



Town Manager's Office

TOWN COUNCIL REPORT

DATE: October 6, 2023
TO: Mayor and Council
FROM: Jeff Wilkins, Town Manager
David Gephart, Chief Financial officer
SUBJECT: July 2023 Financial Update

This financial update is intended to provide an overview and status of financial results for the Town's selected funds through July 2023 for fiscal year 2023/24. 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.***

EXECUTIVE SUMMARY

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

General Fund

In the General Fund (see attachment A), revenues total \$4.7 million or 8.1% of budget, while uses are at \$4.3 million or 6.9% of budget.

Highway Fund

In the Highway Fund (see attachment B), sources total \$0.4 million or 6.3% of budget, while expenditures total \$0.1 million or 0.9% of budget.

Community Center Fund

In the Community Center Fund (see attachment C-1 & C-2), revenues total \$0.6 million or 6.3% of budget, while uses total \$2.3 million or 22.2% of budget.

BACKGROUND AND DETAILED INFORMATION

GENERAL FUND

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

Revenues	\$57,746,183
<u>Less:</u>	
Expenditures	(\$50,399,614)
Other Financing Uses	(\$12,274,644)
Preliminary Estimated Decrease in Fund Balance:	(\$4,928,075)*
Estimated FY24 Year-end Fund Balance	\$18,868,221

*The estimated decrease in fund balance is due to a budgeted transfer of \$10 million of fund balance to the Capital Fund for CIP projects.

General Fund Revenues

- Local sales tax collections in the General Fund total \$2.1 million or 8.0% of the budgeted amount of \$26.4 million and are performing as anticipated. Retail collections total \$0.7 million, which is 1.6% greater than the same time period last fiscal year. Restaurant/bar collections total \$192,000 which is 3.1% higher than the same time period last fiscal year. Bed tax collections total \$144,000 which is 1% less than the same time period last fiscal year. Construction sales tax collections total \$0.5 million through July, which is 3.4% less than collections from the same time period last fiscal year. Note that the budgeted decrease for construction sales tax is 16.6%. Total local sales tax revenue in the General Fund is not expected to deviate from the budget at this time. Please see attachment E for detailed information on General Fund local sales tax collections.
- State shared revenues total \$1.8 million or 8.0% of the budget amount of \$23.0 million. These revenue sources are comprised of state shared sales taxes, state shared income taxes, auto-lieu fees, and Smart and Safe shared taxes. At this time, these revenues are forecasted to come in on budget.
- License and permit revenues total \$0.1 million or 7.7% of the budget amount of \$1.7 million. A total of 14 Single Family Residential (SFR) permits have been issued through July (119 budgeted). License and permit revenues are expected to come in on budget at this time.
- Charges for services revenues total \$0.2 million or 7.8% of the budget amount of \$3.2 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 on budget.

- Miscellaneous revenues are forecasted to come in about \$258,000 over budget due to a rebate received from the Arizona Municipal Risk Retention Pool (AMRRP).

General Fund Uses

- General Fund expenditures total \$2.2 million or 4.3% of budget through July.
- Personnel, operations and maintenance, and capital costs are forecasted to come in on budget.
- Transfers out of the General Fund are expected to end the fiscal year on budget. Note that actuals through July reflect the budgeted transfer to debt service.

The General Fund is expected to end the fiscal year with a total fund balance of \$18.9 million, or 37.4% of budgeted expenditures, exceeding Council policy by \$3.7 million.

HIGHWAY FUND

Attachment B shows Highway Fund revenues and expenditures through July, other financing sources, and year-end estimates for each category. The estimated year-end projections in the Highway Fund are as follows:

Revenues	\$4,443,175
Transfers In	\$1,500,000
<u>Less:</u>	
Expenditures	(\$6,468,791)
Preliminary Estimated Decrease in Fund Balance:	(\$525,616)
Estimated FY24 Year-end Fund Balance	\$353,316

Highway Fund Revenues

- State shared highway user funds total \$0.3 million or 7.8% of the budget amount of \$4.3 million. These revenues are projected to come in on budget at this time.
- Other minor revenues in the Highway Fund are expected to come in at a favorable budget variance of \$10,567 due to insurance recoveries.

Highway Fund Expenditures

- Highway Fund expenditures though July are at \$59,000 or 0.9% of the adopted budget of \$6.4 million. Highway Fund expenditures are projected to come in on budget at this time.

The Highway Fund is expected to end the fiscal year with a fund balance of \$353,316.

COMMUNITY CENTER FUND

Attachment C-1 shows consolidated Community Center Fund revenues and expenditures through July, other financing uses, and year-end estimates for each category.

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.

The estimated year-end projections in the Community Center Fund are as follows:

Revenues	\$9,708,452
<u>Less:</u>	
Expenditures	(\$8,440,482)
Transfers Out	(\$1,717,203)
Preliminary Estimated Decrease in Fund Balance:	(\$449,233)
Estimated FY24 Year-end Fund Balance	\$550,767

Please note the negative fund balance on Attachment D is temporary and is due to the transfer out to debt service posted in July.

Community Center Fund Revenues

- Revenues in the Community Center Fund through July total \$0.6 million or 6.3% of the budget amount of \$9.7 million.
- Contracted operating revenues total \$0.2 million as of July, which is about \$4,508 or 1.9% less than the same time last fiscal year. Contracted revenues are estimated to come in on budget.
- Town operating revenues for July are \$0.1 million or 7.3% of the budget amount of \$1.2 million. Town operating revenues are expected to end the fiscal year on budget at this time.
- Local sales tax revenues for July total about \$0.3 million or 7.6% of the budget amount of \$3.7 million. These collections are currently projected to come in on budget.

Community Center Fund Uses

- Expenditures in the Community Center Fund total \$0.5 million or 6.4% of the budgeted amount of \$8.4 million.
- Contracted operating expenditures total \$0.4 million, or 8.6% of the budgeted amount of \$5.0 million. Contracted expenditures are currently estimated to come in on budget.
- Town operating expenditures total \$0.1 million or 6.9% of budget, and are currently estimated to come in on budget.

- Transfers out are expected to end the year on budget. Note that actuals through July reflect the full 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 \$550,767.

The Town is expecting sales tax support to be \$65,182 for golf operations for the current fiscal year. Contracted operations have a budgeted net loss of \$355,778 before outside HOA contributions of \$159,050, and local sales taxes generated from golf related operations estimated at \$131,546.

ATTACHMENTS

- A. Additional details on the General Fund
- B. Additional details on the Highway Fund
- C. C-1, C-2 and C-3 for additional details on the Community Center Fund and Golf
- D. Fiscal year-to-date consolidated summary for all Town funds
- E. Breakdown of monthly local sales tax for the General Fund
- F. Breakdown of monthly state shared revenue collections for the General Fund



General Fund

Financial Status Fiscal Year to Date: July 2023

Revenues

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Local Sales Tax	\$ 2,163,563	\$ 2,100,370	\$ 26,398,318	\$ (24,297,948)	8%	\$ 26,398,318
State Shared Revenues	1,162,513	1,840,001	22,953,222	(21,113,221)	8%	22,953,222
Licenses & Permits	76,265	132,004	1,717,118	(1,585,114)	8%	1,717,118
Grants	26,817	20,588	657,415	(636,827)	3%	657,415
Intergovernmental	-	-	1,869,500	(1,869,500)	-	1,869,500
Charges for Service	218,336	250,641	3,204,246	(2,953,605)	8%	3,204,246
Other Revenue	330,939	306,752	688,000	(381,248)	45%	946,364
Total Revenues	\$ 3,978,433	\$ 4,650,355	\$ 57,487,819	\$ (52,837,464)	8%	\$ 57,746,183

Uses

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Personnel Services	\$ 1,160,366	\$ 1,222,487	\$ 35,652,260	\$ 34,429,773	3%	\$ 35,652,260
Operations and Maintenance	1,720,133	795,752	13,386,754	12,591,002	6%	13,386,754
Capital Outlay	9,181	170,857	1,360,600	1,189,743	13%	1,360,600
Transfers Out	2,048,965	2,136,644	12,274,644	10,138,000	17%	12,274,644
Total Uses	\$ 4,938,644	\$ 4,325,740	\$ 62,674,258	\$ 58,348,518	7%	\$ 62,674,258

Change in Fund Balance

	FY 2022/23	FY 2023/24	FY 2023/24	Year End
	Actuals	Actuals	Budget	Estimate
Total Revenues	\$ 3,978,433	\$ 4,650,355	\$ 57,487,819	\$ 57,746,183
Total Uses	(4,938,644)	(4,325,740)	(62,674,258)	(62,674,258)
Change in Fund Balance	\$ (960,211)	\$ 324,615	\$ (5,186,439)	\$ (4,928,075)

Estimated Beginning Fund Balance \$ 23,796,296
 Estimated Ending Fund Balance \$ 18,868,221

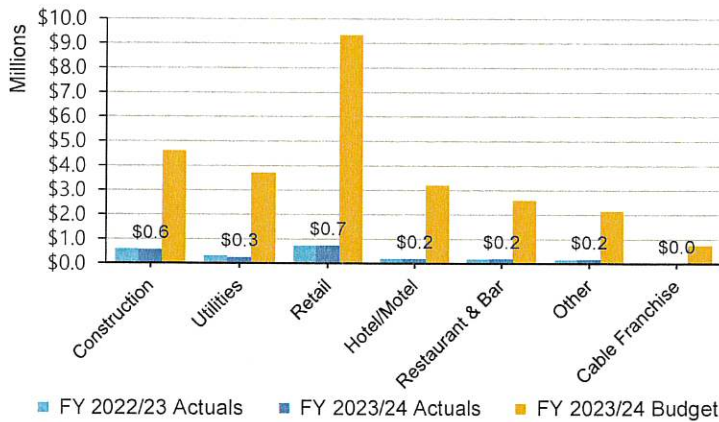


General Fund

Financial Status Fiscal Year to Date: July 2023

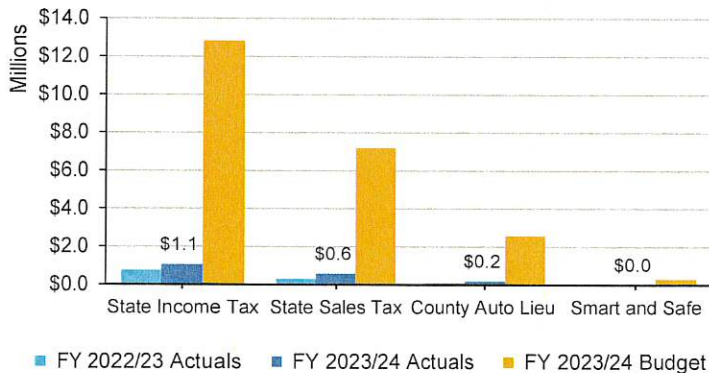
Local Sales Tax Revenue

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Actual Vs. Budget		Year End Estimate
				Amount	Percent	
Construction	\$ 586,039	\$ 566,321	\$ 4,609,182	\$ (4,042,861)	12%	\$ 4,609,182
Utilities	317,210	250,515	3,721,616	(3,471,102)	7%	3,721,616
Retail	716,720	728,452	9,339,301	(8,610,848)	8%	9,339,301
Hotel/Motel	196,505	193,489	3,210,171	(3,016,682)	6%	3,210,171
Restaurant & Bar	186,437	192,259	2,596,724	(2,404,464)	7%	2,596,724
Other	160,651	169,334	2,156,325	(1,986,991)	8%	2,156,325
Cable Franchise	-	-	765,000	(765,000)	-	765,000
Local Sales Tax Total	\$ 2,163,563	\$ 2,100,370	\$ 26,398,318	\$ (24,297,948)	8%	\$ 26,398,318



State Shared Revenue

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Actual Vs. Budget		Year End Estimate
				Amount	Percent	
State Income Tax	\$ 756,893	\$ 1,064,957	\$ 12,839,525	\$ (11,774,568)	8%	\$ 12,839,525
State Sales Tax	308,350	585,790	7,207,659	(6,621,869)	8%	7,207,659
County Auto Lieu	97,269	189,254	2,582,388	(2,393,134)	7%	2,582,388
Smart and Safe	-	-	323,650	(323,650)	-	323,650
State Shared Total	\$ 1,162,513	\$ 1,840,001	\$ 22,953,222	\$ (21,113,221)	8%	\$ 22,953,222



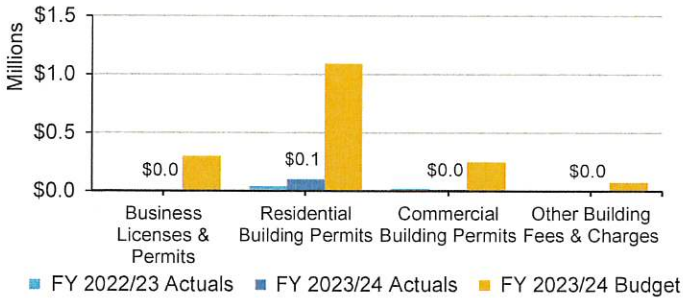


General Fund

Financial Status Fiscal Year to Date: July 2023

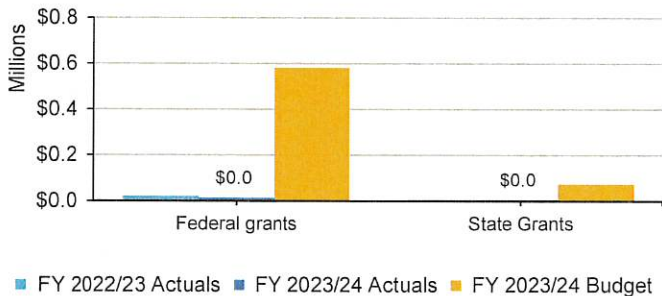
Licenses & Permits Revenue

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Actual Vs. Budget		Year End Estimate *
				Amount	Percent	
Business Licenses & Permits	\$ 6,816	\$ 9,401	\$ 300,000	\$ (290,599)	3%	\$ 300,000
Residential Building Permits	42,896	103,664	1,090,118	(986,454)	10%	1,090,118
Commercial Building Permits	23,873	13,539	250,000	(236,461)	5%	250,000
Other Building Fees & Charges	2,680	5,400	77,000	(71,600)	7%	77,000
Licenses & Permits Total	\$ 76,265	\$ 132,004	\$ 1,717,118	\$ (1,585,114)	8%	\$ 1,717,118



Grants Revenue

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Actual Vs. Budget		Year End Estimate
				Amount	Percent	
Federal grants	\$ 20,733	\$ 14,162	\$ 582,415	\$ (568,253)	2%	\$ 582,415
State Grants	6,085	6,426	75,000	(68,574)	9%	75,000
Grants Total	\$ 26,817	\$ 20,588	\$ 657,415	\$ (636,827)	3%	\$ 657,415



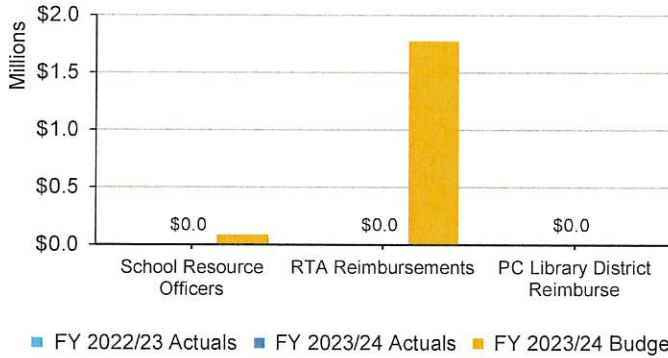


General Fund

Financial Status Fiscal Year to Date: July 2023

Intergovernmental Revenue

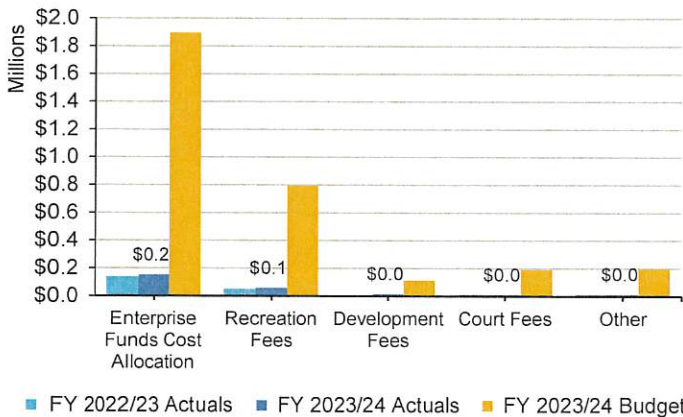
	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
School Resource Officers	\$ -	\$ -	\$ 90,000	\$ (90,000)	-	\$ 90,000
RTA Reimbursements	-	-	1,774,000	(1,774,000)	-	1,774,000
PC Library District Reimburse	-	-	5,500	(5,500)	-	5,500
Intergovernmental Total	\$ -	\$ -	\$ 1,869,500	\$ (1,869,500)	-	\$ 1,869,500



These revenues typically begin to occur in August.

Charges for Service Revenue

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Enterprise Funds Cost Allocation	\$ 137,414	\$ 152,622	\$ 1,897,065	\$ (1,744,443)	8%	\$ 1,897,065
Recreation Fees	49,984	57,936	796,840	(738,904)	7%	796,840
Development Fees	4,320	15,570	116,080	(100,510)	13%	116,080
Court Fees	13,273	10,696	194,400	(183,704)	6%	194,400
Other	13,345	13,816	199,861	(186,045)	7%	199,861
Charges for Service Total	\$ 218,336	\$ 250,641	\$ 3,204,246	\$ (2,953,605)	8%	\$ 3,204,246



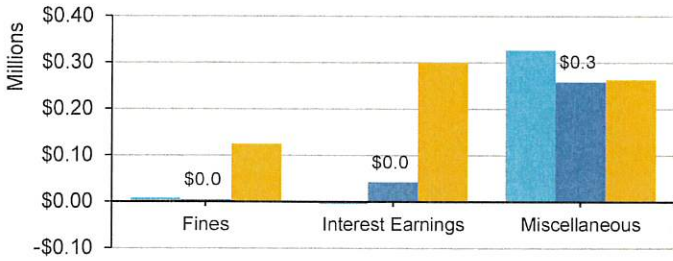


General Fund

Financial Status Fiscal Year to Date: July 2023

Other Revenue

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End Estimate
	Actuals	Actuals	Budget	Amount	Percent	
Fines	\$ 8,364	\$ 5,207	\$ 125,000	\$ (119,793)	4%	\$ 125,000
Interest Earnings	(4,559)	42,591	300,000	(257,409)	14%	300,000
Miscellaneous	327,135	258,953	263,000	(4,047)	98%	521,364
Other Revenue Total	\$ 330,939	\$ 306,752	\$ 688,000	\$ (381,248)	45%	\$ 946,364



■ FY 2022/23 Actuals ■ FY 2023/24 Actuals ■ FY 2023/24 Budget

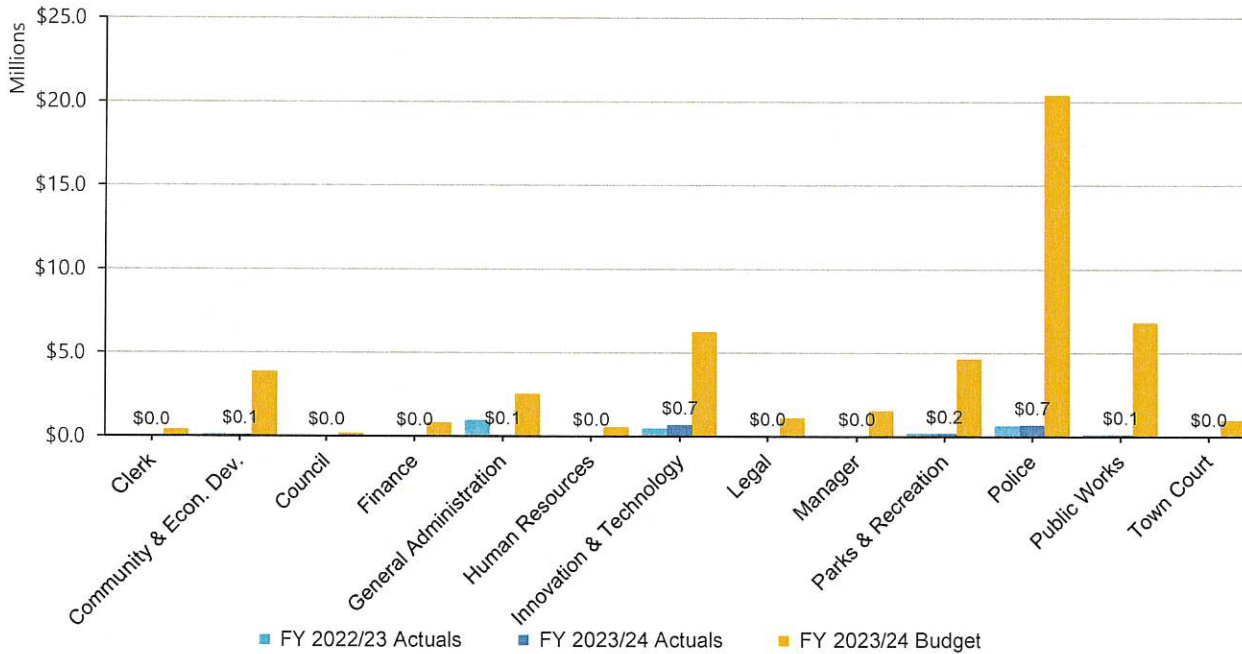


General Fund

Financial Status Fiscal Year to Date: July 2023

Expenditures by Department

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End Estimate
	Actuals	Actuals	Budget	Amount	Percent	
Clerk	\$ 13,843	\$ 16,452	\$ 419,897	\$ 403,445	4%	\$ 419,897
Community & Econ. Dev.	132,758	114,927	3,882,445	3,767,518	3%	3,882,445
Council	66,717	37,485	209,203	171,718	18%	209,203
Finance	37,042	29,046	850,456	821,410	3%	850,456
General Administration	972,082	92,637	2,555,536	2,462,899	4%	2,555,536
Human Resources	24,695	21,200	590,520	569,320	4%	590,520
Innovation & Technology	496,655	711,820	6,271,309	5,559,489	11%	6,271,309
Legal	27,229	37,595	1,132,503	1,094,908	3%	1,132,503
Manager	42,079	48,900	1,577,005	1,528,105	3%	1,577,005
Parks & Recreation	226,516	203,652	4,664,040	4,460,388	4%	4,664,040
Police	677,863	706,283	20,410,591	19,704,308	3%	20,410,591
Public Works	146,736	134,987	6,825,447	6,690,460	2%	6,825,447
Town Court	25,466	34,113	1,010,662	976,549	3%	1,010,662
Total Department Expenditures	\$ 2,889,679	\$ 2,189,096	\$ 50,399,614	\$ 48,210,518	4%	\$ 50,399,614



General Administration in FY23 is primarily comprised of an \$885,000 settlement for Vistoso Trails Nature Preserve.

Council actuals as a percent of budget reflect dues paid to PAG and the AZ League of Cities and Towns, which are front loaded at the beginning of the fiscal year.

Innovation & Technology actuals as a percent of budget are due to planned mobile data computer and PC replacements

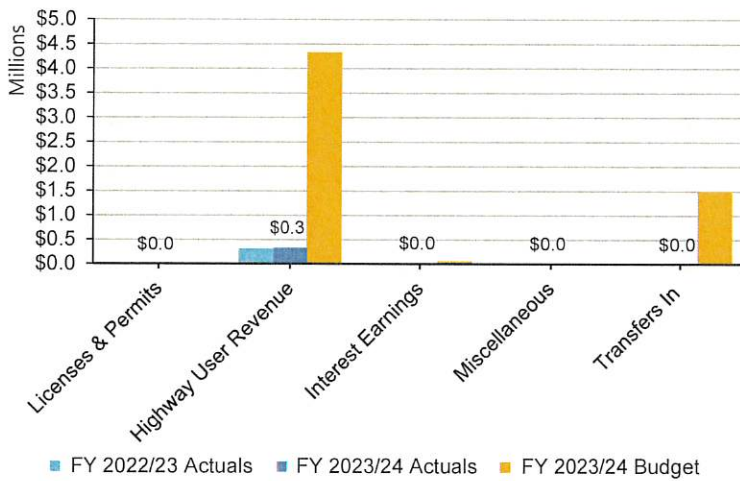


Highway Fund

Financial Status Fiscal Year to Date: July 2023

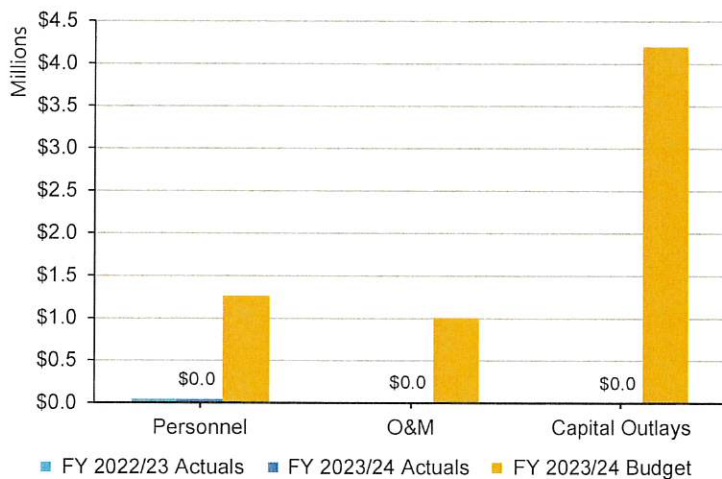
Sources

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End Estimate
	Actuals	Actuals	Budget	Amount	Percent	
Licenses & Permits	\$ 1,924	\$ 300	\$ 25,000	\$ (24,700)	1%	\$ 25,000
Highway User Revenue	318,810	338,485	4,334,608	(3,996,123)	8%	4,334,608
Interest Earnings	2,723	24,707	70,000	(45,293)	35%	70,000
Miscellaneous	5,902	11,567	3,000	8,567	386%	13,567
Transfers In	-	-	1,500,000	(1,500,000)	-	1,500,000
Total Sources	\$ 329,359	\$ 375,059	\$ 5,932,608	\$ (5,557,549)	6%	\$ 5,943,175



Expenditures

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End Estimate
	Actuals	Actuals	Budget	Amount	Percent	
Personnel	\$ 43,366	\$ 47,505	\$ 1,262,861	\$ 1,215,356	4%	\$ 1,262,861
O&M	12,784	11,191	1,003,930	992,739	1%	1,003,930
Capital Outlays	-	-	4,202,000	4,202,000	-	4,202,000
Total Expenditures	\$ 56,150	\$ 58,696	\$ 6,468,791	\$ 6,410,095	1%	\$ 6,468,791



Estimated Beginning Fund Balance	\$ 878,932
Year End Estimated Sources	5,943,175
Year End Estimated Expenditures	(6,468,791)
Estimated Ending Fund Balance	\$ 353,316



Community Center Fund

Financial Status Fiscal Year to Date: July 2023

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Actual Vs. Budget		Year End Estimate
				Amount	Percent	
Revenues						
Local Sales Tax	\$ 278,229	\$ 284,305	\$ 3,726,016	\$ (3,441,711)	8%	\$ 3,726,016
Contracted Operating Revenues	239,289	234,781	4,609,486	(4,374,705)	5%	4,609,486
Town Operating Revenues	56,814	85,893	1,175,800	(1,089,907)	7%	1,175,800
Other Revenues	(1,029)	8,883	197,150	(188,267)	5%	197,150
Total Revenues	\$ 573,303	\$ 613,863	\$ 9,708,452	\$ (9,094,589)	6%	\$ 9,708,452

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Actual Vs. Budget		Year End Estimate
				Amount	Percent	
Uses						
Contracted Operating Expenditures	\$ 328,083	\$ 427,641	\$ 4,965,264	\$ 4,537,623	9%	\$ 4,965,264
Town Operating Expenditures	89,745	113,860	1,654,718	1,540,858	7%	1,654,718
Capital Outlay	-	-	1,820,500	1,820,500	-	1,820,500
Transfers Out	2,028,066	1,717,203	1,717,203	-	100%	1,717,203
Total Uses	\$ 2,445,894	\$ 2,258,704	\$ 10,157,685	\$ 7,898,981	22%	\$ 10,157,685

Change in Fund Balance

	FY 2022/23 Actuals	FY 2023/24 Actuals	FY 2023/24 Budget	Year End Estimate
Total Revenues	\$ 573,303	\$ 613,863	\$ 9,708,452	\$ 9,708,452
Total Uses	(2,445,894)	(2,258,704)	(10,157,685)	(10,157,685)
Change in Fund Balance	\$ (1,872,591)	\$ (1,644,841)	\$ (449,233)	\$ (449,233)

Estimated Beginning Fund Balance \$ 1,000,000
 Estimated Ending Fund Balance \$ 550,767

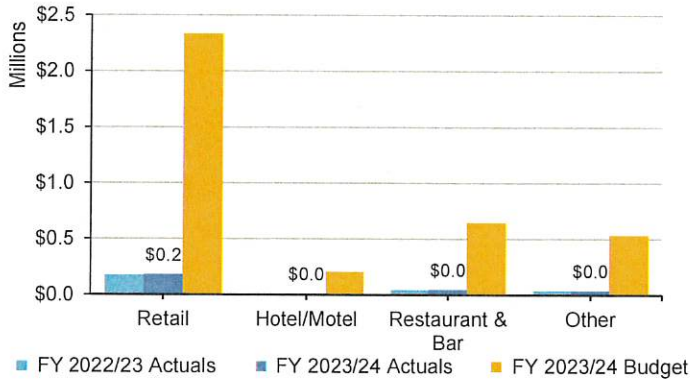


Community Center Fund

Financial Status Fiscal Year to Date: July 2023

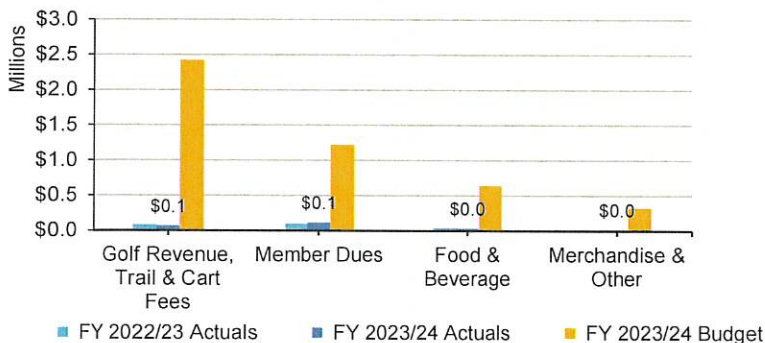
Local Sales Tax Revenue

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Retail	\$ 179,180	\$ 182,113	\$ 2,334,825	\$ (2,152,712)	8%	\$ 2,334,825
Hotel/Motel	12,560	12,191	206,423	(194,232)	6%	206,423
Restaurant & Bar	46,609	48,065	649,181	(601,116)	7%	649,181
Other	39,879	41,937	535,587	(493,650)	8%	535,588
Local Sales Tax Total	\$ 278,229	\$ 284,305	\$ 3,726,016	\$ (3,441,711)	8%	\$ 3,726,016



Contracted Operating Revenue

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Golf Revenue, Trail & Cart Fees	\$ 84,471	\$ 67,791	\$ 2,424,211	\$ (2,356,420)	3%	\$ 2,424,211
Member Dues	96,709	115,773	1,219,000	(1,103,227)	9%	1,219,000
Food & Beverage	41,916	33,846	641,975	(608,129)	5%	641,975
Merchandise & Other	16,194	17,370	324,300	(306,930)	5%	324,300
Contracted Revenue Total	\$ 239,289	\$ 234,781	\$ 4,609,486	\$ (4,374,705)	5%	\$ 4,609,486



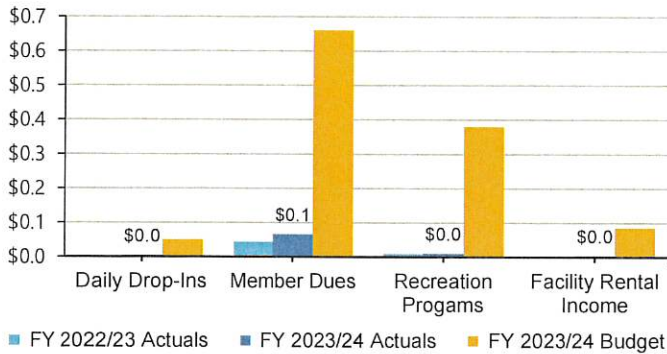


Community Center Fund

Financial Status Fiscal Year to Date: July 2023

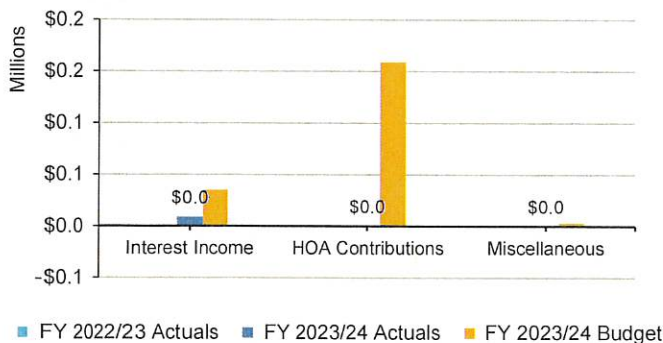
Town Operating Revenue

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Daily Drop-Ins	\$ 2,070	\$ 4,462	\$ 50,500	\$ (46,038)	9%	\$ 50,500
Member Dues	44,065	66,086	660,000	(593,914)	10%	660,000
Recreation Programs	9,638	10,833	380,000	(369,167)	3%	380,000
Facility Rental Income	1,041	4,512	85,300	(80,788)	5%	85,300
Town Operating Revenue Total	\$ 56,814	\$ 85,893	\$ 1,175,800	\$ (1,089,907)	7%	\$ 1,175,800



Other Revenue

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Interest Income	\$ (1,029)	\$ 8,883	\$ 35,000	\$ (26,117)	25%	35,000
HOA Contributions	-	-	159,050	(159,050)	-	159,050
Miscellaneous	-	-	3,100	(3,100)	-	3,100
Other Revenue Total	\$ (1,029)	\$ 8,883	\$ 197,150	\$ (188,267)	5%	\$ 197,150



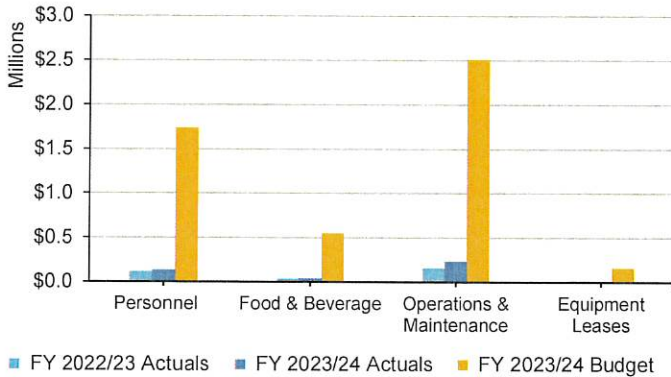


Community Center Fund

Financial Status Fiscal Year to Date: July 2023

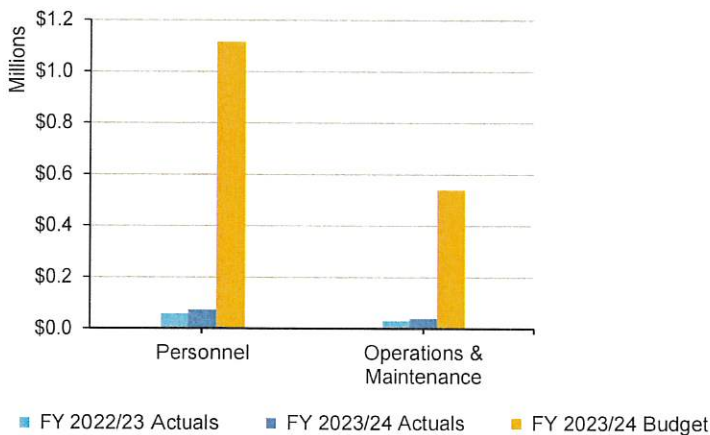
Contracted Operating Expenditures

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Personnel	\$ 115,862	\$ 136,736	\$ 1,738,221	\$ (1,601,485)	8%	1,738,221
Food & Beverage	38,326	41,212	550,992	(509,780)	7%	550,992
Operations & Maintenance	157,985	236,136	2,513,367	(2,277,231)	9%	2,513,367
Equipment Leases	15,910	13,557	162,684	(149,127)	8%	162,684
Contracted Expenditures Total	\$ 328,083	\$ 427,641	\$ 4,965,264	\$ (4,537,623)	9%	\$ 1,654,718



Town Operating Expenditures

	FY 2022/23	FY 2023/24	FY 2023/24	Actual Vs. Budget		Year End
	Actuals	Actuals	Budget	Amount	Percent	Estimate
Personnel	\$ 58,151	\$ 73,900	\$ 1,114,639	(1,040,739)	7%	1,114,639
Operations & Maintenance	31,594	39,960	540,079	(500,119)	7%	540,079
Town Operating Expenditures Total	\$ 89,745	\$ 113,860	\$ 1,654,718	\$ (1,540,858)	7%	\$ 1,654,718



List of FY24 Capital Projects:

Canada Golf Crs Pathway Impro	550,000
CC Fire Alarm Upgrade	75,000
CC Flat Roof Replacement	198,000
Overlook Cooler/freezer Modern	65,000
Life Cycle Repl - Bunkers & Turf	100,000
PR ADA & Code Compliance	285,000
PR Improvements	75,000
VTNP ADA Restrooms	75,000
VTNP Improvements	255,000
PR Concrete ADA pad	20,000
CC Walking path lighting	12,000
External Pool lighting	7,500
Facility beautification	12,000
Facility landscaping	15,000
Pool deck maintenance	10,000
Pool handrails	7,000
PR Tennis bleacher demo	35,000
PR Tennis Court Gate repair	8,000
Outdoor movie screen replacement	16,000
Total	1,820,500

Note: Transfers out are expected to end the year on budget. Note that actuals through July reflect the full budgeted transfer out to debt service.

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

July					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
Rounds										
2,643	2,500	143	2,478	165		2,643	2,500	143	2,478	165
311	200	111	223	88		311	200	111	223	88
1,492	1,900	(408)	2,099	(607)		1,492	1,900	(408)	2,099	(607)
4,446	4,600	(154)	4,800	(354)	Total Rounds	4,446	4,600	(154)	4,800	(354)
Revenue										
44,952	55,000	(10,048)	60,187	(15,235)	Green Fees	44,952	55,000	(10,048)	60,187	(15,235)
22,839	23,160	(321)	23,173	(334)	Cart Fees	22,839	23,160	(321)	23,173	(334)
0	0	0	1,111	(1,111)	Driving Range	0	0	0	1,111	(1,111)
0	0	0	0	0	Golf Cards/Passes	0	0	0	0	0
8,862	10,250	(1,388)	12,119	(3,257)	Pro Shop Sales	8,862	10,250	(1,388)	12,119	(3,257)
21,438	22,150	(712)	25,192	(3,754)	Food (Food & Soft Drinks)	21,438	22,150	(712)	25,192	(3,754)
13,878	15,325	(1,447)	15,635	(1,757)	Beverages (Alcohol)	13,878	15,325	(1,447)	15,635	(1,757)
(1,470)	0	(1,470)	1,089	(2,559)	Other Food & Beverage Revenue	(1,470)	0	(1,470)	1,089	(2,559)
9,516	750	8,766	1,246	8,270	Other Golf Revenues (Club Rent, Handi	9,516	750	8,766	1,246	8,270
1,675	0	1,675	1,646	29	Clinic / School Revenue	1,675	0	1,675	1,646	29
115,773	93,000	22,773	96,709	19,065	Dues Income - Monthly Dues	115,773	93,000	22,773	96,709	19,065
0	0	0	0	0	Initiation Fee Income / Annual Membe	0	0	0	0	0
(2,683)	0	(2,683)	1,182	(3,865)	Miscellaneous Income and Discounts	(2,683)	0	(2,683)	1,182	(3,865)
234,781	219,635	15,146	239,289	(4,508)	Total Revenue	234,781	219,635	15,146	239,289	(4,508)
Cost of Sales										
7,006	7,175	169	8,101	1,096	COGS - Pro Shop	7,006	7,175	169	8,101	1,096
8,753	6,477	(2,276)	8,124	(629)	COGS - Food	8,753	6,477	(2,276)	8,124	(629)
1,148	992	(156)	342	(806)	COGS - Non-Alcoholic Beverages	1,148	992	(156)	342	(806)
4,177	4,621	444	4,542	365	COGS - Alcohol	4,177	4,621	444	4,542	365
21,083	19,265	(1,818)	21,110	27	Total Cost of Sales	21,083	19,265	(1,818)	21,110	27
213,698	200,370	13,328	218,180	(4,482)	GROSS INCOME	213,698	200,370	13,328	218,180	(4,482)
Labor										
32,161	27,818	(4,344)	25,110	(7,051)	Golf Operation Labor	32,161	27,818	(4,344)	25,110	(7,051)
11,814	10,063	(1,751)	9,759	(2,055)	General and Administrative	11,814	10,063	(1,751)	9,759	(2,055)
70,754	68,111	(2,643)	58,233	(12,520)	Maintenance and Landscaping	70,754	68,111	(2,643)	58,233	(12,520)
22,454	19,382	(3,073)	18,663	(3,791)	F&B	22,454	19,382	(3,073)	18,663	(3,791)
5,195	5,808	613	5,603	408	Sales and Marketing	5,195	5,808	613	5,603	408
142,378	131,181	(11,197)	117,369	(25,009)	Total Direct Labor	142,378	131,181	(11,197)	117,369	(25,009)
11,253	11,806	553	9,168	(2,084)	Total Payroll Taxes	11,253	11,806	553	9,168	(2,084)
5,716	9,700	3,984	10,463	4,748	Total Medical/Health Benefits	5,716	9,700	3,984	10,463	4,748
2,008	1,365	(643)	1,655	(353)	Total Workmans Comp	2,008	1,365	(643)	1,655	(353)
18,976	22,871	3,895	21,286	2,310	Total Payroll Burden	18,976	22,871	3,895	21,286	2,310
161,354	154,052	(7,302)	138,655	(22,699)	Total Labor	161,354	154,052	(7,302)	138,655	(22,699)
Other Operational Expenses										
4,603	4,214	(389)	1,791	(2,813)	Golf Ops	4,603	4,214	(389)	1,791	(2,813)
15,805	10,173	(5,632)	8,120	(7,685)	G&A	15,805	10,173	(5,632)	8,120	(7,685)
43,989	45,918	1,929	19,810	(24,179)	Maintenance	43,989	45,918	1,929	19,810	(24,179)
2,516	3,100	584	2,525	9	F&B	2,516	3,100	584	2,525	9
6,847	3,300	(3,547)	2,662	(4,184)	Sales and Marketing	6,847	3,300	(3,547)	2,662	(4,184)
13,259	13,259	0	15,910	2,651	Golf Cart Leases	13,259	13,259	0	15,910	2,651
298	298	(0)	0	(298)	Equipment Leases	298	298	(0)	0	(298)
125,458	88,867	(36,591)	80,149	(45,309)	Utilities - Maintenance	125,458	88,867	(36,591)	80,149	(45,309)
16,972	16,900	(72)	16,901	(71)	Utilities - G&A	16,972	16,900	(72)	16,901	(71)
10,404	10,612	208	10,404	0	Management Fees	10,404	10,612	208	10,404	0
5,053	9,000	3,947	10,048	4,995	Insurance - P&C	5,053	9,000	3,947	10,048	4,995
245,204	205,641	(39,563)	168,318	(76,885)	Total Other Operational Expenses	245,204	205,641	(39,563)	168,318	(76,885)
406,558	359,693	(46,865)	306,974	(99,584)	Total Expenses	406,558	359,693	(46,865)	306,974	(99,584)
(192,860)	(159,323)	(33,537)	(88,794)	(104,066)	EBITDAR	(192,860)	(159,323)	(33,537)	(88,794)	(104,066)
(192,860)	(159,323)	(33,537)	(88,794)	(104,066)	EBITDA	(192,860)	(159,323)	(33,537)	(88,794)	(104,066)
Interest Expense/Dep&Amt										
0	0	0	0	0	Other Expense	0	0	0	0	0
0	0	0	0	0	Capital Improvements/Cap Reserve	0	0	0	0	0
0	0	0	0	0	Total Interest Expense	0	0	0	0	0
(192,860)	(159,323)	(33,537)	(88,794)	(104,066)	Net Income	(192,860)	(159,323)	(33,537)	(88,794)	(104,066)

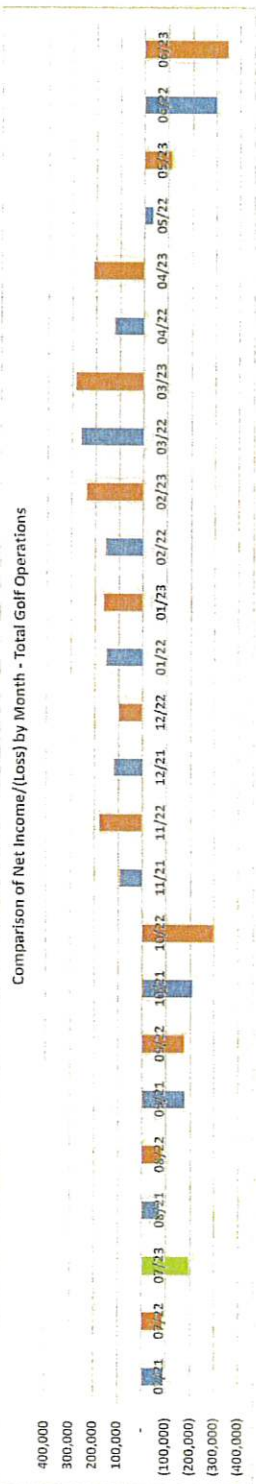
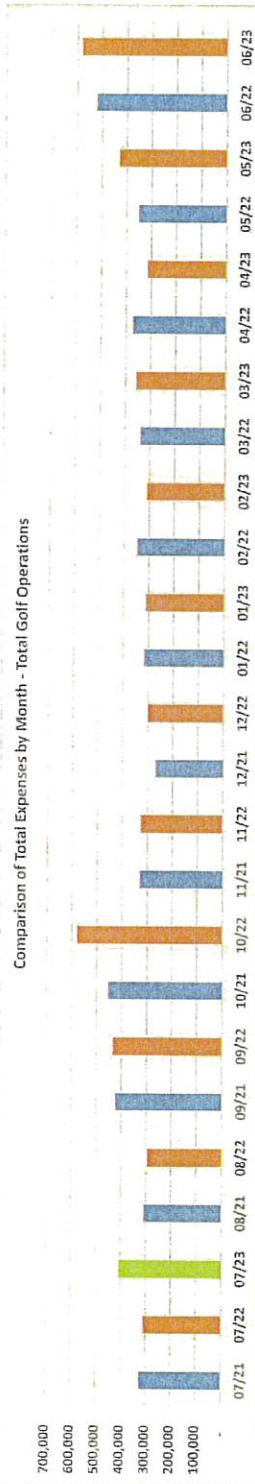
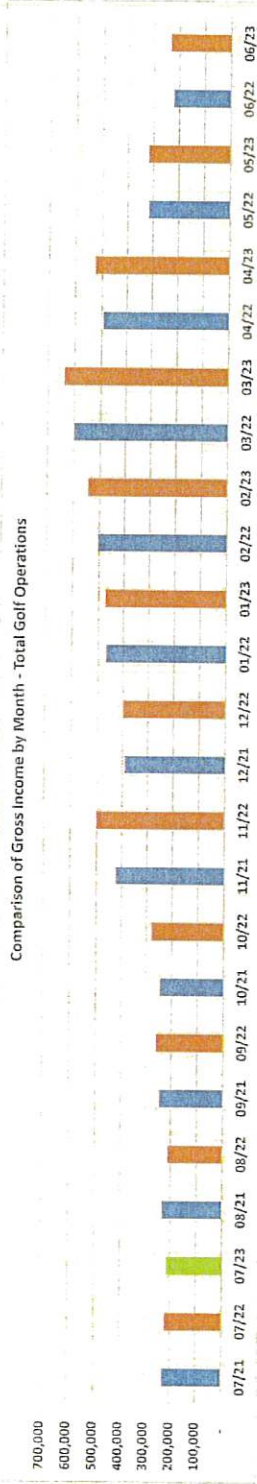


	PRE AGREEMENT					POST AGREEMENT			Through Jul FY 2024	Budget FY 2024	Cumulative Actuals	
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022				FY 2023
Operating:												
Revenue												
36 Hole	500,158	1,883,452	1,798,304	2,171,484	2,367,136	2,593,395	3,522,083	3,674,489	3,856,880	197,695	3,553,371	22,565,076
Pusch ridge	-	105,370	99,134	59,726	106,184	98,316	-	380,375	414,225	3,271	433,565	1,266,601
F&B - Overlook	-	606,171	708,594	745,766	671,582	554,336	448,782	671,479	725,222	33,846	622,550	5,165,778
Total Revenue	500,158	2,594,993	2,606,032	2,976,976	3,144,902	3,246,047	3,970,865	4,726,343	4,996,327	234,812	4,609,486	28,997,455
Expenses												
36 Hole	1,112,252	3,588,714	3,936,889	3,817,932	3,771,706	3,891,341	3,915,216	3,740,982	3,929,757	362,659	3,993,980	32,067,448
Pusch ridge	-	253,513	256,769	236,160	230,196	287,112	-	319,702	390,959	23,802	420,292	1,998,213
F&B - Overlook	-	861,740	823,383	841,866	785,499	701,538	440,382	630,509	596,910	41,211	550,992	5,723,038
Total Expenses	1,112,252	4,703,967	5,017,041	4,895,958	4,787,401	4,879,991	4,355,598	4,691,193	4,917,626	427,672	4,965,264	39,788,699
Profit/(Loss)	(612,094)	(1,109,262)	(2,138,585)	(1,646,448)	(1,404,570)	(1,297,946)	(993,133)	(66,493)	(72,877)	(164,964)	(440,609)	(9,502,372)
36 Hole	-	(148,143)	(157,635)	(176,434)	(124,012)	(188,796)	-	60,673	23,266	(20,531)	13,273	(731,612)
F&B - Overlook	-	(255,569)	(114,789)	(96,100)	(113,917)	(147,202)	8,400	40,970	128,312	(7,365)	71,558	(557,260)
Total Operating Profit/(Loss)	(612,094)	(2,108,974)	(2,411,009)	(1,918,982)	(1,642,499)	(1,633,944)	(384,733)	35,150	78,701	(192,860)	(355,778)	(10,791,244)
Capital Investments												
Initial purchase (1)		45,116	47,909	29,464	-	-	139,657	2,828,061	4,619,904	574,520	2,745,000	8,284,631
		300,000	350,000	350,000								1,000,000
Notes: (1) \$1,000,000 original purchase of courses and community center												
1/2 cent sales tax	506,710	2,030,750	2,199,466	2,330,941	2,463,034	2,584,916	2,947,420	3,535,507	3,707,578	284,305	3,726,016	22,590,627
HOA contributions	-	-	-	-	-	-	125,000	159,050	159,050	-	159,050	443,100

Town of Oro Valley
Golf Analysis - Contractor Financials

ATTACHMENT C-3

	07/21	07/22	07/23	08/21	08/22	09/21	09/22	10/21	10/22	11/21	11/22	12/21	12/22	01/23	02/23	03/23	04/23	05/23	06/23						
Gross Income	229,456	218,180	213,698	231,657	210,232	245,357	258,241	246,063	278,043	421,446	499,632	388,213	394,901	489,675	472,032	503,028	541,889	597,798	636,010	492,033	523,324	313,725	315,175	219,663	231,708
Expenses	323,615	306,974	406,558	307,066	293,856	422,292	432,727	453,613	576,529	328,298	322,700	289,604	297,856	317,597	310,847	347,338	307,918	337,511	355,497	371,044	313,621	351,765	429,007	521,466	580,630
Net Income/(Loss)	(94,159)	(88,794)	(192,860)	(75,409)	(83,624)	(176,935)	(174,486)	(207,550)	(298,486)	93,148	176,932	118,609	97,045	152,078	161,185	155,690	233,971	260,287	286,513	120,989	209,703	(38,040)	(113,832)	(301,803)	(348,927)





Consolidated Year-to-Date Financial Report through July 2023

Fund	FY 23/24 Beginning Balance	Revenue	Other Fin Sources/ Transfers In	Total In	Personnel	O&M	Capital	Debt Service	Other Fin Uses/ Transfers Out	Total Out	Fund Balance Through July 2023
General Fund	23,796,296	4,650,355		4,650,355	1,222,487	795,752	170,857		2,136,644	4,325,740	24,120,911
Highway Fund	878,932	375,059		375,059	47,505	11,191	-			58,696	1,195,295
Grants and Contributions Fund	1,939,757	4,709		4,709		986				986	1,943,480
Seizure & Forfeiture - Justice/State	230,193					245				245	229,948
Community Center Fund	1,000,000	613,863		613,863	73,900	454,044	-	13,557	1,717,203	2,258,704	(644,841)
Municipal Debt Service Fund	273,719	9,285	3,902,708	3,911,993		2,550		3,365,582		3,368,132	817,580
Water Resource System & Dev. Impact Fee Fund	18,419,840	542,213		542,213			2,862	71,424		74,286	18,887,767
Townwide Roadway Dev Impact Fee Fund	2,188,554	25,427		25,427						-	2,213,981
Parks & Recreation Impact Fee Fund	671,640	9,577		9,577						-	681,217
Police Impact Fee Fund	64,727	4,053		4,053					46,553	46,553	22,227
Capital Fund	24,550,287	138,714		138,714	10,892					10,892	24,678,109
PAG/RTA Fund	808,007	3,778		3,778						-	811,785
Water Utility	12,293,771	1,825,107		1,825,107	141,025	213,331	109,656	3,300,830	2,308	3,767,150	10,351,728
Stormwater Utility	874,445	156,737		156,737	34,217	19,979				54,196	976,986
Benefit Self Insurance Fund	2,895,866	400,936		400,936		316,685				316,685	2,980,117
Recreation In-Lieu Fee Fund	17,216	24		24						-	17,240
Total	90,903,249	8,759,837	3,902,708	12,662,545	1,530,026	1,814,763	283,375	6,751,393	3,902,708	14,282,266	89,283,529



General Fund Local Sales Tax Collections

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
FY 2023/24													
Construction Sales Tax	566,321												566,321
Utility Sales Tax	250,515												250,515
Retail Sales Tax	728,452												728,452
Bed Tax	144,726												144,726
Restaurant & Bar Sales Tax	192,259												192,259
All Other Local Sales Tax *	218,097												218,097
Monthly Total	\$ 2,100,370												
Cumulative Total	\$ 2,100,370												\$ 2,100,370
Monthly variance	\$ (63,193)												
Cumulative variance	\$ (63,193)												

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
FY 2022/23													
Construction Sales Tax	586,039	575,738	540,567	518,177	382,338	478,496	580,594	364,554	331,226	376,895	358,367	432,766	5,525,757
Utility Sales Tax	317,210	371,973	356,012	334,868	295,825	266,797	293,200	333,721	320,870	270,869	245,486	302,123	3,708,954
Retail Sales Tax	716,720	680,117	691,138	713,672	729,067	838,562	995,470	705,424	711,636	806,316	786,447	755,079	9,129,647
Bed Tax	146,263	128,132	114,626	142,628	213,392	186,186	165,540	256,564	320,963	362,494	207,226	226,474	2,470,488
Restaurant & Bar Sales Tax	186,438	180,577	199,405	204,482	205,881	227,422	246,520	215,557	281,190	281,567	256,102	236,540	2,721,681
All Other Local Sales Tax *	210,893	199,992	202,571	205,672	240,009	259,665	291,232	268,511	287,294	315,096	259,556	258,710	2,999,201
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	\$ 2,413,237	\$ 2,113,184	\$ 2,211,693	\$ 26,555,729
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	\$ 22,230,852	\$ 24,344,036	\$ 26,555,729	

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



General Fund State Shared Revenues

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
FY 2023/24													
State Shared Income Tax	1,064,957												1,064,957
State Shared Sales Tax	585,790												585,790
County Auto Lieu	189,254												189,254
Smart and Safe	-												-
Monthly Total	\$ 1,840,001												\$ 1,840,001
Cumulative Total	\$ 1,840,001												\$ 1,840,001
Monthly variance	\$ 677,489												
Cumulative variance	\$ 677,489												

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
FY 2022/23													
State Shared Income Tax	756,893	756,894	756,893	756,893	756,893	756,893	756,895	756,893	756,893	756,894	756,894	756,893	9,082,721
State Shared Sales Tax	308,350	462,557	664,529	559,547	823,170	575,594	246,387	1,007,946	568,981	656,403	601,331	602,722	7,077,517
County Auto Lieu	97,269	201,901	209,941	195,695	270,425	175,823	195,867	182,872	267,340	190,731	217,316	216,309	2,421,489
Smart and Safe	-	-	-	-	-	126,622	-	-	-	-	-	145,164	271,786
Opioid Settlement	-	-	-	-	-	-	-	-	91,120	-	6,528	18,472	116,120
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	\$ 1,604,028	\$ 1,582,069	\$ 1,739,561	\$ 18,969,634
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	\$ 15,648,004	\$ 17,230,073	\$ 18,969,634	\$ 18,969,634