

ADDISON Town of Addison

FY 2024-25

3rd Quarter

Financial Report

Quarterly Financial Report as of lune 30, 2025

Prepared by **Finance Department**

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Memorandum to City Manager

This is the third quarter report for the 2024-2025 fiscal year. Revenues and expenditures reflect activity from April 1, 2025 through June 30, 2025, or 75 percent of the fiscal year. The Quarterly Financial Report is intended to provide our users with timely and relevant information.



If you would like additional information, please don't hesitate to contact me.

Steven Glickman

Chief Financial Officer

Financial Review



General Fund

Fiscal year-to-date revenue totals \$45.9 million, which is 90.7 percent of the overall budget amount. Sales tax collections are at 80.1 percent of the fiscal year 2025 budget. Alcoholic beverage tax collections are at 69.1 percent of the fiscal year 2025 budget.

Fiscal year-to-date expenditures and transfers total approximately \$36.7 million, which is 72.3 percent of budget. All departments are on pace with or below their respective budgets for fiscal year 2025.



Hotel Fund

Revenues through the third quarter total approximately \$4.5 million, 61.4 percent of the fiscal year 2025 budget. Hotel occupancy tax collections are 69.0 percent of budget for nine months of collections. Collections have not been received by all hoteliers. Proceeds from Special Events are below budget due to timing of events; all significant events occur between April and September.

Hotel Fund expenditures of \$4.1 million are 54.6 percent of budget, and \$363 thousand more than this time a year ago. Major Special Events expenditures are at 49.2 percent due to timing of events.



Airport Fund

Operating revenue through the third quarter total approximately \$5.9 million or 58.0 percent of the fiscal year 2025 budget. Excluding reimbursable grant revenue, operating revenue is 78.8% of the budgeted amount.

Operating expenses total \$4.7 million, or 72.4 percent of fiscal year 2025 budget.

Through the third quarter \$2.5 million has been spent on cash-funded capital projects.



Utility Fund

Operating revenue through the third quarter totals \$12.3 million, or 70.9 percent of the fiscal year 2025 budget. Water revenues for nine months are at 68.1 percent of the fiscal year 2025 budget and sewer revenues for nine months are at 72.8 percent of the fiscal year 2025 budget. The year-to-date revenue and percent of budget is trending in line with the prior year.

Operating expenses through the third quarter total approximately \$12.1 million, or 69.1 percent of the fiscal year 2025 budget. Overall, operating expenses are up only \$60 thousand from the prior year primarily due to maintenance expenses being \$348 thousand less than this time a year ago.



Stormwater Fund

Operating revenue through the third quarter totals \$2.2 million, or 78.2 percent of the fiscal year 2025 budget.

Operating expenses through the third quarter total approximately \$2.0 million, or 68.9 percent of the fiscal year 2025 budget. Including transfers to the debt service fund, total expenses are 69.7% of the budgeted amount.

The net change in working capital for the Stormwater Fund is a decrease of \$116 thousand.



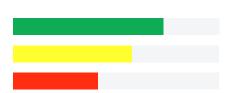
Financial Indicators

Financial performance is tracked by analyzing key metrics against historical trends. Positive indicators represent percentage variances that exceed historical averages, signaling growth or improvement. Warning indicators are identified when a metric shows a negative variance of 3-5% and exceeds \$50,000, highlighting areas of moderate concern. Negative indicators reflect more significant challenges, with a negative variance of over 5% and more than \$50,000. These measures provide a clear framework to monitor financial health and address potential risks proactively.

Key Revenue Sources	FY2025 Budget	Actual through 6/30/25	% Annual Budget
Ad Valorem Taxes - General Fund	\$25,465,206	\$25,576,514	100.44%
Non-Property Taxes - General Fund	17,825,000	14,136,515	79.31%
Hotel Tax (1)	5,355,000	3,695,768	69.02%
Franchise Fees - General Fund	2,055,000	1,633,945	79.51%
Service/Permitting/License Fees - General Fund	3,940,647	3,279,066	83.29%
Fines and Penalties - All Funds	440,000	403,029	91.60%
Special Event Revenue - Hotel Fund ⁽²⁾	1,616,000	587,637	36.36%
Fuel Flowage Fees - Airport Fund	1,207,440	942,059	78.02%
Water and Sewer Charges - Utility Fund	16,946,561	11,888,987	70.16%

⁽¹⁾ Hotel Tax revenue has not been collected from all hoteliers and is below expectations

⁽²⁾ Special Events occur in the third and fourth quarters



Positive: Positive variance compared to historical trends

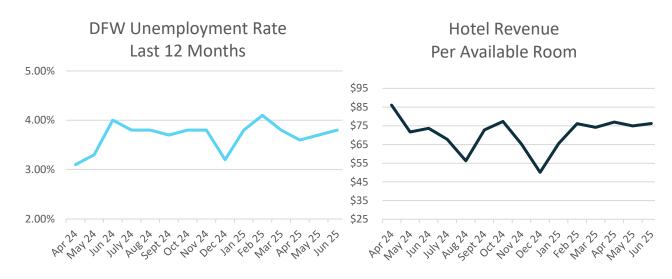
Warning: Negative variance of 3%-5% and more than \$50,000

Negative: Negative variance of >5% and more than \$50,000

Key Expenditures	FY2025 Budget	Actual through 06/30/25	% Annual Budget
General Fund	\$50,269,389	\$36,613,478	72.32%
Hotel Fund	7,546,596	4,124,045	54.65%
Economic Development	1,477,263	1,109,054	75.07%
Airport Operations	6,485,544	4,697,874	72.44%
Utility Operations	17,501,537	12,095,250	69.11%

Executive Dashboard

Our executive dashboard provides a comprehensive overview of key economic indicators to assess the city's economic health. It tracks the area unemployment rate, hotel revenue per available room (RevPAR), office and hotel occupancy rates, and the total number of building and other permits issued, along with their valuation. These metrics offer valuable insights into market trends and development activity, helping us evaluate current conditions and inform strategic planning for sustained growth.







Occupancy Indicators

Office occupancy is at 80.0% resulting in a 0.5% decrease from the prior quarter. Retail Occupancy is at 95.5% resulting in a 0.4% decrease from the prior quarter. Occupancy rates are in comparison to the second quarter of fiscal year 2025. (Source: CoStar)







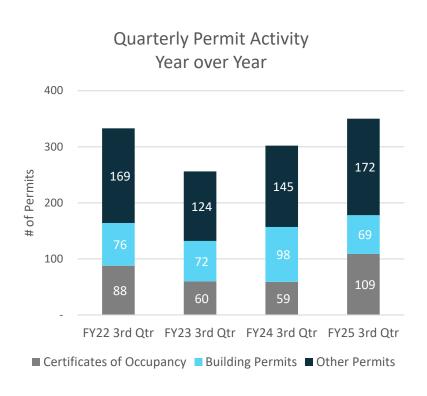
Hotel Indicators

Hotel occupancy is at 66.4% resulting in a 1.0% decrease year-over-year. Revenue per available room (RevPar) is at \$76.02 resulting in a 1.4% decrease year-over-year. Hotel indicators are in comparison to prior year Quarter 3. (Source: STR Report)

Addison's hotel market experienced a slight decline throughout the third quarter when compared to the same quarter a year ago. Occupancy exceeded 66% for all three months and exceeded the prior year for May and June. However, in April 2024 a large group boosted occupancy and RevPar when compared to April 2025.

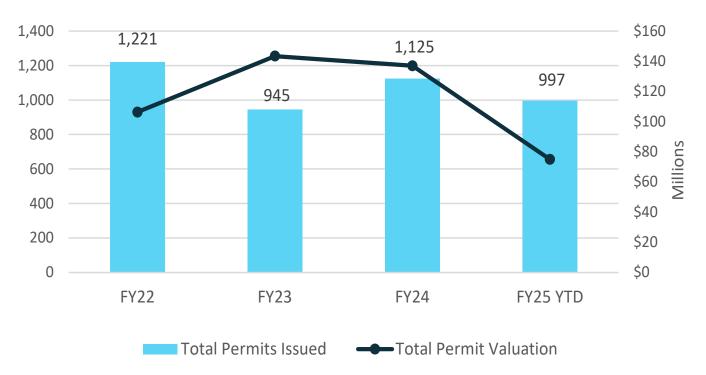






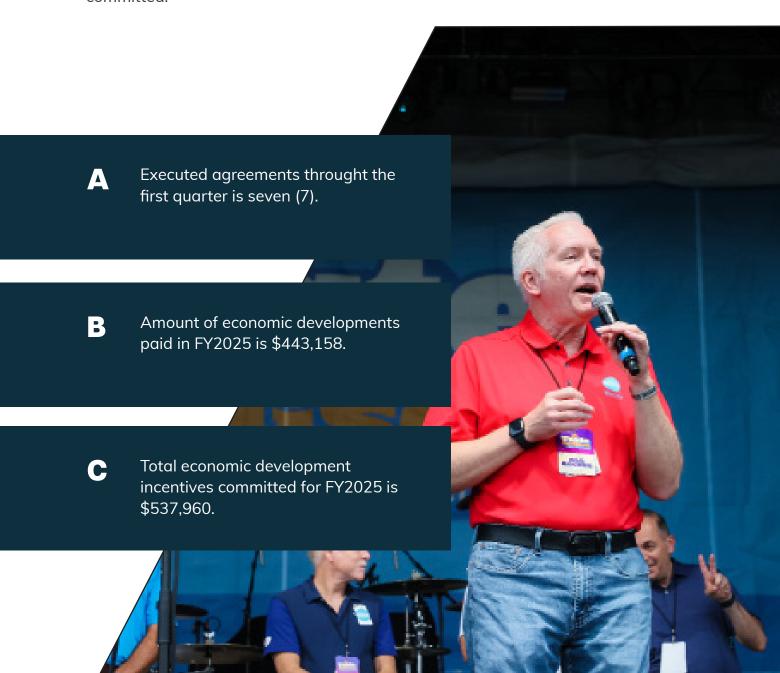


Total Permits Issued and Valuation

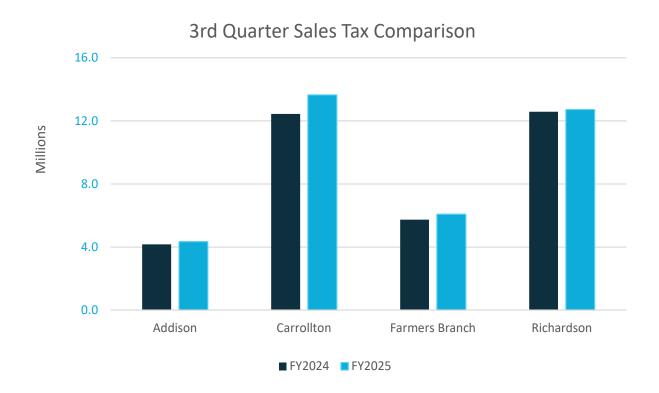


Economic Development Incentives provided by Town of Addison

Economic Development incentives are actively tracked to support growth and attract businesses. This includes monitoring the number of executed agreements, the total amount paid in fiscal year 2025, and the overall dollar amount of incentives committed.



Additionally, we provide a comparative analysis of sales tax revenue with three surrounding cities to gauge the effectiveness of these incentives and ensure our approach remains competitive in the regional market. This data helps guide strategic decision-making to foster economic vitality.



Carrollton Addison Addison had an 4% increase Carrollton had a 10% increase in sales tax from in sales tax from FY2024 to FY2025. FY2024 to FY2025. **Farmers Branch** Richardson Farmers Branch had a 6% Richardson had a increase in sales tax from increase in sales tax from FY2024 to FY2025. FY2024 to FY2025.

General Fund

FY2025 Quarterly Statement of Revenues and Expenditures Compared to Budget with comparative information from prior fiscal year.

General Fund

	FY 2023-24	FY 2024-25	FY 2024-25	FY 2024-25	Actual
	Actual	Revised	Actual	Actual	YTD as %
Category	Prior Year	Budget	3rd Qtr	YTD	of Budget
Revenues:					
Ad Valorem taxes:					
Current taxes	\$25,000,925	\$25,615,206	\$155,258	\$26,063,223	101.7%
Delinquent taxes (1)	(471,087)	(200,000)	5,801	(593,428)	296.7%
Penalty & interest	71,829	50,000	33,402	106,719	213.4%
Non-property taxes:					
Sales tax	17,298,041	16,525,000	4,165,629	13,238,580	80.1%
Alcoholic beverage tax	1,297,720	1,300,000	310,649	897,935	69.1%
Franchise/right-of-way use fees:					
Electric franchise	1,491,544	1,525,000	371,984	1,154,310	75.7%
Gas franchise	297,695	275,000	316,001	316,001	114.9%
Telecommunication access fees	152,514	160,000	33,085	103,102	64.4%
Cable franchise	91,828	95,000	19,504	60,532	63.7%
Licenses and permits:					
Business licenses and permits	219,243	229,328	62,120	145,950	64.7%
Building & construction permits	1,420,632	985,000	266,372	683,687	69.4%
Service fees:					
Public safety	1,235,153	1,094,000	309,808	870,503	79.6%
Urban development	68,270	87,200	16,000	31,725	36.4%
Streets and sanitation	510,440	508,500	341,596	733,541	144.3%
Recreation	137,387	96,000	66,686	108,196	112.7%
Interfund	646,294	940,619	235,155	705,464	75.0%
Court fines	350,929	335,000	92,020	288,232	86.0%
Interest earnings	2,060,831	650,000	282,804	731,169	112.5%
Rental income	8,640	8,600	1,650	5,450	63.4%
Total Revenues:	52,720,449	50,633,325	7,153,539	45,933,654	90.7%

⁽¹⁾ Represents prior year tax payment refunds



Positive: Positive variance compared to historical trends

Warning: Negative variance of 3%-5% and more than \$50,000

Negative: Negative variance of >5% and more than \$50,000

General Fund

	FY 2023-24	FY 2024-25	FY 2024-25	FY 2024-25	Actual
	Actual	Revised	Actual	Actual	YTD as %
Category	Prior Year	Budget	3rd Qtr	YTD	of Budget
Expenditures:					
General Government:					
City Secretary	251,528	260,131	47,998	146,829	56.4%
City Manager	1,310,833	1,179,935	293,603	894,971	75.8%
Finance	2,053,908	2,313,188	509,615	1,835,564	79.4%
General Services	1,592,424	1,888,887	472,674	1,319,831	69.9%
Municipal Court	680,963	704,632	165,790	527,982	74.9%
Human Resources	637,739	749,123	178,236	535,159	71.4%
Information Technology	2,610,070	2,398,709	686,766	1,707,464	71.2%
Combined Services (1)	1,258,576	1,180,585	213,835	936,606	79.3%
Council Projects (2)	403,664	391,766	123,897	339,313	86.6%
Public Safety:				i	
Police	12,768,329	13,124,832	3,530,414	9,619,696	73.3%
Emergency Communications (3)	1,917,253	1,909,006	352,373	1,898,556	99.5%
Fire	10,702,820	11,105,525	2,852,112	7,986,584	71.9%
Development Services	2,322,114	3,315,290	896,111	2,260,849	68.2%
Streets	2,267,292	2,316,292	364,681	1,111,568	48.0%
Parks and Recreation:					
Parks	5,370,556	5,651,687	1,392,491	3,961,183	70.1%
Recreation	1,898,897	2,139,801	615,431	1,531,323	71.6%
Other financing uses:					
Transfers to other funds	4,500,000	-	-	-	0.0%
Total Expenditures:	52,546,966	50,629,389	12,696,027	36,613,478	72.3%
Net Change in Fund Balance	173,484	3,936	(5,542,488)	9,320,176	
Fund Balance at Beg. of Year	20,682,959	20,856,443		20,856,443	
Fund Balance at End of Year	\$20,856,443	\$20,860,379		\$30,176,619	

⁽¹⁾ Annual property and liability insurance paid at the beginning of the fiscal year

⁽²⁾ Includes primary NPO grant payment for non-profit funding

⁽³⁾ NTECC operations payment, radio allocation, and antenna rental

Hotel Fund

FY2025 Quarterly Statement of Revenues and Expenditures Compared to Budget with comparative information from prior fiscal year.

Hotel Fund

	FY 2023-24	FY 2024-25	FY 2024-25	FY 2024-25	Actual
	Actual	Revised	Actual	Actual	YTD as %
Category	Prior Year	Budget	3rd Qtr	YTD	of Budget
Revenues:					
Hotel/Motel occupancy taxes (1)	\$5,374,881	\$5,355,000	\$1,231,261	\$3,695,768	69.0%
Proceeds from special events	1,392,560	1,616,000	389,418	587,637	36.4%
Rental income	169,372	160,000	31,049	105,310	65.8%
Interest and miscellaneous	456,896	275,000	51,360	157,448	57.3%
Total Revenues:	7,393,709	7,406,000	1,703,088	4,546,163	61.4%
Expenditures:					
Marketing and Tourism	1,567,739	1,989,451	426,672	926,666	46.6%
Addison Theatre Centre	747,619	915,874	174,015	638,029	69.7%
Major Special Events	2,759,705	2,535,572	990,768	1,246,871	49.2%
Special Events	1,142,699	1,320,478	343,616	909,505	68.9%
Vitruvian Events	185,000	185,000	-	-	0.0%
General Hotel Operations	366,384	600,221	122,440	402,974	67.1%
Total Expenditures:	6,769,146	7,546,596	2,057,511	4,124,045	54.6%
Net Change in Fund Balance	624,563	(140,596)	(354,423)	422,118	
Fund Balance at Beg. of Year	5,330,207	5,954,770		5,954,770	
Fund Balance at End of Year	\$5,954,770	\$5,814,174		\$6,376,888	

⁽¹⁾ Hotel tax collections have not been received by all hoteliers and are lower than anticipated

Economic Development



Positive: Positive variance compared to historical trends

Warning: Negative variance of 3%-5% and more than \$50,000

Negative: Negative variance of >5% and more than \$50,000

Economic Development Fund

Category	FY 2023-24 Actual Prior Year	FY 2024-25 Revised Budget	FY 2024-25 Actual 3rd Qtr	FY 2024-25 Actual YTD	Actual YTD as % of Budget
Revenues:					
Ad Valorem taxes:	\$1,387,809	\$1,474,028	\$11,251	\$1,479,692	100.4%
Business license fee	18,700	-	-	350	0.0%
Interest income and other	232,318	75,000	29,380	87,046	116.1%
Total Revenues	1,638,827	1,549,028	40,631	1,567,088	101.2%
Expenditures:					
Personnel services	432,330	504,152	134,808	363,582	72.1%
Supplies	7,986	14,308	4,867	16,729	116.9%
Maintenance	1,116	44,728	30,400	30,622	68.5%
Contractual services	906,887	904,360	502,112	690,835	76.4%
Debt Service	9,715	9,715	2,429	7,286	75.0%
Total Expenditures	1,358,034	1,477,263	674,616	1,109,054	75.1%
Net Change in Fund Balance	280,793	71,765	(633,985)	458,034	
Fund Balance at Beg. of Year	2,592,507	2,873,300		2,873,300	
Fund Balance at End of Year	\$2,873,300	\$2,945,065		\$3,331,334	

Airport Fund

FY2025 Quarterly Statement of Revenues and Expenditures Compared to Budget with comparative information from prior fiscal year.

Airport Fund

	ctual YTD	YTD as %
Operating Revenues:	YTD	
		of Budget
Operating grants \$186,133 \$2,671,260 \$-		
	\$-	0.0%
Service fees 184,075 277,700 87,600	269,475	97.0%
Fuel flowage fees 1,166,081 1,207,440 313,190	942,059	78.0%
Rental income 5,750,708 5,672,075 1,395,270 4,	,264,937	75.2%
Interest income and other 1,030,262 282,112 162,817	388,768	137.8%
Total Operating Revenues: 8,317,259 10,110,587 1,958,877 5,	5,865,239	58.0%
Operating Expenses:	_	
Personnel services 2,533,938 2,964,581 761,793 2	2,074,621	70.0%
Supplies 39,497 55,873 19,445	61,486	110.0%
Maintenance 857,875 693,126 145,846	327,784	47.3%
Contractual services 1,347,997 1,617,327 570,318 1,	.,343,990	83.1%
Capital Replacement/Lease 157,928 242,928 60,732	182,196	75.0%
Debt service 875,747 874,709 -	707,797	80.9%
Capital Outlay - 37,000 -	-	0.0%
Total Operating Expenses: 5,812,982 6,485,544 1,558,134 4,	,697,874	72.4%
Other financing uses:		
Transfer to Debt service fund 469,344 528,527 132,132	396,395	75.0%
Capital Projects (Cash Funded) 401,640 4,208,000 1,291,719 2,	,467,122	58.6%
Total Expenses: 6,683,966 11,222,071 2,981,985 7,	,561,391	67.4%
Net Change in Working Capital 1,633,293 (1,111,484) (1,023,108) (1,6	696,152)	
Working Capital at Beg. of Year 8,194,654 9,827,947 9	,827,947	
Working Capital at End of Year \$9,827,947 \$8,716,463 \$8	8,131,795	

Utility Fund



Positive: Positive variance compared to historical trends

Warning: Negative variance of 3%-5% and more than \$50,000

Negative: Negative variance of >5% and more than \$50,000

Utility Fund

	FY 2023-24	FY 2024-25	FY 2024-25	FY 2024-25	Actual
	Actual	Revised	Actual	Actual	YTD as %
Category	Prior Year	Budget	3rd Qtr	YTD	of Budget
Operating Revenues:					
Water sales	\$9,249,861	\$9,440,658	\$2,138,319	\$6,425,605	68.1%
Sewer charges	7,057,591	7,505,903	1,746,116	5,463,382	72.8%
Tap fees	62,918	50,000	3,783	18,878	37.8%
Penalties	108,354	105,000	24,127	114,797	109.3%
Interest income and other	693,568	232,422	92,630	274,265	118.0%
Total Operating Revenues:	17,172,292	17,333,983	4,004,975	12,296,927	70.9%
Operating Expenses:					
Personnel services	2,878,324	3,202,074	794,153	2,171,171	67.8%
Supplies	233,111	227,105	41,385	141,891	62.5%
Maintenance	1,057,449	1,342,009	121,476	405,555	30.2%
Contractual Services:					
Water purchases	4,615,709	4,976,098	1,186,491	3,557,860	71.5%
Wastewater treatment	3,831,176	4,310,865	884,172	3,160,059	73.3%
Other services	1,342,023	1,529,332	340,425	1,090,754	71.3%
Capital Replacement/Lease	206,584	166,584	41,646	124,938	75.0%
Debt service	1,743,592	1,747,470	750	1,443,022	82.6%
Capital outlay	-	-	-	-	0.0%
Total Operating Expenses:	15,907,968	17,501,537	3,410,498	12,095,250	69.1%
Capital Projects (Cash Funded)	-	1,220,000	-	-	0.0%
Total Expenses:	15,907,968	18,721,537	3,410,498	12,095,250	64.6%
Net Change in Working Capital	1,264,324	(1,387,554)	594,477	201,677	
Working Capital at Beg. of Year	8,406,367	9,670,691		9,670,691	
Working Capital at End of Year	\$9,670,691	\$8,283,137		\$9,872,368	
•		:			

Stormwater Fund

FY2025 Quarterly Statement of Revenues and Expenditures Compared to Budget with comparative information from prior fiscal year.

Stormwater Fund

	FY 2023-24	FY 2024-25	FY 2024-25	FY 2024-25	Actual
	Actual	Revised	Actual	Actual	YTD as %
Category	Prior Year	Budget	3rd Qtr	YTD	of Budget
Operating Revenues:					
Drainage Fees	\$2,609,536	\$2,600,000	\$647,808	\$1,962,781	75.5%
Interest income and other	694,036	200,000	72,081	227,385	113.7%
Total Operating Revenues:	3,303,572	2,800,000	719,889	2,190,166	78.2%
Operating Expenses:					
Personnel services	758,272	942,468	228,881	635,301	67.4%
Supplies	34,054	34,900	2,833	10,905	31.2%
Maintenance	717,834	620,549	135,470	348,763	56.2%
Contractual services	352,718	257,200	73,815	164,568	64.0%
Capital Replacement/Lease	25,000	50,000	12,500	37,500	75.0%
Debt service	488,948	896,453	-	729,245	81.3%
Capital Outlay	-	62,000	-	46,262	74.6%
Total Operating Expenses:	2,376,826	2,863,570	453,499	1,972,544	68.9%
Other financing uses:					
Transfer to Debt service fund	406,196	444,431	111,108	333,323	75.0%
Capital Projects (Cash Funded)	273,550	-	-	-	0.0%
Total Expenses:	3,056,572	3,308,001	1,369,376	1,741,261	52.6%
Net Change in Working Capital	247,000	(508,001)	155,282	(115,701)	
Working Capital at Beg. of Year	8,656,973	8,903,973		8,903,973	
Working Capital at End of Year	\$8,903,973	\$8,395,972		\$8,788,272	

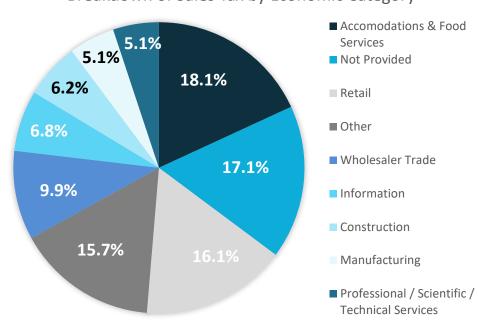
Sales Tax Collections

Schedule of sales tax collections for the quarter ending June 30, 2025.

	FY2025		FY2024
	Monthly	% Change	Monthly
	Collections	from Prior Year	Collections
October	\$1,589,328	0.1%	\$1,588,209
November	1,391,938	4.5%	1,331,900
December	1,299,653	2.6%	1,267,187
January	1,762,073	10.5%	1,595,294
February	1,571,229	20.5%	1,303,812
March	1,280,923	2.0%	1,256,245
April	1,504,353	-4.7%	1,578,604
Мау	1,380,353	8.5%	1,272,712
June	1,458,730	10.6%	1,319,487
July			1,236,618
August			2,209,805
September			1,338,169
Total	\$13,238,581		\$17,298,041
Budget:	16,525,000	80.1%	15,774,733

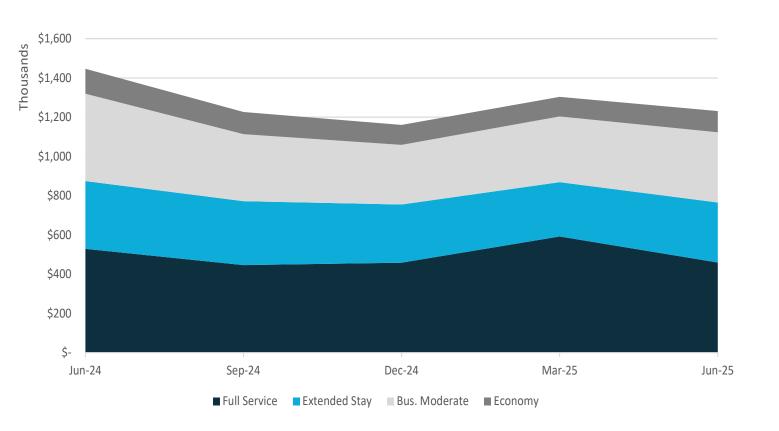
Breakdown of Sales Tax by Economic Category

Breakdown of Sales Tax by Economic Category



Hotel Occupancy Tax

Hotel Occupancy Tax collection for hotels by service type for the quarter and year-to-date ended June 30, 2025. This analysis includes comparative information from the prior fiscal year.



FY2025, Q3

Revenue from all four hotel categories showed decreased hotel occupancy tax collections in the third quarter of FY2025.

FY2025, Q3

In the Business Moderate category one or more monthly payments from one hotel is missing in the third quarter of FY2025.

Hotel Occupancy Tax collection for hotels by service type for the quarter and year-to-date ended June 30, 2025. This analysis includes comparative information from the prior fiscal year.

iiscai year.					FY25 to FY24
Hotel	Rooms	% Rooms	Amount	% Amount	% Diff
Marriott Quorum	547	15%	156,725	13%	-45%
Renaissance	528	14%	302,272	25%	24%
Full Service Total	1,075	29%	458,997	37%	-13%
Budget Suites	344	9%	9,679	1%	-1%
Mainstay Suites	70	2%	9,456	1%	-34%
Marriott Residence Inn	150	4%	71,475	6%	-19%
Hyatt House	132	4%	39,304	3%	14%
Homewood Suites	120	3%	3,460	0%	-92%
Home2Suites	132	4%	82,797	7%	-5%
Springhill Suites	159	4%	60,612	5%	-12%
Extended Stay Total	1,107	30%	276,782	23%	-21%
Marriott Courtyard Quorum	176	5%	92,423	8%	3%
LaQuinta Inn (1)	152	4%	-	0%	-100%
Marriott Courtyard Midway	145	4%	72,431	6%	0%
Radisson - Addison	101	3%	23,987	2%	-19%
Hilton Garden Inn	96	3%	49,965	4%	-5%
Holiday Inn Express	97	3%	53,656	4%	20%
Holiday Inn Beltway	102	3%	23,620	2%	-10%
Best Western Plus	85	2%	19,666	2%	-10%
Business Moderate Total	954	26%	335,748	28%	-11%
Motel 6	128	3%	29,875	2%	-16%
The Addison Inn	154	4%	24,477	2%	-16%
Red Roof Inn	107	3%	29,383	2%	-2%
Quality Suites	78	2%	19,222	2%	-24%
America's Best Value Inn	60	2%	5,211	0%	-27%
Economy Total	527	14%	108,168	9%	-15%
TOTAL	3,663	100%	1,231,261	100%	-15%

 $^{^{\}left(1\right) }$ Not yet received one or more payments for the quarter

Investments

Town of Addison investments for the quarter ending June 30, 2025. This information is from the Investment Report which was prepared in accordance with Chapter 2256 of the (PFIA) Public Funds Investment Act.

\$1,375,532

June 30, 2025

Interest Revenue

Book Value

Market Value

\$142,823,800

\$142,608,720

Weighted Average Yield-to-Matrity

3.69%

The change in book value is \$(13,829,459) or -8.83%. The change in market value is \$(13,353,368) or -8.56%. The change in interest revenue is \$(71,828) or -4.96%. Weighted average yield-to-maturity remained at 3.69%.

\$1,447,360

March 31, 2025

Interest Revenue

Book Value

Market Value

\$156,653,259

\$155,962,088

Weighted Average Yield-to-Matrity

3.69%

FY 2024-25

www.addisontx.gov

CONTACT

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