

**MEMORANDUM**

To: Steve Riley, Town Manager

From: John Troyer, Finance Director

Date: November 16, 2020

RE: **FY 2021 Financial Statements – Through October 2020 (4th Period)**

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**General Overview**

The initial months of each fiscal year are traditionally low on the revenue side while expenses, which are predominantly personnel related, are incurred more evenly throughout the fiscal year. Therefore, reporting a deficit is the norm during the early months of the fiscal year, and is expected.

**COVID-19** disruption of normal economic activity really started to show in the second half of FY2020. The collection of revenues related to taxes and fees reflecting the lower economic activity levels started to show in the April financial statements. However, as detailed below, Real Estate-related and Tourism-driven YTD revenues for FY21 were up a combined \$2,365,184 compared to last YTD.

**Real estate-related revenues**, namely Real Estate Transfer Fees and Permits are 67% higher than last fiscal year. Individually, the Real Estate Transfer Fee amount of \$2,436,317 is up 89% from last YTD while Permit Revenues are 8% higher than last year. The Real Estate Transfer Fee and Permit revenues are apples to apples comparisons and are up that much this year.

	<u>RETf</u>			<u>Permits</u>			<u>Total</u>		
	Received	\$ Change	% Change	Received	\$ Change	% Change	Received	\$ Change	% Change
FY 2020	1,287,947			476,098			1,764,045		
FY 2021	2,436,317	1,148,370	89%	513,511	37,413	8%	2,949,828	1,185,783	67%

**Tourism-driven revenue** results which is comprised of ATAX/Beach and Hospitality taxes are on a combined basis 17% higher than last fiscal year. The local ATAX and Beach Fees are based on accommodations while the HTAX is a function of prepared meals and beverage sales. Some of the Local ATAX, HTAX, and Beach Fees collected in FY21 related to FY20 – giving FY21 a temporary boost. We do not expect these increases in the future.

	<u>Local ATAX/ Beach Preservation Fees</u>			<u>Hospitality Tax</u>			<u>Total</u>		
	Received	\$ Change	% Change	Received	\$ Change	% Change	Received	\$ Change	% Change
FY 2020	4,647,180			2,295,034			6,942,214		
FY 2021	5,875,551	1,228,371	26%	2,246,064	(48,970)	-2%	8,121,615	1,179,401	17%

## **General Fund Summary**

The Town receives most of its property taxes (the largest revenue source) from December through February. The next largest General Fund revenue sources is Business License revenues which the Town primarily receives in March through June.

Through October, the Town's General Fund revenues and transfers in total \$8,459,110 or 20% of budget, which compares to \$6,295,600 or 15% of budget for last year. This is an increase of \$2,163,510 compared to the prior year. Approximately \$1,350,000 of the increase is due to a timing change in the distribution of State business license revenues and approximately \$409,000 is due to an increase in local accommodations taxes. These will level out as the year progresses. The rest is related to a collection of other revenues that would have different timing than last year. There is no reason to change our expectations for our budget projections for the full year. At this early point in the year we hesitate to draw inferences regarding ongoing trends. However, we will continue to closely monitor the timing, amount, and our projections for revenues.

With 33% of the year lapsed at the end of October, expenditures-to-date are \$12,055,323 or 27% of budget. Current fiscal year expenditures are (\$278,411) or (2%) lower than last year. This demonstrates the efforts to reduce, delay or cut expenditures as we monitor revenues in the pandemic. Several detailed explanations for year-to-year changes are provided in the budget to actual statement or on the revenue analysis charts. Overall results are consistent with expectations for this time of year.

The fiscal year-to-date deficit in the General Fund is presented as a deficit of (\$3,596,213) compared to last year's deficit of (\$6,038,134) which is \$2,441,921 better than last year.

## **Debt Service Fund**

Debt service payments are due at various times during the fiscal year. As of the end of October, \$4,432,020 or 22% of the current year's obligations, have come due and been paid.

**Capital Projects Fund**

As you can see below, our capital projects continue to move forward. Since the funding was in place before the start of the year, as the projects advance, CIP fund balance declines.

Major Capital Projects/Expenditures that have occurred thus far this fiscal year are as follows:

Coligny Area Improvements	\$ 2,377,433
Stoney Area Land Purchase	\$ 1,459,311
Fire Station #2 Replacement	\$ 584,870
Emergency Ops Center Upgrade	\$ 95,948
Rowing/Sailing Ctr Playground	\$ 78,689

Summary balances for the Capital Project Fund are as follows:

	<b>Actual</b>
Revenues	330,102
Transfers In	4,086,010
Capital Outlays	(5,037,435)
Transfers Out	-
Net Change in Fund Balance	<u>\$ (621,323)</u>

**Other Revenues**

The table below reflects the Town’s revenue received for other governmental funds for this fiscal year in comparison to the same time last year. Explanations for material variances, are also included. As you can see, some are up and some are down – the diversity of revenue streams is exceptionally important in difficult economic times as we are nationally.

	FY 2021 actual	FY 2020 actual	\$ variance	% variance	Variance Code
State accommodations tax	\$ 3,655,462	\$ 3,223,818	\$ 431,644	13%	
Tax increment financing	59,907	60,377	(470)	-1%	B
Real estate transfer fees	2,436,317	1,287,947	1,148,370	89%	A
Beach preservation fees	3,917,034	3,098,120	818,914	26%	A
Hospitality tax	2,246,064	2,295,034	(48,970)	-2%	A
Road Usage Fees	266,191	267,965	(1,774)	-1%	D
Electric franchise fee	889,281	874,523	14,758	2%	C
	<u>\$ 13,470,256</u>	<u>\$ 11,107,784</u>	<u>\$ 2,362,472</u>	<u>21%</u>	

A - Addressed previously in this cover letter

B - Most of the property tax revenue is received during the December thru February time period.

C - Amount represents fees charged to customers by Palmetto Electric.

D - New source of revenue beginning during FY2017.

### **Stormwater Utility Fund**

The Business Type Activity – Stormwater data are presented on the modified accrual basis of accounting. This basis reflects the very close relationship between revenues and expenditures. These balances will change as Town staff modifies the accounts to full accrual basis, the required presentation basis in the Town's *Comprehensive Annual Financial Report*.

The Stormwater revenue collected by the County is remitted to the Town mainly during the December through February time period. Expenditures are incurred throughout the fiscal year. The expenses this year to date include \$636,178 for Capital Outlays, \$122,178 for Debt Service, and \$645,994 for operations.

### **Fund Balances**

As you will notice on page 6, the year-to-date net change in fund balances is a seasonal decrease of (\$3,504,636) for governmental funds and (\$1,340,691) for the Stormwater Utility Fund. These results are expected. These compare to last year's amounts of (\$13,596,358) for governmental funds and (\$902,179) for the Stormwater Fund.

# **Consolidated Statement All Funds**

**TOWN OF HILTON HEAD ISLAND**  
**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES-UNAUDITED**  
**GOVERNMENTAL FUNDS AND BUSINESS-TYPE ACTIVITIES**  
**FISCAL YEAR 2021 - THROUGH OCTOBER (4th PERIOD)**

	GENERAL	SPECIAL REVENUE	DEBT SERVICE	CAPITAL PROJECTS	TOTAL	STORMWATER
<b>Revenues:</b>						
Real and Personal Property Taxes	\$ 341,968	\$ 59,907	\$ 115,565	\$ -	\$ 517,440	\$ -
Business Licenses	1,536,942	-	-	-	1,536,942	-
Franchise Fees	300,181	-	-	-	300,181	-
Permits	513,511	-	-	-	513,511	-
State Shared Funds	219,899	-	-	25,550	245,449	-
Public Safety	-	-	-	-	-	-
Grant Revenue	-	199,677	-	151,926	351,603	-
EMS Revenue	624,521	-	-	-	624,521	-
Fines & Fees	-	-	-	-	-	-
Beach Fees	96,660	-	-	-	96,660	-
Road Usage Fees	-	266,191	-	-	266,191	-
Accommodations Tax	1,958,517	3,655,462	-	-	5,613,979	-
Hospitality Tax	-	2,246,064	-	-	2,246,064	-
Lease	-	-	-	14,700	14,700	-
Impact Fees	-	-	-	131,998	131,998	-
Real Estate Transfer Fees	-	2,436,317	-	-	2,436,317	-
Beach Preservation Fees	-	3,917,034	-	-	3,917,034	-
Electric Franchise Fees	-	889,281	-	-	889,281	-
Stormwater Utility Fees	-	-	-	-	-	108,221
Miscellaneous Revenue	145,919	-	-	-	145,919	-
Disaster Fund Transfer In	-	-	103,633	-	103,633	-
Investment Income	15,175	48,609	11,207	5,928	80,919	5,438
<b>Total Revenues</b>	<b>5,753,293</b>	<b>13,718,542</b>	<b>230,405</b>	<b>330,102</b>	<b>20,032,342</b>	<b>113,659</b>
<b>Expenditures:</b>						
<b>General Government</b>						
Town Council	167,714	-	-	-	167,714	-
Town Manager	227,877	-	-	-	227,877	-
	395,591	-	-	-	395,591	-
<b>Administration</b>						
Administration/Legal	1,361,177	24,363	16,975	-	1,402,515	2,225
Finance	607,456	-	-	-	607,456	-
	1,968,633	24,363	16,975	-	2,009,971	2,225
<b>Community Services</b>						
Community Development	1,037,770	7	-	-	1,037,777	-
Public Projects and Facilities	1,418,927	-	-	-	1,418,927	643,769
	2,456,697	7	-	-	2,456,704	643,769
<b>Public Safety</b>						
Sheriff/Shore Svcs	986,805	-	-	-	986,805	-
Fire & Rescue	4,545,528	40,825	-	-	4,586,353	-
	5,532,333	40,825	-	-	5,573,158	-
<b>Townwide</b>						
Grants	1,702,069	-	-	-	1,702,069	-
	-	1,758,081	-	-	1,758,081	-
Capital Outlay/Projects	-	220,947	-	5,037,435	5,258,382	636,178
Debt Service	-	-	4,432,020	-	4,432,020	122,178
<b>Total expenditures</b>	<b>12,055,323</b>	<b>2,044,223</b>	<b>4,448,995</b>	<b>5,037,435</b>	<b>23,585,976</b>	<b>1,404,350</b>
<b>Revenues over (under) expenditures</b>	<b>(6,302,030)</b>	<b>11,674,319</b>	<b>(4,218,590)</b>	<b>(4,707,333)</b>	<b>(3,553,634)</b>	<b>(1,290,691)</b>
<b>Other financing sources (uses):</b>						
<b>Transfers In:</b>						
Accommodations Tax - State	655,503	-	-	-	655,503	-
General Fund	-	-	-	-	-	-
Hospitality Tax	1,273,155	-	-	1,382,570	2,655,725	-
Real Estate Transfer	-	-	-	499,447	499,447	-
Beach Preservation	499,418	-	3,392,975	88,644	3,981,037	-
Electric Franchise	166,541	-	-	-	166,541	-
Leases	-	-	-	-	-	-
CIP-Sale of Land	-	-	-	-	-	-
TIF	61,200	-	-	1,885,498	1,946,698	-
Debt Service	-	-	-	-	-	-
Capital Projects	-	-	-	-	-	-
Stormwater	50,000	-	-	-	50,000	-
Road Usage Fee	-	-	-	229,852	229,852	-
Special Revenue Funds	-	-	-	-	-	-
<b>Transfers Out:</b>						
General	-	(2,655,817)	-	-	(2,655,817)	(50,000)
Beach Preservation	-	-	-	-	-	-
Hospitality Tax	-	-	-	-	-	-
Debt Service	-	(3,392,975)	-	-	(3,392,975)	-
Capital Projects	-	(4,086,011)	-	-	(4,086,011)	-
Hurricane Recovery Effort	-	-	-	-	-	-
Real Estate Transfer	-	-	-	-	-	-
Bond Proceeds	-	-	-	-	-	-
Deposit to Refunding Escrow	-	-	(1,000)	-	(1,000)	-
<b>Total other financing sources (uses)</b>	<b>2,705,817</b>	<b>(10,134,803)</b>	<b>3,391,975</b>	<b>4,086,011</b>	<b>49,000</b>	<b>(50,000)</b>
<b>Net change in fund balance</b>	<b>(3,596,213)</b>	<b>1,539,516</b>	<b>(826,615)</b>	<b>(621,322)</b>	<b>(3,504,634)</b>	<b>(1,340,691)</b>
<b>Fund balance - beginning</b>	<b>22,111,484</b>	<b>52,307,789</b>	<b>11,058,121</b>	<b>12,343,245</b>	<b>97,820,639</b>	<b>9,879,555</b>
<b>Fund balance - ending</b>	<b>\$ 18,515,271</b>	<b>\$ 53,847,305</b>	<b>\$ 10,231,506</b>	<b>\$ 11,721,923</b>	<b>\$ 94,316,005</b>	<b>\$ 8,538,864</b>

# **Budget versus Actual Report General Fund**

TOWN OF HILTON HEAD ISLAND  
GENERAL FUND-UNAUDITED  
ACTUAL VERSUS BUDGET & VERSUS PRIOR YEAR  
FISCAL YEAR 2021 - THROUGH OCTOBER (4th PERIOD)  
PERCENT OF YEAR LAPSED 33%

4.00

	FY 2021				FY 2020		FY 2021 vs FY 2020		
	BUDGET	Y-T-D	\$ VARIANCE	% OF BUDGET	Y-T-D	\$ VARIANCE	% VARIANCE		
<b>Revenues and Transfers In:</b>									
Real and Personal Property Taxes	\$ 15,386,182	\$ 341,968	\$ (15,044,214)	2%	\$ 273,479	\$ 68,489	25%	CL	
Business Licenses	9,995,367	1,536,942	(8,458,425)	15%	187,227	1,349,715	721%	A	
Franchise Fees - Cable	929,200	300,181	(629,019)	32%	249,382	50,799	20%		
Franchise Fees - Beach	35,350	-	(35,350)	0%	-	-	-		
Permits	1,522,575	513,511	(1,009,064)	34%	476,098	37,413	8%	CL	
State Shared Funds	840,000	219,899	(620,101)	26%	219,899	-	0%		
Public Safety	55,000	-	(55,000)	0%	624	(624)	-100%		
EMS	1,507,500	624,521	(882,979)	41%	595,475	29,046	5%		
Fines and Fees	-	-	-	0%	-	-	-		
Beach Fees	252,500	96,660	(155,840)	38%	96,661	(1)	0%		
Accommodations Tax - Local	3,690,430	1,958,517	(1,731,913)	53%	1,549,060	409,457	26%	B	
Miscellaneous Revenue	437,287	145,919	(291,368)	33%	177,624	(31,705)	-18%	C	
Investment Income	300,000	15,175	(284,825)	5%	127,460	(112,285)	-88%	D	
<b>Subtotal</b>	<b>34,951,391</b>	<b>5,753,293</b>	<b>(29,198,098)</b>	<b>16%</b>	<b>3,952,989</b>	<b>1,800,304</b>	<b>46%</b>		
<b>Transfers In/Out:</b>									
Accommodations Tax - State	1,792,750	655,503	(1,137,247)	37%	648,151	7,352	1%		
Hospitality Tax	3,819,466	1,273,155	(2,546,311)	33%	1,109,080	164,075	15%		
Beach Preservation Fees	1,498,253	499,418	(998,835)	33%	453,713	45,705	10%		
TIF Tax	183,600	61,200	(122,400)	33%	60,000	1,200	2%		
Stormwater Utility	150,000	50,000	(100,000)	33%	41,667	8,333	20%		
Capital Projects: Property Tax + Sale of Equipment	-	-	-	0%	-	-	-		
Road Usage Fee	-	-	-	0%	-	-	-		
CIP-GO Bond	-	-	-	0%	-	-	-		
ECD Incentive Fund	-	-	-	0%	-	-	-		
Electric Franchise Fees	849,622	166,541	(683,081)	20%	30,000	136,541	455%		
Sunday Liquor Permits	-	-	-	0%	-	-	-		
Hurricane Recovery Effort	-	-	-	0%	-	-	-		
Home Grant	-	-	-	0%	-	-	-		
<b>Total revenues</b>	<b>43,245,082</b>	<b>8,459,110</b>	<b>(34,785,972)</b>	<b>20%</b>	<b>6,295,600</b>	<b>2,163,510</b>	<b>34%</b>		
<b>Expenditures:</b>									
<b>Town Council</b>									
Personnel	172,962	35,762	(137,200)	21%	38,542	(2,780)	-7%		
Operating	490,724	131,952	(358,772)	27%	82,910	49,042	59%		
	663,686	167,714	(495,972)	25%	121,452	46,262	38%		
<b>Town Manager</b>									
Personnel	847,885	226,218	(621,667)	27%	243,033	(16,815)	-7%		
Operating	23,948	1,659	(22,289)	7%	8,958	(7,299)	-81%		
	871,833	227,877	(643,956)	26%	251,991	(24,114)	-10%		
<b>Administration/Legal</b>									
Personnel	2,610,546	736,351	(1,874,195)	28%	737,644	(1,293)	0%		
Operating	2,047,630	624,826	(1,422,804)	31%	494,393	130,433	26%		
Capital	158,218	-	(158,218)	0%	-	-	-		
	4,816,394	1,361,177	(3,455,217)	28%	1,232,037	129,140	10%		
<b>Finance</b>									
Personnel	1,839,234	544,711	(1,294,523)	30%	560,219	(15,508)	-3%		
Operating	227,391	62,745	(164,646)	28%	61,131	1,614	3%		
	2,066,625	607,456	(1,459,169)	29%	621,350	(13,894)	-2%		
<b>Community Development</b>									
Personnel	3,447,716	1,003,763	(2,443,953)	29%	961,996	41,767	4%		
Operating	318,144	34,007	(284,137)	11%	22,072	11,935	54%		
Capital	-	-	-	0%	-	-	-		
	3,765,860	1,037,770	(2,728,090)	28%	984,068	53,702	5%		
<b>Public Projects and Facilities</b>									
Personnel	2,096,614	578,512	(1,518,102)	28%	562,936	15,576	3%		
Operating	4,014,805	840,415	(3,174,390)	21%	990,239	(149,824)	-15%		
Capital	-	-	-	0%	-	-	-		
	6,111,419	1,418,927	(4,692,492)	23%	1,553,175	(134,248)	-9%		
<b>Sheriff/Beach Services</b>									
	3,797,172	986,805	(2,810,367)	26%	1,264,845	(278,040)	-22%	E	
<b>Fire Rescue</b>									
Personnel	14,275,003	4,299,076	(9,975,927)	30%	4,091,419	207,657	5%		
Operating	1,796,410	246,452	(1,549,958)	14%	317,218	(70,766)	-22%		
Capital	-	-	-	0%	-	-	-		
	16,071,413	4,545,528	(11,525,885)	28%	4,408,637	136,891	3%		
<b>Townwide</b>									
	5,847,921	1,702,069	(4,145,852)	29%	1,896,179	(194,110)	-10%		
<b>Total expenditures</b>	<b>44,012,323</b>	<b>12,055,323</b>	<b>(31,957,000)</b>	<b>27%</b>	<b>12,333,734</b>	<b>(278,411)</b>	<b>-2%</b>		
<b>Net Result-Revenues Over/(Under) Expenditures</b>	<b>(767,241)</b>	<b>(3,596,213)</b>	<b>(2,828,972)</b>		<b>(6,038,134)</b>	<b>2,441,921</b>			

See next page for variance explanations.



Variance Explanations:

CL - Variance addressed in Financial Statement Memorandum.

A - Business License revenues have increased due to a timing change in the distribution of State business license revenues.

B - Local Accommodations Taxes have increased due to collections from VRBO/HomeAway, and from some collections relating to FY20 which were collected in FY21.

C - The amount of Miscellaneous Revenue fluctuates from year to year and within each year.

D - The Town continues to optimize its investing with SC's Local Govt Investment Pool (LGIP) Program; however, the interest rate has decreased from 2.08% at 10/31/2019 to 0.21% at 10/31/2020.

E - Beaufort County Sheriff Offices expenses have decreased due to recording \$280,175 per month for services in FY2020 and accruing \$166,667 per month in FY2021.

# **Special Revenue Funds**

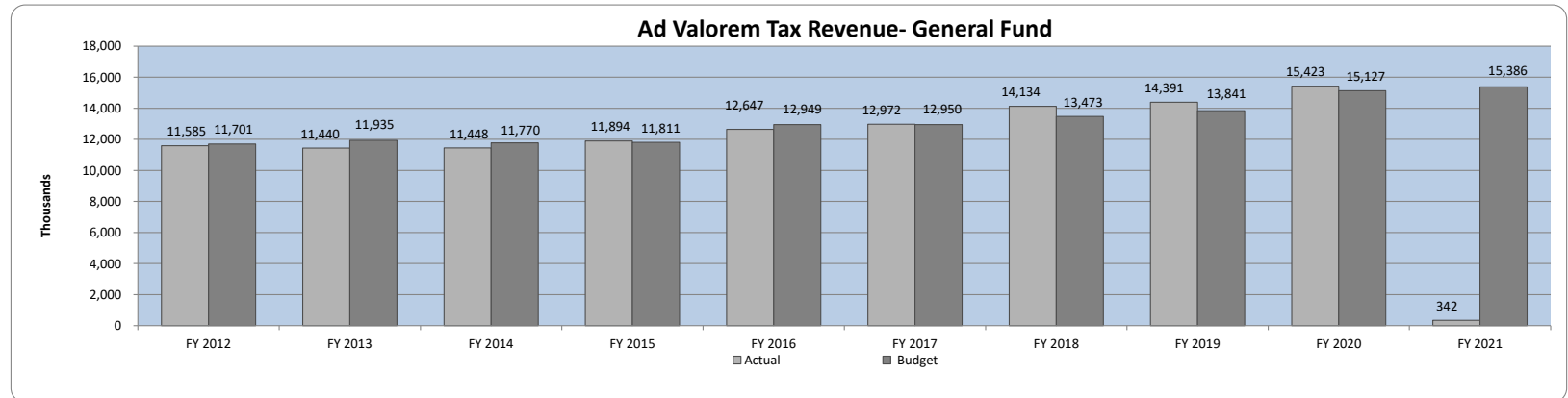
**TOWN OF HILTON HEAD ISLAND**  
**STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES**  
**SPECIAL REVENUE GOVERNMENTAL FUNDS-UNAUDITED**  
**FISCAL YEAR 2021 - THROUGH OCTOBER (4th PERIOD)**

	Tax Increment Financing	Road Usage Fee	Accom. Tax	Real Estate Transfer Fee	Hospitality Tax	Beach Preservation Fee	Non-Major Governmental Funds	Total Special Revenue Funds
<b>Revenues:</b>								
Real and Personal Property Taxes	\$ 59,907	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 59,907
Road Usage Fees	-	266,191	-	-	-	-	-	266,191
Accommodations Tax-State	-	-	3,655,462	-	-	-	-	3,655,462
Hospitality Tax	-	-	-	-	2,246,064	-	-	2,246,064
Real Estate Transfer Fees	-	-	-	2,436,317	-	-	-	2,436,317
Beach Preservation Fees	-	-	-	-	-	3,917,034	-	3,917,034
Electric Franchise Fees	-	-	-	-	-	-	889,281	889,281
Grant Revenue	-	-	-	-	-	-	199,677	199,677
Investment Income	6,014	2,096	3,030	8,429	8,896	11,114	9,030	48,609
Total Revenues	65,921	268,287	3,658,492	2,444,746	2,254,960	3,928,148	1,097,988	13,718,542
<b>Expenditures:</b>								
<b>General Government</b>								
Town Council	-	-	-	-	-	-	-	-
Town Manager	-	-	-	-	-	-	-	-
<b>Administration</b>								
Administration/Legal	-	-	-	24,363	-	-	-	24,363
Finance	-	-	-	-	-	-	-	-
	-	-	-	24,363	-	-	-	24,363
<b>Community Services</b>								
Community Development	-	-	-	-	-	-	7	7
Public Projects and Facilities	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	7	7
<b>Public Safety</b>								
Sheriff/Shore Svcs	-	-	-	-	-	-	-	-
Fire & Rescue	-	-	-	-	-	-	40,825	40,825
	-	-	-	-	-	-	40,825	40,825
<b>Grants</b>								
	-	-	1,549,072	-	-	20,675	188,334	1,758,081
<b>Capital Outlay/Projects</b>								
	-	-	-	-	-	-	220,947	220,947
Total expenditures	-	-	1,549,072	24,363	-	20,675	450,113	2,044,223
<b>Excess (deficiency) of revenues over (under) expenditures</b>	65,921	268,287	2,109,420	2,420,383	2,254,960	3,907,473	647,875	11,674,319
<b>Other financing sources (uses):</b>								
<b>Transfers Out:</b>								
General Fund	(61,200)	-	(655,503)	-	(1,273,155)	(499,418)	(166,541)	(2,655,817)
Accommodations Tax - State	-	-	-	-	-	-	-	-
Hospitality Tax	-	-	-	-	-	-	-	-
Real Estate Transfer	-	-	-	-	-	-	-	-
Beach Preservation	-	-	-	-	-	-	-	-
Electric Franchise	-	-	-	-	-	-	-	-
TIF	-	-	-	-	-	-	-	-
Stormwater Utility	-	-	-	-	-	-	-	-
Debt Service Fund	-	-	-	-	-	(3,392,975)	-	(3,392,975)
Capital Projects Fund	(1,885,498)	(229,852)	-	(499,447)	(1,382,570)	(88,644)	-	(4,086,011)
Hurricane Effort	-	-	-	-	-	-	-	-
<b>Transfers In:</b>								
General Fund	-	-	-	-	-	-	-	-
Debt Service Fund	-	-	-	-	-	-	-	-
Capital Projects Fund	-	-	-	-	-	-	-	-
Total other financing sources (uses)	(1,946,698)	(229,852)	(655,503)	(499,447)	(2,655,725)	(3,981,037)	(166,541)	(10,134,803)
<b>Net change in fund balance</b>	(1,880,777)	38,435	1,453,917	1,920,936	(400,765)	(73,564)	481,334	1,539,516
<b>Fund balance - beginning</b>	6,124,905	2,804,806	3,516,952	7,746,460	9,736,993	13,438,709	8,938,964	52,307,789
<b>Fund balance - ending</b>	\$ 4,244,128	\$ 2,843,241	\$ 4,970,869	\$ 9,667,396	\$ 9,336,228	\$ 13,365,145	\$ 9,420,298	\$ 53,847,305

# **Revenue Analysis General Fund**

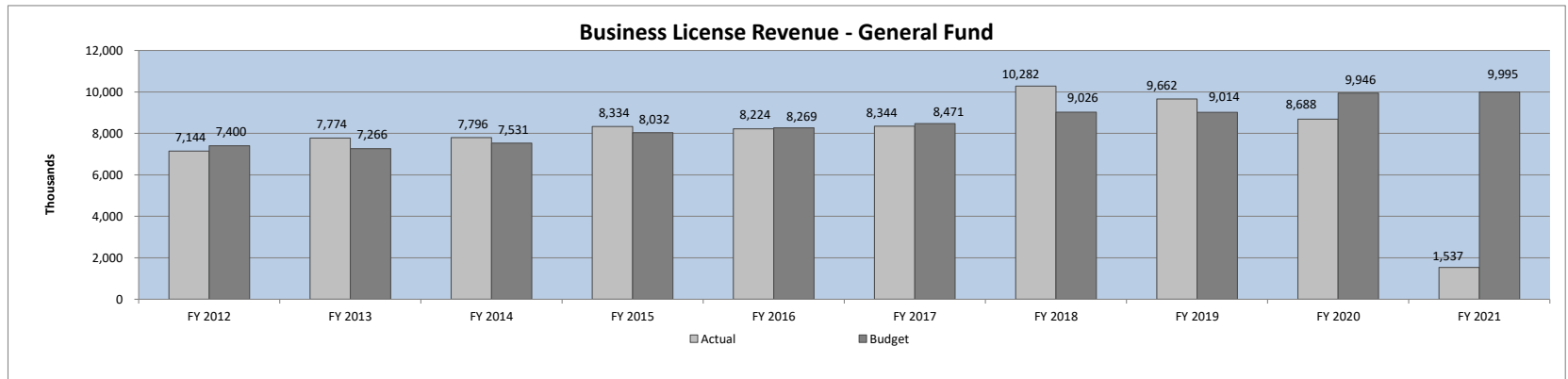
**Ad Valorem Tax Revenue - General Fund**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	30,088	40,766	<b>70,854</b>	1,884	192,760	2,352,625	<b>2,547,269</b>	8,144,646	161,609	103,902	<b>8,410,157</b>	28,544	243,490	284,756	<b>556,790</b>	<b>11,585,070</b>
	0%	0%	0%	<b>1%</b>	0%	2%	20%	<b>22%</b>	70%	1%	1%	<b>73%</b>	0%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2013</b>	-	26,703	134,190	<b>160,893</b>	1,884	262,845	2,371,616	<b>2,636,345</b>	7,713,999	159,541	167,078	<b>8,040,618</b>	181,678	196,830	223,929	<b>602,437</b>	<b>11,440,293</b>
	0%	0%	1%	<b>1%</b>	0%	2%	21%	<b>23%</b>	67%	1%	1%	<b>70%</b>	2%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2014</b>	46,769	52,495	68,068	<b>167,332</b>	1,928	275,948	2,526,723	<b>2,804,599</b>	7,352,542	410,179	117,378	<b>7,880,099</b>	165,921	97,846	331,756	<b>595,523</b>	<b>11,447,553</b>
	0%	0%	1%	<b>1%</b>	0%	2%	22%	<b>24%</b>	64%	4%	1%	<b>69%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2015</b>	38,766	40,487	78,203	<b>157,456</b>	1,930	65,991	1,847,436	<b>1,915,357</b>	8,174,584	801,920	407,838	<b>9,384,342</b>	86,866	68,042	282,220	<b>437,128</b>	<b>11,894,283</b>
	0%	0%	1%	<b>1%</b>	0%	1%	16%	<b>16%</b>	69%	7%	3%	<b>79%</b>	1%	1%	2%	<b>4%</b>	<b>100%</b>
<b>2016</b>	54,378	56,645	44,580	<b>155,603</b>	242,654	1,035,837	-	<b>1,278,491</b>	5,130,332	5,204,417	292,106	<b>10,626,855</b>	63,352	293,179	229,685	<b>586,216</b>	<b>12,647,165</b>
	0%	0%	0%	<b>1%</b>	2%	8%	0%	<b>10%</b>	41%	41%	2%	<b>84%</b>	1%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2017</b>	-	45,492	151,125	<b>196,617</b>	96,211	1,256,627	124	<b>1,352,962</b>	5,313,733	5,282,564	(4,529)	<b>10,591,768</b>	257,292	232,513	340,437	<b>830,242</b>	<b>12,971,589</b>
	0%	0%	1%	<b>2%</b>	1%	10%	0%	<b>10%</b>	41%	41%	0%	<b>82%</b>	2%	2%	3%	<b>6%</b>	<b>100%</b>
<b>2018</b>	-	50,808	137,351	<b>188,159</b>	72,190	234,127	1,457,685	<b>1,764,002</b>	6,249,336	4,588,002	598,029	<b>11,435,367</b>	170,567	300,738	275,043	<b>746,348</b>	<b>14,133,876</b>
	0%	0%	1%	<b>1%</b>	1%	2%	10%	<b>12%</b>	44%	32%	4%	<b>81%</b>	1%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2019</b>	-	91,400	156,556	<b>247,956</b>	97,341	300,315	1,050,641	<b>1,448,297</b>	6,248,987	5,499,525	239,152	<b>11,987,664</b>	170,573	94,529	441,677	<b>706,779</b>	<b>14,390,696</b>
	0%	1%	1%	<b>2%</b>	1%	2%	7%	<b>10%</b>	43%	38%	2%	<b>83%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2020</b>	-	78,876	117,043	<b>195,919</b>	77,560	219,771	1,076,800	<b>1,374,131</b>	6,888,648	6,055,546	206,862	<b>13,151,056</b>	120,680	82,909	498,528	<b>702,117</b>	<b>15,423,223</b>
	0%	1%	1%	<b>1%</b>	1%	1%	7%	<b>9%</b>	45%	39%	1%	<b>85%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2021</b>	-	129,642	134,157	<b>263,799</b>	78,169	-	-	<b>78,169</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	<b>341,968</b>
	0%	38%	39%	<b>77%</b>	23%	0%	0%	<b>23%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>



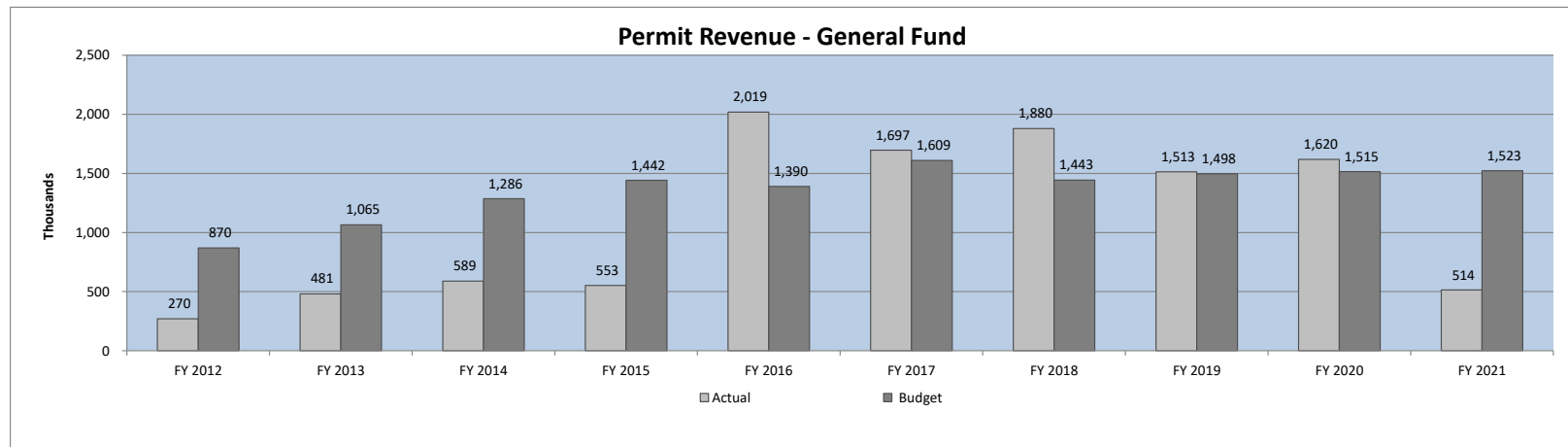
**Business License Revenue - General Fund**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	49,981 1%	77,084 1%	36,720 1%	<b>163,785</b> <b>2%</b>	14,200 0%	139,677 2%	24,945 0%	<b>178,822</b> <b>3%</b>	291,257 4%	264,084 4%	591,324 8%	<b>1,146,665</b> <b>16%</b>	305,333 4%	1,636,696 23%	3,713,025 52%	<b>5,655,054</b> <b>79%</b>	<b>7,144,326</b> <b>100%</b>
<b>2013</b>	78,288 1%	29,361 0%	138,716 2%	<b>246,365</b> <b>3%</b>	41,936 1%	21,699 0%	26,048 0%	<b>89,683</b> <b>1%</b>	392,392 5%	324,658 4%	622,533 8%	<b>1,339,583</b> <b>17%</b>	563,869 7%	1,713,174 22%	3,821,464 49%	<b>6,098,507</b> <b>78%</b>	<b>7,774,138</b> <b>100%</b>
<b>2014</b>	24,453 0%	29,154 0%	31,656 0%	<b>85,263</b> <b>1%</b>	34,931 0%	34,452 0%	30,588 0%	<b>99,971</b> <b>1%</b>	337,677 4%	434,118 6%	709,908 9%	<b>1,481,703</b> <b>19%</b>	477,588 6%	1,404,224 18%	4,247,160 54%	<b>6,128,972</b> <b>79%</b>	<b>7,795,909</b> <b>100%</b>
<b>2015</b>	79,439 1%	46,277 1%	37,406 0%	<b>163,122</b> <b>2%</b>	54,303 1%	29,975 0%	51,227 1%	<b>135,505</b> <b>2%</b>	357,876 4%	519,711 6%	919,577 11%	<b>1,797,164</b> <b>22%</b>	560,605 7%	1,467,154 18%	4,210,929 51%	<b>6,238,688</b> <b>75%</b>	<b>8,334,479</b> <b>100%</b>
<b>2016</b>	27,568 0%	80,864 1%	36,572 0%	<b>145,004</b> <b>2%</b>	29,088 0%	27,176 0%	38,215 0%	<b>94,479</b> <b>1%</b>	548,654 7%	602,120 7%	624,890 8%	<b>1,775,664</b> <b>22%</b>	687,639 8%	1,448,058 18%	4,073,467 50%	<b>6,209,164</b> <b>75%</b>	<b>8,224,311</b> <b>100%</b>
<b>2017</b>	64,509 1%	86,648 1%	59,972 1%	<b>211,129</b> <b>3%</b>	86,132 1%	28,244 0%	29,660 0%	<b>144,036</b> <b>2%</b>	520,807 6%	583,336 7%	663,953 8%	<b>1,768,096</b> <b>21%</b>	650,430 8%	1,419,353 17%	4,150,907 50%	<b>6,220,690</b> <b>75%</b>	<b>8,343,951</b> <b>100%</b>
<b>2018</b>	67,290 1%	30,256 0%	20,838 0%	<b>118,384</b> <b>1%</b>	28,558 0%	18,345 0%	30,319 0%	<b>77,222</b> <b>1%</b>	651,902 6%	620,383 6%	876,833 9%	<b>2,149,118</b> <b>21%</b>	820,658 8%	1,802,887 18%	5,314,075 52%	<b>7,937,620</b> <b>77%</b>	<b>10,282,344</b> <b>100%</b>
<b>2019</b>	120,174 1%	97,474 1%	21,523 0%	<b>239,171</b> <b>2%</b>	18,774 0%	32,052 0%	35,040 0%	<b>85,866</b> <b>1%</b>	462,293 5%	709,984 7%	1,049,815 11%	<b>2,222,092</b> <b>23%</b>	1,940,418 20%	884,638 9%	4,289,447 44%	<b>7,114,503</b> <b>74%</b>	<b>9,661,632</b> <b>100%</b>
<b>2020</b>	66,795 1%	70,285 1%	28,064 0%	<b>165,144</b> <b>2%</b>	22,083 0%	18,401 0%	56,975 1%	<b>97,459</b> <b>1%</b>	677,419 8%	756,256 9%	806,783 9%	<b>2,240,458</b> <b>26%</b>	690,681 8%	841,272 10%	4,653,455 54%	<b>6,185,408</b> <b>71%</b>	<b>8,688,469</b> <b>100%</b>
<b>2021</b>	24,115 2%	328,495 21%	1,155,774 75%	<b>1,508,384</b> <b>98%</b>	28,558 2%	0 0%	0 0%	<b>28,558</b> <b>2%</b>	0 0%	0 0%	0 0%	- <b>0%</b>	0 0%	0 0%	0 0%	- <b>0%</b>	<b>1,536,942</b> <b>100%</b>



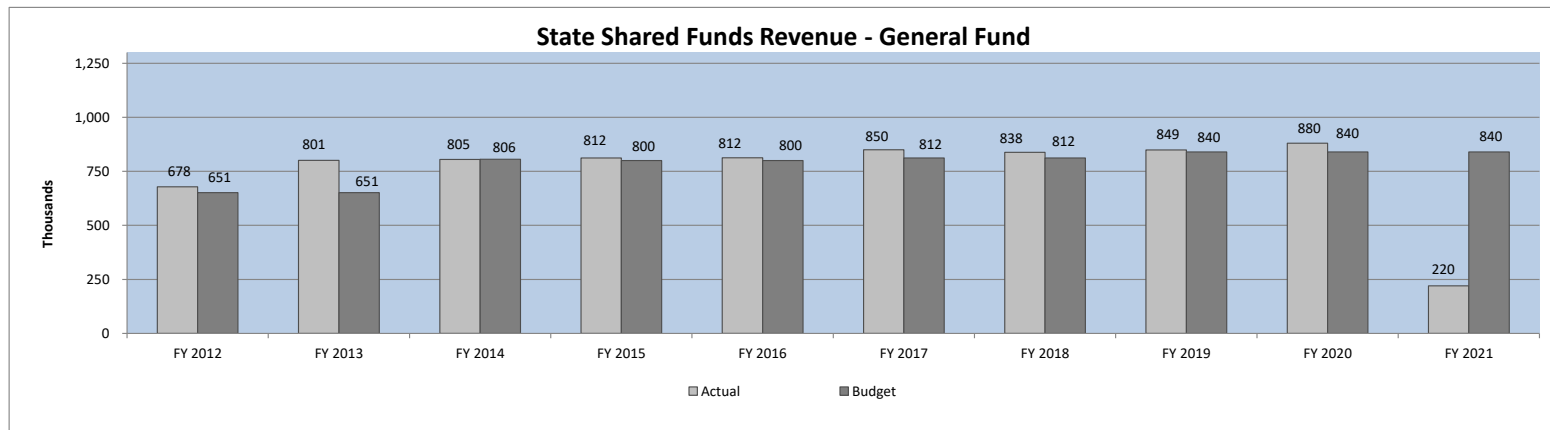
**Permit Revenue - General Fund**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	71,670 8%	90,029 10%	87,044 9%	<b>248,743</b> <b>26%</b>	80,248 8%	88,254 9%	79,794 8%	<b>248,296</b> <b>26%</b>	68,949 7%	71,770 8%	91,818 10%	<b>232,537</b> <b>25%</b>	59,871 6%	75,966 8%	81,426 9%	<b>217,263</b> <b>23%</b>	<b>946,839</b> <b>100%</b>
<b>2013</b>	53,762 4%	61,982 5%	80,835 6%	<b>196,579</b> <b>14%</b>	93,771 7%	190,034 14%	154,528 11%	<b>438,333</b> <b>32%</b>	100,033 7%	79,519 6%	105,922 8%	<b>285,474</b> <b>21%</b>	160,723 12%	139,171 10%	147,885 11%	<b>447,779</b> <b>33%</b>	<b>1,368,165</b> <b>100%</b>
<b>2014</b>	89,686 7%	99,858 7%	94,556 7%	<b>284,100</b> <b>21%</b>	108,540 8%	86,657 6%	126,785 9%	<b>321,982</b> <b>23%</b>	118,811 9%	120,791 9%	166,600 12%	<b>406,202</b> <b>30%</b>	95,269 7%	173,872 13%	89,899 7%	<b>359,040</b> <b>26%</b>	<b>1,371,324</b> <b>100%</b>
<b>2015</b>	64,487 5%	98,823 7%	162,089 12%	<b>325,399</b> <b>24%</b>	139,853 10%	79,470 6%	125,358 9%	<b>344,681</b> <b>25%</b>	130,328 10%	97,689 7%	112,305 8%	<b>340,322</b> <b>25%</b>	105,162 8%	100,893 7%	149,288 11%	<b>355,343</b> <b>26%</b>	<b>1,365,745</b> <b>100%</b>
<b>2016</b>	100,767 5%	319,063 16%	101,951 5%	<b>521,781</b> <b>26%</b>	113,000 6%	243,173 12%	96,279 5%	<b>452,452</b> <b>22%</b>	123,260 6%	129,013 6%	304,442 15%	<b>556,715</b> <b>28%</b>	112,799 6%	106,680 5%	268,241 13%	<b>487,720</b> <b>24%</b>	<b>2,018,668</b> <b>100%</b>
<b>2017</b>	84,579 5%	151,705 9%	108,292 6%	<b>344,576</b> <b>20%</b>	105,919 6%	203,734 12%	184,066 11%	<b>493,719</b> <b>29%</b>	160,748 9%	160,575 9%	139,856 8%	<b>461,179</b> <b>27%</b>	141,799 8%	110,359 7%	145,807 9%	<b>397,965</b> <b>23%</b>	<b>1,697,439</b> <b>100%</b>
<b>2018</b>	114,217 6%	150,687 8%	75,196 4%	<b>340,100</b> <b>18%</b>	316,243 17%	185,048 10%	208,245 11%	<b>709,536</b> <b>38%</b>	161,773 9%	147,768 8%	124,883 7%	<b>434,424</b> <b>23%</b>	133,612 7%	125,350 7%	137,208 7%	<b>396,170</b> <b>21%</b>	<b>1,880,230</b> <b>100%</b>
<b>2019</b>	96,100 6%	155,990 10%	157,720 10%	<b>409,810</b> <b>27%</b>	159,615 11%	123,830 8%	97,878 6%	<b>381,323</b> <b>25%</b>	137,075 9%	130,264 9%	164,498 11%	<b>431,837</b> <b>29%</b>	105,075 7%	93,622 6%	91,486 6%	<b>290,183</b> <b>19%</b>	<b>1,513,153</b> <b>100%</b>
<b>2020</b>	93,827 6%	106,015 7%	110,305 7%	<b>310,147</b> <b>19%</b>	165,951 10%	114,083 7%	296,031 18%	<b>576,065</b> <b>36%</b>	151,832 9%	136,774 8%	134,678 8%	<b>423,284</b> <b>26%</b>	98,245 6%	72,272 4%	139,626 9%	<b>310,143</b> <b>19%</b>	<b>1,619,639</b> <b>100%</b>
<b>2021</b>	128,998 25%	124,954 24%	103,872 20%	<b>357,824</b> <b>70%</b>	155,687 30%	0% 0%	0% 0%	<b>155,687</b> <b>30%</b>	0% 0%	0% 0%	0% 0%	- <b>0%</b>	0% 0%	0% 0%	0% 0%	- <b>0%</b>	<b>513,511</b> <b>100%</b>



**State Shared Revenue - General Fund**  
**Revenues by Month/Fiscal Year**

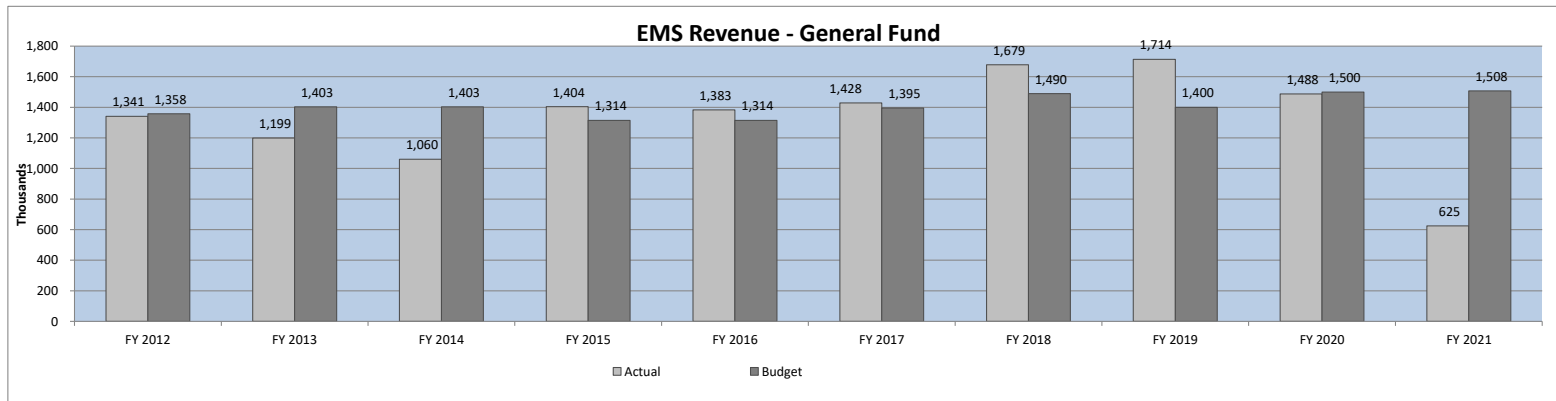
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	-	-	-	168,419	-	-	<b>168,419</b>	168,420	-	-	<b>168,420</b>	168,419	-	173,112	<b>341,531</b>	<b>678,370</b>
	0%	0%	0%	<b>0%</b>	25%	0%	0%	<b>25%</b>	25%	0%	0%	<b>25%</b>	25%	0%	26%	<b>50%</b>	<b>100%</b>
<b>2013</b>	-	-	-	-	284,858	-	-	<b>284,858</b>	171,862	-	-	<b>171,862</b>	171,850	-	172,089	<b>343,939</b>	<b>800,659</b>
	0%	0%	0%	<b>0%</b>	36%	0%	0%	<b>36%</b>	21%	0%	0%	<b>21%</b>	21%	0%	21%	<b>43%</b>	<b>100%</b>
<b>2014</b>	-	-	-	-	171,850	-	-	<b>171,850</b>	284,773	-	-	<b>284,773</b>	171,849	-	176,555	<b>348,404</b>	<b>805,027</b>
	0%	0%	0%	<b>0%</b>	21%	0%	0%	<b>21%</b>	35%	0%	0%	<b>35%</b>	21%	0%	22%	<b>43%</b>	<b>100%</b>
<b>2015</b>	-	-	-	-	270,657	-	-	<b>270,657</b>	176,555	-	-	<b>176,555</b>	176,555	-	188,318	<b>364,873</b>	<b>812,085</b>
	0%	0%	0%	<b>0%</b>	33%	0%	0%	<b>33%</b>	22%	0%	0%	<b>22%</b>	22%	0%	23%	<b>45%</b>	<b>100%</b>
<b>2016</b>	-	-	-	-	235,369	-	-	<b>235,369</b>	188,318	-	-	<b>188,318</b>	188,317	-	200,318	<b>388,635</b>	<b>812,322</b>
	0%	0%	0%	<b>0%</b>	29%	0%	0%	<b>29%</b>	23%	0%	0%	<b>23%</b>	23%	0%	25%	<b>48%</b>	<b>100%</b>
<b>2017</b>	-	-	-	-	239,980	-	-	<b>239,980</b>	200,080	-	-	<b>200,080</b>	200,081	274	209,491	<b>409,846</b>	<b>849,906</b>
	0%	0%	0%	<b>0%</b>	28%	0%	0%	<b>28%</b>	24%	0%	0%	<b>24%</b>	24%	0%	25%	<b>48%</b>	<b>100%</b>
<b>2018</b>	-	-	-	-	209,491	-	-	<b>209,491</b>	209,490	-	-	<b>209,490</b>	209,491	361	209,490	<b>419,342</b>	<b>838,323</b>
	0%	0%	0%	<b>0%</b>	25%	0%	0%	<b>25%</b>	25%	0%	0%	<b>25%</b>	25%	0%	25%	<b>50%</b>	<b>100%</b>
<b>2019</b>	-	-	-	-	209,491	-	-	<b>209,491</b>	209,436	-	-	<b>209,436</b>	209,437	-	220,378	<b>429,815</b>	<b>848,742</b>
	0%	0%	0%	<b>0%</b>	25%	0%	0%	<b>25%</b>	25%	0%	0%	<b>25%</b>	25%	0%	26%	<b>51%</b>	<b>100%</b>
<b>2020</b>	-	-	-	-	219,899	-	-	<b>219,899</b>	219,900	-	-	<b>219,900</b>	219,899	-	220,161	<b>440,060</b>	<b>879,859</b>
	0%	0%	0%	<b>0%</b>	25%	0%	0%	<b>25%</b>	25%	0%	0%	<b>25%</b>	25%	0%	25%	<b>50%</b>	<b>100%</b>
<b>2021</b>	-	-	-	-	219,899	-	-	<b>219,899</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	<b>219,899</b>
	0%	0%	0%	<b>0%</b>	100%	0%	0%	<b>100%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>





EMS Revenue - General Fund  
Revenues by Month/Fiscal Year

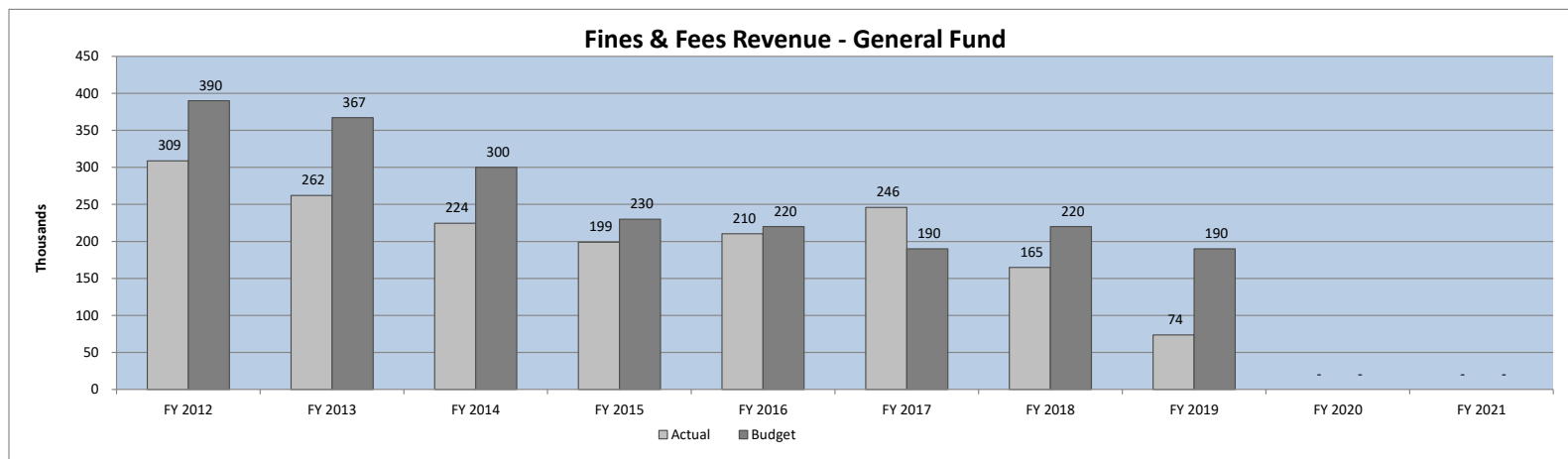
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	139,667 10%	112,393 8%	152,366 11%	404,426 30%	115,675 9%	92,479 7%	67,460 5%	275,614 21%	126,932 9%	118,145 9%	57,136 4%	302,213 23%	147,555 11%	129,493 10%	81,486 6%	358,534 27%	1,340,787 100%
2013	106,231 9%	151,772 13%	126,620 11%	384,623 32%	130,091 11%	118,591 10%	(9,389) -1%	239,293 20%	67,034 6%	186,703 16%	173,705 14%	427,442 36%	131,131 11%	138,721 12%	(122,342) -10%	147,510 12%	1,198,868 100%
2014	131,108 12%	154,512 15%	212,357 20%	497,977 47%	101,666 10%	102,896 10%	117,678 11%	322,240 30%	102,756 10%	116,511 11%	129,441 12%	348,708 33%	138,482 13%	110,654 10%	(358,143) -34%	(109,007) -10%	1,059,918 100%
2015	139,480 10%	111,016 8%	153,870 11%	404,366 29%	103,719 7%	105,108 7%	140,616 10%	349,443 25%	140,547 10%	123,631 9%	143,645 10%	407,823 29%	147,740 11%	111,812 8%	(17,402) -1%	242,150 17%	1,403,782 100%
2016	145,913 11%	131,219 9%	149,176 11%	426,308 31%	139,828 10%	87,393 6%	148,402 11%	375,623 27%	112,393 8%	131,696 10%	172,762 12%	416,851 30%	69,518 5%	232,641 17%	(137,445) -10%	164,714 12%	1,383,496 100%
2017	233,539 16%	147,126 10%	154,104 11%	534,769 37%	27,675 2%	204,987 14%	131,154 9%	363,816 25%	124,606 9%	190,909 13%	(45,560) -3%	269,955 19%	(11,399) -1%	216,007 15%	55,243 4%	259,851 18%	1,428,391 100%
2018	227,954 14%	169,694 10%	44,667 3%	442,315 26%	127,532 8%	99,611 6%	140,296 8%	367,439 22%	104,158 6%	168,123 10%	127,172 8%	399,453 24%	135,701 8%	191,899 11%	141,759 8%	469,359 28%	1,678,566 100%
2019	156,264 9%	141,829 8%	113,277 7%	411,370 24%	118,673 7%	109,743 6%	110,944 6%	339,360 20%	121,778 7%	146,152 9%	177,402 10%	445,332 26%	114,590 7%	236,870 14%	166,499 10%	517,959 30%	1,714,021 100%
2020	99,463 7%	245,680 17%	73,682 5%	418,825 28%	176,650 12%	22,233 1%	151,460 10%	350,343 24%	176,688 12%	134,383 9%	164,251 11%	475,322 32%	52,089 4%	83,672 6%	107,572 7%	243,333 16%	1,487,823 100%
2021	191,893 31%	131,658 21%	193,145 31%	516,696 83%	107,825 17%	0 0%	0 0%	107,825 17%	0 0%	0 0%	0 0%	- 0%	0 0%	0 0%	0 0%	- 0%	624,521 100%



The decreases in various months reflect the impact of the entry of allowances for doubtful accounts receivable.

**Fines & Fees Revenue - General Fund**  
**Revenues by Month/Fiscal Year**

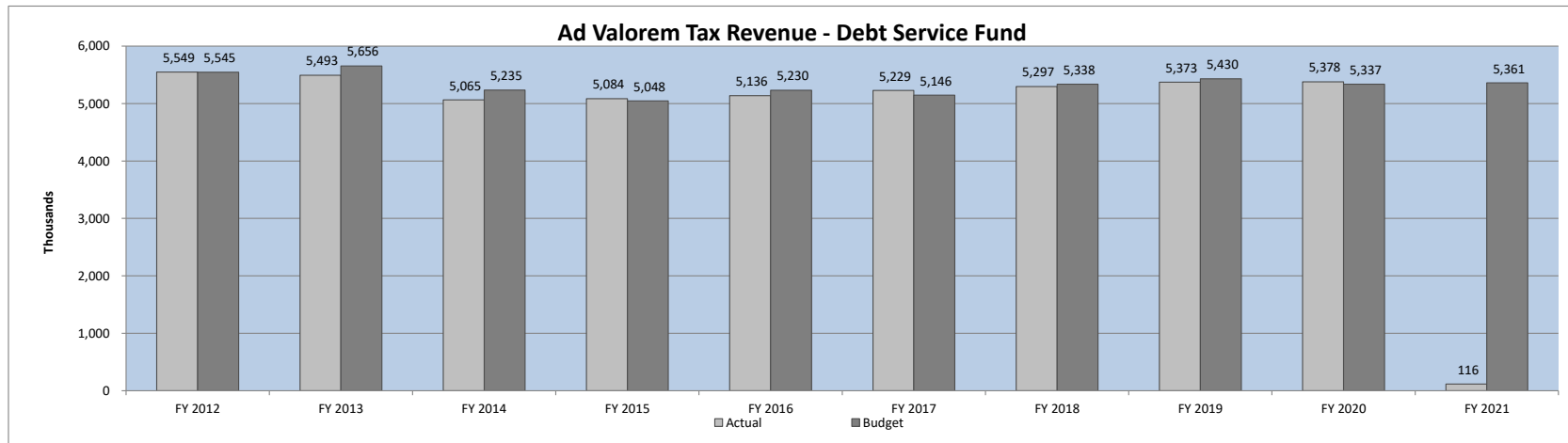
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	26,127 8%	21,110 7%	26,871 9%	<b>74,108</b> <b>24%</b>	23,055 7%	22,082 7%	33,296 11%	<b>78,433</b> <b>25%</b>	20,900 7%	29,050 9%	32,463 11%	<b>82,413</b> <b>27%</b>	25,408 8%	24,821 8%	23,525 8%	<b>73,754</b> <b>24%</b>	<b>308,708</b> <b>100%</b>
<b>2013</b>	25,225 10%	24,053 9%	25,239 10%	<b>74,517</b> <b>28%</b>	19,393 7%	19,883 8%	19,780 8%	<b>59,056</b> <b>23%</b>	19,020 7%	19,730 8%	18,492 7%	<b>57,242</b> <b>22%</b>	26,122 10%	19,470 7%	25,615 10%	<b>71,207</b> <b>27%</b>	<b>262,022</b> <b>100%</b>
<b>2014</b>	24,380 11%	19,279 9%	20,202 9%	<b>63,861</b> <b>28%</b>	21,124 9%	12,485 6%	12,491 6%	<b>46,100</b> <b>21%</b>	19,130 9%	11,526 5%	22,510 10%	<b>53,166</b> <b>24%</b>	22,167 10%	16,194 7%	22,959 10%	<b>61,320</b> <b>27%</b>	<b>224,447</b> <b>100%</b>
<b>2015</b>	22,775 11%	20,648 10%	19,129 10%	<b>62,552</b> <b>31%</b>	23,113 12%	8,384 4%	13,102 7%	<b>44,599</b> <b>22%</b>	15,627 8%	11,952 6%	20,059 10%	<b>47,638</b> <b>24%</b>	15,074 8%	16,732 8%	12,353 6%	<b>44,159</b> <b>22%</b>	<b>198,948</b> <b>100%</b>
<b>2016</b>	33,048 16%	12,328 6%	20,823 10%	<b>66,199</b> <b>31%</b>	10,496 5%	8,970 4%	16,720 8%	<b>36,186</b> <b>17%</b>	12,797 6%	19,495 9%	15,217 7%	<b>47,509</b> <b>23%</b>	18,856 9%	21,097 10%	20,396 10%	<b>60,349</b> <b>29%</b>	<b>210,243</b> <b>100%</b>
<b>2017</b>	24,176 10%	19,646 8%	19,884 8%	<b>63,706</b> <b>26%</b>	9,382 4%	28,133 11%	16,057 7%	<b>53,572</b> <b>22%</b>	22,322 9%	20,542 8%	23,081 9%	<b>65,945</b> <b>27%</b>	24,121 10%	17,686 7%	20,796 8%	<b>62,603</b> <b>25%</b>	<b>245,826</b> <b>100%</b>
<b>2018</b>	17,399 11%	24,300 15%	12,084 7%	<b>53,783</b> <b>33%</b>	19,328 12%	11,301 7%	7,101 4%	<b>37,730</b> <b>23%</b>	9,275 6%	10,654 6%	13,185 8%	<b>33,114</b> <b>20%</b>	10,002 6%	17,440 11%	12,780 8%	<b>40,222</b> <b>24%</b>	<b>164,849</b> <b>100%</b>
<b>2019</b>	17,479 24%	13,410 18%	5,153 7%	<b>36,042</b> <b>49%</b>	9,652 13%	10,750 15%	12,346 17%	<b>32,748</b> <b>44%</b>	3,417 5%	- 0%	- 0%	<b>3,417</b> <b>5%</b>	1,458 2%	- 0%	- 0%	<b>1,458</b> <b>2%</b>	<b>73,665</b> <b>100%</b>
<b>2020</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	<b>-</b> <b>0%</b>
<b>2021</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	- 0%	- 0%	- 0%	<b>-</b> <b>0%</b>	<b>-</b> <b>0%</b>



# **Revenue Analysis Debt Service Fund**

**Ad Valorem Tax Revenue - Debt Service Fund**  
**Revenues by Month/Fiscal Year**

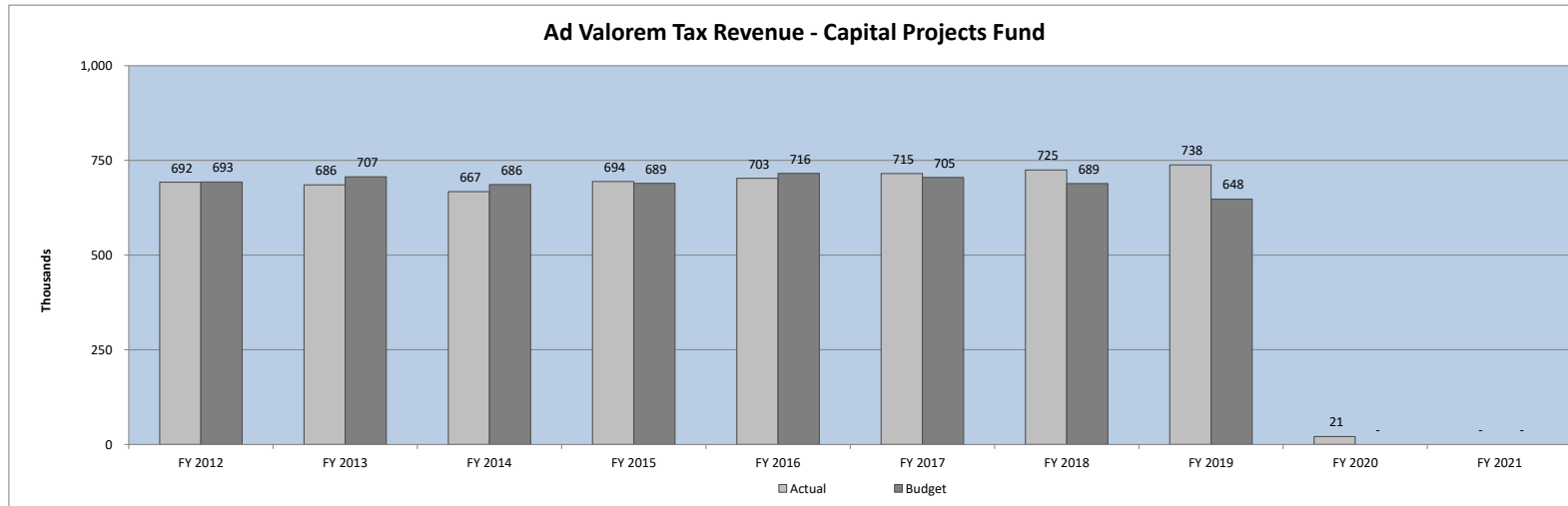
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	12,613	18,462	<b>31,075</b>	901	95,634	1,124,306	<b>1,220,841</b>	3,894,155	76,875	49,170	<b>4,020,200</b>	14,113	119,383	143,029	<b>276,525</b>	<b>5,548,641</b>
	0%	0%	0%	<b>1%</b>	0%	2%	20%	<b>22%</b>	70%	1%	1%	<b>72%</b>	0%	2%	3%	<b>5%</b>	<b>100%</b>
<b>2013</b>	-	12,753	60,683	<b>73,436</b>	901	125,422	1,133,694	<b>1,260,017</b>	3,687,079	76,280	79,467	<b>3,842,826</b>	86,850	94,022	136,001	<b>316,873</b>	<b>5,493,152</b>
	0%	0%	1%	<b>1%</b>	0%	2%	21%	<b>23%</b>	67%	1%	1%	<b>70%</b>	2%	2%	2%	<b>6%</b>	<b>100%</b>
<b>2014</b>	19,946	23,588	28,897	<b>72,431</b>	857	124,303	1,119,117	<b>1,244,277</b>	3,252,452	181,448	51,206	<b>3,485,106</b>	72,776	43,465	146,920	<b>263,161</b>	<b>5,064,975</b>
	0%	0%	1%	<b>1%</b>	0%	2%	22%	<b>25%</b>	64%	4%	1%	<b>69%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2015</b>	16,925	17,910	32,824	<b>67,659</b>	854	27,777	791,943	<b>820,574</b>	3,492,584	342,628	173,279	<b>4,008,491</b>	37,611	27,770	122,088	<b>187,469</b>	<b>5,084,193</b>
	0%	0%	1%	<b>1%</b>	0%	1%	16%	<b>16%</b>	69%	7%	3%	<b>79%</b>	1%	1%	2%	<b>4%</b>	<b>100%</b>
<b>2016</b>	23,184	24,069	18,521	<b>65,774</b>	100,211	439,482	-	<b>539,693</b>	2,071,548	2,102,279	114,927	<b>4,288,754</b>	26,318	120,558	95,146	<b>242,022</b>	<b>5,136,243</b>
	0%	0%	0%	<b>1%</b>	2%	9%	0%	<b>11%</b>	40%	41%	2%	<b>83%</b>	1%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2017</b>	-	18,223	61,654	<b>79,877</b>	34,796	505,466	50	<b>540,312</b>	2,146,469	2,132,522	(3,095)	<b>4,275,896</b>	102,195	93,676	137,265	<b>333,136</b>	<b>5,229,221</b>
	0%	0%	1%	<b>2%</b>	1%	10%	0%	<b>10%</b>	41%	41%	0%	<b>82%</b>	2%	2%	3%	<b>6%</b>	<b>100%</b>
<b>2018</b>	-	20,452	51,639	<b>72,091</b>	29,164	89,883	543,277	<b>662,324</b>	2,343,251	1,719,187	222,579	<b>4,285,017</b>	62,503	112,442	102,646	<b>277,591</b>	<b>5,297,023</b>
	0%	0%	1%	<b>1%</b>	1%	2%	10%	<b>13%</b>	44%	32%	4%	<b>81%</b>	1%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2019</b>	-	33,492	55,085	<b>88,577</b>	36,489	105,100	392,042	<b>533,631</b>	2,341,624	2,060,751	87,825	<b>4,490,200</b>	61,438	34,117	164,872	<b>260,427</b>	<b>5,372,835</b>
	0%	1%	1%	<b>2%</b>	1%	2%	7%	<b>10%</b>	44%	38%	2%	<b>84%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2020</b>	-	29,560	42,774	<b>72,334</b>	28,150	78,443	375,383	<b>481,976</b>	2,400,869	2,109,911	71,418	<b>4,582,198</b>	41,316	28,894	171,754	<b>241,964</b>	<b>5,378,472</b>
	0%	1%	1%	<b>1%</b>	1%	1%	7%	<b>9%</b>	45%	39%	1%	<b>85%</b>	1%	1%	3%	<b>4%</b>	<b>100%</b>
<b>2021</b>	-	45,182	43,146	<b>88,328</b>	27,237			<b>27,237</b>				<b>-</b>				<b>-</b>	<b>115,565</b>
	0%	39%	37%	<b>76%</b>	24%	0%	0%	<b>24%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>



# **Revenue Analysis Capital Projects Fund**

**Ad Valorem Tax Revenue - Capital Projects Fund**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	1,574	2,304	<b>3,878</b>	112	11,935	140,304	<b>152,351</b>	485,952	9,593	6,136	<b>501,681</b>	1,761	14,898	17,849	<b>34,508</b>	<b>692,418</b>
	0%	0%	0%	<b>1%</b>	0%	2%	20%	<b>22%</b>	70%	1%	1%	<b>72%</b>	0%	2%	3%	<b>5%</b>	<b>100%</b>
<b>2013</b>	-	1,591	7,573	<b>9,164</b>	112	15,652	141,476	<b>157,240</b>	460,118	9,519	9,917	<b>479,554</b>	10,838	11,734	16,971	<b>39,543</b>	<b>685,501</b>
	0%	0%	1%	<b>1%</b>	0%	2%	21%	<b>23%</b>	67%	1%	1%	<b>70%</b>	2%	2%	2%	<b>6%</b>	<b>100%</b>
<b>2014</b>	2,594	3,071	3,682	<b>9,347</b>	113	16,135	147,373	<b>163,621</b>	429,065	23,937	6,755	<b>459,757</b>	9,594	5,710	19,341	<b>34,645</b>	<b>667,370</b>
	0%	0%	1%	<b>1%</b>	0%	2%	22%	<b>25%</b>	64%	4%	1%	<b>69%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2015</b>	2,233	2,362	4,323	<b>8,918</b>	112	3,660	107,853	<b>111,625</b>	477,836	46,877	23,649	<b>548,362</b>	5,067	3,786	16,480	<b>25,333</b>	<b>694,238</b>
	0%	0%	1%	<b>1%</b>	0%	1%	16%	<b>16%</b>	69%	7%	3%	<b>79%</b>	1%	1%	2%	<b>4%</b>	<b>100%</b>
<b>2016</b>	3,172	3,295	2,539	<b>9,006</b>	13,677	60,120	-	<b>73,797</b>	283,404	287,608	15,723	<b>586,735</b>	3,601	16,493	13,017	<b>33,111</b>	<b>702,649</b>
	0%	0%	0%	<b>1%</b>	2%	9%	0%	<b>11%</b>	40%	41%	2%	<b>84%</b>	1%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2017</b>	-	2,493	8,435	<b>10,928</b>	4,760	69,152	7	<b>73,919</b>	293,653	291,746	(423)	<b>584,976</b>	13,981	12,815	18,779	<b>45,575</b>	<b>715,398</b>
	0%	0%	1%	<b>2%</b>	1%	10%	0%	<b>10%</b>	41%	41%	0%	<b>82%</b>	2%	2%	3%	<b>6%</b>	<b>100%</b>
<b>2018</b>	-	2,798	7,065	<b>9,863</b>	3,996	12,297	74,325	<b>90,618</b>	320,575	235,198	30,451	<b>586,224</b>	8,550	15,383	14,043	<b>37,976</b>	<b>724,681</b>
	0%	0%	1%	<b>1%</b>	1%	2%	10%	<b>13%</b>	44%	32%	4%	<b>81%</b>	1%	2%	2%	<b>5%</b>	<b>100%</b>
<b>2019</b>	-	4,582	7,536	<b>12,118</b>	4,992	14,423	53,839	<b>73,254</b>	321,620	283,051	12,062	<b>616,733</b>	8,439	4,685	22,645	<b>35,769</b>	<b>737,874</b>
	0%	1%	1%	<b>2%</b>	1%	2%	7%	<b>10%</b>	44%	38%	2%	<b>84%</b>	1%	1%	3%	<b>5%</b>	<b>100%</b>
<b>2020</b>	-	4,060	5,875	<b>9,935</b>	3,866	3,629	1,788	<b>9,283</b>	1,900	-	-	<b>1,900</b>	-	-	-	<b>-</b>	<b>21,118</b>
	0%	19%	28%	<b>47%</b>	18%	17%	8%	<b>44%</b>	9%	0%	0%	<b>9%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>
<b>2021</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	<b>-</b>
	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>0%</b>

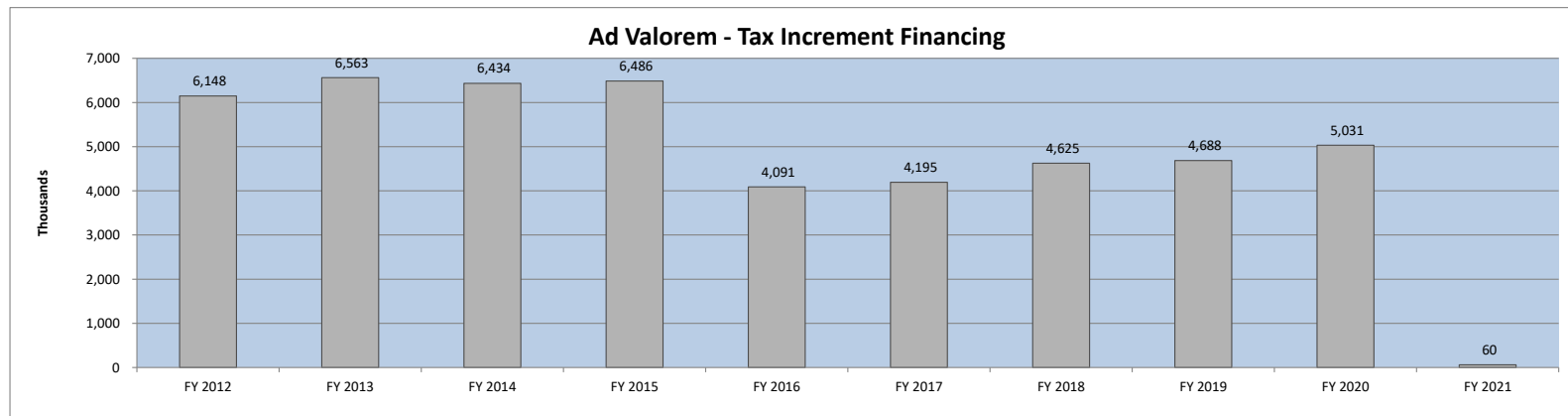


# **Revenue Analysis**

## **Other Governmental Funds**

**Ad Valorem Tax Revenue - Tax Increment Fund  
Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	134,930	134,930	-	30,657	656,024	686,681	5,094,739	67,339	(241,460)	4,920,618	86,114	-	320,147	406,261	6,148,490
	0%	0%	2%	2%	0%	0%	11%	11%	83%	1%	-4%	80%	1%	0%	5%	7%	100%
2013	-	-	106,817	106,817	-	41,044	737,098	778,142	5,190,634	85,238	108,444	5,384,316	29,698	22,378	241,224	293,300	6,562,575
	0%	0%	2%	2%	0%	1%	11%	12%	79%	1%	2%	82%	0%	0%	4%	4%	100%
2014	-	-	23,471	23,471	-	97,683	744,461	842,144	4,902,187	225,060	68,112	5,195,359	155,990	40,546	176,058	372,594	6,433,568
	0%	0%	0%	0%	0%	2%	12%	13%	76%	3%	1%	81%	2%	1%	3%	6%	100%
2015	-	-	82,120	82,120	-	57,382	212,603	269,985	5,916,904	70,080	163,782	6,150,766	17,136	40,483	(74,419)	(16,800)	6,486,071
	0%	0%	1%	1%	0%	1%	3%	4%	91%	1%	3%	95%	0%	1%	-1%	0%	100%
2016	(16,652)	32,383	63,421	79,152	91,900	65,118	3,021,513	3,178,531	-	659,675	107,960	767,635	25,748	25,177	14,537	65,462	4,090,780
	0%	1%	2%	2%	2%	2%	74%	78%	0%	16%	3%	19%	1%	1%	0%	2%	100%
2017	-	12,189	61,692	73,881	14,923	22,123	1,438,199	1,475,245	364,166	2,056,156	104,090	2,524,412	26,756	17,532	77,004	121,292	4,194,830
	0%	0%	1%	2%	0%	1%	34%	35%	9%	49%	2%	60%	1%	0%	2%	3%	100%
2018	-	-	25,885	25,885	17,717	1,711	104,569	123,997	2,256,112	1,996,725	52,531	4,305,368	94,637	24,721	50,292	169,650	4,624,900
	0%	0%	1%	1%	0%	0%	2%	3%	49%	43%	1%	93%	2%	1%	1%	4%	100%
2019	-	24,609	21,167	45,776	24,487	5,556	(40,767)	(10,724)	2,462,557	2,091,799	15,032	4,569,388	40,757	22,402	19,976	83,135	4,687,575
	0%	1%	0%	1%	1%	0%	-1%	0%	53%	45%	0%	97%	1%	0%	0%	2%	100%
2020	-	15,653	39,962	55,615	4,762	8,438	(10,445)	2,755	2,121,234	2,596,354	96,912	4,814,500	101,299	7,320	49,822	158,441	5,031,311
	0%	0%	1%	1%	0%	0%	0%	0%	42%	52%	2%	96%	2%	0%	1%	3%	100%
2021	-	32,444	14,386	46,830	13,077			13,077				-				-	59,907
	0%	54%	24%	78%	22%	0%	0%	22%	0%	0%	0%	0%	0%	0%	0%	0%	100%

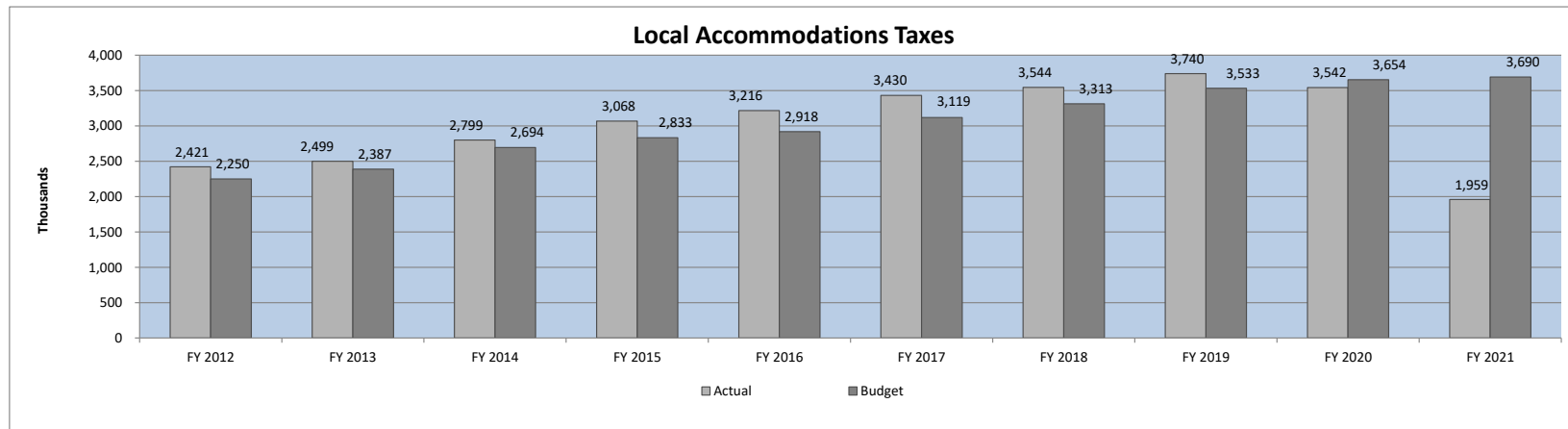


The original TIF went through tax year 2014/fiscal year 2015 and included the school district participating at 75% for both operating and debt millage. The TIF has been extended for 10 years; however, the school district changed its participation to exclude operating millage. Therefore, TIF revenues will be less in fiscal years 2016 and forward. TIF revenues by design are expected to grow via redevelopment; \$50 million is the capped addition for the 10 years. Revenues for the early years of the 10 year extension are expected to be in the \$4 millions, but will need to exceed \$5 million in the latter years to average \$5 million/year or \$50 million in total.



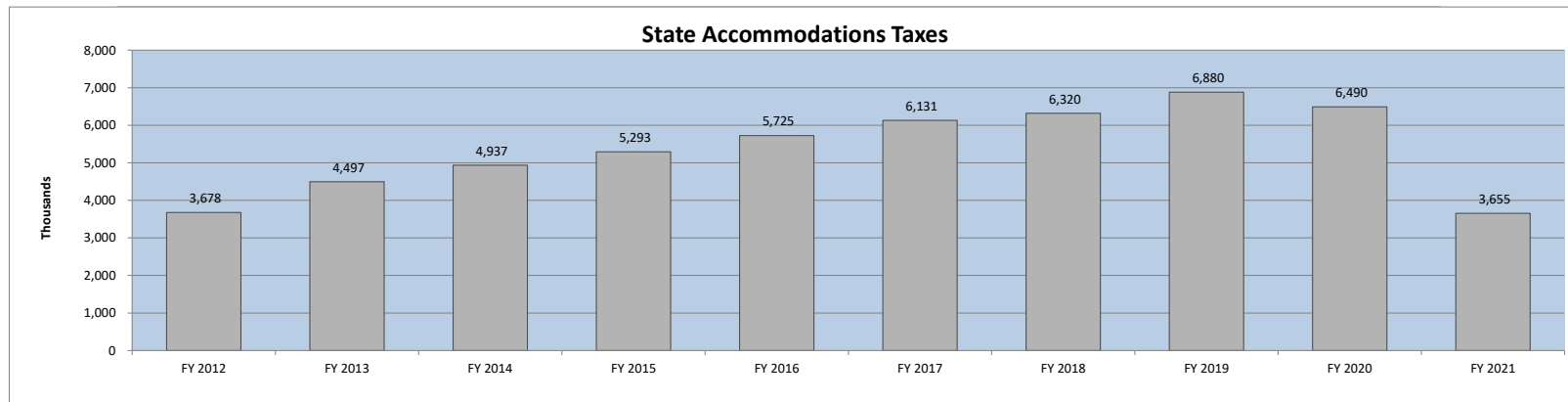
Local ATAX Revenue  
Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	74,028	74,028	916,910	31,421	15,270	963,601	195,051	17,880	16,566	229,497	219,758	44,376	889,438	1,153,572	2,420,698
	0%	0%	3%	3%	38%	1%	1%	40%	8%	1%	1%	9%	9%	2%	37%	48%	100%
2013	(90)	66,048	26,046	92,004	968,704	41,267	21,440	1,031,411	181,869	17,634	18,328	217,831	237,082	55,152	865,587	1,157,821	2,499,067
	0%	3%	1%	4%	39%	2%	1%	41%	7%	1%	1%	9%	9%	2%	35%	46%	100%
2014	(161)	57,191	49,253	106,283	1,038,038	43,637	21,317	1,102,992	222,282	17,380	30,005	269,667	253,315	38,769	1,027,757	1,319,841	2,798,783
	0%	2%	2%	4%	37%	2%	1%	39%	8%	1%	1%	10%	9%	1%	37%	47%	100%
2015	(614)	66,510	88,566	154,462	1,159,004	45,603	18,112	1,222,719	261,750	14,873	14,870	291,493	271,055	50,135	1,078,475	1,399,665	3,068,339
	0%	2%	3%	5%	38%	1%	1%	40%	9%	0%	0%	10%	9%	2%	35%	46%	100%
2016	(815)	67,305	56,154	122,644	1,229,155	57,316	23,698	1,310,169	270,942	14,323	26,827	312,092	321,509	60,802	1,088,634	1,470,945	3,215,850
	0%	2%	2%	4%	38%	2%	1%	41%	8%	0%	1%	10%	10%	2%	34%	46%	100%
2017	(2)	104,685	75,399	180,082	1,037,898	266,822	22,416	1,327,136	247,350	24,056	28,495	299,901	343,957	64,311	1,214,992	1,623,260	3,430,379
	0%	3%	2%	5%	30%	8%	1%	39%	7%	1%	1%	9%	10%	2%	35%	47%	100%
2018	121	81,067	50,523	131,711	1,274,638	60,517	23,190	1,358,345	329,491	17,387	22,406	369,284	373,769	60,383	1,250,418	1,684,570	3,543,910
	0%	2%	1%	4%	36%	2%	1%	38%	9%	0%	1%	10%	11%	2%	35%	48%	100%
2019	35	110,663	69,539	180,237	1,281,174	52,300	25,754	1,359,228	336,642	26,974	24,957	388,573	374,977	52,844	1,384,212	1,812,033	3,740,071
	0%	3%	2%	5%	34%	1%	1%	36%	9%	1%	1%	10%	10%	1%	37%	48%	100%
2020	12	129,431	89,668	219,111	1,329,949	77,316	55,716	1,462,981	345,905	43,515	40,184	429,604	236,867	84,816	1,108,236	1,429,919	3,541,615
	0%	4%	3%	6%	38%	2%	2%	41%	10%	1%	1%	12%	7%	2%	31%	40%	100%
2021	(172)	324,378	216,254	540,460	1,418,057			1,418,057				-				-	1,958,517
	0%	17%	11%	28%	72%	0%	0%	72%	0%	0%	0%	0%	0%	0%	0%	0%	100%



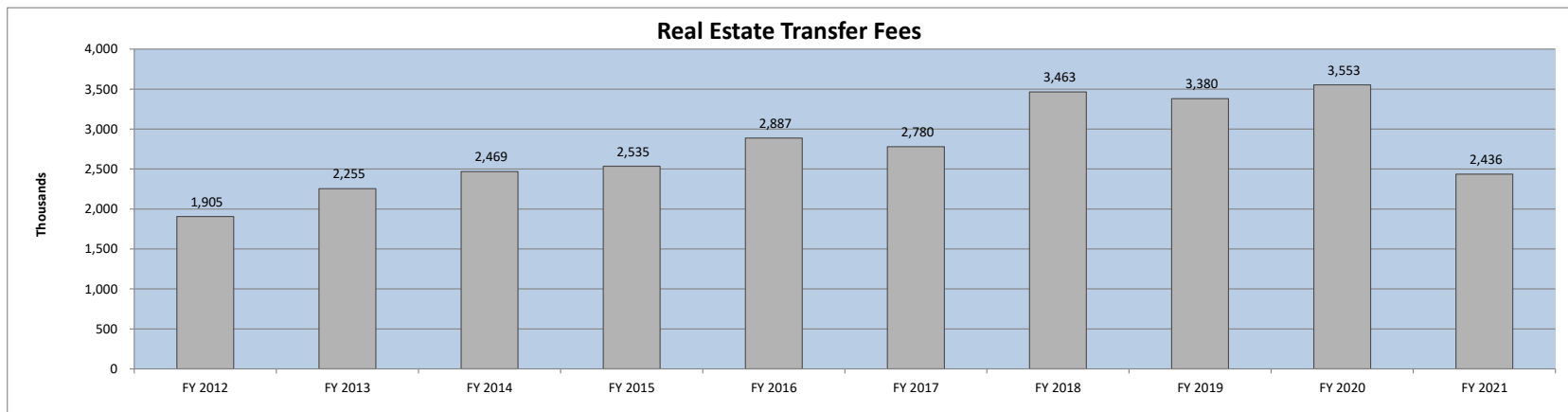
**State ATAX Revenue**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	-	-	-	1,727,579	-	-	<b>1,727,579</b>	465,848	-	-	<b>465,848</b>	217,109	-	1,267,859	<b>1,484,968</b>	<b>3,678,395</b>
	0%	0%	0%	<b>0%</b>	47%	0%	0%	<b>47%</b>	13%	0%	0%	<b>13%</b>	6%	0%	34%	<b>40%</b>	<b>100%</b>
<b>2013</b>	-	-	-	-	1,748,948	-	-	<b>1,748,948</b>	662,990	-	-	<b>662,990</b>	561,109	-	1,523,646	<b>2,084,755</b>	<b>4,496,693</b>
	0%	0%	0%	<b>0%</b>	39%	0%	0%	<b>39%</b>	15%	0%	0%	<b>15%</b>	12%	0%	34%	<b>46%</b>	<b>100%</b>
<b>2014</b>	-	-	-	-	2,286,725	-	-	<b>2,286,725</b>	634,879	-	-	<b>634,879</b>	307,969	-	1,707,034	<b>2,015,003</b>	<b>4,936,607</b>
	0%	0%	0%	<b>0%</b>	46%	0%	0%	<b>46%</b>	13%	0%	0%	<b>13%</b>	6%	0%	35%	<b>41%</b>	<b>100%</b>
<b>2015</b>	-	-	-	-	2,480,925	-	-	<b>2,480,925</b>	717,888	-	-	<b>717,888</b>	288,354	-	1,806,288	<b>2,094,642</b>	<b>5,293,455</b>
	0%	0%	0%	<b>0%</b>	47%	0%	0%	<b>47%</b>	14%	0%	0%	<b>14%</b>	5%	0%	34%	<b>40%</b>	<b>100%</b>
<b>2016</b>	-	-	-	-	2,588,597	-	-	<b>2,588,597</b>	846,937	-	-	<b>846,937</b>	354,505	-	1,934,945	<b>2,289,450</b>	<b>5,724,984</b>
	0%	0%	0%	<b>0%</b>	45%	0%	0%	<b>45%</b>	15%	0%	0%	<b>15%</b>	6%	0%	34%	<b>40%</b>	<b>100%</b>
<b>2017</b>	-	-	-	-	2,793,958	-	-	<b>2,793,958</b>	747,978	-	-	<b>747,978</b>	417,652	-	2,171,824	<b>2,589,476</b>	<b>6,131,412</b>
	0%	0%	0%	<b>0%</b>	46%	0%	0%	<b>46%</b>	12%	0%	0%	<b>12%</b>	7%	0%	35%	<b>42%</b>	<b>100%</b>
<b>2018</b>	-	-	-	-	2,809,551	-	-	<b>2,809,551</b>	858,253	-	-	<b>858,253</b>	397,776	-	2,254,419	<b>2,652,195</b>	<b>6,319,999</b>
	0%	0%	0%	<b>0%</b>	44%	0%	0%	<b>44%</b>	14%	0%	0%	<b>14%</b>	6%	0%	36%	<b>42%</b>	<b>100%</b>
<b>2019</b>	-	-	-	-	3,034,478	-	-	<b>3,034,478</b>	855,629	-	-	<b>855,629</b>	472,626	-	2,517,294	<b>2,989,920</b>	<b>6,880,027</b>
	0%	0%	0%	<b>0%</b>	44%	0%	0%	<b>44%</b>	12%	0%	0%	<b>12%</b>	7%	0%	37%	<b>43%</b>	<b>100%</b>
<b>2020</b>	-	-	-	-	3,223,818	-	-	<b>3,223,818</b>	815,760	134,656	-	<b>950,416</b>	586,126	-	1,730,047	<b>2,316,173</b>	<b>6,490,407</b>
	0%	0%	0%	<b>0%</b>	50%	0%	0%	<b>50%</b>	13%	2%	0%	<b>15%</b>	9%	0%	27%	<b>36%</b>	<b>100%</b>
<b>2021</b>	-	-	-	-	3,655,462	-	-	<b>3,655,462</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	<b>3,655,462</b>
	0%	0%	0%	<b>0%</b>	100%	0%	0%	<b>100%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>



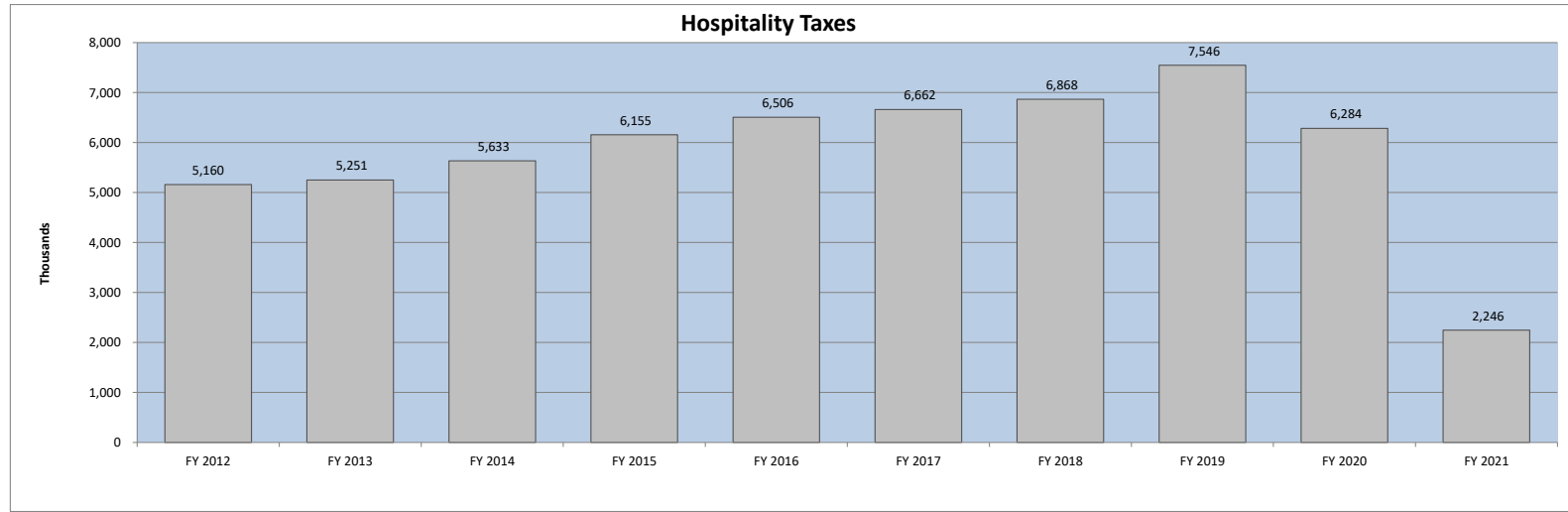
**Real Estate Transfer Fee Revenue**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	139,450 7%	159,226 8%	150,358 8%	<b>449,034</b> <b>24%</b>	159,205 8%	138,744 7%	162,077 9%	<b>460,026</b> <b>24%</b>	136,677 7%	108,630 6%	182,752 10%	<b>428,059</b> <b>22%</b>	188,721 10%	211,887 11%	167,732 9%	<b>568,340</b> <b>30%</b>	<b>1,905,459</b> <b>100%</b>
<b>2013</b>	172,658 8%	159,179 7%	177,345 8%	<b>509,182</b> <b>23%</b>	211,885 9%	183,982 8%	183,700 8%	<b>579,567</b> <b>26%</b>	134,456 6%	179,334 8%	143,641 6%	<b>457,431</b> <b>20%</b>	221,937 10%	252,528 11%	234,462 10%	<b>708,927</b> <b>31%</b>	<b>2,255,107</b> <b>100%</b>
<b>2014</b>	220,560 9%	260,824 11%	213,791 9%	<b>695,175</b> <b>28%</b>	281,351 11%	203,317 8%	150,674 6%	<b>635,342</b> <b>26%</b>	149,784 6%	122,915 5%	182,008 7%	<b>454,707</b> <b>18%</b>	243,718 10%	213,052 9%	226,887 9%	<b>683,657</b> <b>28%</b>	<b>2,468,881</b> <b>100%</b>
<b>2015</b>	221,317 9%	199,496 8%	188,301 7%	<b>609,114</b> <b>24%</b>	253,080 10%	150,389 6%	268,055 11%	<b>671,524</b> <b>26%</b>	160,395 6%	114,066 4%	229,625 9%	<b>504,086</b> <b>20%</b>	215,245 8%	263,128 10%	271,835 11%	<b>750,208</b> <b>30%</b>	<b>2,534,932</b> <b>100%</b>
<b>2016</b>	234,595 8%	279,002 10%	202,973 7%	<b>716,570</b> <b>25%</b>	216,847 8%	167,854 6%	261,485 9%	<b>646,186</b> <b>22%</b>	229,220 8%	198,334 7%	244,795 8%	<b>672,349</b> <b>23%</b>	251,805 9%	249,871 9%	350,366 12%	<b>852,042</b> <b>30%</b>	<b>2,887,147</b> <b>100%</b>
<b>2017</b>	211,072 8%	245,654 9%	244,422 9%	<b>701,148</b> <b>25%</b>	174,911 6%	178,434 6%	226,500 8%	<b>579,845</b> <b>21%</b>	199,693 7%	169,245 6%	219,557 8%	<b>588,495</b> <b>21%</b>	285,421 10%	351,313 13%	274,090 10%	<b>910,824</b> <b>33%</b>	<b>2,780,312</b> <b>100%</b>
<b>2018</b>	264,872 8%	340,779 10%	262,410 8%	<b>868,061</b> <b>25%</b>	335,365 10%	223,959 6%	264,198 8%	<b>823,522</b> <b>24%</b>	265,998 8%	199,667 6%	255,934 7%	<b>721,599</b> <b>21%</b>	324,009 9%	352,736 10%	373,562 11%	<b>1,050,307</b> <b>30%</b>	<b>3,463,489</b> <b>100%</b>
<b>2019</b>	296,001 9%	313,882 9%	206,316 6%	<b>816,199</b> <b>24%</b>	320,404 9%	263,233 8%	289,595 9%	<b>873,232</b> <b>26%</b>	218,269 6%	175,129 5%	317,464 9%	<b>710,862</b> <b>21%</b>	326,829 10%	375,085 11%	277,900 8%	<b>979,814</b> <b>29%</b>	<b>3,380,107</b> <b>100%</b>
<b>2020</b>	351,658 10%	300,875 8%	296,053 8%	<b>948,586</b> <b>27%</b>	339,361 10%	252,246 7%	301,810 8%	<b>893,417</b> <b>25%</b>	310,098 9%	191,741 5%	295,598 8%	<b>797,437</b> <b>22%</b>	297,260 8%	257,004 7%	359,261 10%	<b>913,525</b> <b>26%</b>	<b>3,552,965</b> <b>100%</b>
<b>2021</b>	507,895 21%	633,339 26%	590,226 24%	<b>1,731,460</b> <b>71%</b>	704,857 29%	0%	0%	<b>704,857</b> <b>29%</b>	0%	0%	0%	- <b>0%</b>	0%	0%	0%	- <b>0%</b>	<b>2,436,317</b> <b>100%</b>



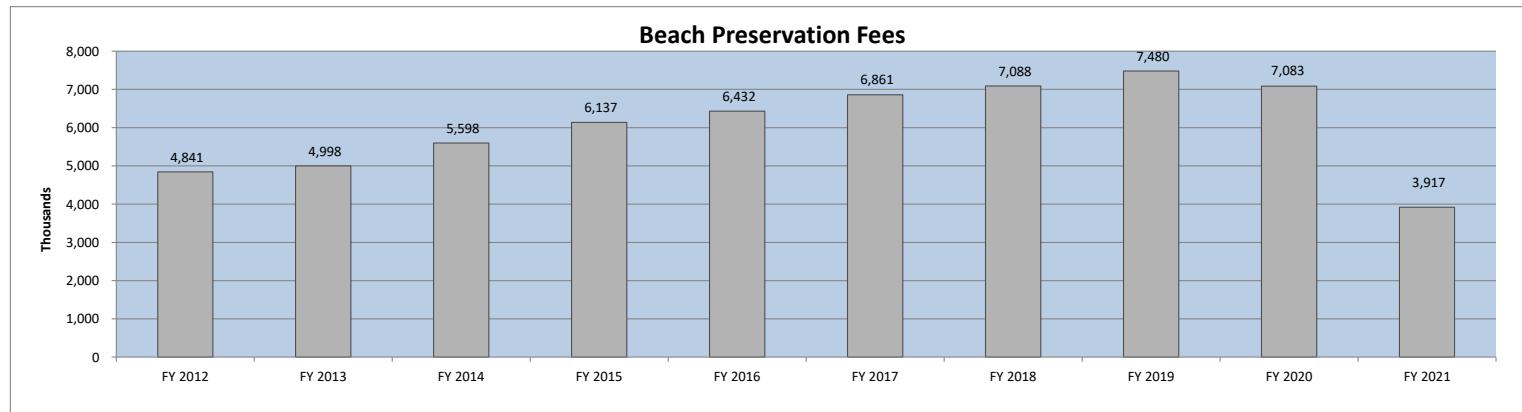
Hospitality Tax Revenue  
Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	361,462	361,462	1,205,720	51,838	209,020	1,466,578	636,640	125,824	119,275	881,739	695,699	232,479	1,522,177	2,450,355	5,160,134
	0%	0%	7%	7%	23%	1%	4%	28%	12%	2%	2%	17%	13%	5%	29%	47%	100%
2013	-	227,053	167,624	394,677	1,244,946	163,155	114,410	1,522,511	635,422	139,769	124,403	899,594	691,648	214,191	1,528,374	2,434,213	5,250,995
	0%	4%	3%	8%	24%	3%	2%	29%	12%	3%	2%	17%	13%	4%	29%	46%	100%
2014	-	250,531	220,872	471,403	1,267,698	183,659	125,344	1,576,701	706,599	117,024	132,645	956,268	754,213	211,502	1,663,343	2,629,058	5,633,430
	0%	4%	4%	8%	23%	3%	2%	28%	13%	2%	2%	17%	13%	4%	30%	47%	100%
2015	-	263,460	250,552	514,012	1,376,186	210,948	135,505	1,722,639	782,101	115,615	147,023	1,044,739	801,957	243,058	1,828,599	2,873,614	6,155,004
	0%	4%	4%	8%	22%	3%	2%	28%	13%	2%	2%	17%	13%	4%	30%	47%	100%
2016	(2,451)	296,736	254,972	549,257	1,473,719	215,836	143,710	1,833,265	831,682	135,776	140,685	1,108,143	920,040	235,957	1,859,644	3,015,641	6,506,306
	0%	5%	4%	8%	23%	3%	2%	28%	13%	2%	2%	17%	14%	4%	29%	46%	100%
2017	(112)	307,641	266,071	573,600	1,280,180	386,522	172,512	1,839,214	732,298	144,942	168,931	1,046,171	925,322	284,577	1,992,989	3,202,888	6,661,873
	0%	5%	4%	9%	19%	6%	3%	28%	11%	2%	3%	16%	14%	4%	30%	48%	100%
2018	(1,896)	350,984	272,962	622,050	1,354,343	305,889	176,091	1,836,323	863,424	184,537	167,049	1,215,010	947,412	333,953	1,913,039	3,194,404	6,867,787
	0%	5%	4%	9%	20%	4%	3%	27%	13%	3%	2%	18%	14%	5%	28%	47%	100%
2019	(9,311)	519,830	311,840	822,359	1,442,824	308,357	184,810	1,935,991	940,109	171,194	173,486	1,284,789	1,004,704	321,473	2,176,461	3,502,638	7,545,777
	0%	7%	4%	11%	19%	4%	2%	26%	12%	2%	2%	17%	13%	4%	29%	46%	100%
2020	(1,966)	440,781	322,265	761,080	1,533,954	320,714	193,848	2,048,516	996,593	172,646	149,601	1,318,840	316,148	218,826	1,621,051	2,156,025	6,284,461
	0%	7%	5%	12%	24%	5%	3%	33%	16%	3%	2%	21%	5%	3%	26%	34%	100%
2021	(1,066)	479,724	302,201	780,859	1,465,205			1,465,205				-				-	2,246,064
	0%	21%	13%	35%	65%	0%	0%	65%	0%	0%	0%	0%	0%	0%	0%	0%	100%



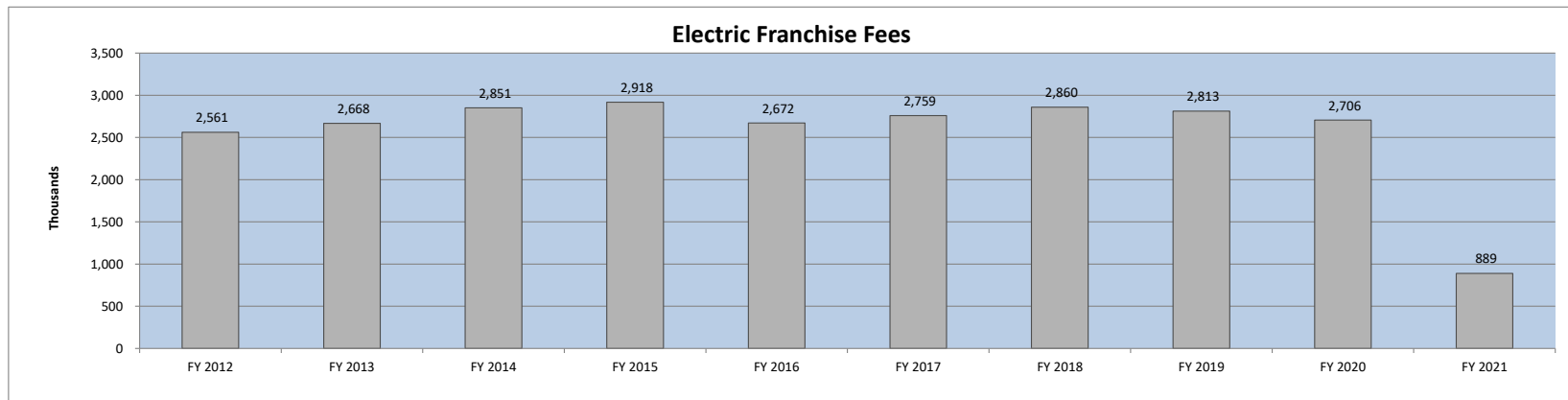
**Beach Preservation Fee Revenue**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	-	142,519	<b>142,519</b>	1,841,404	51,817	19,994	<b>1,913,215</b>	415,258	30,533	40,206	<b>485,997</b>	436,879	83,910	1,778,875	<b>2,299,664</b>	<b>4,841,395</b>
	0%	0%	3%	<b>3%</b>	38%	1%	0%	<b>40%</b>	9%	1%	1%	<b>10%</b>	9%	2%	37%	<b>48%</b>	<b>100%</b>
<b>2013</b>	(181)	128,096	52,091	<b>180,006</b>	1,937,409	82,534	42,880	<b>2,062,823</b>	367,737	35,193	36,733	<b>439,663</b>	474,164	110,304	1,731,172	<b>2,315,640</b>	<b>4,998,132</b>
	0%	3%	1%	<b>4%</b>	39%	2%	1%	<b>41%</b>	7%	1%	1%	<b>9%</b>	9%	2%	35%	<b>46%</b>	<b>100%</b>
<b>2014</b>	(321)	114,381	98,505	<b>212,565</b>	2,076,077	87,274	42,634	<b>2,205,985</b>	444,563	34,761	60,009	<b>539,333</b>	506,631	77,538	2,055,513	<b>2,639,682</b>	<b>5,597,565</b>
	0%	2%	2%	<b>4%</b>	37%	2%	1%	<b>39%</b>	8%	1%	1%	<b>10%</b>	9%	1%	37%	<b>47%</b>	<b>100%</b>
<b>2015</b>	(1,229)	133,020	177,134	<b>308,925</b>	2,318,006	91,207	36,223	<b>2,445,436</b>	523,502	29,746	29,738	<b>582,986</b>	542,110	100,271	2,156,951	<b>2,799,332</b>	<b>6,136,679</b>
	0%	2%	3%	<b>5%</b>	38%	1%	1%	<b>40%</b>	9%	0%	0%	<b>10%</b>	9%	2%	35%	<b>46%</b>	<b>100%</b>
<b>2016</b>	(1,630)	134,604	112,309	<b>245,283</b>	2,458,309	114,632	47,395	<b>2,620,336</b>	541,885	28,645	53,661	<b>624,191</b>	643,018	121,604	2,177,268	<b>2,941,890</b>	<b>6,431,700</b>
	0%	2%	2%	<b>4%</b>	38%	2%	1%	<b>41%</b>	8%	0%	1%	<b>10%</b>	10%	2%	34%	<b>46%</b>	<b>100%</b>
<b>2017</b>	(6)	209,371	150,800	<b>360,165</b>	2,075,794	533,645	44,832	<b>2,654,271</b>	494,699	48,112	56,991	<b>599,802</b>	687,914	128,623	2,429,983	<b>3,246,520</b>	<b>6,860,758</b>
	0%	3%	2%	<b>5%</b>	30%	8%	1%	<b>39%</b>	7%	1%	1%	<b>9%</b>	10%	2%	35%	<b>47%</b>	<b>100%</b>
<b>2018</b>	241	162,135	101,045	<b>263,421</b>	2,549,276	121,035	46,379	<b>2,716,690</b>	658,983	34,774	44,811	<b>738,568</b>	747,540	120,764	2,500,837	<b>3,369,141</b>	<b>7,087,820</b>
	0%	2%	1%	<b>4%</b>	36%	2%	1%	<b>38%</b>	9%	0%	1%	<b>10%</b>	11%	2%	35%	<b>48%</b>	<b>100%</b>
<b>2019</b>	70	221,325	139,080	<b>360,475</b>	2,562,348	104,599	51,408	<b>2,718,355</b>	673,384	53,947	49,916	<b>777,247</b>	749,954	105,688	2,768,423	<b>3,624,065</b>	<b>7,480,142</b>
	0%	3%	2%	<b>5%</b>	34%	1%	1%	<b>36%</b>	9%	1%	1%	<b>10%</b>	10%	1%	37%	<b>48%</b>	<b>100%</b>
<b>2020</b>	24	258,863	179,335	<b>438,222</b>	2,659,898	154,633	111,430	<b>2,925,961</b>	691,810	87,032	80,367	<b>859,209</b>	473,735	169,631	2,216,472	<b>2,859,838</b>	<b>7,083,230</b>
	0%	4%	3%	<b>6%</b>	38%	2%	2%	<b>41%</b>	10%	1%	1%	<b>12%</b>	7%	2%	31%	<b>40%</b>	<b>100%</b>
<b>2021</b>	(344)	648,756	432,509	<b>1,080,921</b>	2,836,113			<b>2,836,113</b>				<b>-</b>				<b>-</b>	<b>3,917,034</b>
	0%	17%	11%	<b>28%</b>	72%	0%	0%	<b>72%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>



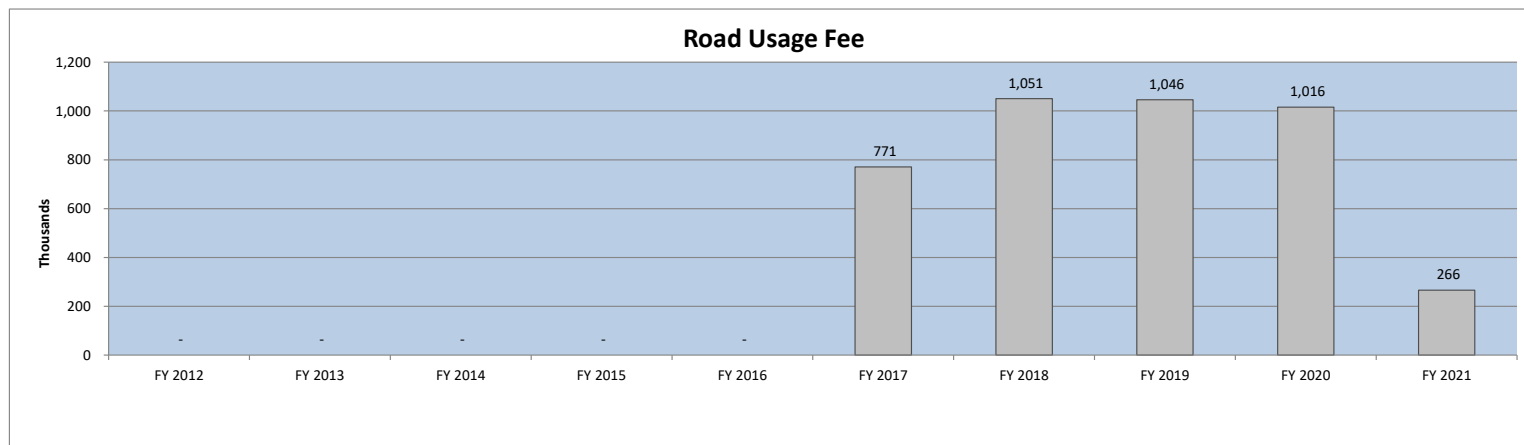
**Electric Franchise Fee Revenue**  
**Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	285,086 11%	315,558 12%	272,993 11%	<b>873,637</b> <b>34%</b>	201,785 8%	163,538 6%	- 0%	<b>365,323</b> <b>14%</b>	163,242 6%	184,930 7%	194,209 8%	<b>542,381</b> <b>21%</b>	186,263 7%	190,617 7%	403,073 16%	<b>779,953</b> <b>30%</b>	<b>2,561,294</b> <b>100%</b>
<b>2013</b>	267,900 10%	296,782 11%	253,419 9%	<b>818,101</b> <b>31%</b>	209,120 8%	191,263 7%	179,717 7%	<b>580,100</b> <b>22%</b>	213,986 8%	213,665 8%	220,684 8%	<b>648,335</b> <b>24%</b>	213,437 8%	179,862 7%	228,570 9%	<b>621,869</b> <b>23%</b>	<b>2,668,405</b> <b>100%</b>
<b>2014</b>	276,806 10%	294,926 10%	274,448 10%	<b>846,180</b> <b>30%</b>	211,839 7%	183,669 6%	194,716 7%	<b>590,224</b> <b>21%</b>	230,745 8%	296,174 10%	226,560 8%	<b>753,479</b> <b>26%</b>	215,220 8%	203,769 7%	242,046 8%	<b>661,035</b> <b>23%</b>	<b>2,850,918</b> <b>100%</b>
<b>2015</b>	295,086 10%	309,064 11%	291,986 10%	<b>896,136</b> <b>31%</b>	220,360 8%	193,729 7%	213,329 7%	<b>627,418</b> <b>21%</b>	228,430 8%	264,365 9%	262,821 9%	<b>755,616</b> <b>26%</b>	211,358 7%	196,172 7%	231,640 8%	<b>639,170</b> <b>22%</b>	<b>2,918,340</b> <b>100%</b>
<b>2016</b>	280,750 11%	299,517 11%	267,312 10%	<b>847,579</b> <b>32%</b>	212,060 8%	182,593 7%	172,665 6%	<b>567,318</b> <b>21%</b>	- 0%	193,842 7%	249,866 9%	<b>443,708</b> <b>17%</b>	204,750 8%	184,120 7%	424,509 16%	<b>813,379</b> <b>30%</b>	<b>2,671,984</b> <b>100%</b>
<b>2017</b>	- 0%	300,541 11%	333,053 12%	<b>633,594</b> <b>23%</b>	289,538 10%	219,568 8%	165,837 6%	<b>674,943</b> <b>24%</b>	168,934 6%	207,031 8%	209,820 8%	<b>585,785</b> <b>21%</b>	179,145 6%	216,348 8%	468,876 17%	<b>864,369</b> <b>31%</b>	<b>2,758,691</b> <b>100%</b>
<b>2018</b>	- 0%	286,171 10%	302,024 11%	<b>588,195</b> <b>21%</b>	280,004 10%	242,318 8%	207,471 7%	<b>729,793</b> <b>26%</b>	177,218 6%	286,059 10%	272,016 10%	<b>735,293</b> <b>26%</b>	183,936 6%	206,385 7%	416,234 15%	<b>806,555</b> <b>28%</b>	<b>2,859,836</b> <b>100%</b>
<b>2019</b>	- 0%	284,487 10%	300,539 11%	<b>585,026</b> <b>21%</b>	287,235 10%	225,289 8%	176,572 6%	<b>689,096</b> <b>25%</b>	217,205 8%	231,783 8%	247,294 9%	<b>696,282</b> <b>25%</b>	179,820 6%	197,124 7%	465,155 17%	<b>842,099</b> <b>30%</b>	<b>2,812,503</b> <b>100%</b>
<b>2020</b>	- 0%	288,444 11%	311,185 11%	<b>599,629</b> <b>22%</b>	274,894 10%	237,022 9%	185,439 7%	<b>697,355</b> <b>26%</b>	167,418 6%	203,003 8%	215,289 8%	<b>585,710</b> <b>22%</b>	211,820 8%	190,958 7%	420,531 16%	<b>823,309</b> <b>30%</b>	<b>2,706,003</b> <b>100%</b>
<b>2021</b>	- 0%	283,256 32%	313,306 35%	<b>596,562</b> <b>67%</b>	292,719 33%	- 0%	- 0%	<b>292,719</b> <b>33%</b>	- 0%	- 0%	- 0%	- 0%	- 0%	- 0%	- 0%	- 0%	<b>889,281</b> <b>100%</b>



Road Usage Fee Revenue  
Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2013	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2014	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2015	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2016	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2017	-	-	-	-	-	-	-	-	234,219	177,589	96,349	508,157	79,193	89,733	93,611	262,536	770,694
	0%	0%	0%	0%	0%	0%	0%	0%	30%	23%	13%	66%	10%	12%	12%	34%	100%
2018	-	80,207	94,638	174,845	82,102	90,943	76,552	249,597	70,645	84,843	102,170	257,658	89,556	86,895	192,273	368,724	1,050,824
	0%	8%	9%	17%	8%	9%	7%	24%	7%	8%	10%	25%	9%	8%	18%	35%	100%
2019	-	87,547	102,912	190,459	79,022	94,297	79,701	253,020	71,450	99,400	79,500	250,350	89,600	94,774	167,425	351,799	1,045,628
	0%	8%	10%	18%	8%	9%	8%	24%	7%	10%	8%	24%	9%	9%	16%	34%	100%
2020	-	96,850	90,569	187,419	80,556	68,343	97,447	246,346	80,050	91,275	72,900	244,225	73,325	83,400	181,150	337,875	1,015,865
	0%	10%	9%	18%	8%	7%	10%	24%	8%	9%	7%	24%	7%	8%	18%	33%	100%
2021	-	96,775	83,675	180,450	85,741			85,741				-				-	266,191
	0%	36%	31%	68%	32%	0%	0%	32%	0%	0%	0%	0%	0%	0%	0%	0%	100%



New source of revenue established during FY2017.

## **Business-Type Activities – Stormwater Utility**



**Stormwater Utility Fee Revenue  
Revenues by Month/Fiscal Year**

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
<b>2012</b>	-	-	-	-	-	48,454	638,172	<b>686,626</b>	2,535,992	-	46,507	<b>2,582,499</b>	93,932	27,723	101,099	<b>222,754</b>	<b>3,491,879</b>
	0%	0%	0%	<b>0%</b>	0%	1%	18%	<b>20%</b>	73%	0%	1%	<b>74%</b>	3%	1%	3%	<b>6%</b>	<b>100%</b>
<b>2013</b>	-	-	26,892	<b>26,892</b>	-	15,678	720,714	<b>736,392</b>	2,467,893	40,437	77,488	<b>2,585,818</b>	11,532	15,464	198,835	<b>225,831</b>	<b>3,574,933</b>
	0%	0%	1%	<b>1%</b>	0%	0%	20%	<b>21%</b>	69%	1%	2%	<b>72%</b>	0%	0%	6%	<b>6%</b>	<b>100%</b>
<b>2014</b>	-	-	10,201	<b>10,201</b>	-	20,547	711,021	<b>731,568</b>	2,385,610	169,137	33,979	<b>2,588,726</b>	35,865	25,432	172,508	<b>233,805</b>	<b>3,564,300</b>
	0%	0%	0%	<b>0%</b>	0%	1%	20%	<b>21%</b>	67%	5%	1%	<b>73%</b>	1%	1%	5%	<b>7%</b>	<b>100%</b>
<b>2015</b>	-	-	21,420	<b>21,420</b>	-	16,821	431,059	<b>447,880</b>	2,701,529	185,611	69,130	<b>2,956,270</b>	19,688	7,572	98,556	<b>125,816</b>	<b>3,551,386</b>
	0%	0%	1%	<b>1%</b>	0%	0%	12%	<b>13%</b>	76%	5%	2%	<b>83%</b>	1%	0%	3%	<b>4%</b>	<b>100%</b>
<b>2016</b>	(30,865)	39,140	-	<b>8,275</b>	36,028	267,950	-	<b>303,978</b>	2,843,322	267,273	69,598	<b>3,180,193</b>	16,958	22,578	19,418	<b>58,954</b>	<b>3,551,400</b>
	-1%	1%	0%	<b>0%</b>	1%	8%	0%	<b>9%</b>	80%	8%	2%	<b>90%</b>	0%	1%	1%	<b>2%</b>	<b>100%</b>
<b>2017</b>	-	20,819	193	<b>21,012</b>	45,892	6,779	233,754	<b>286,425</b>	-	2,236,860	788,955	<b>3,025,815</b>	189,339	12,164	48,250	<b>249,753</b>	<b>3,583,005</b>
	0%	1%	0%	<b>1%</b>	1%	0%	7%	<b>8%</b>	0%	62%	22%	<b>84%</b>	5%	0%	1%	<b>7%</b>	<b>100%</b>
<b>2018</b>	-	11,824	18,636	<b>30,460</b>	12,687	4,850	444,436	<b>461,973</b>	2,234,819	1,877,991	54,737	<b>4,167,547</b>	50,417	21,204	44,035	<b>115,656</b>	<b>4,775,636</b>
	0%	0%	0%	<b>1%</b>	0%	0%	9%	<b>10%</b>	47%	39%	1%	<b>87%</b>	1%	0%	1%	<b>2%</b>	<b>100%</b>
<b>2019</b>	-	18,968	32,519	<b>51,487</b>	22,142	3,859	356,960	<b>382,961</b>	2,170,577	2,003,012	144,665	<b>4,318,254</b>	43,223	16,888	82,988	<b>143,099</b>	<b>4,895,801</b>
	0%	0%	1%	<b>1%</b>	0%	0%	7%	<b>8%</b>	44%	41%	3%	<b>88%</b>	1%	0%	2%	<b>3%</b>	<b>100%</b>
<b>2020</b>	-	18,433	29,375	<b>47,808</b>	20,484	12,844	323,914	<b>357,242</b>	2,140,418	2,214,336	59,218	<b>4,413,972</b>	39,589	12,162	57,850	<b>109,601</b>	<b>4,928,623</b>
	0%	0%	1%	<b>1%</b>	0%	0%	7%	<b>7%</b>	43%	45%	1%	<b>90%</b>	1%	0%	1%	<b>2%</b>	<b>100%</b>
<b>2021</b>	-	74,796	21,179	<b>95,975</b>	12,246	-	-	<b>12,246</b>	-	-	-	<b>-</b>	-	-	-	<b>-</b>	<b>108,221</b>
	0%	69%	20%	<b>89%</b>	11%	0%	0%	<b>11%</b>	0%	0%	0%	<b>0%</b>	0%	0%	0%	<b>0%</b>	<b>100%</b>

