



Department of Finance  
*Quarterly Review*

*For the Period Ended December 31, 2019*

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*Town of Addison*

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**To: Wes Pierson, City Manager**  
**From: Bill Hawley, Acting Finance Director**  
**Re: First Quarter Financial Review**  
**Date: 2/10/2020**

This is the first quarter report for the 2019-2020 fiscal year. Revenues and expenditures reflect activity from October 1, 2019 through December 31, 2019 or twenty-five percent of the fiscal year.

### GENERAL FUND

- Fiscal year to date revenue totaled \$10.1 million, which is 26 percent of the overall budget amount. Sales tax collections are 28.1 percent of the fiscal year 2020 budget. Current year alcoholic beverage tax has not yet been distributed by the state.
- Fiscal year-to-date expenditures and transfers totaled approximately \$9.0 million, which is 21.0 percent of budget. All departments are on pace with or below their respective budgets.

### HOTEL FUND

- Revenues through the first quarter totaled approximately \$1.3 million, 17.2 percent of the fiscal year 2020 budget. Hotel occupancy tax collections are 17.8 percent of budget for three months of collections or 25 percent of the fiscal year. Proceeds from Special Events are below budget due to the timing of events; all significant events occur between May and September.
- Hotel Fund expenditures of \$1.2 million are 15.5 percent of budget and \$15 thousand less than this time a year ago. Performing Arts expenditures are at 59.4 percent due to the first payment of the Water Tower Theater grant, and Special Events expenses are at 16.5 percent due to timing of events.

### AIRPORT FUND

- Operating revenue through the first quarter totaled approximately \$1.4 million or 25.3 percent of the fiscal year 2020 budget.
- Operating expenditures total \$1.1 million, or 20.2 percent of fiscal year 2020 budget.
- Total year-to-date operating income for the Airport Fund is \$307 thousand.

## UTILITY FUND

- Operating revenue through the first quarter totaled just over \$2.5 million or 19.3 percent of the fiscal year 2020 budget. With a one-month lag in the collection of utility revenues, 16.7 percent of the fiscal year has expired. Water revenues are 20.2 percent of the fiscal year 2020 budget. There is heavy seasonality with water revenue. The year-to-date revenue and percent of budget is in line with prior year.
- Operating expenses through the first quarter totaled approximately \$2.3 million, or 17.5 percent of the fiscal year 2020 budget. Wastewater treatment expenses, however, are high due to the timing of payments and will continue to be monitored throughout the fiscal year.

## STORMWATER FUND

- Operating revenue through the first quarter totaled almost \$443 thousand or 18.4 percent of the fiscal year 2020 budget. With a one-month lag in the collection of stormwater revenues, 16.7 percent of the fiscal year has expired.
- Operating expenses through the first quarter totaled approximately \$121 thousand or 8.2 percent of the fiscal year 2020 budget. The low percentage to budget is driven by our debt service payment, which is made in Q2 of the fiscal year. Capital expense includes the purchase of a new vehicle.

## Executive Dashboard - 1st Quarter, 2020 Fiscal Year

### Financial Indicators

Positive variance compared to historical trends

Positive

Negative variance of 3%-5% and more than \$50,000 compared to historical trends

Warning

Negative variance of >5% and more than \$50,000 compared to historical trends

Negative

Key Revenue Sources	FY2020 Budget	Actual through 12/31/19	% Annual Budget
Ad Valorem Taxes - General Fund	\$ 18,752,174	\$ 4,718,551	25.16%
Non-Property Taxes - General Fund	14,840,000	3,842,970	25.90%
Hotel Tax	5,540,000	984,296	17.77% <sup>(1)</sup>
Franchise Fees - General Fund	2,332,100	617,579	26.48%
Service/Permitting/License Fees - General Fund	2,706,790	645,926	23.86%
Rental Income - All Funds	5,223,600	1,258,445	24.09%
Fines and Penalties - All Funds	427,000	109,388	25.62%
Special Event Revenue - Hotel Fund	1,297,500	145,805	11.24% <sup>(1)</sup>
Fuel Flowage Fees - Airport Fund	916,000	266,788	29.13%
Water and Sewer Charges - Utility Fund	12,927,738	2,431,986	18.81% <sup>(1)</sup>

Key Expenditures	FY2020 Budget	Actual through 12/31/19	% Annual Budget
General Fund	\$ 43,119,096	\$ 9,040,948	20.97%
Hotel Fund	7,937,706	1,230,242	15.50%
Economic Development	1,870,331	315,632	16.88%
Airport Operations	5,635,675	1,135,683	20.15%
Utility Operations	13,112,660	2,301,062	17.55%

<sup>(1)</sup> Percentages are below the quarterly threshold but actuals are in line with historical trends

**Executive Dashboard - 1st Quarter, 2020 Fiscal Year**  
**Staffing Indicators**

**Personnel Information:**

Separations - Benefitted Positions				
	10/2019-12/2019			FY2020
Department	Part-Time Positions	Full-time positions	Total 1st Qtr	YTD
City Manager	0	0	0	0
Conference Centre	0	1	1	1
Development Services	0	0	0	0
Finance	0	2	2	2
Fire	0	0	0	0
Development Services	0	0	0	0
Human Resources	0	0	0	0
Public Works	0	1	1	1
Municipal Court	0	0	0	0
Parks	0	1	1	1
Police	0	1	1	1
Recreation	2	0	2	2
Special Events	0	1	1	1
Streets	0	0	0	0
<b>Grand Total</b>	<b>2</b>	<b>7</b>	<b>9</b>	<b>9</b>

New Hires - Benefitted Positions				
	10/2019-12/2019			FY2020
Department	Part-Time Positions	Full-time positions	Total 1st Qtr	YTD
City Manager	0	0	0	0
Conference Centre	0	1	1	1
Development Services	0	0	0	0
Finance	0	0	0	0
Fire	0	3	3	3
General Services	0	0	0	0
Human Resources	0	0	0	0
Public Works	0	1	1	1
Municipal Court	0	0	0	0
Parks	0	1	1	1
Police	0	2	2	2
Recreation	0	0	0	0
Special Events	0	1	1	1
Streets	0	1	1	1
<b>Grand Total</b>	<b>0</b>	<b>10</b>	<b>10</b>	<b>10</b>

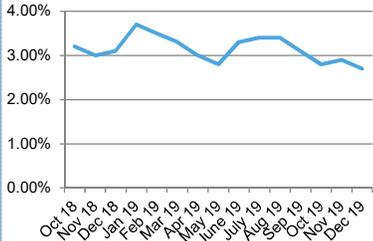
Public Safety Sworn Positions	Budgeted FY 2020	Filled Positions	Percent Filled
Police	62	58	94%
Fire <sup>(1)</sup>	56	57	102%

<sup>(1)</sup> Overfill of 1.00 FTE - Firefighter/Paramedic

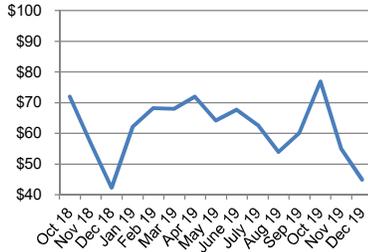
# Executive Dashboard - 1st Quarter, 2020 Fiscal Year

## Economic Indicators

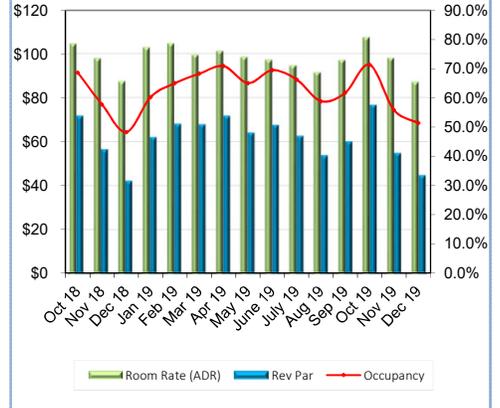
**DFW Unemployment Rate Last 12 months**



**Hotel Revenue Per Available Room**



**Addison Hotel Statistics**



**Occupancy Indicators:**

Office Occupancy = 82.6%  
Retail Occupancy = 94.0%

**Hotel Indicators**

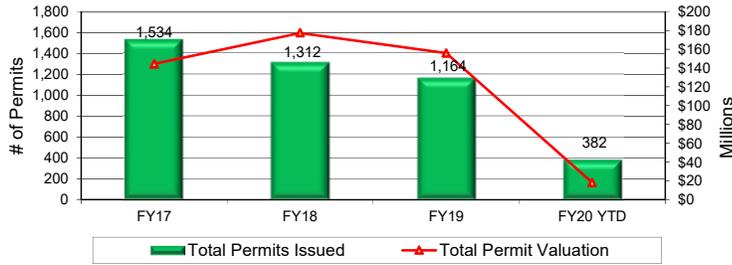
Hotel Occupancy = 59.6%  
RevPar = \$58.89



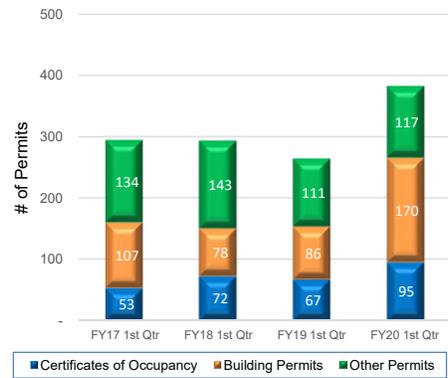
Source: CoStar (compares to prior year Q1)

Source: STR Report (compares to prior year Q1)

**Total Permits Issued and Valuation**



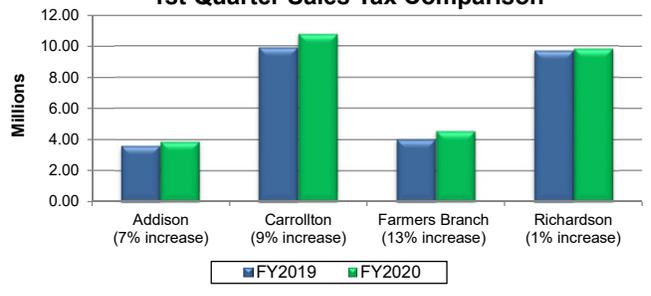
**Quarterly Permit Activity, Year over Year**



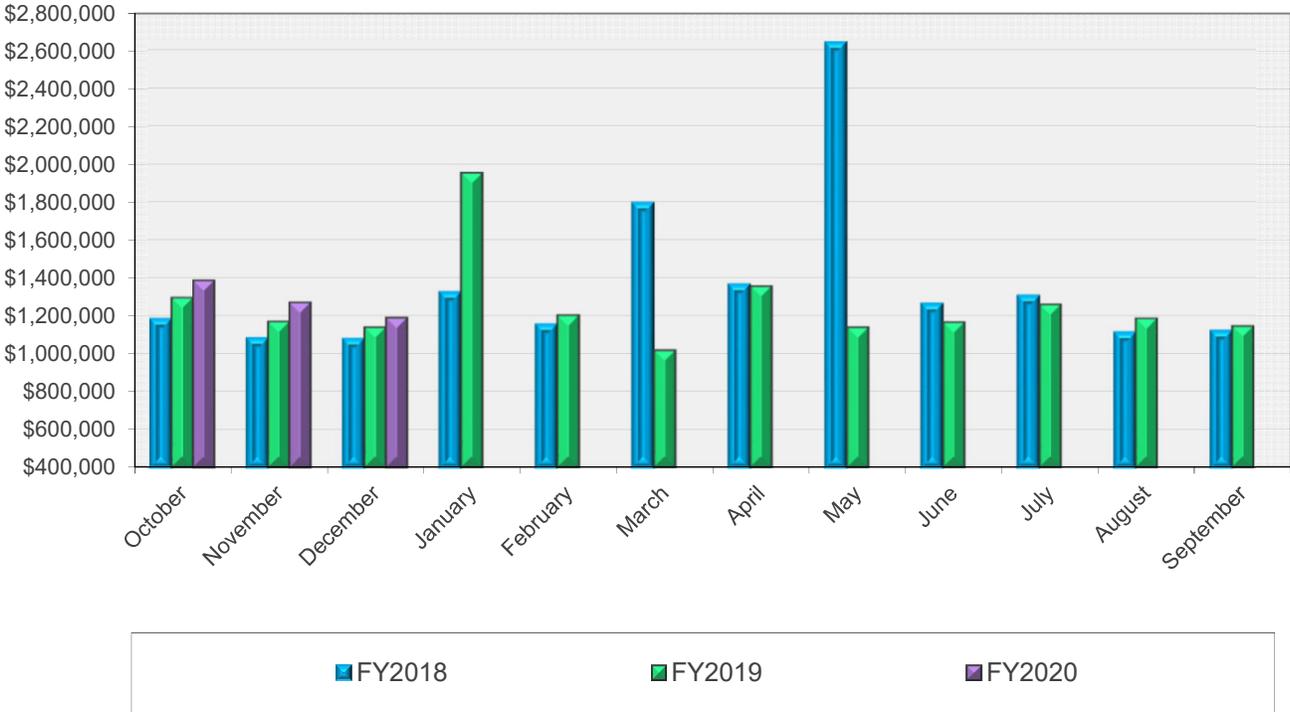
**Economic Development Incentives:**

Executed Agreements	Amount Paid FY20	Total Incentives Committed
5	\$0	\$505,334

**1st Quarter Sales Tax Comparison**



### Monthly Sales Tax Collections



Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
 GENERAL FUND  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:					
Current taxes	\$ 17,311,698	\$ 18,781,674	\$ 4,844,094	\$ 4,844,094	25.8%
Delinquent taxes	(96,218)	(70,000)	(131,123)	(131,123)	187.3% <sup>(1)</sup>
Penalty & interest	40,238	40,500	5,580	5,580	13.8%
Non-property taxes:					
Sales tax	15,017,081	13,700,000	3,842,970	3,842,970	28.1%
Alcoholic beverage tax	1,151,057	1,140,000	-	-	0.0% <sup>(2)</sup>
Franchise / right-of-way use fees:					
Electric franchise	1,544,669	1,560,000	456,841	456,841	29.3%
Gas franchise	253,426	216,600	-	-	0.0% <sup>(3)</sup>
Telecommunication access fees	400,099	400,000	95,889	95,889	24.0%
Cable franchise	270,799	150,000	64,848	64,848	43.2%
Street rental fees	-	5,500	-	-	0.0%
Licenses and permits:					
Business licenses and permits	222,420	165,700	36,816	36,816	22.2%
Building and construction permits	1,161,087	574,500	190,196	190,196	33.1%
Service fees:					
General government	-	-	-	-	0.0%
Public safety	860,710	942,300	202,453	202,453	21.5%
Urban development	2,180	60,300	660	660	1.1%
Streets and sanitation	384,169	377,200	72,692	72,692	19.3%
Recreation	64,452	70,300	13,986	13,986	19.9%
Interfund	349,380	516,490	129,123	129,123	25.0%
Court fines	376,362	352,000	78,395	78,395	22.3%
Interest earnings	643,083	100,000	102,438	102,438	102.4%
Rental income	6,780	7,600	1,802	1,802	23.7%
Other	185,852	3,000	153,374	153,374	5112.5% <sup>(4)</sup>
<b>Total Revenues</b>	<b>40,149,324</b>	<b>39,093,664</b>	<b>10,161,034</b>	<b>10,161,034</b>	<b>26.0%</b>

<sup>(1)</sup> Delinquent property taxes are property taxes billed that will not be collected by the Town

<sup>(2)</sup> Alcoholic beverage tax has not yet been distributed by the state

<sup>(3)</sup> Franchise fee payment due in the 3rd quarter

<sup>(4)</sup> Includes \$130,550 in sale of City property during the 1st quarter

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
 GENERAL FUND  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Expenditures:</b>					
General Government:					
City Secretary	173,173	207,783	38,036	38,036	18.3%
City Manager	1,182,714	1,246,999	279,337	279,337	22.4%
Finance	2,025,571	1,849,829	346,396	346,396	18.7%
General Services	709,740	766,195	134,163	134,163	17.5%
Municipal Court	640,728	739,563	130,202	130,202	17.6%
Human Resources	632,179	713,207	149,265	149,265	20.9%
Information Technology	1,990,604	2,220,737	353,237	353,237	15.9%
Combined Services	1,131,125	1,388,593	243,740	243,740	17.6%
Council Projects	327,325	351,811	161,667	161,667	46.0% <sup>(1)</sup>
Public Safety:					
Police	9,235,890	9,988,388	2,011,403	2,011,403	20.1%
Emergency Communications	1,365,005	1,432,188	454,460	454,460	31.7%
Fire	7,819,204	8,362,015	1,902,698	1,902,698	22.8%
Development Services					
Streets	1,341,451	1,626,900	305,620	305,620	18.8%
Parks and Recreation:					
Parks	1,597,712	2,220,634	385,224	385,224	17.3%
Recreation	3,886,241	4,044,545	816,978	816,978	20.2%
Other financing uses:					
Transfers to other funds	1,593,519	1,899,309	313,422	313,422	16.5%
<b>Total Expenditures</b>	<b>40,123,685</b>	<b>43,119,096</b>	<b>9,040,948</b>	<b>9,040,948</b>	<b>21.0%</b>
Net Change in Fund Balance	25,639	(4,025,432)	1,120,086	1,120,086	
<b>Fund Balance at Beginning of Year</b>	<b>20,962,956</b>	<b>20,962,956</b>		<b>20,988,595</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 20,988,595</b>	<b>\$ 16,937,524</b>		<b>\$ 22,108,682</b>	

<sup>(1)</sup> Council Special Projects is at 46% because many of the non-profit funding distributions take place in Q1

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
**HOTEL FUND**  
**FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Hotel/Motel occupancy taxes	\$ 5,401,691	\$ 5,540,000	\$ 984,296	\$ 984,296	17.8% <sup>(1)</sup>
Proceeds from special events	1,043,162	1,297,500	145,805	145,805	11.2% <sup>(2)</sup>
Conference centre rental	523,710	630,000	125,161	125,161	19.9%
Theatre centre rental	88,460	77,000	27,599	27,599	35.8%
Interest and miscellaneous	108,265	25,000	18,527	18,527	74.1%
<b>Total Revenues</b>	<b>7,165,288</b>	<b>7,569,500</b>	<b>1,301,388</b>	<b>1,301,388</b>	<b>17.2%</b>
<b>Expenditures:</b>					
Addison theatre centre	290,457	421,938	54,562	54,562	12.9%
Conference centre	933,014	1,152,735	225,924	225,924	19.6%
General hotel operations	141,706	144,173	21,942	21,942	15.2%
Marketing	949,693	1,134,939	140,368	140,368	12.4%
Performing arts	437,900	505,000	300,000	300,000	59.4% <sup>(3)</sup>
Special events	2,455,540	2,812,567	130,711	130,711	4.6% <sup>(2)</sup>
Special events operations	857,682	998,354	164,735	164,735	16.5%
Other financing uses:					
Transfer to Debt service fund	-	-	-	-	0.0%
Transfer to Economic Development Fund	715,000	768,000	192,000	192,000	25.0%
<b>Total Expenditures</b>	<b>6,780,992</b>	<b>7,937,706</b>	<b>1,230,242</b>	<b>1,230,242</b>	<b>15.5%</b>
Net Change in Fund Balance	384,296	(368,206)	71,146	71,146	
<b>Fund Balance at Beginning of Year</b>	<b>4,122,537</b>	<b>4,506,833</b>		<b>4,506,833</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 4,506,833</b>	<b>\$ 4,138,627</b>		<b>\$ 4,577,979</b>	

<sup>(1)</sup> Percentages are below the quarterly threshold but actuals are in line with historical trends

<sup>(2)</sup> Special event revenues and expenses are low due to the timing of events

<sup>(3)</sup> Initial payment for non-profit grant funding to Water Tower Theatre in October 2019

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
**ECONOMIC DEVELOPMENT FUND**  
**FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:	\$ 1,114,158	\$ 1,105,981	\$ 276,856	\$ 276,856	25.0%
Business license fee	53,295	50,500	3,453	3,453	6.8% <sup>(1)</sup>
Interest income and other	59,147	30,000	8,885	8,885	29.6%
Transfers from General/Hotel Fund	715,000	768,000	192,000	192,000	25.0%
<b>Total Revenues</b>	<b>1,941,600</b>	<b>1,954,481</b>	<b>481,195</b>	<b>481,195</b>	<b>24.6%</b>
<b>Expenditures:</b>					
Personnel services	451,119	479,272	106,586	106,586	22.2%
Supplies	17,769	23,645	1,960	1,960	8.3%
Maintenance	17,721	23,237	1,399	1,399	6.0%
Contractual services	1,040,308	1,327,180	201,437	201,437	15.2%
Capital replacement/lease	22,021	16,997	4,249	4,249	25.0%
Other financing uses:					
Transfers to other funds	-	-	-	-	0.0%
<b>Total Expenditures</b>	<b>1,548,938</b>	<b>1,870,331</b>	<b>315,632</b>	<b>315,632</b>	<b>16.9%</b>
Net Change in Fund Balance	392,662	84,150	165,562	165,562	
<b>Fund Balance at Beginning of Year</b>	<b>1,437,025</b>	<b>1,829,687</b>		<b>1,829,687</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 1,829,687</b>	<b>\$ 1,913,837</b>		<b>\$ 1,995,249</b>	

<sup>(1)</sup> Percentage is below the quarterly threshold but actuals are in line with historical trends

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Positive  
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 Negative

**AIRPORT FUND**  
**FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating Revenues:</b>					
Operating grants	\$ -	\$ 50,000	\$ -	\$ -	0.0% <sup>(1)</sup>
Service fees	103,306	138,000	25,625	25,625	18.6% <sup>(2)</sup>
Fuel flowage fees	1,019,452	916,000	266,788	266,788	29.1%
Rental income	5,488,112	4,509,000	1,103,882	1,103,882	24.5%
Interest income and other	334,809	80,000	46,747	46,747	58.4%
<b>Total Operating Revenues:</b>	<b>6,945,679</b>	<b>5,693,000</b>	<b>1,443,042</b>	<b>1,443,042</b>	<b>25.3%</b>
<b>Operating Expenses:</b>					
Town - Personnel services	319,907	470,762	77,028	77,028	16.4%
Town - Supplies	32,394	41,000	1,719	1,719	4.2%
Town - Maintenance	58,212	53,441	13,997	13,997	26.2%
Town - Contractual services	184,313	261,983	72,868	72,868	27.8%
Town - Capital Replacement/Lease	222,292	217,258	54,315	54,315	25.0%
Town - Debt service	748,948	853,910	388	388	0.0%
Town - Capital Outlay	-	-	-	-	0.0%
Operator - Operations and maintenance	2,761,617	3,308,028	824,707	824,707	24.9%
Operator - Service contract	458,337	429,293	90,661	90,661	21.1%
<b>Total Operating Expenses:</b>	<b>4,786,020</b>	<b>5,635,675</b>	<b>1,135,683</b>	<b>1,135,683</b>	<b>20.2%</b>
Net Change in Fund Balance	2,159,659	57,325	307,359	307,359	
<b>Fund Balance at Beginning of Year</b>	<b>4,854,289</b>	<b>7,013,948</b>		<b>7,013,948</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 7,013,948</b>	<b>\$ 7,071,273</b>		<b>\$ 7,321,307</b>	

<sup>(1)</sup> Routine Airport Maintenance Project (RAMP) grant funds are typically received in the 4th quarter

<sup>(2)</sup> Percentage is below the quarterly threshold but actuals are in line with historical trends

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
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Positive  
 Warning  
 Negative

**UTILITY FUND**  
**FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Water sales	\$ 5,913,375	\$ 7,051,676	\$ 1,425,235	\$ 1,425,235	20.2% <sup>(1)</sup>
Sewer charges	4,732,132	5,876,062	1,006,751	1,006,751	17.1% <sup>(1)</sup>
Tap fees	7,050	25,275	1,425	1,425	5.6% <sup>(1)</sup>
Penalties	107,593	75,000	30,994	30,994	41.3%
Interest income and other	651,282	94,600	68,938	68,938	72.9%
<b>Total Operating Revenues:</b>	<b>11,411,432</b>	<b>13,122,613</b>	<b>2,533,343</b>	<b>2,533,343</b>	<b>19.3%</b>
<b>Operating expenses:</b>					
Personnel services	1,696,403	2,264,720	382,560	382,560	16.9%
Supplies	169,159	217,990	51,770	51,770	23.7%
Maintenance	315,130	495,622	68,952	68,952	13.9%
Contractual services					
Water purchases	3,467,867	3,435,039	414,490	414,490	12.1%
Wastewater treatment	3,635,316	3,373,435	1,032,203	1,032,203	30.6% <sup>(2)</sup>
Other services	855,819	1,390,199	267,762	267,762	19.3%
Capital Replacement/Lease	340,657	331,857	82,964	82,964	25.0%
Debt service	1,133,162	1,513,798	362	362	0.0%
Capital outlay	74,949	90,000	-	-	0.0%
Other financing uses:					
Transfers to other funds	61,494	-	-	-	0.0%
<b>Total Operating Expenses:</b>	<b>11,749,956</b>	<b>13,112,660</b>	<b>2,301,062</b>	<b>2,301,062</b>	<b>17.5%</b>
Net Change in Fund Balance	(338,524)	9,953	232,281	232,281	
<b>Fund Balance at Beginning of Year</b>	<b>12,237,041</b>	<b>11,898,517</b>		<b>11,898,517</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 11,898,517</b>	<b>\$ 11,908,470</b>		<b>\$ 12,130,798</b>	

<sup>(1)</sup> Revenues represent a one-month lag in the collection of utility revenues and there is heavy seasonality with water revenue

<sup>(2)</sup> Wastewater treatment expenses are high due to the timing of payments

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**STORMWATER UTILITY FUND**  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

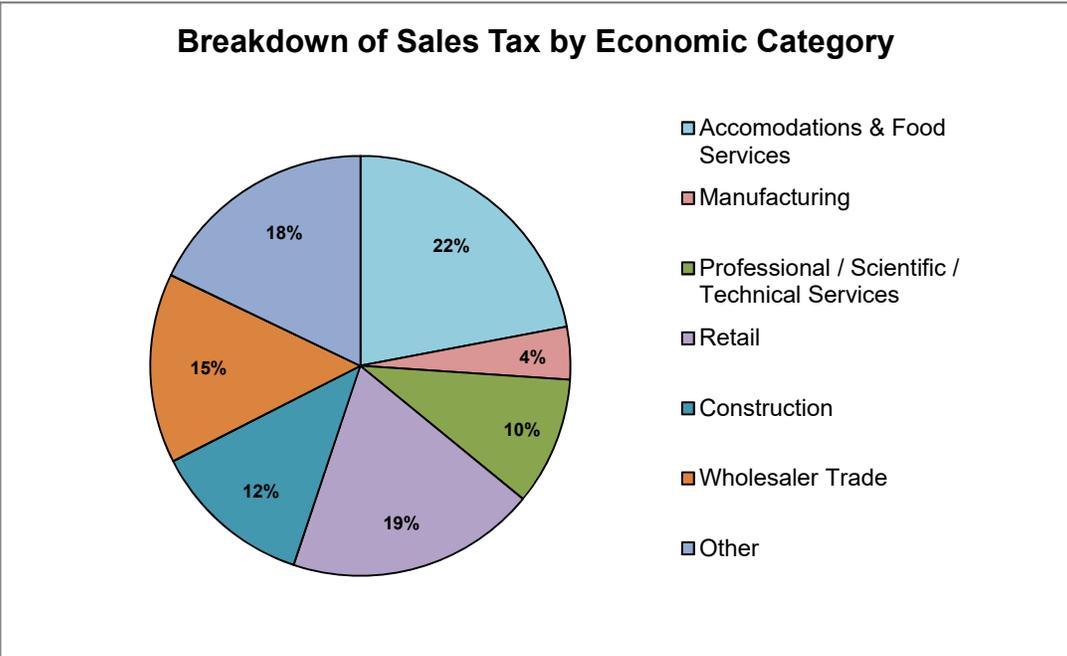
CATEGORY	FY 2018-19 ACTUAL PRIOR YEAR	FY 2019-20 REVISED BUDGET	FY 2019-20 ACTUAL 1ST QTR	FY 2019-20 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Drainage Fees	\$ 2,068,344	\$ 2,349,795	\$ 408,233	\$ 408,233	17.4% <sup>(1)</sup>
Interest income and other	159,182	53,900	34,614	34,614	64.2%
<b>Total Operating Revenues:</b>	<b>2,227,526</b>	<b>2,403,695</b>	<b>442,847</b>	<b>442,847</b>	<b>18.4%</b>
<b>Operating expenses</b>					
Personnel services	272,726	304,134	64,384	64,384	21.2%
Supplies	15,392	20,597	3,884	3,884	18.9%
Maintenance	76,850	210,700	535	535	0.3%
Contractual services	173,228	367,874	29,747	29,747	8.1%
Debt service	546,916	544,466	-	-	0.0%
Capital outlay	21,035	40,000	22,762	22,762	56.9% <sup>(2)</sup>
Other financing uses:					
Transfers to other funds	500,000	-	-	-	0.0%
<b>Total Operating Expenses:</b>	<b>1,606,147</b>	<b>1,487,771</b>	<b>121,312</b>	<b>121,312</b>	<b>8.2%</b>
Net Change in Fund Balance	621,379	915,924	321,536	321,536	
<b>Fund Balance at Beginning of Year</b>	<b>5,417,133</b>	<b>6,038,512</b>		<b>6,038,512</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 6,038,512</b>	<b>\$ 6,954,436</b>		<b>\$ 6,360,048</b>	

<sup>(1)</sup> Fees represent a one-month lag in the collection of stormwater revenue but actuals are in line with historical trends

<sup>(2)</sup> Capital outlay includes the purchase of one delayed arrival vehicle

**TOWN OF ADDISON**  
**Schedule of Sales Tax Collections**  
*For the quarter ending December 31, 2019*

	FY2020		% Change from	FY2019	
	Monthly Collections		Prior Year	Monthly Collections	
October	\$	1,384,839	7.0%	\$	1,294,332
November		1,269,353	8.7%		1,168,041
December		1,188,777	4.5%		1,137,218
January					1,951,678
February					1,202,189
March					1,016,343
April					1,355,558
May					1,138,099
June					1,164,646
July					1,259,503
August					1,184,583
September					1,144,891
	<b>\$</b>	<b>3,842,970</b>		<b>\$</b>	<b>15,017,081</b>
Budget:		13,700,000	28.1%		13,400,000



**TOWN OF ADDISON**  
**HOTEL OCCUPANCY TAX COLLECTION**  
**Hotels By Service Type for the Quarter and Year-to-Date Ended December 31, 2019**  
*With Comparative Information from Prior Fiscal Year*

	Rooms		Oct. - Dec. 2019		20 to 19 % Diff.
	Number	%	Amount	%	
<b>Full Service</b>					
Marriott Quorum	547	13%	\$ 244,279	18%	33%
Renaissance	528	13%	170,990	13%	0%
Crowne Plaza	428	10%	88,371	7%	-20%
	<b>1,503</b>	<b>37%</b>	<b>503,640</b>	<b>37%</b>	<b>8%</b>
<b>Extended Stay</b>					
Budget Suites	344	8%	12,944	1%	571%
Hawthorn Suites	70	2%	16,331	1%	9%
Marriott Residence Inn	150	4%	58,584	4%	-7%
Hyatt House	132	3%	53,357	4%	29%
Homewood Suites	120	3%	53,960	4%	14%
Home2Suites	132	3%	75,242	6%	11%
Springhill Suites	159	4%	72,862	5%	18%
	<b>1,107</b>	<b>27%</b>	<b>343,280</b>	<b>25%</b>	<b>15%</b>
<b>Business Moderate</b>					
Marriott Courtyard Quorum	176	4%	88,389	7%	4%
LaQuinta Inn	152	4%	47,551	4%	0%
Marriott Courtyard Midway	145	4%	57,847	4%	6%
Radisson - Addison	101	2%	36,805	3%	6%
Hilton Garden Inn	96	2%	48,409	4%	6%
Holiday Inn Express	97	2%	40,552	3%	100%
Holiday Inn Beltway	102	2%	20,327	2%	100%
Best Western Plus	84	2%	26,197	2%	11%
	<b>953</b>	<b>23%</b>	<b>366,077</b>	<b>27%</b>	<b>12%</b>
<b>Economy</b>					
Motel 6	127	3%	31,106	2%	20%
Hampton Inn	158	4%	54,640	4%	-2%
Red Roof Inn	105	3%	24,502	2%	-5%
Quality Suites North/Galleria	78	2%	21,184	2%	-2%
America's Best Value Inn	60	1%	7,295	1%	21%
	<b>528</b>	<b>13%</b>	<b>138,727</b>	<b>10%</b>	<b>3%</b>
<b>TOTAL</b>	<b>4,091</b>	<b>100%</b>	<b>1,351,725</b>	<b>100%</b>	<b>10%</b>

