



Department of Finance
Quarterly Review

For the Period Ended September 30, 2021

Town of Addison

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To: Wes Pierson, City Manager
From: Steven Glickman, Chief Financial Officer
Re: Fourth Quarter Financial Review
Date: 11/9/2021

This is the fourth quarter report for the 2020-2021 fiscal year. Revenues and expenditures reflect activity from October 1, 2020 through September 30, 2021 or 100 percent of the fiscal year.

GENERAL FUND

- Fiscal year-to-date revenue totals \$41.3 million, which is 103.3 percent of the overall budget amount. Sales tax collections are at 110.0 percent of the fiscal year 2021 budget. Alcoholic beverage tax collections are at 105.7 percent of the fiscal year 2021 budget.
- Fiscal year-to-date expenditures and transfers total approximately \$38.5 million, which is 95.8 percent of budget. Most departments were at or below their respective budgets for fiscal year 2021.

HOTEL FUND

- Revenues through the fourth quarter total approximately \$4.3 million, 80.3 percent of the fiscal year 2021 budget. Hotel occupancy tax collections are 53.4 percent of budget through eleven months of collections. Proceeds from Special Events are below budget but have increased from the prior fiscal year due to the re-opening of events.
- Hotel Fund expenditures of \$5.0 million are 85.7 percent of budget, and \$1.0 million more than this time a year ago. Performing Arts expenditures are at 114.3 percent due to the final payment of the Water Tower Theater grant. Special events expenditures are at 83.2 percent of the fiscal year 2021 budget.

AIRPORT FUND

- Operating revenue through the fourth quarter total approximately \$5.9 million or 107.8 percent of the fiscal year 2021 budget.
- Operating expenses total \$4.3 million, or 83.6 percent of fiscal year 2021 budget.
- Through the fourth quarter \$14 thousand has been spent on cash funded capital projects.
- Working Capital at end-of-year for the Airport Fund is \$7.7 million.

UTILITY FUND

- Operating revenue through the fourth quarter totals \$13.4 million, or 96.0 percent of the fiscal year 2021 budget. This is due to lower than anticipated sewer volume which was more than offset by lower than anticipated wholesale purchases of water and sewer services. Water revenues are at 100.2 percent of the fiscal year 2021 budget while sewer revenues are at 92.6% of the fiscal year 2021 budget.
- Operating expenses through the fourth quarter total approximately \$12.9 million, or 92.2 percent of the fiscal year 2021 budget. Water wholesale purchases and wastewater treatment expenses are below the FY2021 budget.

STORMWATER FUND

- Operating revenue through the fourth quarter total \$2.5 million, or 99.9 percent of the fiscal year 2021 budget.
- Operating expenses through the fourth quarter total approximately \$1.3 million, or 96.2 percent of the fiscal year 2021 budget. The percentage to budget is driven by our debt service payment, which was made in Q2 of the fiscal year. Capital expense includes the purchase of a forklift.

Executive Dashboard - 4th Quarter, 2021 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 | FY2021 Budget | Actual through 9/30/21 | % Annual Budget |
|--|---------------|------------------------|-----------------------|
| Ad Valorem Taxes - General Fund | \$ 19,425,398 | \$ 20,172,494 | 103.85% |
| Non-Property Taxes - General Fund | 14,556,766 | 15,965,386 | 109.68% |
| Hotel Tax | 4,155,000 | 2,220,356 | 53.44% ⁽¹⁾ |
| Franchise Fees - General Fund | 2,260,000 | 1,934,301 | 85.59% |
| Service/Permitting/License Fees - General Fund | 3,113,326 | 2,652,706 | 85.20% |
| Rental Income - All Funds | 4,337,770 | 4,509,802 | 103.97% |
| Fines and Penalties - All Funds | 335,000 | 179,366 | 53.54% ⁽²⁾ |
| Special Event Revenue - Hotel Fund | 1,104,500 | 894,749 | 81.01% |
| Fuel Flowage Fees - Airport Fund | 875,043 | 1,064,377 | 121.64% |
| Water and Sewer Charges - Utility Fund | 13,772,976 | 13,327,286 | 96.76% |

| Key Expenditures | FY2021 Budget | Actual through 9/30/21 | % Annual Budget |
|----------------------|---------------|------------------------|-----------------|
| General Fund | \$ 40,641,551 | \$ 38,974,027 | 95.90% |
| Hotel Fund | 5,838,563 | 5,004,111 | 85.71% |
| Economic Development | 2,019,815 | 1,523,232 | 75.41% |
| Airport Operations | 5,360,205 | 4,604,129 | 85.89% |
| Utility Operations | 14,243,405 | 13,149,598 | 92.32% |

⁽¹⁾ Hotel tax revenue has not been collected from all hoteliers and reflects less hotel occupancy due to COVID-19

⁽²⁾ Municipal court and the Utility Fund has fewer court fines/fees issued due to COVID-19

Executive Dashboard - 4th Quarter, 2021 Fiscal Year

Staffing Indicators

Personnel Information:

| Separations - Benefitted Positions | | | | |
|------------------------------------|---------------------|---------------------|---------------|-----------|
| | 7/2021-9/2021 | | | FY2021 |
| Department | Part-Time Positions | Full-time positions | Total 4th Qtr | YTD |
| Airport | 0 | 1 | 1 | 1 |
| City Manager | 0 | 0 | 0 | 1 |
| Conference Centre | 0 | 0 | 0 | 0 |
| Development Services | 0 | 0 | 0 | 2 |
| Finance | 0 | 0 | 0 | 1 |
| Fire | 0 | 0 | 0 | 7 |
| General Services | 0 | 0 | 0 | 1 |
| Human Resources | 0 | 0 | 0 | 0 |
| Information Technology | 0 | 1 | 1 | 1 |
| Public Works | 0 | 1 | 1 | 6 |
| Marketing & Communications | 0 | 0 | 0 | 0 |
| Municipal Court | 0 | 0 | 0 | 0 |
| Parks | 0 | 1 | 1 | 3 |
| Police | 0 | 3 | 3 | 7 |
| Recreation | 2 | 2 | 4 | 4 |
| Special Events | 0 | 0 | 0 | 0 |
| Streets | 0 | 1 | 1 | 3 |
| Theatre Centre | 0 | 0 | 0 | 0 |
| Grand Total | 2 | 10 | 12 | 37 |

| New Hires - Benefitted Positions | | | | |
|----------------------------------|---------------------|---------------------|---------------|-----------|
| | 7/2021-9/2021 | | | FY2021 |
| Department | Part-Time Positions | Full-time positions | Total 4th Qtr | YTD |
| Airport | 0 | 0 | 0 | 14 |
| City Manager | 0 | 0 | 0 | 1 |
| Conference Centre | 0 | 0 | 0 | 0 |
| Development Services | 0 | 2 | 2 | 3 |
| Finance | 0 | 1 | 1 | 2 |
| Fire | 0 | 3 | 3 | 7 |
| General Services | 0 | 0 | 0 | 2 |
| Human Resources | 0 | 0 | 0 | 0 |
| Information Technology | 0 | 0 | 0 | 0 |
| Public Works | 0 | 3 | 3 | 6 |
| Marketing & Communications | 0 | 0 | 0 | 1 |
| Municipal Court | 0 | 0 | 0 | 0 |
| Parks | 0 | 1 | 1 | 3 |
| Police | 0 | 2 | 2 | 10 |
| Recreation | 2 | 0 | 2 | 3 |
| Special Events | 0 | 0 | 0 | 0 |
| Streets | 0 | 0 | 0 | 4 |
| Theatre Centre | 1 | 0 | 1 | 1 |
| Grand Total | 3 | 12 | 15 | 57 |

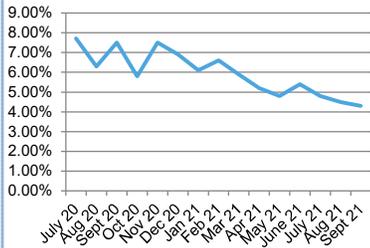
| Public Safety Sworn Positions | Budgeted FY 2021 | Filled Positions | Percent Filled |
|-------------------------------|------------------|------------------|----------------|
| Police | 66 | 65 | 98% |
| Fire ⁽¹⁾ | 56 | 56 | 100% |

⁽¹⁾ FY2021 budget includes 56 budgeted sworn positions plus overfill of 1 Firefighter (F3) position. Fire received approval in Q2 to have an additional temporary overfill.

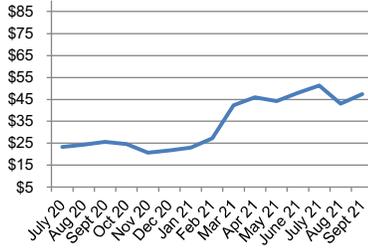
Executive Dashboard - 4th Quarter, 2021 Fiscal Year

Economic Indicators

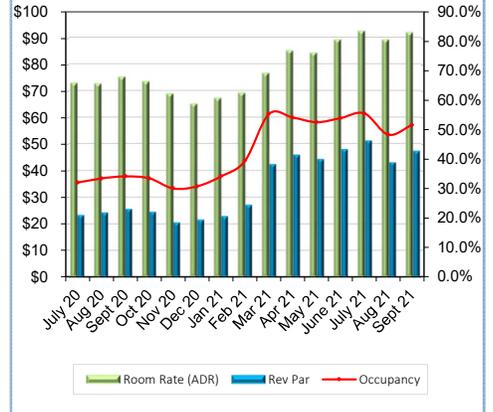
DFW Unemployment Rate Last 12 months



Hotel Revenue Per Available Room



Addison Hotel Statistics



Occupancy Indicators:

Office Occupancy = 77.9%
Retail Occupancy = 91.5%

Hotel Indicators

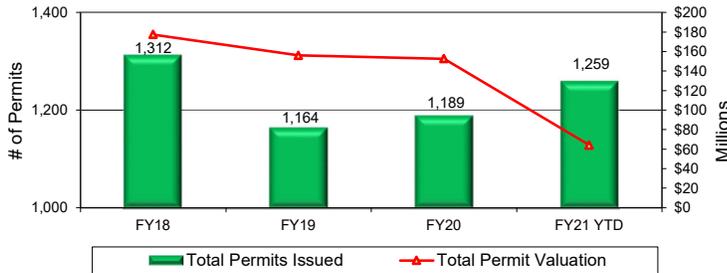
Hotel Occupancy = 51.8%
RevPar = \$47.24



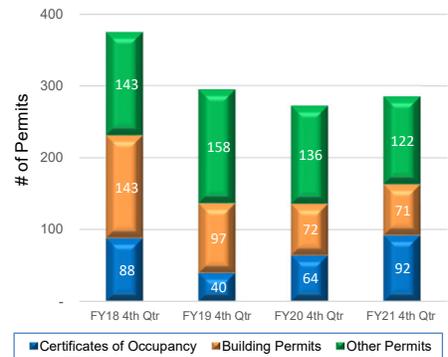
Source: CoStar (compares to prior year Q4)

Source: STR Report (compares to prior year Q4)

Total Permits Issued and Valuation



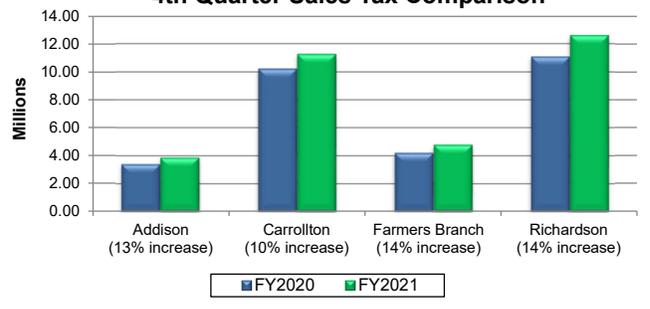
Quarterly Permit Activity, Year over Year



Economic Development Incentives:

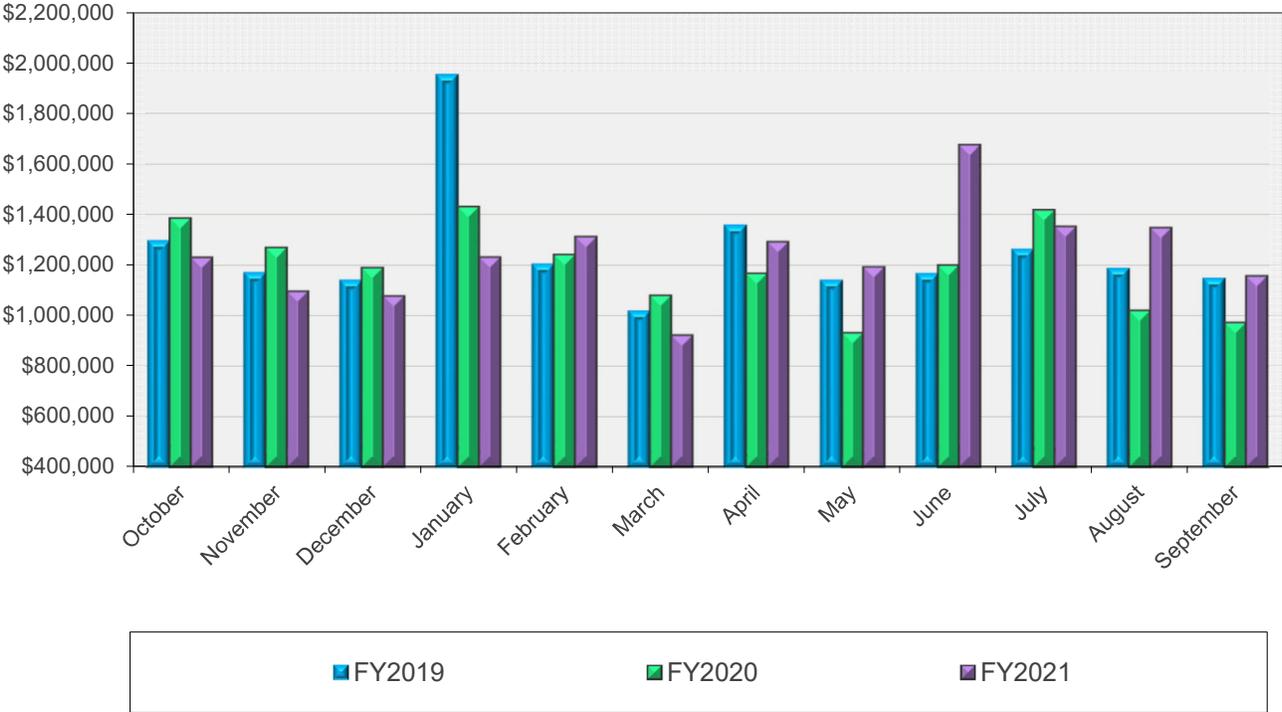
| Executed Agreements | Amount Paid FY21 | Total Incentives Committed |
|---------------------|------------------|----------------------------|
| 5 | \$33,333 | \$305,333 |

4th Quarter Sales Tax Comparison



Sales Tax Information

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
FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|------------------------------------|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Revenues: | | | | | |
| Ad Valorem taxes: | | | | | |
| Current taxes | \$ 18,925,819 | \$ 19,546,156 | \$ 48,667 | \$ 20,276,338 | 103.7% |
| Delinquent taxes | (356,413) | (165,758) | 20,243 | (159,726) | 96.4% ⁽¹⁾ |
| Penalty & interest | 47,840 | 45,000 | 14,337 | 55,882 | 124.2% |
| Non-property taxes: | | | | | |
| Sales tax | 14,302,624 | 13,530,766 | 3,856,708 | 14,881,277 | 110.0% |
| Alcoholic beverage tax | 888,599 | 1,026,000 | 451,954 | 1,084,108 | 105.7% |
| Franchise / right-of-way use fees: | | | | | |
| Electric franchise | 1,459,652 | 1,525,000 | 317,272 | 1,410,212 | 92.5% |
| Gas franchise | 204,919 | 205,000 | - | 185,638 | 90.6% ⁽²⁾ |
| Telecommunication access fees | 316,471 | 400,000 | 51,502 | 211,969 | 53.0% |
| Cable franchise | 196,520 | 130,000 | 31,013 | 126,482 | 97.3% |
| Street rental fees | (1,000) | - | - | - | 0.0% |
| Licenses and permits: | | | | | |
| Business licenses and permits | 110,964 | 211,650 | 89,340 | 175,865 | 83.1% |
| Building and construction permits | 1,072,321 | 930,900 | 218,544 | 650,518 | 69.9% |
| Service fees: | | | | | |
| General government | 20 | - | - | - | 0.0% |
| Public safety | 892,713 | 984,945 | 271,926 | 880,532 | 89.4% |
| Urban development | 1,950 | 71,900 | 13,800 | 39,719 | 55.2% |
| Streets and sanitation | 395,968 | 445,700 | 144,791 | 465,739 | 104.5% |
| Recreation | 34,914 | 57,800 | 13,816 | 29,903 | 51.7% |
| Interfund | 516,490 | 410,431 | 102,608 | 410,431 | 100.0% |
| Court fines | 227,997 | 260,000 | 47,219 | 163,408 | 62.8% |
| Interest earnings | 402,873 | 200,000 | 106,464 | 103,983 | 52.0% |
| Rental income | 9,252 | 8,000 | 2,400 | 7,900 | 98.8% |
| Other | 168,925 | 128,000 | 26,342 | 275,804 | 215.5% |
| Total Revenues | 39,819,418 | 39,951,490 | 5,828,945 | 41,275,982 | 103.3% |

⁽¹⁾ Represents prior year tax payment refunds

⁽²⁾ Franchise fee payment due in the 3rd 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
 FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|--|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Expenditures: | | | | | |
| General Government: | | | | | |
| City Secretary | 173,058 | 213,088 | 59,278 | 203,047 | 95.3% |
| City Manager | 1,245,323 | 1,207,665 | 404,901 | 1,225,528 | 101.5% |
| Finance | 1,826,483 | 1,795,555 | 569,447 | 1,811,919 | 100.9% |
| General Services | 682,111 | 1,252,269 | 731,263 | 1,177,386 | 94.0% |
| Municipal Court | 647,094 | 706,818 | 173,801 | 640,645 | 90.6% |
| Human Resources | 641,387 | 721,040 | 194,895 | 666,886 | 92.5% |
| Information Technology | 1,905,667 | 2,248,601 | 561,617 | 1,884,458 | 83.8% |
| Combined Services | 1,323,634 | 1,187,951 | 114,822 | 1,070,571 | 90.1% |
| Council Projects | 339,790 | 374,132 | 77,343 | 312,148 | 83.4% |
| Public Safety: | | | | | |
| Police | 9,318,044 | 10,290,874 | 3,376,037 | 10,148,605 | 98.6% |
| Emergency Communications | 1,360,463 | 1,396,519 | - | 1,392,569 | 99.7% ⁽¹⁾ |
| Fire | 8,492,457 | 8,660,315 | 2,586,128 | 8,625,413 | 99.6% |
| Development Services | 1,501,596 | 1,637,553 | 473,971 | 1,503,145 | 91.8% |
| Streets | 1,799,513 | 2,150,903 | 701,698 | 1,944,267 | 90.4% |
| Parks and Recreation: | | | | | |
| Parks | 3,772,783 | 4,261,292 | 1,335,419 | 4,039,462 | 94.8% |
| Recreation | 1,634,920 | 1,826,026 | 551,099 | 1,617,029 | 88.6% |
| Other financing uses: | | | | | |
| Transfers to other funds | 3,608,900 | 710,950 | 177,738 | 710,950 | 100.0% |
| Total Expenditures | 40,273,223 | 40,641,551 | 12,089,458 | 38,974,027 | 95.9% |
| Net Change in Fund Balance | (453,805) | (690,061) | (6,260,513) | 2,301,955 | |
| Fund Balance at Beginning of Year | 20,588,244 | 20,134,439 | | 20,134,439 | |
| Fund Balance at End of Year | \$ 20,134,439 | \$ 19,444,378 | | \$ 22,436,394 | |

⁽¹⁾ NTECC operations contribution for 4th quarter posted in period 9

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
FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|--|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Revenues: | | | | | |
| Hotel/Motel occupancy taxes | \$ 3,240,946 | \$ 4,155,000 | \$ 783,103 | \$ 2,220,356 | 53.4% ⁽¹⁾ |
| Proceeds from special events | 107,030 | 1,104,500 | 485,843 | 894,749 | 81.0% ⁽²⁾ |
| Rental Income | 301,963 | 23,810 | 59,252 | 86,403 | 362.9% ⁽³⁾ |
| Interest and miscellaneous | 74,519 | 50,100 | 1,024,747 | 1,082,380 | 2160.4% |
| Total Revenues | 3,724,458 | 5,333,410 | 2,352,944 | 4,283,888 | 80.3% |
| Expenditures: | | | | | |
| Addison theatre centre | 246,578 | 318,876 | 111,586 | 258,864 | 81.2% |
| Conference centre | 796,479 | 200,977 | 64,858 | 241,533 | 120.2% |
| General hotel operations | 55,828 | 154,125 | 2,533 | 23,005 | 14.9% |
| Marketing | 618,006 | 1,113,915 | 345,636 | 850,589 | 76.4% |
| Performing arts | 505,000 | 329,089 | 46,900 | 375,989 | 114.3% ⁽⁴⁾ |
| Special events | 762,665 | 931,773 | 260,484 | 864,465 | 92.8% ⁽²⁾ |
| Special events operations | 606,661 | 2,405,808 | 1,241,385 | 2,001,576 | 83.2% |
| Attractions Capital Projects | 31,762 | - | - | 4,090 | 0.0% |
| Other financing uses: | | | | | |
| Transfer to Economic Development Fund | 384,000 | 384,000 | 96,000 | 384,000 | 100.0% |
| Total Expenditures | 4,006,979 | 5,838,563 | 2,169,382 | 5,004,111 | 85.7% |
| Net Change in Fund Balance | (282,521) | (505,153) | 183,562 | (720,223) | |
| Fund Balance at Beginning of Year | 3,449,095 | 3,166,574 | | 3,166,574 | |
| Fund Balance at End of Year | \$ 3,166,574 | \$ 2,661,421 | | \$ 2,446,351 | |

⁽¹⁾ Hotel tax collections have not been received by all hoteliers

⁽²⁾ Special events revenues and expenses are low due to the timing of events

⁽³⁾ Conference Centre is closed for FY2021

⁽⁴⁾ Full NPO primary grant payment and matching funds of \$100,000 for non-profit grant funding to Water Tower Theatre

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
FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|--|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Revenues: | | | | | |
| Ad Valorem taxes: | \$ 1,092,347 | \$ 1,127,348 | \$ 4,801 | \$ 1,163,538 | 103.2% |
| Business license fee | 47,043 | 50,000 | 1,550 | 25,650 | 51.3% |
| Interest income and other | 34,160 | 58,000 | 9,088 | 10,729 | 18.5% |
| Transfers from General/Hotel Fund | 384,000 | 384,000 | 96,000 | 384,000 | 100.0% |
| Total Revenues | 1,557,550 | 1,619,348 | 111,439 | 1,583,917 | 97.8% |
| Expenditures: | | | | | |
| Personnel services | 479,218 | 491,120 | 147,648 | 488,311 | 99.4% |
| Supplies | 8,506 | 20,932 | 6,218 | 10,432 | 49.8% |
| Maintenance | 19,393 | 29,450 | 8,875 | 24,407 | 82.9% |
| Contractual services | 861,623 | 1,430,153 | 321,310 | 983,085 | 68.7% |
| Debt Service | 16,997 | 48,160 | 4,249 | 16,997 | 35.3% |
| Total Expenditures | 1,385,737 | 2,019,815 | 488,300 | 1,523,232 | 75.4% |
| Net Change in Fund Balance | 171,813 | (400,467) | (376,861) | 60,685 | |
| Fund Balance at Beginning of Year | 1,797,019 | 1,968,832 | | 1,968,832 | |
| Fund Balance at End of Year | \$ 1,968,832 | \$ 1,568,365 | | \$ 2,029,517 | |

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

AIRPORT FUND
FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|---|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Operating Revenues: | | | | | |
| Operating grants | \$ 1,431,219 | \$ 50,000 | \$ 107,000 | \$ 107,000 | 214.0% |
| Service fees | 103,234 | 158,107 | 28,020 | 108,408 | 68.6% ⁽¹⁾ |
| Fuel flowage fees | 867,777 | 875,043 | 317,388 | 1,064,377 | 121.6% |
| Rental income | 4,421,924 | 4,305,960 | 1,123,250 | 4,415,499 | 102.5% |
| Interest income and other | 861,323 | 50,000 | 98,677 | 168,982 | 338.0% |
| Total Operating Revenues: | 7,685,477 | 5,439,110 | 1,674,335 | 5,864,267 | 107.8% |
| Operating Expenses: | | | | | |
| Personnel services | 356,381 | 2,157,056 | 575,795 | 1,885,028 | 87.4% |
| Supplies | 40,793 | 61,900 | 8,520 | 40,664 | 65.7% |
| Maintenance | 69,292 | 479,730 | 181,066 | 371,130 | 77.4% |
| Contractual services | 279,244 | 1,325,914 | 240,780 | 975,530 | 73.6% |
| Capital Replacement/Lease | 217,258 | 480,958 | 304,315 | 467,258 | 97.2% |
| Debt service | 855,123 | 819,647 | 185,032 | 817,855 | 99.8% |
| Capital Outlay | - | 35,000 | 9,099 | 46,664 | 133.3% |
| Operator - Operations and maintenance | 3,060,383 | - | - | - | 0.0% ⁽²⁾ |
| Operator - Service contract | 396,815 | - | - | - | 0.0% ⁽²⁾ |
| Total Operating Expenses: | 5,275,289 | 5,360,205 | 1,504,605 | 4,604,129 | 85.9% |
| Capital Projects (Cash Funded) | 3,540,044 | 2,043,911 | 14,750 | 14,750 | 0.7% |
| Total Expenses: | 8,815,333 | 7,404,116 | 1,519,355 | 4,618,879 | 62.4% |
| Net Change in Working Capital | (1,129,856) | (1,965,006) | 154,980 | 1,245,388 | |
| Working Capital at Beginning of Year | 7,264,401 | 6,134,545 | | 6,134,545 | |
| Working Capital at End of Year | \$ 6,134,545 | \$ 4,169,539 | | \$ 7,379,933 | |

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

⁽²⁾ The Town no longer has an operator contract as the Airport operations were insourced in FY2021

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

UTILITY FUND
FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|---|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Operating revenues: | | | | | |
| Water sales | \$ 7,460,287 | \$ 7,502,499 | \$ 3,107,968 | \$ 7,518,421 | 100.2% |
| Sewer charges | 5,380,789 | 6,270,477 | 2,037,418 | 5,808,866 | 92.6% |
| Tap fees | 21,565 | 17,500 | 4,148 | 10,683 | 61.0% |
| Penalties | 36,448 | 75,000 | 15,958 | 15,958 | 21.3% |
| Interest income and other | 127,436 | 108,500 | 58,933 | 65,049 | 60.0% |
| Total Operating Revenues: | 13,026,525 | 13,973,976 | 5,224,425 | 13,418,976 | 96.0% |
| Operating expenses: | | | | | |
| Personnel services | 1,943,252 | 2,318,042 | 652,373 | 2,125,800 | 91.7% |
| Supplies | 214,536 | 216,281 | 103,632 | 297,710 | 137.6% |
| Maintenance | 524,182 | 650,623 | 191,377 | 518,696 | 79.7% |
| Contractual services | | | | | |
| Water purchases | 3,506,330 | 3,402,672 | 974,059 | 3,242,450 | 95.3% |
| Wastewater treatment | 3,427,714 | 3,746,596 | 907,785 | 3,486,904 | 93.1% |
| Other services | 743,773 | 1,735,463 | 392,134 | 1,282,058 | 73.9% |
| Capital Replacement/Lease | 331,857 | 590,797 | 332,964 | 581,857 | 98.5% |
| Debt service | 1,516,118 | 1,517,931 | 314,221 | 1,517,681 | 100.0% |
| Capital outlay | 84,269 | 65,000 | 96,442 | 96,442 | 148.4% |
| Total Operating Expenses: | 12,292,031 | 14,243,405 | 3,964,987 | 13,149,598 | 92.3% |
| Capital Projects (Cash Funded) | 860,351 | 163,000 | - | 87,037 | 53.4% |
| Total Expenses: | 13,152,382 | 14,406,405 | 3,964,987 | 13,236,635 | 91.9% |
| Net Change in Working Capital | (125,857) | (432,429) | 1,259,438 | 182,342 | |
| Working Capital at Beginning of Year | 6,509,475 | 6,432,149 | | 6,383,618 | |
| Working Capital at End of Year | \$ 6,383,618 | \$ 5,999,720 | | \$ 6,565,960 | |

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

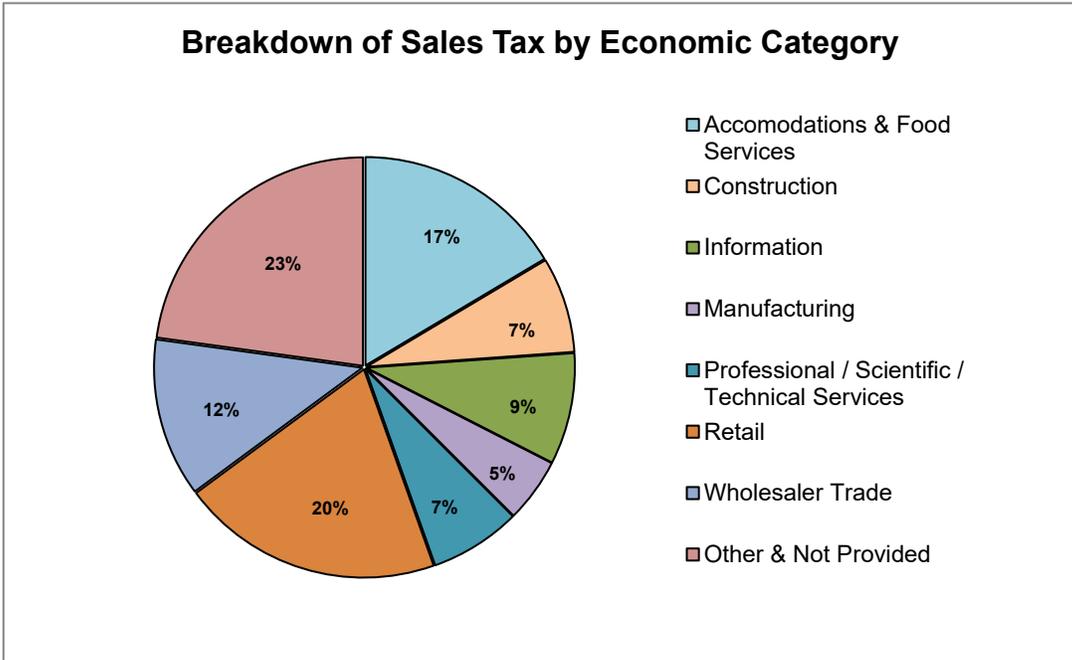
Positive
 Warning
 Negative

STORMWATER UTILITY FUND
 FY2021 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET
With Comparative Information from Prior Fiscal Year

| CATEGORY | FY 2019-20 ACTUAL PRIOR YEAR | FY 2020-21 REVISED BUDGET | FY 2020-21 ACTUAL 4TH QTR | FY 2020-21 ACTUAL YTD | ACTUAL YTD as % of Budget |
|---|------------------------------------|---------------------------------|---------------------------------|-----------------------------|---------------------------------|
| Operating revenues: | | | | | |
| Drainage Fees | \$ 2,320,434 | \$ 2,455,791 | \$ 794,072 | \$ 2,457,241 | 100.1% |
| Interest income and other | 110,961 | 40,000 | 31,995 | 35,386 | 88.5% |
| Total Operating Revenues: | 2,431,395 | 2,495,791 | 826,067 | 2,492,626 | 99.9% |
| Operating expenses | | | | | |
| Personnel services | 275,450 | 313,093 | 100,936 | 321,421 | 102.7% |
| Supplies | 13,239 | 17,700 | 4,030 | 11,637 | 65.7% |
| Maintenance | 32,637 | 102,620 | 15,229 | 59,377 | 57.9% |
| Contractual services | 173,065 | 310,224 | 81,153 | 256,804 | 82.8% |
| Debt service | 543,141 | 542,266 | 165,739 | 592,422 | 109.2% |
| Capital outlay | 48,524 | 38,610 | - | 32,720 | 84.7% |
| Total Operating Expenses: | 1,086,056 | 1,324,513 | 367,087 | 1,274,380 | 96.2% |
| Capital Projects (Cash Funded) | 33,383 | 2,272,430 | 10,132 | 12,756 | 0.6% |
| Total Expenses: | 1,119,439 | 3,596,943 | 377,219 | 1,287,136 | 35.8% |
| Net Change in Working Capital | 1,311,956 | (1,101,152) | 448,848 | 1,205,491 | |
| Working Capital at Beginning of Year | 6,441,685 | 7,753,641 | | 7,753,641 | |
| Working Capital at End of Year | \$ 7,753,641 | \$ 6,652,489 | | \$ 8,959,132 | |

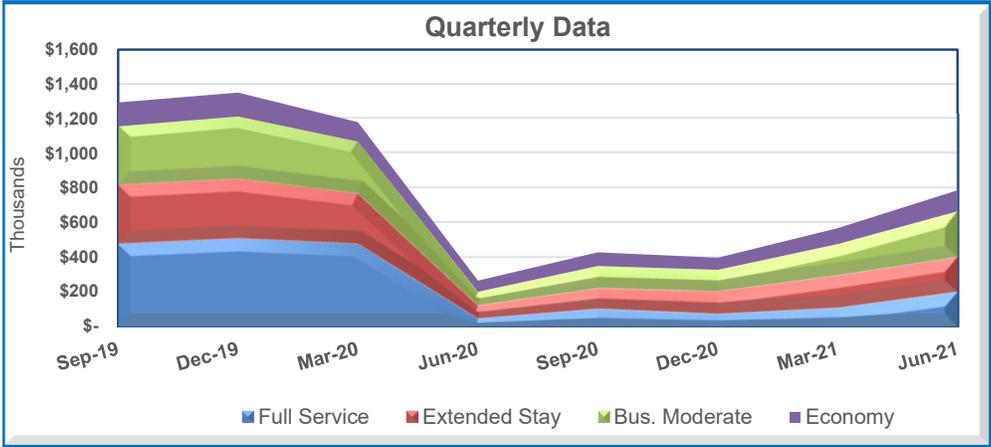
TOWN OF ADDISON
Schedule of Sales Tax Collections
For the quarter ending June 30, 2021

| | FY2021 | | % Change from | FY2020 | |
|-----------|---------------------|-------------------|---------------|---------------------|-------------------|
| | Monthly Collections | | Prior Year | Monthly Collections | |
| October | \$ | 1,229,815 | -11.2% | \$ | 1,384,839 |
| November | | 1,095,667 | -13.7% | | 1,269,353 |
| December | | 1,076,775 | -9.4% | | 1,188,777 |
| January | | 1,231,161 | -13.9% | | 1,430,683 |
| February | | 1,312,153 | 5.7% | | 1,241,465 |
| March | | 921,263 | -14.7% | | 1,080,029 |
| April | | 1,291,548 | 10.7% | | 1,166,877 |
| May | | 1,191,232 | 27.9% | | 931,272 |
| June | | 1,674,956 | 39.6% | | 1,199,683 |
| July | | 1,352,619 | -4.6% | | 1,418,491 |
| August | | 1,347,683 | 32.2% | | 1,019,598 |
| September | | 1,156,406 | 19.0% | | 971,556 |
| | \$ | 14,881,277 | | \$ | 14,302,624 |
| Budget: | | 13,530,766 | 110.0% | | 13,700,000 |



TOWN OF ADDISON
HOTEL OCCUPANCY TAX COLLECTION
Hotels By Service Type for the Quarter and Year-to-Date Ended June 30, 2021
With Comparative Information from Prior Fiscal Year

| | Rooms | | July - Sept. 2021 | | 21 to 20 |
|---|--------------|-------------|-------------------|-------------|------------|
| | Number | % | Amount | % | % Diff. |
| Full Service | | | | | |
| Marriott Quorum | 547 | 15% | \$ 110,587 | 14% | 54% |
| Renaissance | 528 | 14% | 88,056 | 11% | 218% |
| | 1,075 | 29% | 198,643 | 25% | 100% |
| Extended Stay | | | | | |
| Budget Suites | 344 | 9% | 10,011 | 1% | 2% |
| ⁽¹⁾ Hawthorn Suites | 70 | 2% | - | 0% | -100% |
| ⁽²⁾ Mainstay Suites | 70 | 2% | 13,899 | 2% | 0% |
| ⁽¹⁾ Marriott Residence Inn | 150 | 4% | 19,311 | 2% | -7% |
| ⁽¹⁾ Hyatt House | 132 | 4% | 10,717 | 1% | -56% |
| ⁽¹⁾ Homewood Suites | 120 | 3% | 31,815 | 4% | 85% |
| Home2Suites | 132 | 4% | 54,050 | 7% | 111% |
| Springhill Suites | 159 | 4% | 58,204 | 7% | 298% |
| | 1,177 | 32% | 198,007 | 25% | 66% |
| Business Moderate | | | | | |
| Marriott Courtyard Quorum | 176 | 5% | 53,576 | 7% | 222% |
| ⁽¹⁾ LaQuinta Inn | 152 | 4% | 41,791 | 5% | 29% |
| Marriott Courtyard Midway | 145 | 4% | 41,328 | 5% | 199% |
| Radisson - Addison | 101 | 3% | 25,328 | 3% | 63% |
| Hilton Garden Inn | 96 | 3% | 32,632 | 4% | 139% |
| Holiday Inn Express | 97 | 3% | 39,330 | 5% | 100% |
| ⁽¹⁾ Holiday Inn Beltway | 102 | 3% | - | 0% | 100% |
| Best Western Plus | 84 | 2% | 32,105 | 4% | 73% |
| | 953 | 26% | 266,090 | 34% | 109% |
| Economy | | | | | |
| Motel 6 | 127 | 3% | 32,305 | 4% | 20% |
| Hampton Inn | 158 | 4% | 29,825 | 4% | 177% |
| Red Roof Inn | 105 | 3% | 31,833 | 4% | 72% |
| Quality Suites North/Galleria | 78 | 2% | 19,278 | 2% | -1% |
| ⁽¹⁾ America's Best Value Inn | 60 | 2% | 8,942 | 1% | 115% |
| | 528 | 14% | 122,184 | 16% | 53% |
| TOTAL | 3,733 | 100% | \$ 784,925 | 100% | 84% |



⁽¹⁾ Not yet received one or more payments for the quarter
⁽²⁾ New hotel as of 2nd quarter FY2021