50	378,618.00	10/01/21	09/30/28	Engineering	Ongoing	FY22
CenterPoint Energy	HotStick AC voltage detectors	Foundation	2,500.00	1,700.00	08/01/21	12/31/21	Fire	Ongoing	FY21
Guadalupe County 100 Club	Fire Dept AED	Foundation	2,350.30	0.00	08/01/21	12/31/21	Fire	Ongoing	FY21
US Dept of Treasury/TDEM	Coronavirus Relief Fund (CRF)	Federal	1,718,145.00	0.00	06/01/20	12/30/20	COS	Complete	FY20
Clean Water Act/TCEQ	Septic Decommissioning	Federal	97,037.00	64,691.00	09/01/20	08/31/24	Development	Ongoing	FY21
Texas Dept of Agriculture	Main Street-Sidewalks	Federal	350,000.00	70,000.00	02/01/20	01/31/22	Development	Ongoing	FY20
FEMA SAFER <sup>1</sup>	3-Firefighter positions	Federal	69,702.00	129,447.00	02/25/18	02/24/21	Fire	Ongoing	FY18-20
CenterPoint Energy	Seek Reveal Fire PRO (6 units)	Foundation	1,900.00	1,900.00	08/31/20	08/31/21	Fire/EMS	Complete	FY21
Guadalupe County United Way	Main Street Program	Private	5,000.00	0.00	01/01/20	12/31/21	Main Street	Ongoing	FY20
GVEC	Main Street Program	Private	10,000.00	0.00	10/21/19	10/21/21	Main Street	Ongoing	FY20
Texas Downtown Association	Main Street Program virtual fair	State	3,500.00	0.00	11/01/20	9/31/2021	Main Street	Ongoing	FY21
DOJ	Bullet Proof Vests	Federal	4,609.87	4,609.87	10/01/18	08/31/21	Police	Ongoing	FY21
TCEQ-AACOG-Solid Waste Grant	Household Hazardous Waste	State	25,000.00	12,500.00	05/01/20	04/30/21	Utilities	Complete	FY20-21
<b>Totals</b>			<b>41,289,466.17</b>	<b>919,321.33</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.

	=Awarded in FY21
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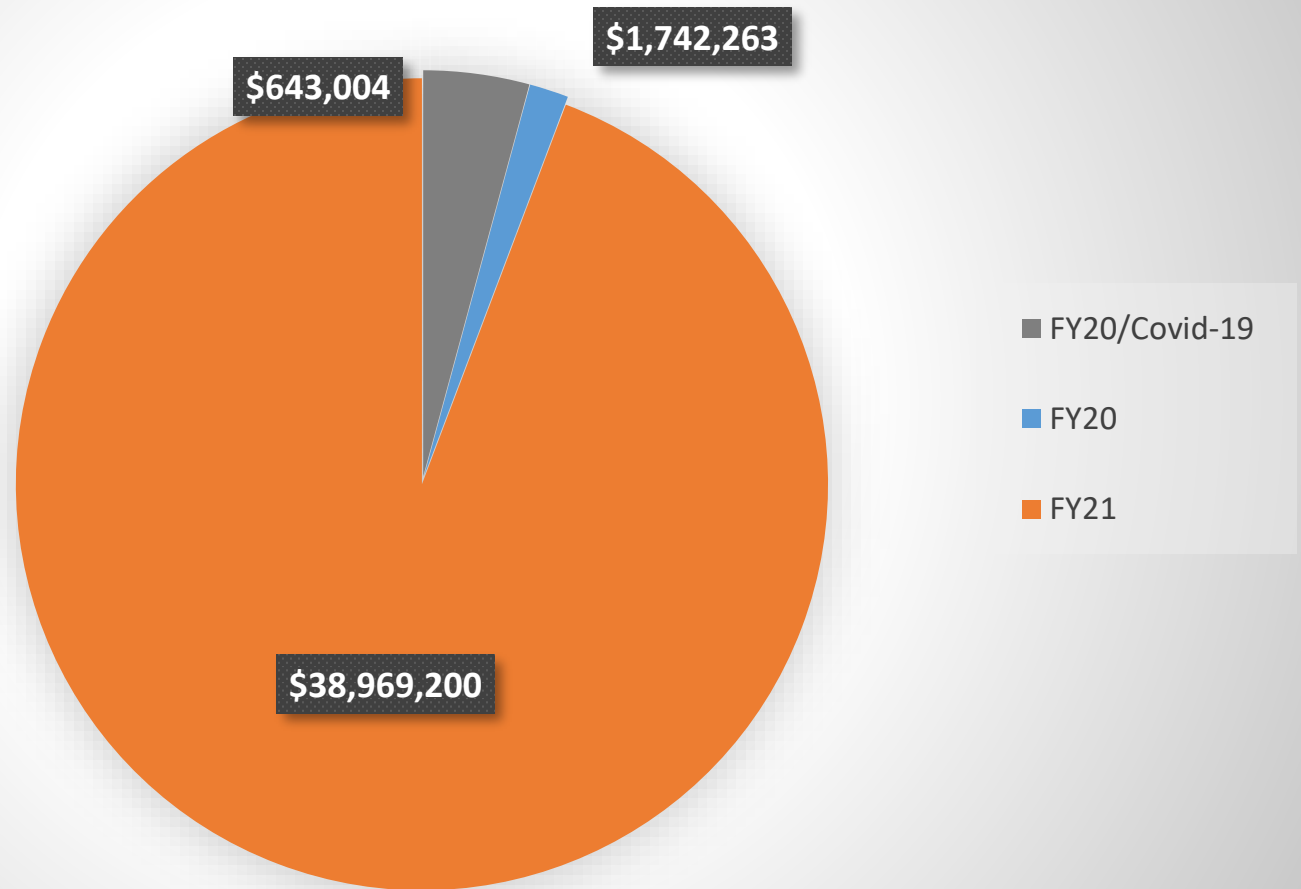
	=Ongoing in FY21
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**FY21-GRANTS APPLIED FOR AND AWAITING NOTICE OF AWARD (as of 8/30/2021)**

Application	Description	Ask Amount	City Match	City Match- InKind	Grant Term		Department
					Begin	Ends	
National Endowment for the Humanities	Document Collection assessment	6,245.00	0.00	8,476.00	09/01/21	12/31/22	Parks
National Trust for Historic Preservation/Favrot Foundation	Sebastopol House emergency repairs	7,875.00	7,875.00	0.00	07/15/21	12/15/2021	Parks
Justice Assistance Grant (JAG)	Safe Policing for Safe Communities (equipment)	68,333.34	0.00	0.00	10/01/21	9/30/2022	Police
Victims of Crime Act Formula Funding (VOCA)	FY22 Victim Assistance	22,468.80	0.00	9,102.08	10/01/21	9/30/2022	Police
DOJ/OVW FY21 Improving Criminal Justice Responses	Non Fatal-Intimate Partner Strangulation	395,314.00	0.00	0.00	10/01/21	9/30/2025	Police
Victim Coordinator and Liaison Grant (VCLG)	Crime Victim Liaison	40,000.00	0.00	0.00	09/01/21	8/31/2023	Police
Kubota	Juan Seguin Park	100,000.00	0.00	0.00	08/01/21	10/1/2021	Parks
ILL Lending Reimbursement 2021	Interlocal Library Lending	1,672.00	0.00	0.00	10/01/20	4/27/2021	Library
Emergency Connectivity Fund (ARPA)	Library Equip and Internet Svc	37,084.00	0.00	0.00	10/01/21	9/30/2022	Library
<b>Total</b>		<b>678,992.14</b>	<b>7,875.00</b>	<b>17,578.08</b>			

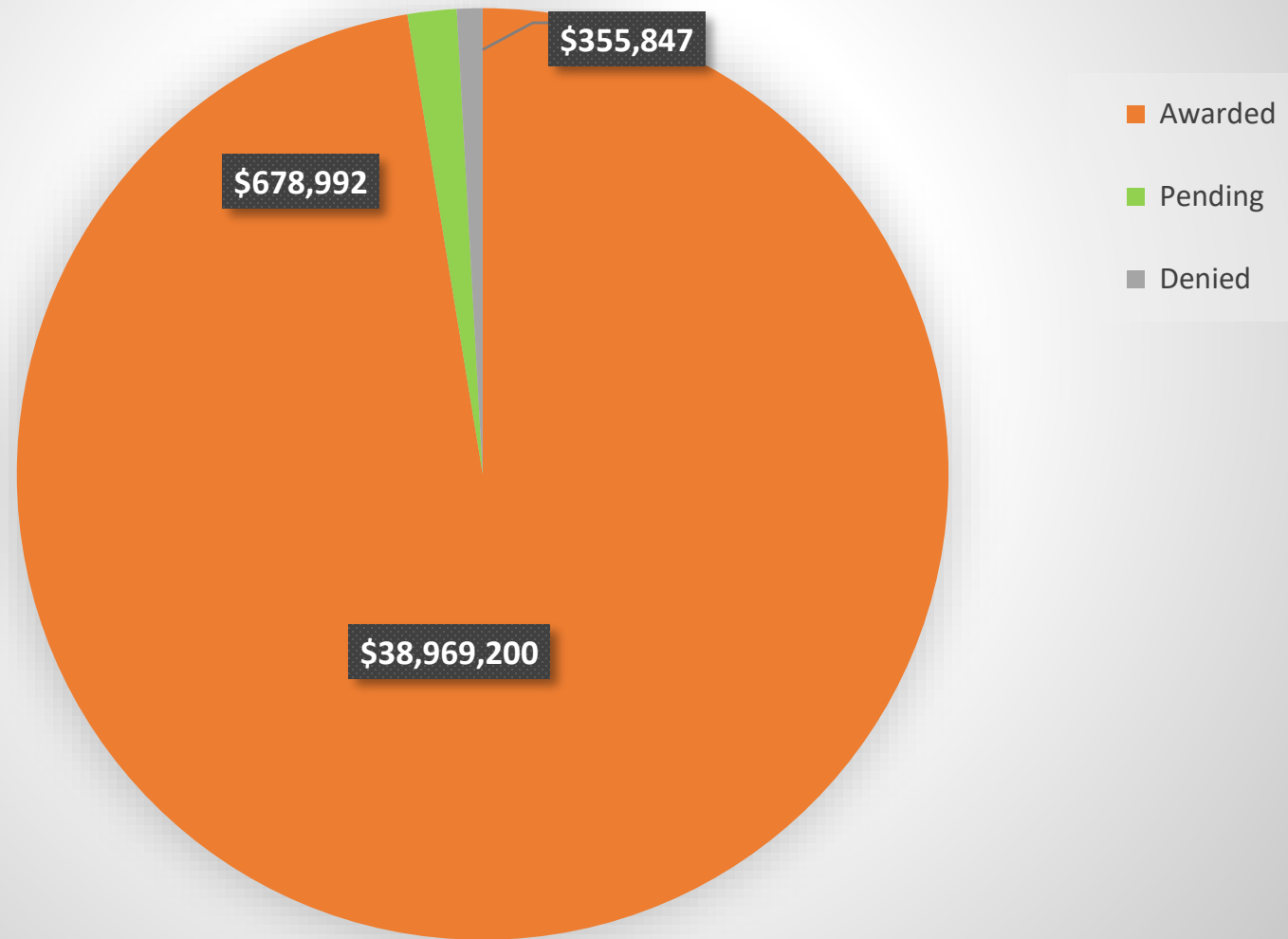
## Grants Awarded FY21 YTD vs FY20

as of 08/30/2021 (Does not include Matching Funds)



## FY21 YTD Awarded and Pending Grants

as of 08/30/2021 (Does not include Matching Funds)



**FISCAL YEAR 2021 OCCUPANCY TAX COLLECTIONS:**

Due and Collected by:	Oct 31	Jan 31	Apr 30	July 31	TOTAL
Holiday Inn Express	26,266.00	28,371.07	30,147.71	36,297.61	<b>121,082.39</b>
La Quinta	20,064.15	16,670.43	19,566.90	24,919.50	<b>81,220.98</b>
Hampton Inn	24,518.35	20,791.44	25,724.54	32,182.20	<b>103,216.53</b>
Comfort Inn Suites	17,863.01	11,661.64	16,882.88	23,146.74	<b>69,554.27</b>
Days Inn	13,070.11	9,008.81	16,917.95	29,710.19	<b>68,707.06</b>
Townplace Suites	25,824.31	26,429.91	29,096.16	45,532.71	<b>126,883.09</b>
Super 8 Motel	7,572.49	6,053.86	10,702.36	12,164.75	<b>36,493.46</b>
Motel 6	6,857.36	5,231.09	8,311.98	11,003.09	<b>31,403.52</b>
Texas Inn	2,932.85	3,377.62	4,033.68	4,183.27	<b>14,527.42</b>
Lake Breeze Ski Lodge	7,122.29	382.90	480.20	4,741.45	<b>12,726.84</b>
Vanessa Vajdos (340 Meadow Lake Dr)	2,381.00	740.00	481.00	2,141.00	<b>5,743.00</b>
Seguin Motel	822.00	871.43	962.22	1,022.28	<b>3,677.93</b>
Avalara, Inc. (460 River Drive)	5,377.75		2,069.06	5,691.70	<b>13,138.51</b>
S. Carruthers (440 Turtle Lane)	759.44	196.00	562.91	900.34	<b>2,418.69</b>
River Retreat Properties (1101 Lakeview)	2,135.00	787.70	612.50	2,205.00	<b>5,740.20</b>
Geronimo Creek Retreat (2050 Laubach)	27,229.48	17,950.28	10,928.99	39,043.13	<b>95,151.88</b>
Son's Geronimo (2111 Laubach)	-	-	-	13,098.87	<b>13,098.87</b>
The Lofts	-	-	-	48.65	<b>48.65</b>
Zen on the Bend Vaca Rental (496 River Road)	889.76	370.30	445.55	1,048.60	<b>2,754.21</b>
Laura Wooley (1005 Reiley Road)	2,466.77	1,980.61	1,942.42	3,050.28	<b>9,440.08</b>
Team Housing Solutions	74.48	98.86		12.06	<b>185.40</b>
Carol & Sean Ramsey (906 Buerger Lane)	1,831.62	1,195.65		0.00	<b>3,027.27</b>
Laura Wooley (928 Buerger Lane)	2,861.06	1,456.17	1,539.63	2,627.16	<b>8,484.02</b>
Birdy Properties (102 Lenz Drive)	1,708.00	-	235.20	1,849.05	<b>3,792.25</b>
Ian Miller (1029 E. Mountain)	531.44	448.90	527.59	532.62	<b>2,040.55</b>
Magnolia Hotel (203 S. Crockett)	960.61	908.88	904.54	1,119.58	<b>3,893.61</b>
Vacasa LLC (230 Lee Street)	1,212.91	527.90	363.89	0.00	<b>2,104.70</b>
Matthew Pond (810 N. Goodrich)	653.22	750.43	575.67	996.98	<b>2,976.30</b>
Avalara, Inc. (196 Daniell Alley)	273.35	105.35	488.25	999.60	<b>1,866.55</b>
Avalara, Inc. (435 Lake Placid)	149.10	389.20	427.70	1,009.54	<b>1,975.54</b>
Avalara, Inc. (457 Lake Placid)			568.19	1,204.52	<b>1,772.71</b>
Avalara, Inc. (123 River Shadows Lane)	609.00	718.55	227.50	1,145.55	<b>2,700.60</b>
Avalara, Inc. (20 Cherokee Bend)	626.50	959.00	847.00	1,953.00	<b>4,385.50</b>
Avalara, Inc. (44 River Oak Drive)	1,207.44	535.46	424.77	1,113.18	<b>3,280.85</b>
Vacasa LLC (46 River Oak Drive)		294.73	687.83	1,794.05	<b>2,776.61</b>
Vacasa LLC (48 River Oak Drive)		44.42	1,020.47	1,782.63	<b>2,847.52</b>
Avalara, Inc. (60 S. Hampton Dr.)	262.50	354.90	378.00	777.00	<b>1,772.40</b>
Hill Country Premier Lodging (2761 West IH 10)		481.81	662.73	1,216.03	<b>2,360.57</b>
<b>Total Collected</b>	<b>207,113.35</b>	<b>160,145.30</b>	<b>189,747.97</b>	<b>312,263.91</b>	<b>869,270.53</b>

**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	11,909.13	<b>66,059.89</b>
Days Inn	20,267.30	9,605.60	15,931.88	9,680.82	<b>55,485.60</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	735.00	<b>2,954.00</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>165,720.14</b>	<b>124,552.56</b>	<b>686,559.01</b>