

Town Manager's Office

TOWN COUNCIL REPORT

DATE:

May 24, 2023

TO:

Mayor and Council

THRU:

Chris Cornelison, Interim Town Manager

FROM:

David Gephart, Chief Financial Officer

SUBJECT:

March 2023 Financial Update

This financial update is intended to provide an overview and status of financial results for the Town's selected funds through March 2023 for fiscal year 2022/23. Funds included in this financial update are the General Fund, Highway Fund and Community Center Fund. Please note that all amounts are preliminary, un-audited and subject to change. Additionally, estimates reflected in monthly financial updates may not include any adjusting audit entries required at year-end.

Please note, there have been minor revisions to the format of the attachments to more closely mirror the Annual Comprehensive Financial Report.

EXECUTIVE SUMMARY:

Revenues and expenditures continue to perform well compared to budget. Further details are as follows:

General Fund

In the General Fund (see attachment A), revenues total \$40.8 million or 80.4% of budget, while uses are at \$43.3 million or 67.1% of the total budget.

Highway Fund

In the Highway Fund (see attachment B), revenues total \$3.2 million or 75.7% of budget, while expenditures total \$2.5 million or 53.2% of budget.

Community Center Fund

In the Community Center Fund (see attachment C-1 & C-2), revenues total \$7.5 million or 88.5% of budget, while uses total \$8.1 million or 61.6% of budget.

BACKGROUND AND DETAILED INFORMATION: GENERAL FUND

Attachment A shows General Fund revenues and expenditures through March, other financing uses and year-end estimates for each category. The estimated year-end projections in the General Fund are as follows:

Revenues: \$54,662,225

Less:

Expenditures: (\$45,786,599)

Other Financing Uses (\$15,996,977)

Preliminary Estimated Decrease in Fund Balance: (\$7,121,350)*

*The estimated decrease in fund balance is due to a budgeted transfer of \$13.5 million of fund balance to the Capital Fund for CIP projects.

General Fund Revenues

- Local sales tax collections in the General Fund total \$20.2 million or 79.9% of the budgeted amount of \$25.3 million and are performing better than anticipated. Retail collections total \$6.8 million, which is \$189,362 or 2.9% higher than the same time period last fiscal year. Restaurant/bar collections total \$1.9 million which is \$191,715 or 10.9% higher than the same time period last fiscal year. Bed tax collections total \$1.7 million which is \$30,684 or 1.9% more than the same time period last fiscal year. Construction sales tax collections total \$4.4 million through March, which is \$853,247 or 16.4% less than collections from the same time period last fiscal year. Note that the budgeted decrease for construction sales tax was 24%. Total local sales tax revenue in the General Fund is expected to come in nearly \$2.1 million above budget due to strong performance across most tax categories. Please see attachment E for detailed information on General Fund local sales tax collections.
- License and permit revenues total \$2.2 million or 98.8% of the budget amount of \$2.2 million. A
 total of 90 Single Family Residential (SFR) permits have been issued through March. License and
 permit revenues are expected to come in \$413,000 over budget, due primarily to revised permitting
 estimates from expected commercial development activity.
- State shared revenues total \$14 million or 79.8% of the budget amount of \$17.6 million. These
 revenue sources are comprised of state shared sales taxes, state shared income taxes, auto-lieu
 fees, Smart and Safe shared taxes, and an opioid settlement. At this time, these revenues are
 forecasted to come in \$891,000 over budget due to higher-than-expected state sales tax
 collections.
- Charges for services revenues total \$2.1 million or 67.5% of the budget amount of \$3.0 million.
 Cost allocation charges to the Town's enterprise funds for services provided, as well as Parks &
 Recreation fees, make up the bulk of this revenue category. Charges for services are forecasted
 to come in about \$102,000 under budget. This is due mainly to farebox revenues as a result of fee
 waivers, as well as swimming pool user fees as a result of facility closures for needed capital
 improvements.

 Miscellaneous revenues are forecasted to come in about \$363,000 over budget due primarily to a rebate received from the Arizona Municipal Risk Retention Pool (AMRRP).

General Fund Uses

- General Fund expenditures total \$32.2 million or 67.1% of budget through March.
- Please note that the \$885,000 Vistoso Trails Nature Preserve settlement payment is included in the actuals and year-end estimates for General Administration. Other areas of expenditure savings in the fund are forecasted to make up for the payment.
- Personnel costs are forecasted to come in about \$1.5 million or 4.3% less than budget, due to a
 combination of vacancy savings, position refills and budgeted PSPRS contributions for DROP
 participants. Other forecasted savings in the General Fund include gasoline, software
 maintenance/licensing, telecommunications, field supplies and outside professional services.
- Transfers out of the General Fund are expected to end the fiscal year \$450,000 under budget as a
 grant for fiber infrastructure with matching local funds was not awarded. Note that actuals through
 March reflect the budgeted transfer to debt service and 2/3 of the budgeted transfer to the Capital
 Fund for CIP.

The General Fund is expected to end the fiscal year with a total fund balance of \$23.3 million, or 48.4% of budgeted expenditures, exceeding Council policy by \$8.8 million.

HIGHWAY FUND

Highway Fund Revenues

- State shared highway user funds total \$3 million or 73.3% of the budget amount of \$4.1 million. These revenues are projected to come in on budget at this time.
- Interest income is expected to come in at a favorable budget variance of \$102.000.
- Road permit revenue is expected to come in at a favorable budget variance of \$1,500.
- Other minor revenue sources in the Highway Fund are expected to come in at a favorable budget variance of \$4,825 or 0.1% due to a vendor refund of prior year invoice credits that was owed to the Town and insurance recoveries.

Highway Fund Expenditures

 Highway Fund expenditures though March are at \$2.5 million or 53.2% of the adopted budget of \$4.6 million. This is expected, due to the timing of the pavement preservation program. Highway Fund expenditures are projected to come slightly under budget at this time due to O&M savings.

The Highway Fund is expected to end the fiscal year with a fund balance of \$874,400.

COMMUNITY CENTER FUND

Attachment C-1 shows the consolidated financial status of the Community Center Fund with all revenues and expenditures from contracted and Town-managed operations.

Attachment C-2 shows the monthly line-item detail for the contractor-managed operations, specifically revenues and expenditures associated with golf, and food and beverage operations. The totals in the

revenue and expenditure categories in attachment C-2 tie to the contracted operating revenues and expenditures in attachment C-1.

Community Center Fund Revenues

- Revenues in the Community Center Fund through March total \$7.5 million or 88.5% of the budget amount of \$8.5 million.
- Contracted operating revenues total \$3.8 million as of March, which is about \$217,000 or 6% more
 than the same time last fiscal year. This increase is due to higher memberships and food &
 beverage sales. As of now, these revenues are estimated to come in about \$571,000 or 14.3%
 over budget.
- Town operating revenues for March are \$776,679 or 87.5% of the budget amount of \$887,800.
 Town operating revenues are expected to end the fiscal year about \$317,700 higher than budget due mainly to recreation programs. Member dues, daily drop-ins and facility rental income are also expected to exceed budget expectations.
- Local sales tax revenues for March total \$2.7 million or 78.2% of the budget amount of \$3.5 million. These collections are currently projected to come in \$237,000 or 6.8% over budget, due to positive trends in retail, remote seller, and restaurant/bar collections.
- Real property rental income is related to leased space for cellular equipment on the roof of the Community Center. This is the final payment for the lease agreement.

Community Center Fund Uses

- Expenditures in the Community Center Fund total \$6.1 million or 67% of the budgeted amount of \$9.1 million.
- Contracted operating expenditures total \$3.5 million, or 74.4% of the budgeted amount of \$4.7 million. Contracted expenditures are currently estimated to come in about \$34,000 or 0.7% below budget due mainly to savings in water use.
- Town operating expenditures are currently estimated to come in approximately \$213,000 over budget due to personnel cost increases from full implementation of the new pay plan earlier in the year, as well as the Vistoso Trails Nature Preserve master plan consulting costs, which were budgeted as capital outlay.
- The year-end estimate for capital outlay reflects projected rollover of several CIP projects, as well
 as an adjustment for the Vistoso Trails Nature Preserve master plan consulting costs, as referenced
 above.
- Transfers out are expected to end the year \$2.0 million, or 49.5% higher than budget, due to the
 Council directive to transfer all fund balance in excess of \$1 million to the Capital Fund to be used
 for the golf irrigation project. Note that actuals through March reflect the budgeted transfer out to
 debt service.

 At this time, the Community Center Fund is projected to end the fiscal year with a total fund balance of \$1 million.

The Town is not expecting any sales tax support for golf operations for the current fiscal year. Contracted golf operations have a preliminary net loss of \$139,034 before outside HOA contributions of \$159,050, and local sales taxes generated from golf related operations through March are approximately \$94,920.

Please see attachments A and B for additional details on the General Fund and Highway Fund. See attachments C-1 and C-2 for additional details on the Community Center Fund. See attachment D for a fiscal year-to-date consolidated summary of all Town Funds. See attachment E and F for a breakdown of monthly local sales tax collections and state shared revenue collections for the General Fund.

General Fund

% Budget Completion through March --- 75%

| _ | Actuals thru 3/2023 | Budget | % Actuals to Budget | Year End Estimate * | YE % Variance to Budget |
|--------------------------------------|------------------------|--------------|------------------------|------------------------|----------------------------|
| Revenues | | | | <u> </u> | |
| Local Sales Tax | 20,186,384 | 25,270,959 | 79.9% | 27,327,534 | 8.1% |
| Licenses & Permits | 2,197,281 | 2,223,824 | 98.8% | 2,636,961 | 18.6% |
| Federal Grants | 399,594 | 380,000 | 105.2% | 569,000 | 49.7% |
| State Grants | 53,989 | 75,000 | 72.0% | 90,000 | 20.0% |
| State/County Shared | 14,043,976 | 17,605,693 | 79.8% | 18,496,724 | 5.1% |
| Other Intergovernmental | 1,093,301 | 1,613,000 | 67.8% | 1,600,500 | -0.8% |
| Charges For Services | 2,056,809 | 3,046,515 | 67.5% | 2,944,606 | -3.3% |
| Fines | 65,830 | 125,000 | 52.7% | 85,000 | -32.0% |
| Interest Income | 201,624 | 150,000 | 134.4% | 300,000 | 100.0% |
| Miscellaneous | 479,022 | 249,000 | 192.4% | 611,900 | 145.7% |
| Total Revenues | 40,777,810 | 50,738,991 | 80.4% | 54,662,225 | 7.7% |
| Expenditures | | | | | |
| Clerk | 316,081 | 422,705 | 74.8% | 431,246 | 2.0% |
| Community & Econ. Dev. | 2,259,696 | 3,280,764 | 68.9% | 3,064,158 | -6.6% |
| Council | 168,339 | 199,145 | 84.5% | 199,145 | 0.0% |
| Finance | 679,871 | 921,857 | 73.8% | 880,810 | -4.5% |
| General Administration | 2,572,580 | 4,077,234 | 63.1% | 3,306,623 | -18.9% |
| Human Resources | 401,863 | 569,905 | 70.5% | 547,534 | -3.9% |
| Innovation & Technology | 3,390,844 | 4,797,809 | 70.7% | 4,486,939 | -6.5% |
| Legal | 733,829 | 1,015,753 | 72.2% | 1,023,542 | 0.8% |
| Manager | 896,452 | 1,349,776 | 66.4% | 1,279,552 | -5.2% |
| Parks & Recreation | 2,559,507 | 3,775,162 | 67.8% | 3,699,552 | -2.0% |
| Police | 13,559,013 | 20,403,472 | 66.5% | 20,089,276 | -1.5% |
| Public Works | 4,030,220 | 6,200,227 | 65.0% | 5,818,436 | -6.2% |
| Town Court | 666,160 | 1,059,674 | 62.9% | 959,785 | -9.4% |
| Total Expenditures | 32,234,455 | 48,073,483 | 67.1% | 45,786,599 | -4.8% |
| Revenues Over/(Under) Expenditures | 8,543,355 | 2,665,508 | | 8,875,627 | |
| Other Financing Sources/(Uses) | | | | | |
| Transfers In | 25 | - | na | = | na |
| Transfers Out | (11,048,965) | (16,446,977) | 67.2% | (15,996,977) | -2.7% |
| Total Other Financing Sources/(Uses) | (11,048,965) | (16,446,977) | 67.2% | (15,996,977) | -2.7% |
| Net Change in Fund Balance | | | | (7,121,350) | |
| Beginning Fund Balance | | | | 30,390,425 | |
| Ending Fund Balance ** | | | | 23,269,074 | |

^{*} Year-end estimates are subject to further revision

^{**} Ending fund balance amounts are estimates and are subject to further revision



Highway Fund

% Budget Completion through March --- 75%

| | Actuals thru 3/2023 | Budget | % Actuals to Budget | Year End Estimate * | YE % Variance to Budget |
|--------------------------------------|------------------------|-----------|------------------------|------------------------|----------------------------|
| Revenues | | | | | |
| Licenses & Permits | 19,792 | 25,000 | 79.2% | 26,500 | 6.0% |
| State/County Shared | 3,025,678 | 4,127,100 | 73.3% | 4,127,100 | 0.0% |
| Interest Income | 100,381 | 8,000 | 1254.8% | 110,000 | 1275.0% |
| Miscellaneous | 7,262 | 3,000 | 242.1% | 7,825 | 160.8% |
| Total Revenues | 3,153,113 | 4,163,100 | 75.7% | 4,271,425 | 2.6% |
| Expenditures | | | | | |
| Transportation Engineering | 2,193,536 | 4,192,089 | 52.3% | 4,144,195 | -1.1% |
| Street Maintenance | 280,197 | 460,100 | 60.9% | 459,816 | -0.1% |
| Total Expenditures | 2,473,733 | 4,652,189 | 53.2% | 4,604,011 | -1.0% |
| Revenues Over/(Under) Expenditures | 679,380 | (489,089) | | (332,586) | |
| Other Financing Sources/(Uses) | | | | | |
| Transfers In | - | - | na | | na |
| Transfers Out | | <u></u> | na | <u>-</u> | na |
| Total Other Financing Sources/(Uses) | | | na | _ | na |
| Net Change in Fund Balance | | | | (332,586) | Į. |
| Beginning Fund Balance | | | | 1,206,986 | |
| Ending Fund Balance ** | | | | 874,400 | = |

^{*} Year-end estimates are subject to further revision

^{**} Ending fund balance amounts are estimates and are subject to further revision



FY 2022/2023

Community Center Fund

% Budget Completion through March --- 75%

| _ | Actuals thru 3/2023 | Budget | % Actuals to Budget | Year End Estimate * | YE % Variance to Budget |
|--------------------------------------|------------------------|-------------|------------------------|------------------------|----------------------------|
| Revenues | | | | | |
| Contracted Operating Revenues | | | | | |
| Golf Revenues, Trail and Cart Fees | 1,943,658 | 2,060,519 | 94.3% | 2,274,702 | 10.4% |
| Member Dues | 1,036,889 | 1,102,500 | 94.0% | 1,222,244 | 10.9% |
| Food & Beverage | 540,407 | 546,350 | 98.9% | 684,292 | 25.2% |
| Merchandise & Other | 297,881 | 270,780 | 110.0% | 369,700 | 36.5% |
| Subtotal | 3,818,837 | 3,980,149 | 95.9% | 4,550,938 | 14.3% |
| Town Operating Revenues | 20.400 | 20.000 | 407.00/ | 50 500 | CO DO! |
| Daily Drop-Ins | 38,198 | 30,000 | 127.3% | 50,500 | 68.3% |
| Member Dues | 539,019 | 620,500 | 86.9% | 670,000 | 8.0% |
| Recreation Programs | 133,666 | 170,000 | 78.6% | 405,000 | 138.2% |
| Facility Rental Income | 65,796 | 67,300 | 97.8% | 80,000 | 18.9% |
| Subtotal | 776,679 | 887,800 | 87.5% | 1,205,500 | 35.8% |
| Other Revenues | 2 722 227 | 2 477 026 | == == | | |
| Local Sales Tax | 2,720,227 | 3,477,236 | 78.2% | 3,714,218 | 6.8% |
| Real Property Rental Income | 19,502 | - | na | 19,502 | na |
| Interest Income | 26,698 | 3,000 | 889.9% | 35,000 | 1066.7% |
| Miscellaneous | 163,202 | 159,150 | 102.5% | 173,343 | 8.9% |
| Subtotal | 2,929,629 | 3,639,386 | 80.5% | 3,942,063 | 8.3% |
| Total Revenues | 7,525,145 | 8,507,335 | 88.5% | 9,698,501 | 14.0% |
| Expenditures | | | | | |
| Contracted Operating Expenditures | | | | | |
| Personnel | 1,242,904 | 1,728,134 | 71.9% | 1,709,113 | -1.1% |
| Food & Beverage | 441,619 | 487,863 | 90.5% | 556,329 | 14.0% |
| Operations & Maintenance | 1,719,252 | 2,344,939 | 73.3% | 2,273,050 | -3.1% |
| Equipment Leases | 110,808 | 162,682 | 68.1% | 151,480 | -6.9% |
| Subtotal | 3,514,583 | 4,723,618 | 74.4% | 4,689,972 | -0.7% |
| Town Operating Expenditures | 3,314,303 | 4,723,010 | 74.470 | 4,009,972 | -0.7 /0 |
| Personnel | 702,233 | 920,274 | 76.3% | 1,017,000 | 10.5% |
| Operations & Maintenance | 670,800 | 775,299 | 86.5% | 891,299 | 15.0% |
| Subtotal | 1,373,033 | 1,695,573 | 81.0% | 1,908,299 | 12.5% |
| | 1,575,055 | 1,033,373 | 01.070 | 1,500,255 | 12.570 |
| Capital Outlay | 1,199,974 | 2,666,700 | 45.0% | 1,853,347 | -30.5% |
| Total Expenditures | 6,087,590 | 9,085,891 | 67.0% | 8,451,618 | -7.0% |
| Revenues Over/(Under) Expenditures | 1,437,555 | (578,556) | | 1,246,883 | |
| Other Financing Sources/(Uses) | | | | | |
| Transfers In | | | na | | na |
| Transfers Out | (2,028,066) | (4.005.300) | na 40.69/ | (6 107 241) | na 40.5% |
| Total Other Financing Sources/(Uses) | | (4,085,380) | 49.6% | (6,107,341) | 49.5% |
| Total Other Financing Sources/(USES) | (2,028,066) | (4,085,380) | 49.6% | (6,107,341) | 49.5% |
| Net Change in Fund Balance | | (4,663,936) | | (4,860,458) | |
| Beginning Fund Balance | | | | 5,860,458 | |
| Ending Fund Balance ** | | | | 1,000,000 | - n |
| | | | | | 3 0 |

^{*} Year-end estimates are subject to further revision

^{**} Ending fund balance amounts are estimates and are subject to further revision Note: Estimated sales tax collections on golf operations through March is \$94,920

El Conquistador Golf Club For the Month Ending March 31st, 2023

| | | March | | Lasky | | | | YTD | | |
|---|--------------------|--------------------|--------------------|-----------------------|--|--------------------|------------------------|--------------------|------------------------|------------------|
| Actual | Budget | Budget Variance | Last Year | Last Year Variance | | Actual | Budget | Budget Variance | Last Year | Last Yea |
| | 8 | | Lust i cui | variance | - | Actual | Duuget | variance | Last real | varianc |
| 4,927 | 3,800 | 1,127 | 4.370 | cc.7 | Rounds | 20.026 | 25.450 | | | 0000000 |
| 955 | 800 | 1,127 | 4,270 770 | 657 185 | Rounds - Member Rounds - Outing | 30,826 4,838 | 25,150 4,525 | 5,676 313 | 25,951 5,686 | 4,875 |
| 8,453 | 6,950 | 1,503 | 8,432 | 21 | Rounds - Public | 39,153 | 33,725 | 5,428 | 43,316 | (848) (4,163) |
| 14,335 | 11,550 | 2,785 | 13,472 | 863 | ==: == Total Rounds | 74,817 | | 11,417 | 74,953 | (136) |
| | | | | | Revenue | | | | \$000 (\$ 000) | • |
| 396,115 | 321,500 | 74,615 | 391,461 | | Green Fees | 1,668,438 | 1,430,500 | 237,938 | 1,779,113 | (110, |
| 27,810 | 23,875 | 3,935 | 25,893 | 305000 | Cart Fees | 242,923 | 199,375 | 43,548 | 210,617 | 32, |
| 6,221 0 | 5,250 3,250 | 971 | 4,697 | | Driving Range | 32,297 | 30,750 | 1,547 | 36,003 | (3 |
| 48,156 | 31,050 | (3,250) 17,106 | 4,954 30,475 | | Golf Cards/Passes Pro Shop Sales | 0 213,241 | 17,750 165,835 | (17,750) | 19,485 | (19 |
| 40,610 | 26,075 | 14,535 | 36,270 | | Food (Food & Soft Drinks) | 276,245 | 211,925 | 47,406 64,320 | 174,283 242,980 | 38 |
| 43,159 | 31,575 | 11,584 | 32,131 | | Beverages (Alcohol) | 253,083 | 194,870 | 58,213 | 212,524 | 40 |
| 965 | 450 | 515 | 819 | | Other Food & Beverage Revenue | 11,079 | 3,720 | 7,359 | 21,453 | (10 |
| 7,064 | 5,155 | 1,909 | 6,273 | | Other Golf Revenues (Club Rent, Handica | 35,729 | 22,885 | 12,844 | 27,183 | 120 |
| 3,365 | 2,200 | 1,165 | 3,584 | | Clinic / School Revenue | 25,579 | 15,525 | 10,054 | 23,182 | 2 |
| 120,516 | 96,000 | 24,516 | 99,830 | | Dues Income - Monthly Dues | 1,032,029 | 830,250 | 201,779 | 847,917 | 184 |
| 0 | 0 | 0 | 0 | | Initiation Fee Income / Annual Membersl | 4,860 | 0 | 4,860 | 0 | 10- |
| (547) | 760 | (1,307) | 749 | | Miscellaneous Income and Discounts | 23,333 | 10,266 | 13,067 | 7,212 | 16 |
| 693,434 | 547,140 | 146,294 | 637,137 | | Total Revenue | 3,818,837 | 3,133,651 | 685,186 | 3,601,950 | 216 |
| | | | | | Cost of Sales | | | | | |
| 32,391 | 21,135 | (11,256) | 17,159 | | COGS - Pro Shop | 148,750 | 113,725 | (35,026) | 122,286 | (2 |
| 10,735 | 7,265 | (3,470) | 10,855 | | COGS - Food | 80,636 | 60,845 | (19,791) | 70,607 | (1 |
| 1,862 12,436 | 1,286 9,657 | (576) (2,779) | 2,176 9,149 | | COGS - Non-Alcoholic Beverages COGS - Alcohol | 14,833 65,459 | 8,750 59,487 | (6,083) (5,973) | 12,000 64,365 | (|
| 57,424 | 39,344 | (18,081) | 39,339 | (18,085) | Total Cost of Sales | 309,678 | 242,806 | (66,872) | 269,258 | (40 |
| 636,010 | 507,797 | 128,213 | 597,798 | | GROSS INCOME | 3,509,158 | 2,890,845 | 618,314 | 3,332,692 | |
| ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | | | , | | | 3,303,130 | 2,050,045 | 010,514 | 3,332,032 | 170, |
| 43,429 | 43,290 | (139) | 39,130 | (4.299) | Labor Golf Operation Labor | 312,007 | 309,801 | (2,206) | 262,209 | (4) |
| 10,287 | 9,250 | (1,037) | 9,211 | | General and Administrative | 91,240 | 88,750 | (2,490) | 86,325 | (4 |
| 72,383 | 69,120 | (3,264) | 55,652 | | Maintenance and Landscaping | 587,737 | 622,477 | 34,740 | 527,283 | (6) |
| 26,027 | 22,593 | (3,434) | 23,247 | (2,780) | | 208,887 | 185,935 | (22,952) | 200,078 | (0 |
| 19,765 | 6,417 | (13,348) | 4,316 | | Sales and Marketing | 69,536 | 62,900 | (6,636) | 59,408 | (1 |
| 171,891 | 150,669 | (21,222) | 131,555 | (40,336) | Total Direct Labor | 1,269,407 | 1,269,862 | 455 | 1,135,303 | (134 |
| 8,451 | 13,890 | 5,439 | 9,797 | 1,346 | Total Payroll Taxes | 117,682 | 116,766 | (915) | 89,762 | (2 |
| 5,127 | 12,280 | 7,153 | 10,155 | 5,028 | Total Medical/Health Benefits | 91,768 | 98,701 | 6,933 | 72,843 | (1 |
| 2,443 | 1,789 | (654) | 2,639 | 196 | Total Workmans Comp | 18,177 | 15,063 | (3,114) | 20,716 | |
| 16,021 | 27,959 | 11,938 | 22,591 | | Total Payroll Burden | 227,626 | 230,530 | 2,904 | 183,321 | (44 |
| 187,912 | 178,628 | (9,284) | 154,146 | (33,766) | Total Labor | 1,497,033 | 1,500,393 | 3,359 | 1,318,624 | (178 |
| | | | | | Other Operational Expenses | | | | | |
| 4,572 | 11,167 | 6,595 | 8,767 | | Golf Ops | 53,798 | 46,029 | (7,769) | 67,583 | 1 |
| 28,257 | 14,549 | (13,708) | 16,764 | (11,493) | | 130,916 | 102,995 | (27,921) | 111,648 | (1 |
| 57,614 | 38,073 | (19,541) | 36,723 | | Maintenance | 540,886 | 487,872 | (53,014) | 473,697 | (6 |
| 2,634 | 2,355 | (279) | 3,384 | | F&B | 26,562 | 25,020 | (1,542) | 25,638 | |
| 8,372 | 1,050 | (7,322) | 1,650 | | Sales and Marketing | 41,302 | 21,325 | (19,977) | 16,938 | (2 |
| 13,259 | 13,557 | 298 | 15,394 | | Golf Cart Leases | 108,423 | 122,013 | 13,590 | 129,134 | 2 |
| 298 17,630 | 66.750 | (298) | 72.274 | | Equipment Leases | 2,385 | 0 | (2,385) | 0 | <u>, (</u> |
| 20,546 | 66,750 12,950 | 49,120 | 72,374 | | Utilities - Maintenance | 487,272 | 747,000 | 259,728 | 674,693 | 18 |
| 10,404 | 12,950 | (7,596) | 14,070 | | Utilities - G&A Management Fees | 146,996 | 134,725 | (12,271) | 138,271 | (|
| 4,000 | 3,812 | (188) | 10,200 4,039 | | Insurance - P&C | 93,636 48,197 | 93,636 35,995 | (12,202) | 91,800 34,122 | (1 |
| | 174,667 | 7,081 | 183,365 | 15,780 | | 1,680,371 | 1,816,610 | 136,239 | 1,768,123 | 8 |
| 167,586 | | | | (47.005) | ===== == Total Expenses | 3,177,405 | 3,317,003 | 139,598 | 3,086,748 | (90 |
| 167,586 355,497 | 353,295 | (2,203) | 337,511 | (17,986) | Total Expenses | | | | | |
| 355,497 | | (2,203) 126,011 | | | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | | (426,158) | | | |
| 355,497 280,512 | 154,502 | | 260,286 | 20,226 | EBITDAR | 331,753 | (426,158) | 757,911 | 245,945 | 85 |
| <i>355,497</i> 280,512 | 154,502 | 126,011 | 260,286 | 20,226 | EBITDAR | 331,753 | (426,158) | 757,911 | 245,945 | 85 |
| <i>355,497</i> 280,512 | 154,502 | 126,011 | 260,286 | 20,226 | EBITDAR | 331,753 | (426,158) | 757,911 757,911 | 245,945 245,945 | 85 |
| 355,497 280,512 280,512 | 154,502 154,502 | 126,011 | 260,286 260,286 | 20,226 | EBITDAR EBITDA Interest Expense/Dep&Amt | 331,753 331,753 | (426,158) (426,158) | 757,911 | 245,945 | 85 |
| 355,497 280,512 280,512 | 154,502 154,502 | 126,011 126,011 | 260,286 260,286 | 20,226 | EBITDAR EBITDA Interest Expense/Dep&Amt Other Expense Capital Improvements/Cap Reserve Total Interest Expense | 331,753 331,753 | (426,158) (426,158) | 757,911 757,911 | 245,945 245,945 | 85 85 |



FY 2022/2023



Consolidated Year-to-Date Financial Report through March 2023

| <u>Fund</u> | FY 22/23 Beginning Balance | Revenue | Other Fin Sources/ Transfers In | Total In | Personnel | 0&М | Capital | Debt Service | Capital Leases /Transfer Out | Total Out | Fund Balance Through March 2023 |
|--|----------------------------------|------------|---------------------------------------|------------|------------|------------|------------|-----------------|---------------------------------|------------|---------------------------------------|
| General Fund | 30,390,425 | 40,777,810 | | 40,777,810 | 23,188,876 | 8,587,080 | 458,499 | | 11,048,965 | 43,283,420 | 27,884,815 |
| Highway Fund | 1,206,986 | 3,153,113 | | 3,153,113 | 867,410 | 371,981 | 1,234,342 | | | 2,473,733 | 1,886,366 |
| Grants and Contributions Fund | 208,250 | 5,444,029 | | 5,444,029 | | 84,249 | 41,482 | | | 125,731 | 5,526,548 |
| Seizure & Forfeiture - Justice/State | 237,863 | 10,237 | | 10,237 | | 51,535 | | | | 51,535 | 196,565 |
| Community Center Fund | 5,860,458 | 7,525,145 | | 7,525,145 | 1,945,137 | 2,831,671 | 1,199,974 | | 2,138,874 | 8,115,656 | 5,269,946 |
| Municipal Debt Service Fund | 164,136 | 147,716 | 4,200,971 | 4,348,687 | | 8,645 | | 4,331,059 | | 4,339,704 | 173,119 |
| Water Resource System & Dev. Impact Fee Fund | 17,544,433 | 1,506,594 | | 1,506,594 | | 86,217 | 651,678 | 335,322 | | 1,073,217 | 17,977,810 |
| Townwide Roadway Dev Impact Fee Fund | 1,939,688 | 157,467 | | 157,467 | | 2,190 | | | | 2,190 | 2,094,965 |
| Parks & Recreation Impact Fee Fund | 509,474 | 111,778 | | 111,778 | | 1,022 | | | | 1,022 | 620,230 |
| Police Impact Fee Fund | 132,559 | 39,458 | | 39,458 | | 292 | | | 121,500 | 121,792 | 50,225 |
| Capital Fund | 24,110,390 | 1,066,722 | 9,000,000 | 10,066,722 | 163,420 | 4,162 | 13,150,656 | | | 13,318,238 | 20,858,874 |
| PAG/RTA Fund | 873,366 | 275,919 | | 275,919 | | 33,878 | 479,143 | | | 513,021 | 636,264 |
| Water Utility | 12,628,510 | 13,952,346 | | 13,952,346 | 2,552,530 | 6,310,801 | 489,027 | 4,436,072 | 2,440 | 13,790,870 | 12,789,986 |
| Stormwater Utility | 1,125,140 | 1,106,294 | | 1,106,294 | 627,480 | 241,908 | 22,820 | | | 892,208 | 1,339,226 |
| Benefit Self Insurance Fund | 2,869,952 | 3,536,712 | | 3,536,712 | | 3,520,802 | | | | 3,520,802 | 2,885,862 |
| Recreation In-Lieu Fee Fund | 16,617 | 66 | | 66 | | | | | | | 16,683 |
| Total | 99,818,247 | 78,811,406 | 13,200,971 | 92,012,377 | 29,344,853 | 22,136,433 | 17,727,621 | 9,102,453 | 13,311,779 | 91,623,139 | 100,207,485 |



General Fund Local Sales Tax Collections

| FY 2022/23 | _ | JUL | _ | AUG | _ | SEP | | ост | _ | NOV | | DEC | | JAN | FEB | | MAR | | APR | | MAY | JUN | , | TOTAL |
|-------------------------------|----|-----------|----|-----------|----|-----------|----|-----------|----|------------|----|------------|----|------------|------------------|----|------------|-------|-----------|----|------------|-----------------|------|------------|
| Construction Sales Tax | | 586,039 | | 575,738 | | 540,567 | | 518,177 | | 382,338 | | 478,496 | | 580,594 | 364,554 | | 331,226 | | | | | | 9 | 4,357,729 |
| Utility Sales Tax | | 317,210 | | 371,973 | | 356,012 | | 334,868 | | 295,825 | | 266,797 | | 293,200 | 333,721 | | 320,870 | | | | | | | 2,890,476 |
| Retail Sales Tax | | 716,720 | | 680,117 | | 691,138 | | 713,672 | | 729,067 | | 838,562 | | 995,470 | 705,424 | | 711,636 | | | | | | | 6,781,805 |
| Bed Tax | | 146,263 | | 128,132 | | 114,626 | | 142,628 | | 213,392 | | 186,186 | | 165,540 | 256,564 | | 320,963 | | | | | | | 1,674,294 |
| Restaurant & Bar Sales Tax | | 186,438 | | 180,577 | | 199,405 | | 204,482 | | 205,881 | | 227,422 | | 246,520 | 215,557 | | 281,190 | | | | | | | 1,947,472 |
| All Other Local Sales Tax * . | _ | 210,893 | | 199,992 | _ | 202,571 | | 205,672 | _ | 240,009 | _ | 259,665 | | 291,232 | 268,511 | | 287,294 | | | | | | | 2,165,839 |
| Monthly Total | \$ | 2,163,563 | \$ | 2,136,529 | \$ | 2,104,319 | \$ | 2,119,499 | \$ | 2,066,512 | \$ | 2,257,128 | \$ | 2,572,556 | \$ 2,144,331 | \$ | 2,253,179 | | | | | | \$ 1 | 19,817,615 |
| Cumulative Total | \$ | 2,163,563 | \$ | 4,300,092 | \$ | 6,404,411 | \$ | 8,523,910 | \$ | 10,590,421 | \$ | 12,847,549 | \$ | 15,420,105 | \$ 17,564,436 | \$ | 19,817,615 | | | | | | | |
| Monthly variance | \$ | 240,939 | \$ | 225,525 | \$ | 51,037 | \$ | (287,250) | \$ | (359,497) | \$ | 200,346 | \$ | (232,225) | \$ (162,723) | \$ | 241,115 | | | | | | | |
| Cumulative variance | \$ | 240,939 | \$ | 466,464 | \$ | 517,501 | \$ | 230,250 | \$ | (129,247) | \$ | 71,098 | \$ | (161,126) | \$ (323,849) | \$ | (82,735) | | | | | | | |
| FY 2021/22 | | JUL | | AUG | | SEP | | ост | | NOV | | DEC | | JAN | FEB | | MAR | | APR | | MAY | JUN | | TOTAL |
| Construction Sales Tax | | 441,038 | | 419,552 | _ | 651,924 | _ | 906,165 | | 509,231 | | 436,821 | _ | 829,833 | 525,234 | | 491,178 | 0,000 | 601,856 | | 466,142 | 582,006 | | 6,860,980 |
| Utility Sales Tax | | 321,489 | | 383,548 | | 329,545 | | 323,173 | | 285,048 | | 238,499 | | 253,620 | 474,092 | | 115,418 | | 252,114 | | 234,820 | 261,849 | | 3,473,215 |
| Retail Sales Tax | | 675,726 | | 647,693 | | 641,711 | | 682,029 | | 727,762 | | 814,794 | | 1,015,258 | 701,089 | | 686,381 | | 818,648 | | 793,639 | 718,525 | | 8,923,255 |
| Bed Tax | | 130,217 | | 117,012 | | 93,538 | | 108,884 | | 392,162 | | 157,378 | | 205,021 | 181,927 | | 257,471 | | 321,178 | | 247,836 | 171,705 | | 2,384,329 |
| Restaurant & Bar Sales Tax | | 172,386 | | 162,947 | | 172,178 | | 195,482 | | 227,724 | | 191,664 | | 226,775 | 199,622 | | 206,978 | | 233,228 | | 226,654 | 219,474 | | 2,435,113 |
| All Other Local Sales Tax * | | 181,767 | 12 | 180,252 | | 164,385 | , | 191,016 | | 284,083 | | 217,626 | | 274,274 | 225,090 | | 254,639 | | 285,717 | | 248,743 | 221,793 | | 2,729,386 |
| Monthly Total | \$ | 1,922,624 | \$ | 1,911,004 | \$ | 2,053,282 | \$ | 2,406,749 | \$ | 2,426,009 | \$ | 2,056,782 | \$ | 2,804,781 | \$ 2,307,054 | \$ | 2,012,065 | \$ | 2,512,741 | \$ | 2,217,835 | \$ 2,175,352 | W-80 | 26,806,278 |
| Cumulative Total | \$ | 1,922,624 | \$ | 3.833.628 | \$ | 5.886.910 | 5 | 8.293.659 | \$ | 10.719.668 | 5 | 12.776.451 | 5 | 15 581 231 | 17.888.285 | • | 19 900 350 | \$ 2 | 2 413 091 | • | 24 630 926 | 26 806 278 | | |

^{*}Does not include cable franchise fees or sales tax audit revenues



General Fund State Shared Revenues

| FY 2022/23 | | JUL | 32- | AUG | SEP | | ост | | NOV | | DEC | | JAN | | FEB | MAR | | APR | | MAY | JL | JN | TOTAL |
|-------------------------|----|-----------|-----|-----------|-----------------|-----|-----------|------|-----------|----|-----------|-----|------------|----|------------|------------------|------|-----------|----|------------|---------|---------|---------------|
| State Shared Income Tax | | 756,893 | | 756,894 | 756,893 | 17. | 756,893 | 8710 | 756,893 | | 756,893 | 200 | 756,895 | | 756,893 | 756,893 | | | | | | | 6,812,040 |
| State Shared Sales Tax | | 308,350 | | 462,557 | 664,529 | | 559,547 | | 823,170 | | 575,594 | | 246,387 | | 1,007,946 | 568,981 | | | | | | | 5,217,061 |
| County Auto Lieu | | 97,269 | | 201,901 | 209,941 | | 195,695 | | 270,425 | | 175,823 | | 195,867 | | 182,872 | 267,340 | | | | | | | 1,797,133 |
| Smart and Safe | | 2 | | 199 | 2 | | ~~ | | - | | 126,622 | | - | | - | - | | | | | | | 126,622 |
| Opioid Settlement | _ | | _ | | | _ | | _ | | _ | | _ | | _ | - | 91,120 | | | | | | | 91,120 |
| Monthly Total | \$ | 1,162,512 | \$ | 1,421,352 | \$ 1,631,363 | \$ | 1,512,135 | \$ | 1,850,488 | \$ | 1,634,932 | \$ | 1,199,149 | \$ | 1,947,711 | \$ 1.684.334 | | | | | | | \$ 14,043,976 |
| Cumulative Total | \$ | 1,162,512 | \$ | 2,583,864 | \$ 4,215,227 | \$ | 5,727,362 | \$ | 7,577,850 | \$ | 9,212,782 | \$ | 10,411,931 | \$ | 12,359,642 | \$ 14,043,976 | | | | | | | |
| Monthly variance | \$ | 269,837 | \$ | 207,656 | \$ 435,171 | \$ | 276,657 | \$ | 728,539 | \$ | 140,931 | \$ | (53,834) | \$ | 786,088 | \$ 423,354 | | | | | | | |
| Cumulative variance | \$ | 269,837 | \$ | 477,493 | \$ 912,664 | \$ | 1,189,322 | \$ | 1,917,861 | \$ | 2,058,792 | \$ | 2,004,958 | \$ | 2,791,046 | \$ 3,214,400 | | | | | | | |
| FY 2021/22 | | JUL | | AUG | SEP | | ост | | NOV | | DEC | | JAN | | FEB | MAR | | APR | | MAY | JU | JN | TOTAL |
| State Shared Income Tax | | 500,637 | | 500,637 | 517,313 | | 517,313 | | 517,313 | 39 | 517,313 | | 517,313 | | 517,313 | 517,313 | | 517,313 | - | 517,313 | | 517,313 | 6,174,404 |
| State Shared Sales Tax | | 291,674 | | 534,620 | 464,795 | | 538,626 | | 428,064 | | 680,044 | | 569,532 | | 458,855 | 555,746 | | 671,412 | | 521,466 | | 922,244 | 6,637,078 |
| County Auto Lieu | | 100,364 | | 178,439 | 214,084 | | 179,539 | | 176,572 | | 183,593 | | 166,138 | | 185,396 | 187,906 | | 231,739 | | 168,035 | | 298,521 | 2,270,326 |
| Smart and Safe | | - | | 14 | | | 2 | | | | 113,051 | | - E | | 59 | 15 | | 33 | | 100 | | 122,828 | 235,953 |
| Opioid Settlement | | | | | - | _ | | _ | | _ | | _ | - | _ | | | | | _ | | | | |
| Monthly Total | \$ | 892,675 | \$ | 1,213,696 | \$ 1,196,192 | \$ | 1,235,478 | \$ | 1,121,949 | \$ | 1,494,001 | \$ | 1,252,983 | \$ | 1,161,623 | \$ 1,260,980 | \$ | 1,420,464 | \$ | 1,206,814 | \$ 1,8 | 860,906 | \$ 15,317,760 |
| Cumulative Total | \$ | 892,675 | \$ | 2,106,371 | \$ 3,302,563 | \$ | 4,538,040 | \$ | 5,659,989 | \$ | 7,153,990 | \$ | 8,406,973 | \$ | 9,568,596 | \$ 10,829,576 | \$ 1 | 2,250,040 | \$ | 13,456,854 | \$ 15,3 | 17,760 | |